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Q1
2019

Los Angeles Quarterly Market Insights Report

Introducing the Compass

Q1 2019 Los Angeles

Market Insights Report

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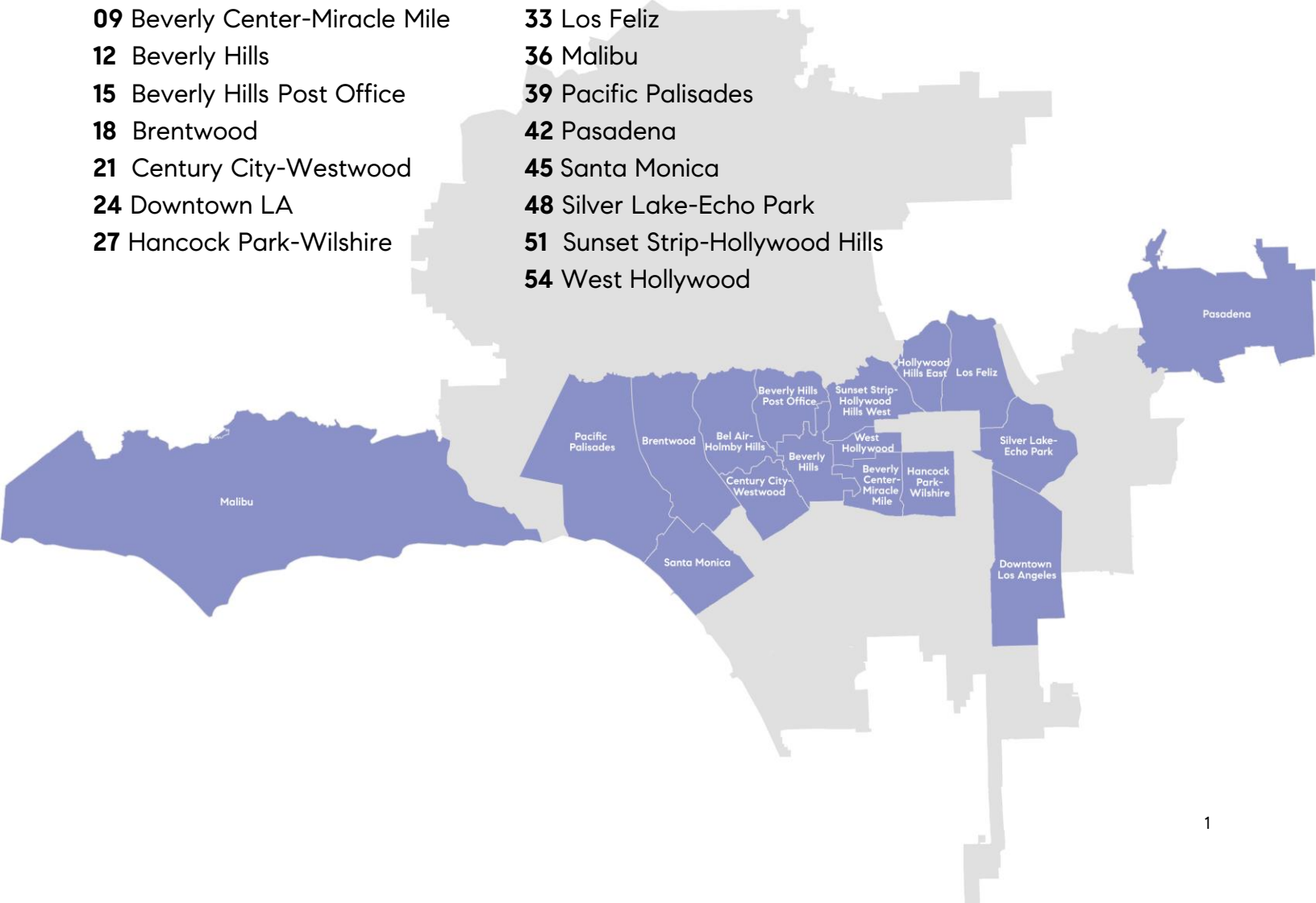
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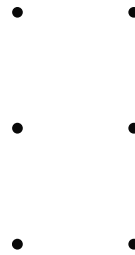
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Executive Summary

Los Angeles Market

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



Single Family

Inventory

Single family inventory¹ rose 13% YoY to 1,355 listings in Los Angeles as of the end of Q1-2019. Many neighborhoods in Compass' universe of coverage saw substantial increases in inventory levels, most notably Pasadena (+82% YoY to 82 listings), Silver Lake-Echo Park (+55% YoY to 31 listings) and Pacific Palisades (+39% YoY to 96 listings). Although many areas experienced a rise in inventory levels, the number of listings decreased in the two neighborhoods with the largest proportion of active inventory, Sunset Strip-Hollywood Hills (-5% YoY to 216 listings) and Malibu (-11% YoY to 171 listings).

Marketwide, the median asking price of single family homes fell 5% to \$3.55M, and although the overall effect was negative, many neighborhoods saw increases in median list price. Santa Monica's median asking price rose 18% to \$3.65M (the neighborhood had a relatively modest increase in number of listings, 11%). Silver Lake-Echo Park experienced an increase in asking price of 15% YoY to \$1.38M. Overall, the median asking price-per-square-foot for homes available at the end of Q1-2019 was \$1,003/SF, just a 3% decrease YoY, signaling that a portion of the decrease in absolute list price YoY is attributable to a decrease in the size of for-sale homes.

Closings

Single family sales volume fell YoY to 446 closings in Q1-2019, a decrease of 16% compared to Q1-2018. Valuations, however, rose slightly (+2% YoY) to \$868/SF, which, coupled with decreasing absolute sales price (-11% YoY to \$1.945M), suggests that the homes which traded in Q1-2019 were more efficient than those sold in Q1-2018. Single family residences spent a median of 49 days on the market, an increase of 6 days compared to Q1-2018. Seller negotiability deepened to -2%, signaling that sellers are increasingly willing to entertain offers below asking price.

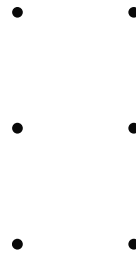
The number of sales decreased across most neighborhoods, with Malibu and Beverly Hills Post Office experiencing the largest percentage drop (-46% and -44% to 19 and 15 trades, respectively). However, the trend was not present in every area, as the number of closings increased in Pasadena, (+1% YoY to 71 closings) and in Hollywood Hills East (+6% to 19 closings). Overall, valuations held relatively steady, with most areas hovering within the +/-5% range of percentage change in PPSF valuation YoY. However, the median PPSF increased substantially in Malibu (+18% YoY to \$1,339/SF) and decreased in Bel Air-Holmby Hills (-20% YoY to \$617/SF).

¹ Inventory and closings data as of March 15, 2019.

Executive Summary

Los Angeles Market

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



Condo

Inventory

Condo inventory levels¹ increased 40% YoY to 605 available units, bringing months of inventory up to 2.8 months, which is just below the threshold for a balanced market. The largest share of inventory is located in Downtown LA (+60% YoY to 134 listings, partially driven by the recent opening of Metropolis Tower II, but also spurred by an increase in resale listings) and Century City-Westwood (+21% YoY to 116 listings, buoyed by sales commencement at Century Plaza and a strong resale market). Several other neighborhoods also experienced large percentage change inventory increases YoY, however due to historically low inventory numbers, the absolute increases are less substantial. Inventory levels did increase at every neighborhood under coverage, except for Hancock Park-Wilshire (-7% YoY to 26 listings) and Santa Monica (-5% YoY to 63 listings).

The median asking price fell 15% YoY on an absolute basis to \$1.03M, however on a per-square-foot basis, the change was less significant, falling just 5% to \$779/SF. Asking price-per-square-foot increased substantially in Sunset Strip-Hollywood Hills (+38% YoY to \$897/SF), with the addition of two listings at the Residences at the West Hollywood Edition as well as several high-floor resales at Sierra Towers, and decreased most prominently in Pacific Palisades (-13% YoY to \$851/SF, potentially caused by the increase in number of listings (13, +225% YoY). Overall, sellers reduced asking valuations only marginally, despite rising inventory levels.

Closings

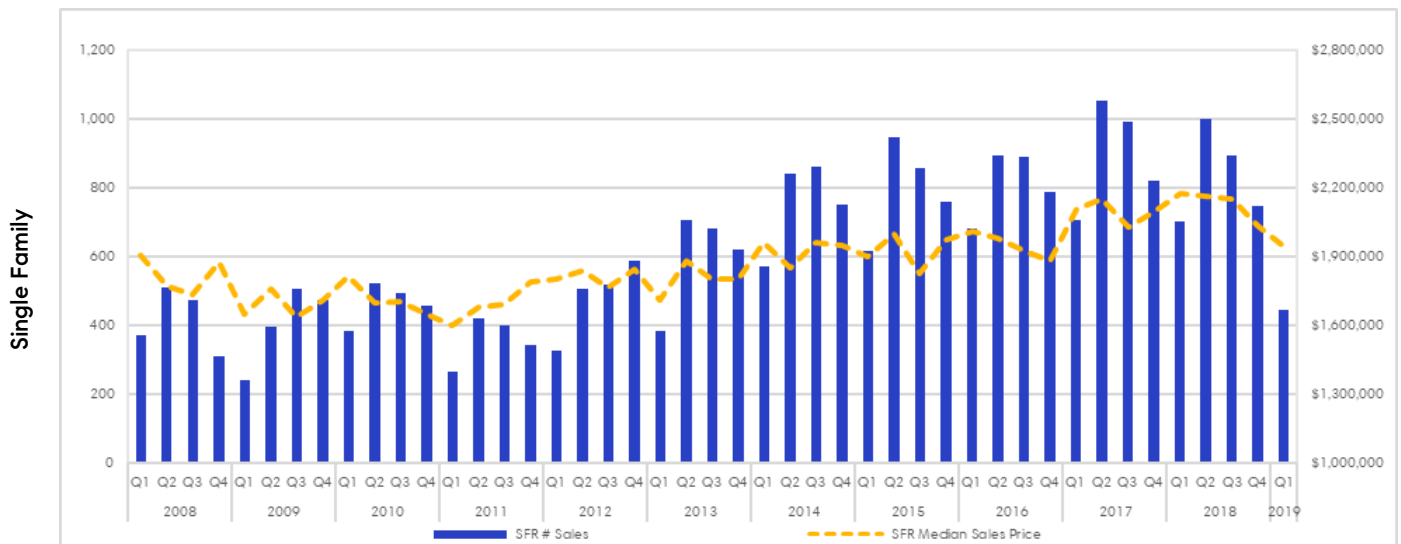
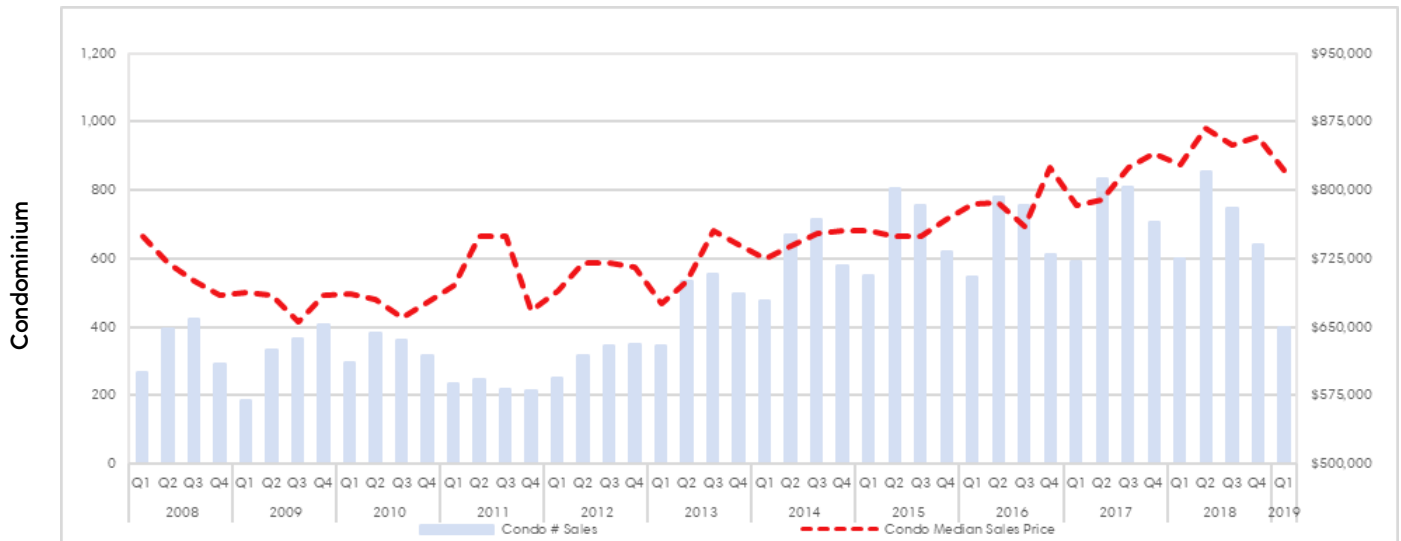
400 condos closed in Los Angeles in Q1-2019 (-11% YoY) at a median sales price of \$823K (-1% YoY). Negotiability, the percentage difference between closing price and asking price, which was positive in Q1-2018, fell to -1% in Q1-2019, signifying sellers are increasingly willing to consider offers below ask. The condos sold during Q1-2019 spent a median of 48 days on market, an increase of 12 days YoY and were valued at \$651/SF, or -0.3% YoY.

The overall decrease in total sales was driven by decreases in neighborhoods with historically active condo markets – Century City-Westwood, Pasadena, and Santa Monica (-26% to 72 closings, -15% to 65 closings, and -9% to 58 closings, respectively). Despite the decrease in number of closings, median sales price declined only negligibly, with many neighborhoods experiencing YoY price increases. The overall decline was driven in part by decreasing median sales prices in Century City-Westwood and Santa Monica (-5% YoY to \$930K and -10% to \$1.1M, respectively). Condos in Malibu spent the longest time on the market, 85 DOM, and residences in Sunset Strip-Hollywood Hills spent the least, at just 20 days.

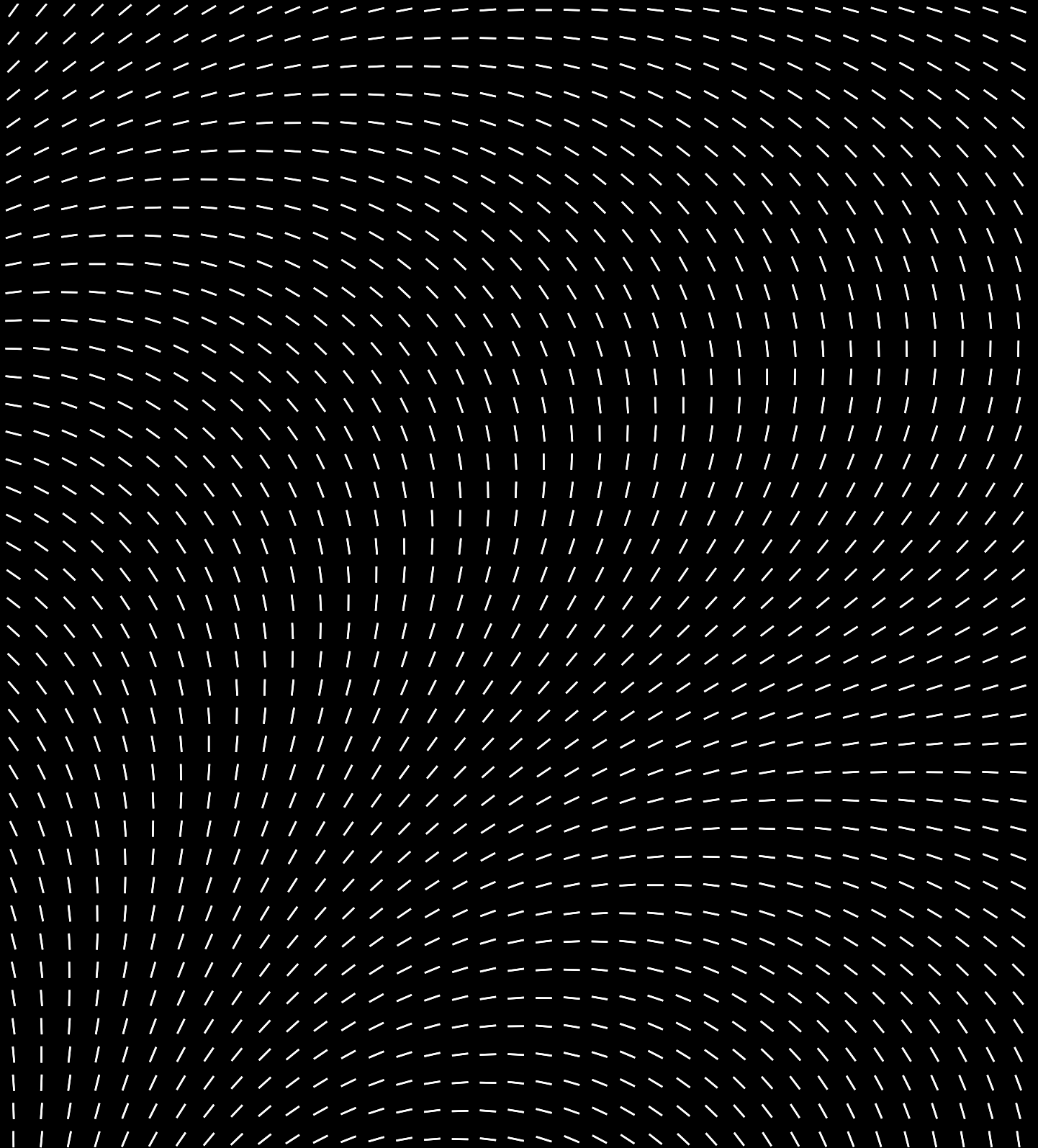
¹ Inventory and closings data as of March 15, 2019.

Los Angeles Condominium & Single Family Overview

The charts below highlight several years of historical performance of condominium and single-family closings by quarter. *Please note all data below is as of 3/15/2019.*



Neighborhood Snapshots

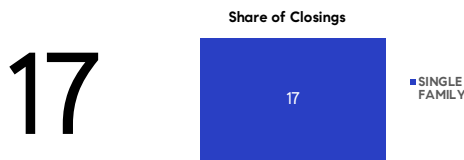


Bel-Air-Holmby Hills

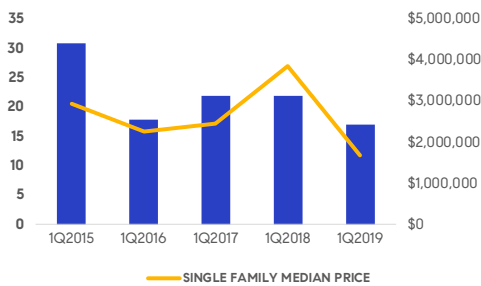
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



1Q2019 Price Metrics

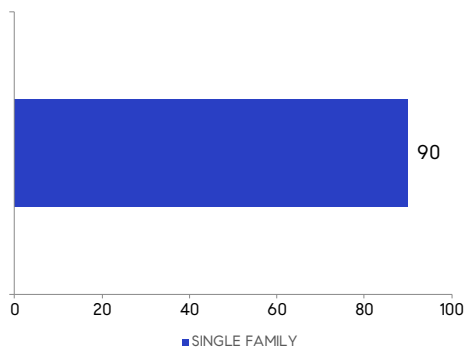
-
Median Condo Sales Price

\$1,690,000

Median Single Family Sales Price

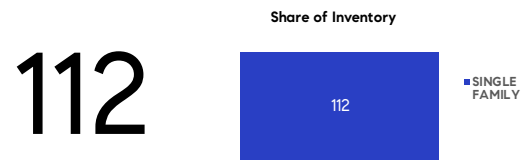
-
Median Condo Sales PPSF

Median Days on Market

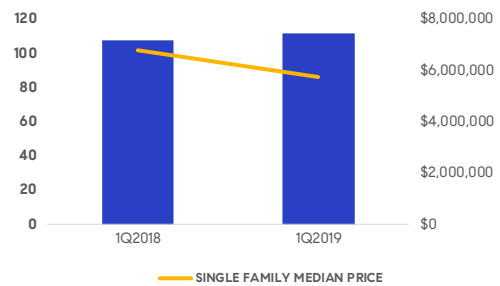


Inventory

Number of Active Listings



Inventory - Year over Year



1Q2019 Price Metrics

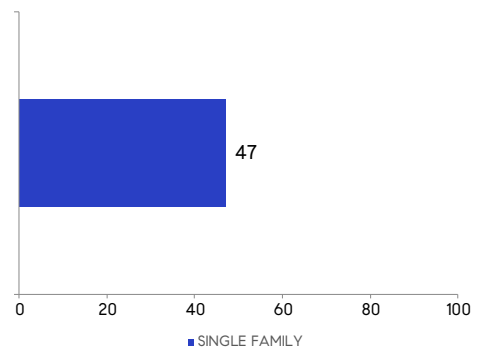
-
Median Condo Asking Price

\$5,775,000

Median Single Family Asking Price

-
Median Condo Asking PPSF

Median Days on Market



Bel-Air-Holmby Hills

Single Family

Closings

CLOSINGS	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
SINGLE FAMILY					
Number of Closings	17	22	-22.7%	7	142.9%
Median Price	\$1,690,000	\$3,868,000	-56.3%	\$3,200,000	-47.2%
Median Days on Market	90	98	-7.7%	42	114.3%
Median Negotiability	-2.1%	-6.5%	-	-3.0%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,292,000	-	-	-	-
1,500 - 2,000	\$1,693,000	\$1,788,000	-5.3%	\$1,915,000	-11.6%
2,000 - 3,000	\$1,610,000	\$2,192,000	-26.6%	\$3,175,000	-49.3%
3,000 - 4,000	-	\$2,719,000	-	\$3,500,000	-
> 4,000	\$6,850,000	\$11,013,000	-37.8%	\$8,400,000	-18.5%

Bel-Air-Holmby Hills

Single Family

Inventory

ACTIVE	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
SINGLE FAMILY					
Number of Active Listings	112	108	3.7%	101	10.9%
Median Price	\$5,775,000	\$6,797,000	-15.0%	\$5,500,000	5.0%
Median Days on Market	47	63	-24.8%	80	-41.3%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,423,000	\$1,649,000	-13.7%	\$1,399,000	1.7%
1,500 - 2,000	\$2,295,000	\$2,495,000	-8.0%	\$1,799,000	27.6%
2,000 - 3,000	\$2,697,000	\$4,373,000	-38.3%	\$3,447,000	-21.8%
3,000 - 4,000	\$4,523,000	\$5,373,000	-15.8%	\$4,723,000	-4.2%
> 4,000	\$12,500,000	\$11,748,000	6.4%	\$12,525,000	-0.2%

* 1Q2019 Inventory as of March 15, 2019

ACTIVE MONTHS OF SUPPLY	1Q2019	1Q2018
Overall	10.9	7.9

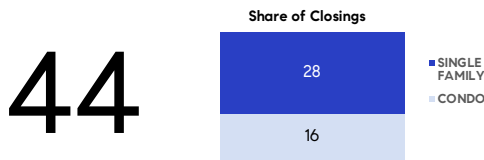
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Beverly Center-Miracle Mile

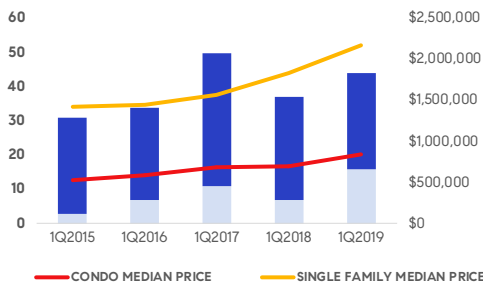
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



1Q2019 Price Metrics

\$848,000

Median Condo Sales Price

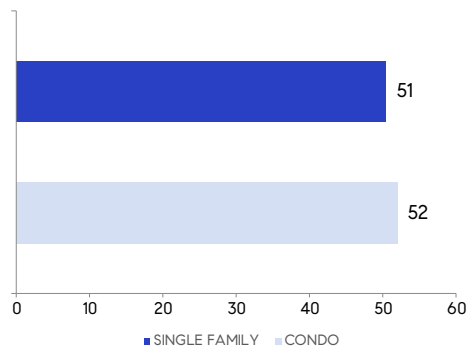
\$2,175,000

Median Single Family Sales Price

\$632

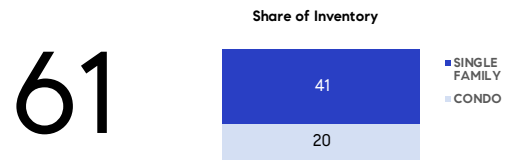
Median Condo Sales PPSF

Median Days on Market

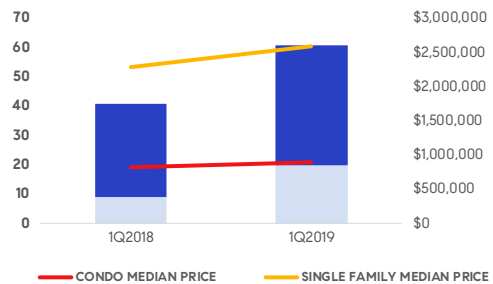


Inventory

Number of Active Listings



Inventory - Year over Year



1Q2019 Price Metrics

\$904,000

Median Condo Asking Price

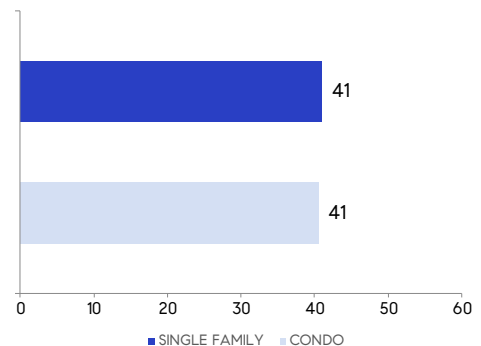
\$2,597,000

Median Single Family Asking Price

\$668

Median Condo Asking PPSF

Median Days on Market



Beverly Center-Miracle Mile Condominium & Single Family Closings

CLOSINGS	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Closings	16	7	128.6%	5	220.0%
Median Price	\$848,000	\$704,000	20.5%	\$855,000	-0.8%
Median PPSF	\$632	\$619	2.1%	\$766	-17.4%
Median Days on Market	52	10	420.0%	70	-25.7%
Median Negotiability	-1.2%	2.9%	-	-1.9%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$558,000	\$555,000	0.5%	\$560,000	-0.4%
2 BR	\$820,000	\$910,000	-9.9%	\$855,000	-4.1%
3 BR	\$1,180,000	\$1,050,000	12.4%	\$1,259,000	-6.3%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	28	30	-6.7%	9	211.1%
Median Price	\$2,175,000	\$1,843,000	18.0%	\$1,700,000	27.9%
Median Days on Market	51	45	13.5%	67	-24.6%
Median Negotiability	-3.6%	-0.8%	-	-2.6%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,605,000	\$1,504,000	6.7%	\$1,540,000	4.2%
1,500 - 2,000	\$2,000,000	\$1,810,000	10.5%	\$1,800,000	11.1%
2,000 - 3,000	\$3,148,000	\$2,673,000	17.8%	\$2,900,000	8.6%
3,000 - 4,000	\$3,210,000	\$3,775,000	-15.0%	\$3,056,000	5.0%
> 4,000	\$4,925,000	\$3,700,000	33.1%	-	-

Beverly Center-Miracle Mile Condominium & Single Family Inventory

ACTIVE	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	20	9	122.2%	23	-13.0%
Median Price	\$904,000	\$819,000	10.4%	\$950,000	-4.8%
Median PPSF	\$668	\$604	10.6%	\$660	1.2%
Median Days on Market	41	16	153.1%	52	-22.1%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$589,000	\$1,099,000	-46.4%	\$589,000	0.0%
2 BR	\$949,000	\$768,000	23.6%	\$979,000	-3.1%
3 BR	\$1,112,000	\$896,000	24.1%	\$991,000	12.2%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	41	32	28.1%	47	-12.8%
Median Price	\$2,597,000	\$2,298,000	13.0%	\$2,350,000	10.5%
Median Days on Market	41	35	18.8%	44	-6.8%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,475,000	\$1,735,000	-15.0%	\$1,499,000	-1.6%
1,500 - 2,000	\$1,969,000	\$1,773,000	11.1%	\$2,299,000	-14.4%
2,000 - 3,000	\$3,350,000	\$3,485,000	-3.9%	\$3,448,000	-2.8%
3,000 - 4,000	\$3,995,000	\$3,849,000	3.8%	\$4,292,000	-6.9%
> 4,000	\$4,295,000	\$4,320,000	-0.6%	\$5,195,000	-17.3%

* 1Q2019 Inventory as of March 15, 2019

ACTIVE MONTHS OF SUPPLY	1Q2019	1Q2018
Overall	2.8	1.7

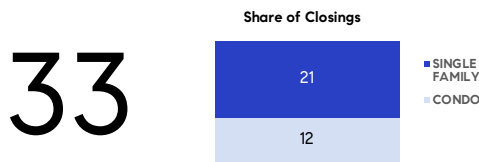
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Beverly Hills

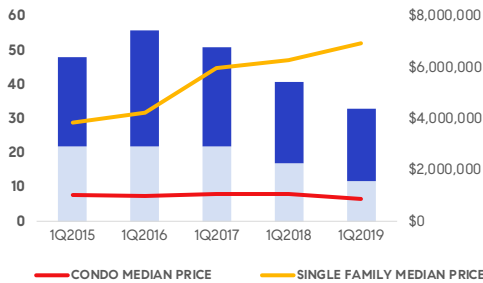
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



1Q2019 Price Metrics

\$889,000

Median Condo Sales Price

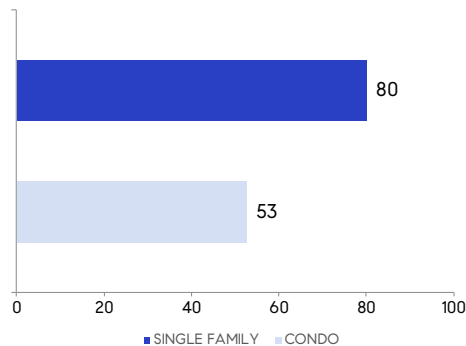
\$6,950,000

Median Single Family Sales Price

\$703

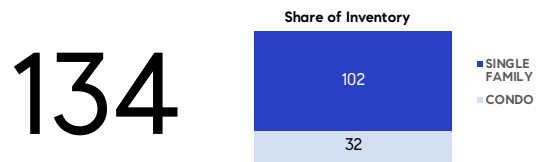
Median Condo Sales PPSF

Median Days on Market

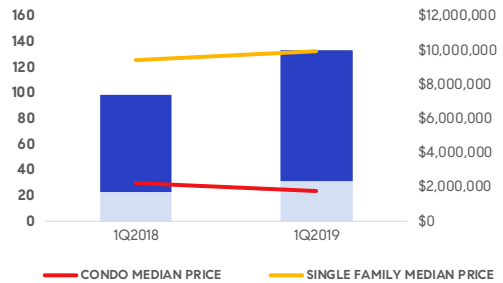


Inventory

Number of Active Listings



Inventory - Year over Year



1Q2019 Price Metrics

\$1,822,000

Median Condo Asking Price

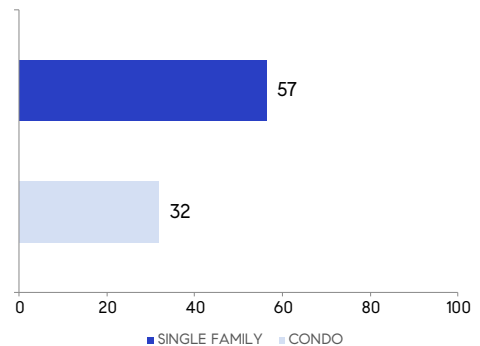
\$9,998,000

Median Single Family Asking Price

\$909

Median Condo Asking PPSF

Median Days on Market



Beverly Hills Condominium & Single Family Closings

CLOSINGS	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Closings	12	17	-29.4%	3	300.0%
Median Price	\$889,000	\$1,100,000	-19.2%	\$985,000	-9.7%
Median PPSF	\$703	\$717	-2.0%	\$685	2.6%
Median Days on Market	53	69	-23.9%	31	69.4%
Median Negotiability	-1.8%	0.0%	-	-1.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$675,000	-	-	-
1 BR	\$729,000	\$755,000	-3.4%	-	-
2 BR	\$1,215,000	\$1,100,000	10.5%	\$985,000	23.4%
3 BR	\$3,025,000	\$1,965,000	53.9%	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	21	24	-12.5%	1	2000.0%
Median Price	\$6,950,000	\$6,290,000	10.5%	\$27,625,000	-74.8%
Median Days on Market	80	25	220.0%	209	-61.7%
Median Negotiability	-4.7%	-3.6%	-	-7.8%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,003,000	\$2,354,000	-14.9%	-	-
1,500 - 2,000	\$2,649,000	\$2,885,000	-8.2%	\$2,900,000	-8.7%
2,000 - 3,000	\$5,688,000	\$4,050,000	40.4%	\$2,725,000	108.7%
3,000 - 4,000	\$4,338,000	\$7,425,000	-41.6%	\$6,030,000	-28.1%
> 4,000	\$9,075,000	\$10,965,000	-17.2%	\$12,475,000	-27.3%

Beverly Hills Condominium & Single Family Inventory

ACTIVE	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	32	23	39.1%	30	6.7%
Median Price	\$1,822,000	\$2,250,000	-19.0%	\$2,047,000	-11.0%
Median PPSF	\$909	\$1,017	-10.6%	\$873	4.1%
Median Days on Market	32	72	-55.6%	72	-55.2%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	\$949,000	-	-	-
2 BR	\$1,499,000	\$1,739,000	-13.8%	\$1,575,000	-4.8%
3 BR	\$3,280,000	\$3,280,000	0.0%	\$2,970,000	10.4%
4 BR+	\$3,865,000	\$9,995,000	-61.3%	\$3,895,000	-0.8%
SINGLE FAMILY					
Number of Active Listings	102	76	34.2%	96	6.3%
Median Price	\$9,998,000	\$9,448,000	5.8%	\$9,800,000	2.0%
Median Days on Market	57	65	-13.1%	74	-23.6%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,350,000	\$2,588,000	-9.2%	\$2,925,000	-19.7%
1,500 - 2,000	\$2,748,000	\$2,795,000	-1.7%	\$2,949,000	-6.8%
2,000 - 3,000	\$4,173,000	\$5,873,000	-28.9%	\$5,225,000	-20.1%
3,000 - 4,000	\$9,573,000	\$7,740,000	23.7%	\$7,800,000	22.7%
> 4,000	\$15,850,000	\$17,950,000	-11.7%	\$14,500,000	9.3%

* 1Q2019 Inventory as of March 15, 2019

ACTIVE MONTHS OF SUPPLY	1Q2019	1Q2018
Overall	8.4	4.5

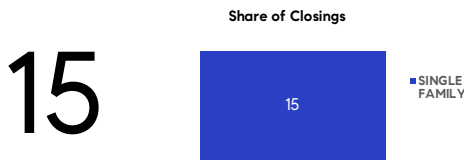
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Beverly Hills Post Office

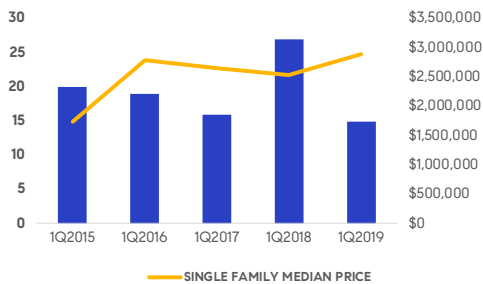
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Closings

Number of Total Closings



Closings - Last Five Years



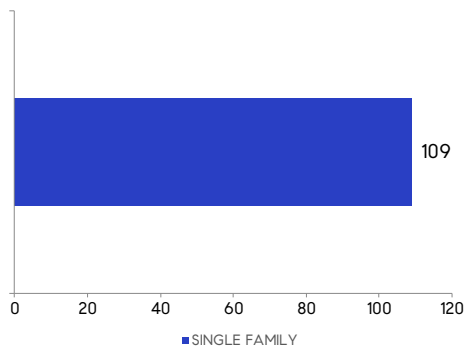
1Q2019 Price Metrics

-
Median Condo Sales Price

\$2,900,000
Median Single Family Sales Price

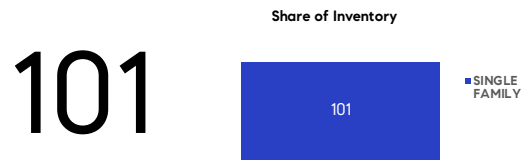
-
Median Condo Sales PPSF

Median Days on Market

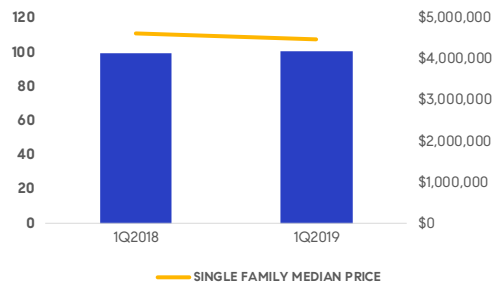


Inventory

Number of Active Listings



Inventory - Year over Year



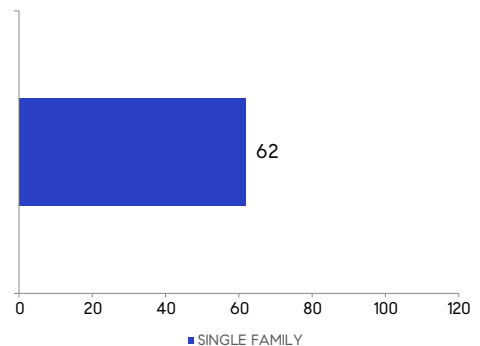
1Q2019 Price Metrics

-
Median Condo Asking Price

\$4,495,000
Median Single Family Asking Price

-
Median Condo Asking PPSF

Median Days on Market



Beverly Hills Post Office

Single Family

Closings

CLOSINGS	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
SINGLE FAMILY					
Number of Closings	15	27	-44.4%	4	275.0%
Median Price	\$2,900,000	\$2,540,000	14.2%	\$4,893,000	-40.7%
Median Days on Market	109	79	38.0%	54	103.7%
Median Negotiability	-6.1%	-4.5%	-	-0.4%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,462,000	\$1,948,000	-24.9%	-	-
1,500 - 2,000	\$1,960,000	\$1,888,000	3.8%	\$2,233,000	-12.2%
2,000 - 3,000	-	\$2,635,000	-	\$3,075,000	-
3,000 - 4,000	\$4,500,000	\$6,475,000	-30.5%	\$4,455,000	1.0%
> 4,000	\$8,900,000	\$9,000,000	-1.1%	\$5,773,000	54.2%

Beverly Hills Post Office Single Family Inventory

ACTIVE	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
SINGLE FAMILY					
Number of Active Listings	101	100	1.0%	101	0.0%
Median Price	\$4,495,000	\$4,647,000	-3.3%	\$4,995,000	-10.0%
Median Days on Market	62	66	-6.1%	76	-18.4%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,425,000	\$1,797,000	-20.7%	\$1,199,000	18.8%
1,500 - 2,000	\$2,350,000	\$2,795,000	-15.9%	\$2,395,000	-1.9%
2,000 - 3,000	\$3,397,000	\$3,495,000	-2.8%	\$3,100,000	9.6%
3,000 - 4,000	\$3,650,000	\$4,200,000	-13.1%	\$4,295,000	-15.0%
> 4,000	\$7,500,000	\$7,498,000	0.0%	\$8,495,000	-11.7%

* 1Q2019 Inventory as of March 15, 2019

ACTIVE MONTHS OF SUPPLY	1Q2019	1Q2018
Overall	9.0	7.5

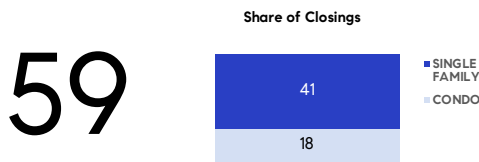
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Brentwood

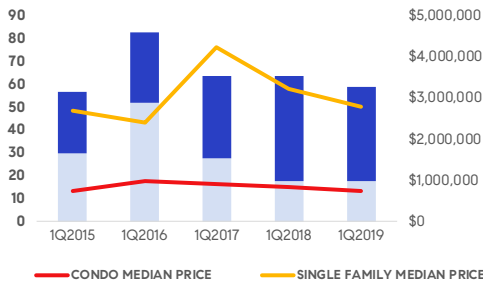
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



1Q2019 Price Metrics

\$758,000

Median Condo Sales Price

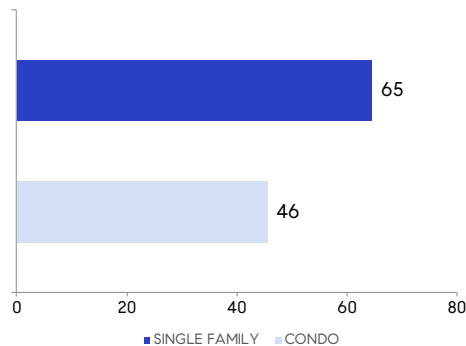
\$2,795,000

Median Single Family Sales Price

\$687

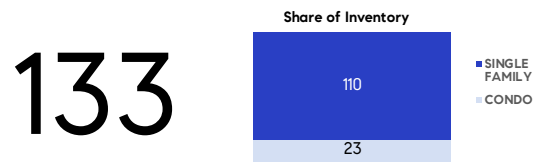
Median Condo Sales PPSF

Median Days on Market

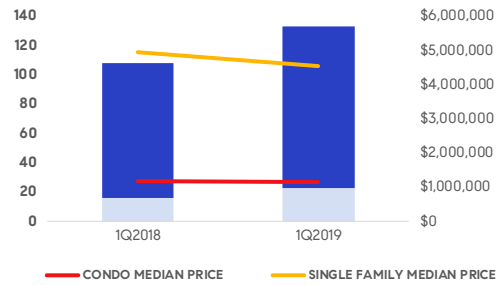


Inventory

Number of Active Listings



Inventory - Year over Year



1Q2019 Price Metrics

\$1,150,000

Median Condo Asking Price

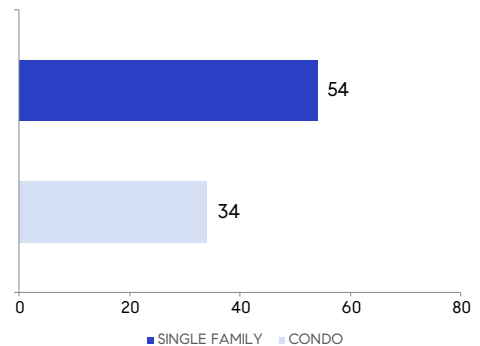
\$4,548,000

Median Single Family Asking Price

\$710

Median Condo Asking PPSF

Median Days on Market



Brentwood Condominium & Single Family Closings

CLOSINGS	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Closings	18	18	0.0%	8	125.0%
Median Price	\$758,000	\$852,000	-11.0%	\$970,000	-21.9%
Median PPSF	\$687	\$640	7.3%	\$710	-3.3%
Median Days on Market	46	23	97.8%	23	102.2%
Median Negotiability	-0.6%	0.6%	-	-1.7%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$660,000	\$615,000	7.3%	\$677,000	-2.5%
2 BR	\$849,000	\$932,000	-8.9%	\$1,085,000	-21.8%
3 BR	\$1,390,000	\$1,660,000	-16.3%	\$1,900,000	-26.8%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	41	46	-10.9%	10	310.0%
Median Price	\$2,795,000	\$3,228,000	-13.4%	\$2,338,000	19.5%
Median Days on Market	65	61	5.7%	52	24.0%
Median Negotiability	-4.6%	-2.8%	-	-6.3%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,845,000	\$1,875,000	-1.6%	\$1,400,000	31.8%
1,500 - 2,000	\$2,446,000	\$2,450,000	-0.2%	\$2,123,000	15.2%
2,000 - 3,000	\$2,965,000	\$2,918,000	1.6%	\$3,100,000	-4.4%
3,000 - 4,000	\$3,989,000	\$4,427,000	-9.9%	\$3,728,000	7.0%
> 4,000	\$7,250,000	\$6,675,000	8.6%	\$6,350,000	14.2%

Brentwood Condominium & Single Family Inventory

ACTIVE	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	23	16	43.8%	15	53.3%
Median Price	\$1,150,000	\$1,197,000	-3.9%	\$925,000	24.3%
Median PPSF	\$710	\$620	14.4%	\$681	4.2%
Median Days on Market	34	29	19.3%	33	3.0%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$680,000	\$599,000	13.5%	\$694,000	-2.0%
2 BR	\$1,097,000	\$1,167,000	-6.0%	\$975,000	12.5%
3 BR	\$1,374,000	\$1,387,000	-0.9%	\$1,397,000	-1.6%
4 BR+	\$3,147,000	\$3,995,000	-21.2%	-	-
SINGLE FAMILY					
Number of Active Listings	110	92	19.6%	94	17.0%
Median Price	\$4,548,000	\$4,963,000	-8.4%	\$5,545,000	-18.0%
Median Days on Market	54	39	40.3%	59	-8.5%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,349,000	\$2,172,000	8.1%	\$2,453,000	-4.2%
1,500 - 2,000	\$2,485,000	\$2,995,000	-17.0%	\$2,475,000	0.4%
2,000 - 3,000	\$3,495,000	\$2,923,000	19.6%	\$3,450,000	1.3%
3,000 - 4,000	\$4,598,000	\$4,795,000	-4.1%	\$4,247,000	8.3%
> 4,000	\$7,997,000	\$6,492,000	23.2%	\$7,995,000	0.0%

* 1Q2019 Inventory as of March 15, 2019

ACTIVE MONTHS OF SUPPLY	1Q2019	1Q2018
Overall	4.1	2.8

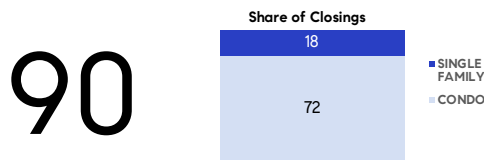
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Century City-Westwood

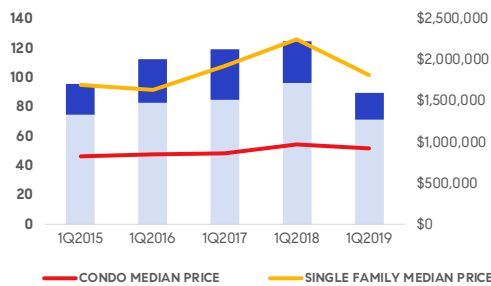
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



1Q2019 Price Metrics

\$930,000

Median Condo Sales Price

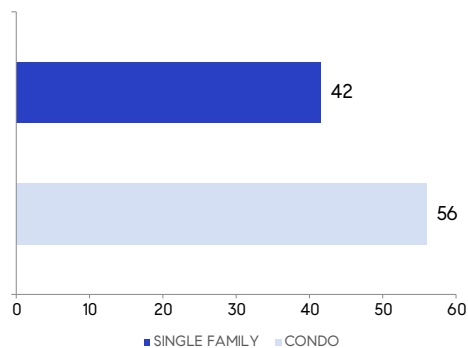
\$1,823,000

Median Single Family Sales Price

\$669

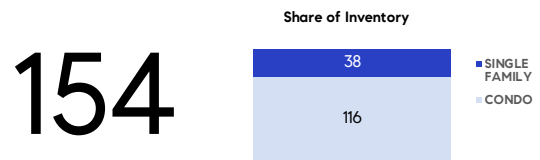
Median Condo Sales PPSF

Median Days on Market

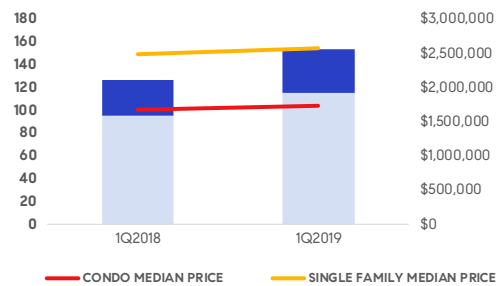


Inventory

Number of Active Listings



Inventory - Year over Year



1Q2019 Price Metrics

\$1,738,000

Median Condo Asking Price

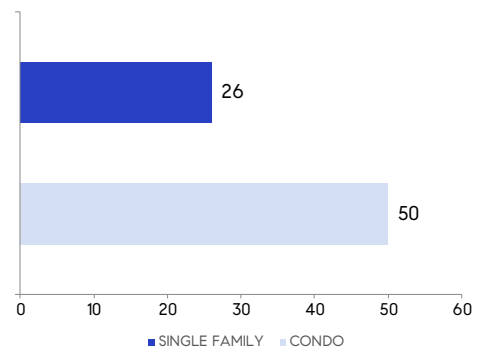
\$2,575,000

Median Single Family Asking Price

\$953

Median Condo Asking PPSF

Median Days on Market



Century City-Westwood Condominium & Single Family Closings

CLOSINGS	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Closings	72	97	-25.8%	15	380.0%
Median Price	\$930,000	\$975,000	-4.6%	\$1,025,000	-9.3%
Median PPSF	\$669	\$661	1.3%	\$628	6.6%
Median Days on Market	56	37	51.4%	36	55.6%
Median Negotiability	-2.3%	-0.2%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$640,000	\$637,000	0.5%	-	-
2 BR	\$904,000	\$1,040,000	-13.1%	\$1,018,000	-11.2%
3 BR	\$2,463,000	\$1,265,000	94.7%	\$1,378,000	78.7%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	18	28	-35.7%	6	200.0%
Median Price	\$1,823,000	\$2,261,000	-19.4%	\$2,038,000	-10.5%
Median Days on Market	42	27	53.7%	29	43.1%
Median Negotiability	-2.2%	-1.0%	-	3.5%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,574,000	\$1,598,000	-1.5%	\$1,400,000	12.4%
1,500 - 2,000	\$1,926,000	\$2,050,000	-6.0%	\$2,318,000	-16.9%
2,000 - 3,000	\$2,452,000	\$3,050,000	-19.6%	\$2,803,000	-12.5%
3,000 - 4,000	-	\$4,079,000	-	\$2,814,000	-
> 4,000	\$4,600,000	\$4,000,000	15.0%	\$5,200,000	-11.5%

Century City-Westwood Condominium & Single Family Inventory

ACTIVE	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	116	96	20.8%	133	-12.8%
Median Price	\$1,738,000	\$1,688,000	3.0%	\$1,550,000	12.1%
Median PPSF	\$953	\$928	2.7%	\$843	13.1%
Median Days on Market	50	50	0.0%	66	-24.2%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$699,000	\$724,000	-3.5%	\$724,000	-3.5%
2 BR	\$1,575,000	\$1,395,000	12.9%	\$1,495,000	5.4%
3 BR	\$2,795,000	\$4,442,000	-37.1%	\$2,983,000	-6.3%
4 BR+	\$8,650,000	\$2,495,000	246.7%	\$8,948,000	-3.3%
SINGLE FAMILY					
Number of Active Listings	38	31	22.6%	34	11.8%
Median Price	\$2,575,000	\$2,499,000	3.0%	\$2,599,000	-0.9%
Median Days on Market	26	37	-29.7%	44	-40.9%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,675,000	\$1,637,000	2.3%	\$1,587,000	5.5%
1,500 - 2,000	\$2,095,000	\$2,347,000	-10.7%	\$2,250,000	-6.9%
2,000 - 3,000	\$3,295,000	\$2,650,000	24.3%	\$3,648,000	-9.7%
3,000 - 4,000	\$4,197,000	\$3,922,000	7.0%	\$4,545,000	-7.7%
> 4,000	\$4,389,000	\$5,250,000	-16.4%	\$5,850,000	-25.0%

* 1Q2019 Inventory as of March 15, 2019

ACTIVE MONTHS OF SUPPLY	1Q2019	1Q2018
Overall	3.2	2.2

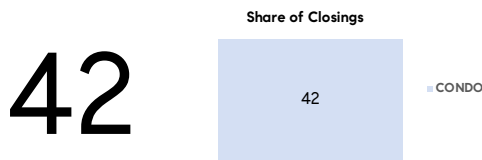
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Downtown LA

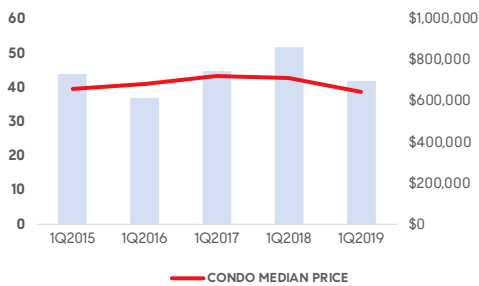
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



1Q2019 Price Metrics

\$648,000

Median Condo Sales Price

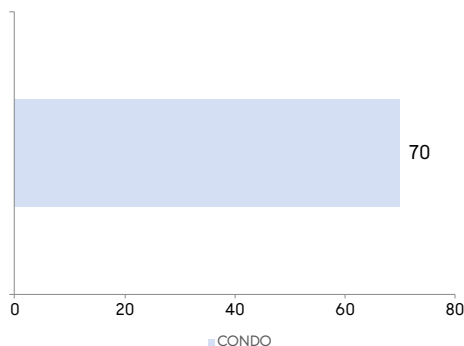
-

Median Single Family Sales Price

\$678

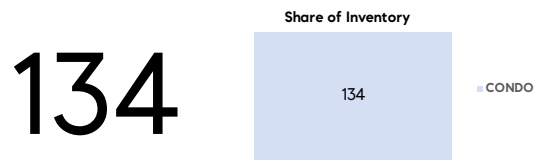
Median Condo Sales PPSF

Median Days on Market

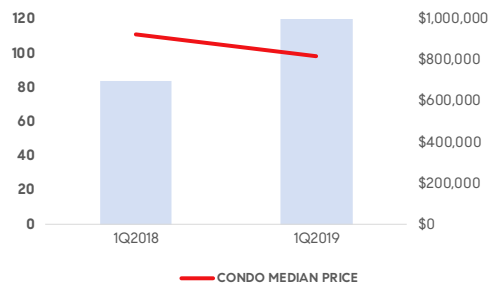


Inventory

Number of Active Listings



Inventory - Year over Year



1Q2019 Price Metrics

\$824,000

Median Condo Asking Price

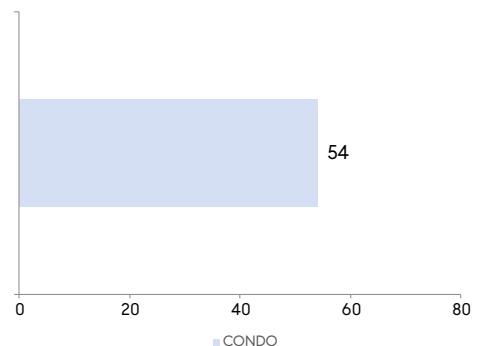
-

Median Single Family Asking Price

\$748

Median Condo Asking PPSF

Median Days on Market



Downtown LA Condominium Closings

CLOSINGS	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Closings	42	52	-19.2%	8	425.0%
Median Price	\$648,000	\$715,000	-9.4%	\$694,000	-6.6%
Median PPSF	\$678	\$693	-2.1%	\$661	2.5%
Median Days on Market	70	77	-8.5%	61	14.8%
Median Negotiability	-2.9%	-2.1%	-	-0.3%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$650,000	\$699,000	-7.0%	-	-
1 BR	\$598,000	\$630,000	-5.1%	\$690,000	-13.3%
2 BR	\$798,000	\$855,000	-6.7%	\$693,000	15.2%
3 BR	\$2,125,000	\$4,020,000	-47.1%	\$1,350,000	57.4%
4 BR+	-	-	-	-	-

Downtown LA Condominium Inventory

ACTIVE	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	134	84	59.5%	96	39.6%
Median Price	\$824,000	\$929,000	-11.3%	\$839,000	-1.8%
Median PPSF	\$748	\$815	-8.3%	\$766	-2.5%
Median Days on Market	54	44	22.7%	62	-12.9%
Median Pricing Analysis by Bedroom Type:					
Studio	\$589,000	\$699,000	-15.7%	\$690,000	-14.6%
1 BR	\$789,000	\$885,000	-10.8%	\$808,000	-2.4%
2 BR	\$899,000	\$1,395,000	-35.6%	\$920,000	-2.3%
3 BR	\$969,000	\$3,297,000	-70.6%	\$5,894,000	-83.6%
4 BR+	-	-	-	-	-

* 1Q2019 Inventory as of March 15, 2019

ACTIVE MONTHS OF SUPPLY	1Q2019	1Q2018
Overall	5.6	3.1

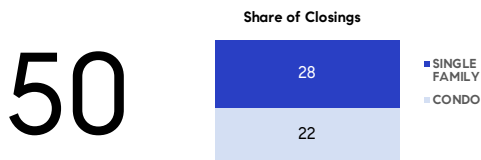
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Hancock Park-Wilshire

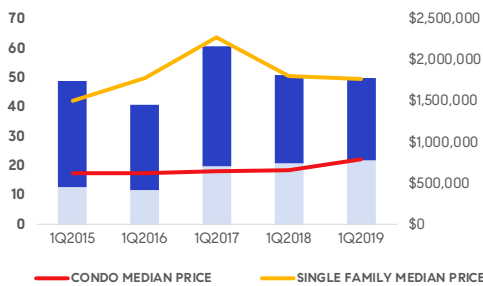
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



1Q2019 Price Metrics

\$802,000

Median Condo Sales Price

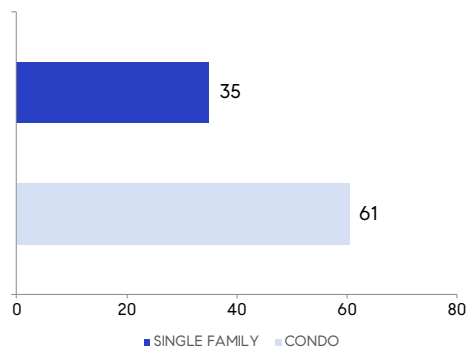
\$1,782,000

Median Single Family Sales Price

\$494

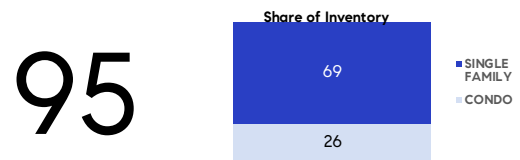
Median Condo Sales PPSF

Median Days on Market

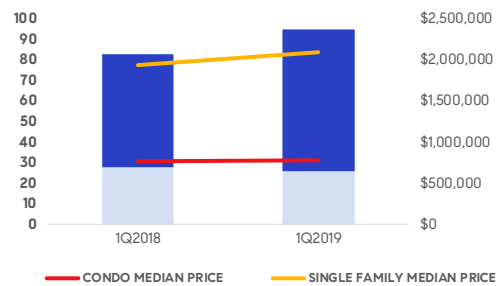


Inventory

Number of Active Listings



Inventory - Year over Year



1Q2019 Price Metrics

\$782,000

Median Condo Asking Price

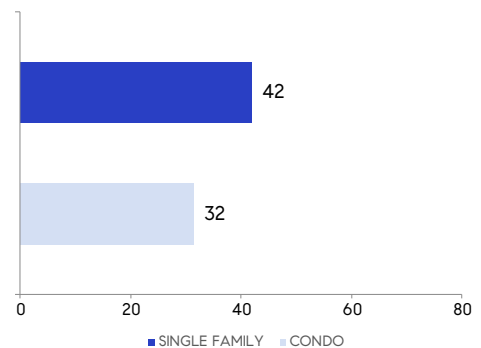
\$2,100,000

Median Single Family Asking Price

\$520

Median Condo Asking PPSF

Median Days on Market



Hancock Park-Wilshire Condominium & Single Family Closings

CLOSINGS	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Closings	22	21	4.8%	4	450.0%
Median Price	\$802,000	\$665,000	20.6%	\$618,000	29.8%
Median PPSF	\$494	\$464	6.4%	\$533	-7.3%
Median Days on Market	61	55	10.0%	19	218.4%
Median Negotiability	-1.5%	-1.2%	-	0.5%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$500,000	\$517,000	-3.3%	-	-
2 BR	\$802,000	\$625,000	28.3%	\$555,000	44.5%
3 BR	\$870,000	\$770,000	13.0%	\$850,000	2.4%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	28	30	-6.7%	8	250.0%
Median Price	\$1,782,000	\$1,816,000	-1.9%	\$1,495,000	19.2%
Median Days on Market	35	61	-42.6%	43	-17.6%
Median Negotiability	-0.6%	-3.2%	-	0.8%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,349,000	\$1,292,000	4.4%	\$1,403,000	-3.8%
1,500 - 2,000	\$2,000,000	\$1,850,000	8.1%	\$1,793,000	11.5%
2,000 - 3,000	\$2,195,000	\$1,856,000	18.3%	\$2,726,000	-19.5%
3,000 - 4,000	\$3,710,000	\$2,505,000	48.1%	\$3,448,000	7.6%
> 4,000	\$4,715,000	\$3,975,000	18.6%	\$5,450,000	-13.5%

Hancock Park-Wilshire Condominium & Single Family Inventory

ACTIVE	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	26	28	-7.1%	32	-18.8%
Median Price	\$782,000	\$774,000	1.0%	\$815,000	-4.0%
Median PPSF	\$520	\$495	4.9%	\$519	0.1%
Median Days on Market	32	39	-19.2%	47	-33.0%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$599,000	\$649,000	-7.7%	-	-
2 BR	\$691,000	\$649,000	6.5%	\$679,000	1.8%
3 BR	\$995,000	\$849,000	17.2%	\$899,000	10.7%
4 BR+	\$983,000	\$1,699,000	-42.1%	\$925,000	6.3%
SINGLE FAMILY					
Number of Active Listings	69	55	25.5%	73	-5.5%
Median Price	\$2,100,000	\$1,949,000	7.7%	\$1,888,000	11.2%
Median Days on Market	42	37	13.5%	53	-20.8%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,425,000	\$1,350,000	5.6%	\$1,400,000	1.8%
1,500 - 2,000	\$1,699,000	\$1,395,000	21.8%	\$1,720,000	-1.2%
2,000 - 3,000	\$2,499,000	\$2,290,000	9.1%	\$2,300,000	8.7%
3,000 - 4,000	\$3,495,000	\$3,674,000	-4.9%	\$3,399,000	2.8%
> 4,000	\$7,600,000	\$6,097,000	24.7%	\$8,350,000	-9.0%

* 1Q2019 Inventory as of March 15, 2019

ACTIVE MONTHS OF SUPPLY	1Q2019	1Q2018
Overall	3.3	2.5

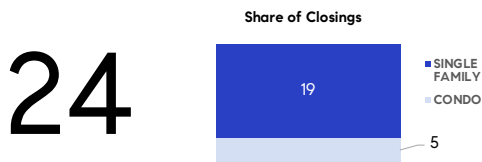
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Hollywood Hills East

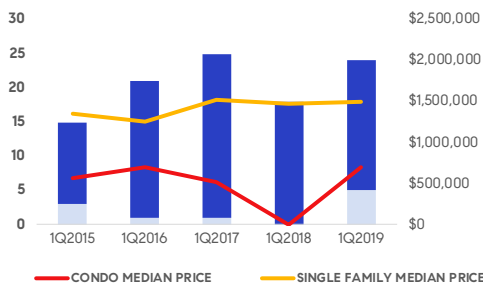
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



1Q2019 Price Metrics

\$700,000

Median Condo Sales Price

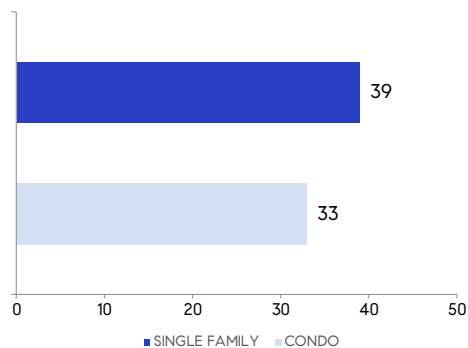
\$1,499,000

Median Single Family Sales Price

\$476

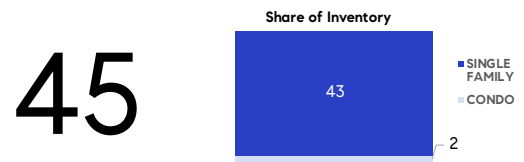
Median Condo Sales PPSF

Median Days on Market

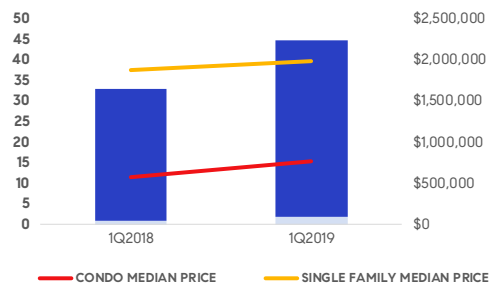


Inventory

Number of Active Listings



Inventory - Year over Year



1Q2019 Price Metrics

\$772,000

Median Condo Asking Price

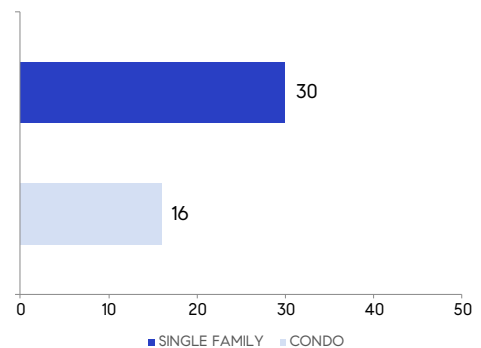
\$1,995,000

Median Single Family Asking Price

\$537

Median Condo Asking PPSF

Median Days on Market



Hollywood Hills East Condominium & Single Family Closings

CLOSINGS	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Closings	5	0	-	1	400.0%
Median Price	\$700,000	-	-	\$1,230,000	-43.1%
Median PPSF	\$476	-	-	\$386	23.3%
Median Days on Market	33	-	-	17	94.1%
Median Negotiability	-1.4%	-	-	2.6%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	-	-	-	-
2 BR	\$707,000	-	-	-	-
3 BR	\$612,000	-	-	-	-
4 BR+	-	-	-	\$1,230,000	-
SINGLE FAMILY					
Number of Closings	19	18	5.6%	0	-
Median Price	\$1,499,000	\$1,476,000	1.6%	-	-
Median Days on Market	39	18	116.7%	-	-
Median Negotiability	-1.0%	-1.2%	-	-	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,350,000	\$1,155,000	16.9%	-	-
1,500 - 2,000	\$1,432,000	\$1,402,000	2.1%	\$1,487,000	-3.7%
2,000 - 3,000	\$1,841,000	\$1,800,000	2.3%	\$2,303,000	-20.1%
3,000 - 4,000	-	\$2,030,000	-	\$2,100,000	-
> 4,000	-	\$2,320,000	-	-	-

Hollywood Hills East Condominium & Single Family Inventory

ACTIVE	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	2	1	100.0%	2	0.0%
Median Price	\$772,000	\$580,000	33.1%	\$714,000	8.1%
Median PPSF	\$537	\$491	9.5%	\$508	5.9%
Median Days on Market	16	1	1500.0%	66	-75.6%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	-	-	-	-
2 BR	\$772,000	\$580,000	33.1%	\$714,000	8.1%
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	43	32	34.4%	35	22.9%
Median Price	\$1,995,000	\$1,887,000	5.7%	\$2,000,000	-0.2%
Median Days on Market	30	49	-38.8%	52	-42.3%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,350,000	\$1,412,000	-4.4%	\$1,162,000	16.2%
1,500 - 2,000	\$1,980,000	\$1,695,000	16.8%	\$1,775,000	11.5%
2,000 - 3,000	\$1,950,000	\$2,489,000	-21.7%	\$2,195,000	-11.2%
3,000 - 4,000	\$2,645,000	\$2,574,000	2.8%	\$2,495,000	6.0%
> 4,000	\$3,999,000	\$3,973,000	0.7%	\$3,497,000	14.4%

* 1Q2019 Inventory as of March 15, 2019

ACTIVE MONTHS OF SUPPLY	1Q2019	1Q2018
Overall	3.4	2.5

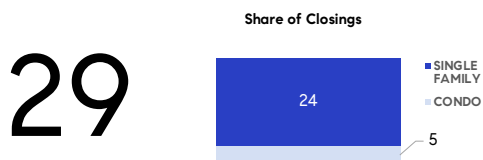
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Los Feliz

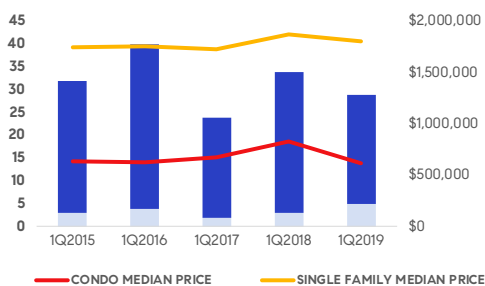
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



1Q2019 Price Metrics

\$615,000

Median Condo Sales Price

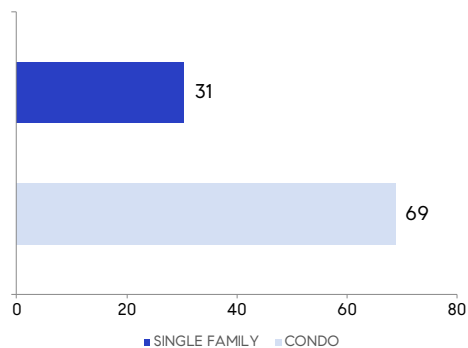
\$1,810,000

Median Single Family Sales Price

\$463

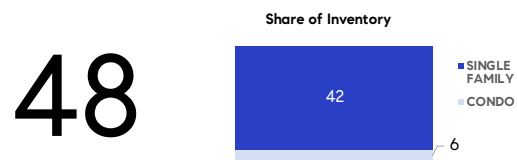
Median Condo Sales PPSF

Median Days on Market

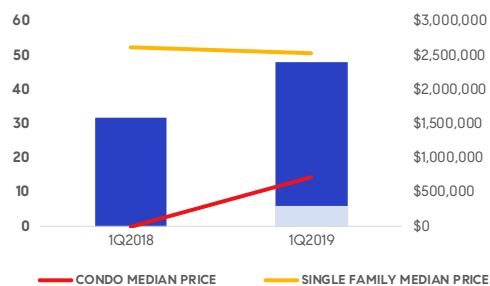


Inventory

Number of Active Listings



Inventory - Year over Year



1Q2019 Price Metrics

\$725,000

Median Condo Asking Price

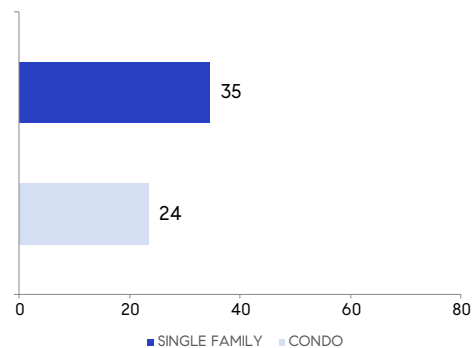
\$2,538,000

Median Single Family Asking Price

\$559

Median Condo Asking PPSF

Median Days on Market



Los Feliz

Condominium & Single Family

Closings

CLOSINGS	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Closings	5	3	66.7%	1	400.0%
Median Price	\$615,000	\$828,000	-25.7%	\$558,000	10.2%
Median PPSF	\$463	\$828	-44.1%	\$552	-16.2%
Median Days on Market	69	78	-11.5%	23	200.0%
Median Negotiability	-1.1%	0.3%	-	-3.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	-	-	-	-
2 BR	\$615,000	\$828,000	-25.7%	\$558,000	10.2%
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	24	31	-22.6%	7	242.9%
Median Price	\$1,810,000	\$1,880,000	-3.7%	\$1,400,000	29.3%
Median Days on Market	31	27	13.0%	63	-51.6%
Median Negotiability	0.4%	-0.8%	-	-3.7%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,150,000	\$1,360,000	-15.4%	\$1,163,000	-1.1%
1,500 - 2,000	\$1,753,000	\$1,689,000	3.8%	\$1,837,000	-4.6%
2,000 - 3,000	\$2,816,000	\$2,212,000	27.3%	\$2,596,000	8.5%
3,000 - 4,000	\$2,994,000	\$2,530,000	18.3%	\$3,498,000	-14.4%
> 4,000	\$3,600,000	\$3,475,000	3.6%	\$8,500,000	-57.6%

Los Feliz

Condominium & Single Family

Inventory

ACTIVE	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	6	0	-	3	100.0%
Median Price	\$725,000	-	-	\$689,000	5.2%
Median PPSF	\$559	-	-	\$509	9.8%
Median Days on Market	24	-	-	87	-73.0%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$735,000	-	-	\$569,000	29.2%
2 BR	\$715,000	-	-	\$689,000	3.8%
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	42	32	31.3%	35	20.0%
Median Price	\$2,538,000	\$2,624,000	-3.3%	\$2,750,000	-7.7%
Median Days on Market	35	22	56.8%	54	-36.1%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,289,000	\$1,449,000	-11.0%	\$1,389,000	-7.2%
1,500 - 2,000	\$1,799,000	\$1,650,000	9.0%	\$1,799,000	0.0%
2,000 - 3,000	\$2,495,000	\$2,525,000	-1.2%	\$3,131,000	-20.3%
3,000 - 4,000	\$3,547,000	\$2,885,000	22.9%	\$3,093,000	14.7%
> 4,000	\$5,878,000	\$6,850,000	-14.2%	\$6,700,000	-12.3%

* 1Q2019 Inventory as of March 15, 2019

ACTIVE MONTHS OF SUPPLY	1Q2019	1Q2018
Overall	3.1	1.7

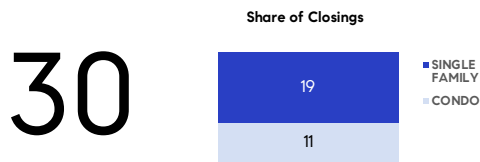
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Malibu

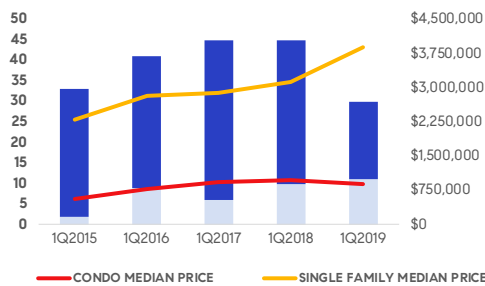
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



1Q2019 Price Metrics

\$895,000

Median Condo Sales Price

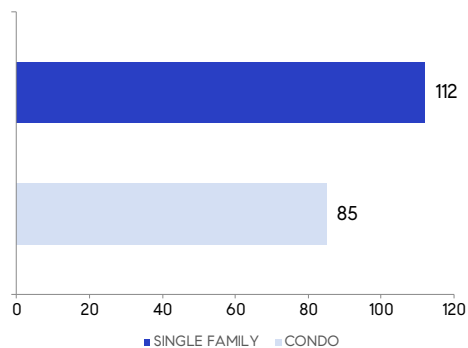
\$3,900,000

Median Single Family Sales Price

\$843

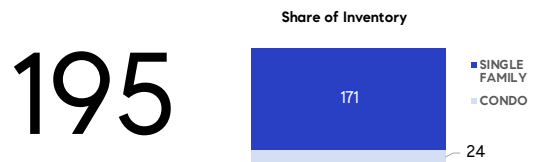
Median Condo Sales PPSF

Median Days on Market

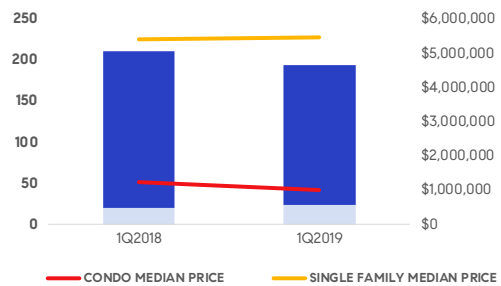


Inventory

Number of Active Listings



Inventory - Year over Year



1Q2019 Price Metrics

\$1,013,000

Median Condo Asking Price

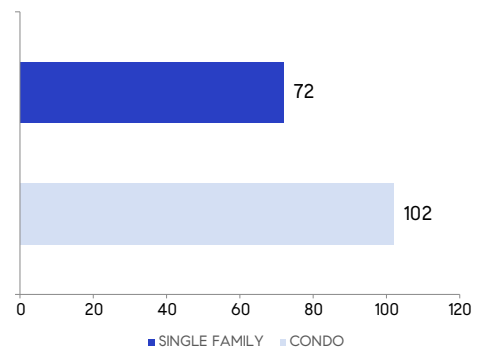
\$5,495,000

Median Single Family Asking Price

\$850

Median Condo Asking PPSF

Median Days on Market



Malibu

Condominium & Single Family

Closings

CLOSINGS	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Closings	11	10	10.0%	4	175.0%
Median Price	\$895,000	\$975,000	-8.2%	\$1,473,000	-39.2%
Median PPSF	\$843	\$652	29.3%	\$1,246	-32.4%
Median Days on Market	85	34	153.7%	95	-10.1%
Median Negotiability	-4.5%	-3.0%	-	-3.3%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$1,058,000	-	-	\$1,199,000	-11.8%
2 BR	\$700,000	\$763,000	-8.3%	\$1,366,000	-48.8%
3 BR	\$1,823,000	\$1,185,000	53.8%	\$2,343,000	-22.2%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	19	35	-45.7%	6	216.7%
Median Price	\$3,900,000	\$3,125,000	24.8%	\$4,525,000	-13.8%
Median Days on Market	112	107	4.7%	80	40.0%
Median Negotiability	-4.9%	-6.4%	-	-3.7%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$3,425,000	\$1,900,000	80.3%	-	-
1,500 - 2,000	\$4,650,000	\$2,693,000	72.7%	\$3,050,000	52.5%
2,000 - 3,000	\$2,670,000	\$4,886,000	-45.4%	\$4,285,000	-37.7%
3,000 - 4,000	\$4,040,000	\$2,875,000	40.5%	\$5,695,000	-29.1%
> 4,000	\$4,900,000	\$5,665,000	-13.5%	\$13,656,000	-64.1%

Malibu Condominium & Single Family Inventory

ACTIVE	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	24	20	20.0%	25	-4.0%
Median Price	\$1,013,000	\$1,254,000	-19.2%	\$1,149,000	-11.8%
Median PPSF	\$850	\$936	-9.2%	\$909	-6.6%
Median Days on Market	102	112	-8.9%	62	64.5%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$1,000,000	\$1,183,000	-15.5%	\$1,123,000	-11.0%
2 BR	\$760,000	\$1,220,000	-37.7%	\$1,100,000	-30.9%
3 BR	\$1,280,000	\$1,490,000	-14.1%	\$1,538,000	-16.8%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	171	192	-10.9%	152	12.5%
Median Price	\$5,495,000	\$5,423,000	1.3%	\$4,700,000	16.9%
Median Days on Market	72	74	-2.0%	104	-30.8%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,997,000	\$2,993,000	-33.3%	\$2,400,000	-16.8%
1,500 - 2,000	\$3,175,000	\$3,495,000	-9.2%	\$3,345,000	-5.1%
2,000 - 3,000	\$5,535,000	\$5,123,000	8.0%	\$4,400,000	25.8%
3,000 - 4,000	\$5,995,000	\$8,995,000	-33.4%	\$7,123,000	-15.8%
> 4,000	\$8,695,000	\$6,995,000	24.3%	\$7,500,000	15.9%

* 1Q2019 Inventory as of March 15, 2019

ACTIVE MONTHS OF SUPPLY	1Q2019	1Q2018
Overall	10.4	9.1

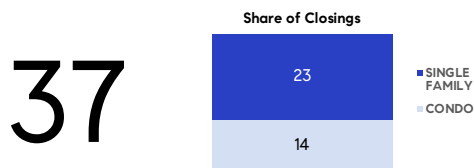
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Pacific Palisades

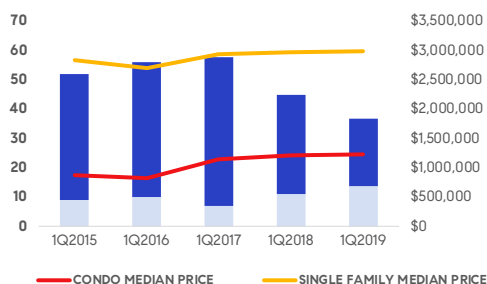
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



1Q2019 Price Metrics

\$1,232,000

Median Condo Sales Price

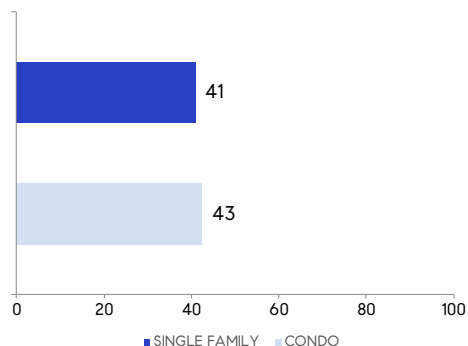
\$3,000,000

Median Single Family Sales Price

\$678

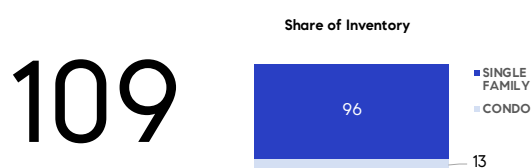
Median Condo Sales PPSF

Median Days on Market

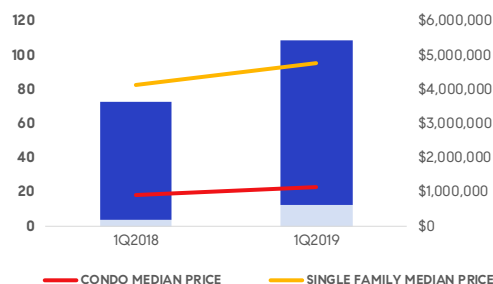


Inventory

Number of Active Listings



Inventory - Year over Year



1Q2019 Price Metrics

\$1,150,000

Median Condo Asking Price

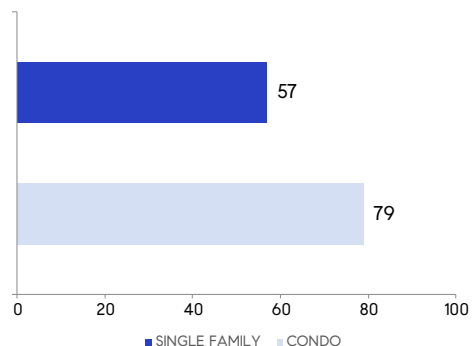
\$4,776,000

Median Single Family Asking Price

\$851

Median Condo Asking PPSF

Median Days on Market



Pacific Palisades

Condominium & Single Family

Closings

CLOSINGS	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Closings	14	11	27.3%	1	1300.0%
Median Price	\$1,232,000	\$1,220,000	1.0%	\$899,000	37.0%
Median PPSF	\$678	\$630	7.7%	\$656	3.4%
Median Days on Market	43	33	28.8%	33	28.8%
Median Negotiability	-1.5%	-1.6%	-	-0.1%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$647,000	\$1,205,000	-46.3%	-	-
2 BR	\$1,175,000	\$1,078,000	9.0%	\$899,000	30.7%
3 BR	\$1,310,000	\$1,363,000	-3.9%	-	-
4 BR+	-	\$1,555,000	-	-	-
SINGLE FAMILY					
Number of Closings	23	34	-32.4%	8	187.5%
Median Price	\$3,000,000	\$2,985,000	0.5%	\$3,533,000	-15.1%
Median Days on Market	41	33	26.2%	65	-36.9%
Median Negotiability	-0.8%	-1.5%	-	-2.2%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,886,000	\$2,550,000	13.2%	\$2,280,000	26.6%
1,500 - 2,000	\$2,500,000	\$2,723,000	-8.2%	\$2,446,000	2.2%
2,000 - 3,000	\$3,050,000	\$2,530,000	20.6%	\$3,257,000	-6.4%
3,000 - 4,000	\$4,052,000	\$4,303,000	-5.8%	\$4,425,000	-8.4%
> 4,000	\$7,360,000	\$6,050,000	21.7%	\$6,230,000	18.1%

Pacific Palisades Condominium & Single Family Inventory

ACTIVE	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	13	4	225.0%	18	-27.8%
Median Price	\$1,150,000	\$917,000	25.4%	\$1,272,000	-9.6%
Median PPSF	\$851	\$973	-12.5%	\$934	-9.0%
Median Days on Market	79	153	-48.2%	66	19.7%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$989,000	\$917,000	7.9%	\$849,000	16.5%
2 BR	\$1,108,000	-	-	\$1,475,000	-24.9%
3 BR	\$4,049,000	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	96	69	39.1%	86	11.6%
Median Price	\$4,776,000	\$4,150,000	15.1%	\$4,790,000	-0.3%
Median Days on Market	57	59	-3.4%	62	-7.3%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,595,000	\$2,198,000	18.1%	\$2,595,000	0.0%
1,500 - 2,000	\$3,152,000	\$2,995,000	5.2%	\$3,004,000	4.9%
2,000 - 3,000	\$4,048,000	\$4,095,000	-1.1%	\$4,495,000	-9.9%
3,000 - 4,000	\$4,795,000	\$4,500,000	6.6%	\$4,650,000	3.1%
> 4,000	\$6,895,000	\$6,599,000	4.5%	\$7,247,000	-4.9%

* 1Q2019 Inventory as of March 15, 2019

ACTIVE MONTHS OF SUPPLY	1Q2019	1Q2018
Overall	4.9	2.6

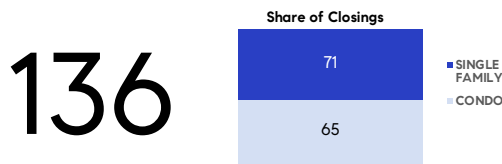
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Pasadena

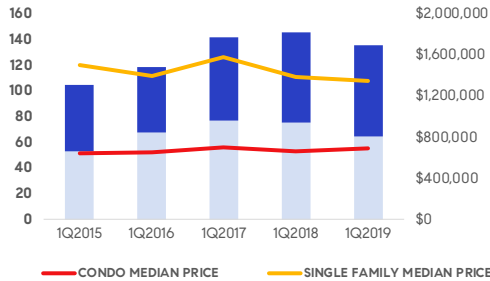
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



1Q2019 Price Metrics

\$695,000

Median Condo Sales Price

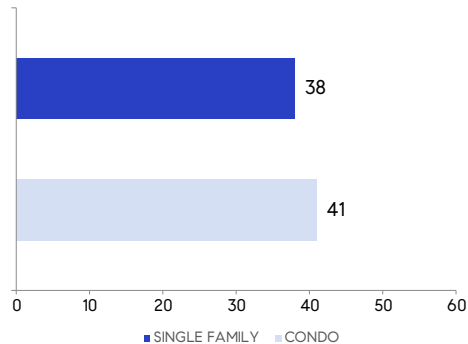
\$1,355,000

Median Single Family Sales Price

\$525

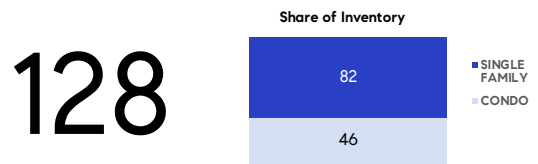
Median Condo Sales PPSF

Median Days on Market

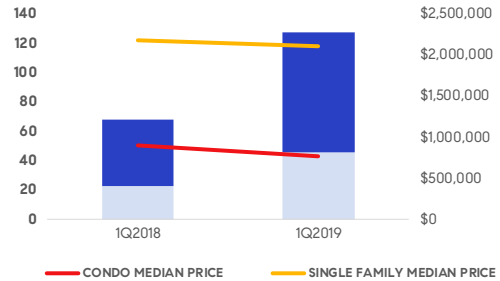


Inventory

Number of Active Listings



Inventory - Year over Year



1Q2019 Price Metrics

\$772,000

Median Condo Asking Price

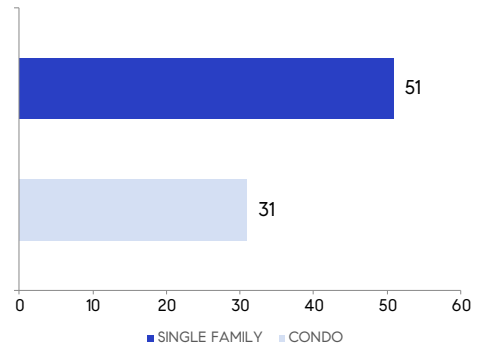
\$2,109,000

Median Single Family Asking Price

\$565

Median Condo Asking PPSF

Median Days on Market



Pasadena

Condominium & Single Family

Closings

CLOSINGS	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Closings	65	76	-14.5%	19	242.1%
Median Price	\$695,000	\$663,000	4.8%	\$695,000	0.0%
Median PPSF	\$525	\$505	3.9%	\$535	-1.9%
Median Days on Market	41	24	70.8%	38	7.9%
Median Negotiability	-0.5%	1.9%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$500,000	-	-	-	-
1 BR	\$621,000	\$604,000	2.8%	\$510,000	21.8%
2 BR	\$685,000	\$625,000	9.6%	\$610,000	12.3%
3 BR	\$785,000	\$744,000	5.5%	\$1,268,000	-38.1%
4 BR+	\$988,000	\$749,000	31.9%	\$997,000	-0.9%
SINGLE FAMILY					
Number of Closings	71	70	1.4%	13	446.2%
Median Price	\$1,355,000	\$1,395,000	-2.9%	\$1,328,000	2.0%
Median Days on Market	38	26	46.2%	43	-11.6%
Median Negotiability	0.0%	0.4%	-	-1.0%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,160,000	\$1,130,000	2.7%	\$1,083,000	7.1%
1,500 - 2,000	\$1,410,000	\$1,500,000	-6.0%	\$1,375,000	2.5%
2,000 - 3,000	\$1,738,000	\$1,668,000	4.2%	\$1,900,000	-8.5%
3,000 - 4,000	\$4,075,000	\$2,155,000	89.1%	\$2,690,000	51.5%
> 4,000	\$4,100,000	\$4,556,000	-10.0%	\$4,231,000	-3.1%

Pasadena Condominium & Single Family Inventory

ACTIVE	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	46	23	100.0%	36	27.8%
Median Price	\$772,000	\$900,000	-14.2%	\$874,000	-11.7%
Median PPSF	\$565	\$559	1.2%	\$586	-3.6%
Median Days on Market	31	22	40.9%	61	-48.8%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$694,000	\$539,000	28.8%	\$659,000	5.3%
2 BR	\$725,000	\$799,000	-9.3%	\$798,000	-9.1%
3 BR	\$2,038,000	\$1,844,000	10.5%	\$1,299,000	56.9%
4 BR+	\$1,559,000	\$1,918,000	-18.7%	\$1,918,000	-18.7%
SINGLE FAMILY					
Number of Active Listings	82	45	82.2%	81	1.2%
Median Price	\$2,109,000	\$2,192,000	-3.8%	\$1,768,000	19.3%
Median Days on Market	51	40	27.5%	54	-5.6%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,100,000	\$1,195,000	-7.9%	\$1,180,000	-6.8%
1,500 - 2,000	\$1,599,000	\$1,595,000	0.3%	\$1,478,000	8.2%
2,000 - 3,000	\$2,498,000	\$2,528,000	-1.2%	\$2,599,000	-3.9%
3,000 - 4,000	\$2,948,000	\$2,395,000	23.1%	\$2,738,000	7.7%
> 4,000	\$4,700,000	\$3,443,000	36.5%	\$5,200,000	-9.6%

* 1Q2019 Inventory as of March 15, 2019

ACTIVE MONTHS OF SUPPLY	1Q2019	1Q2018
Overall	1.7	0.8

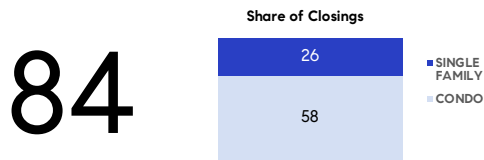
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Santa Monica

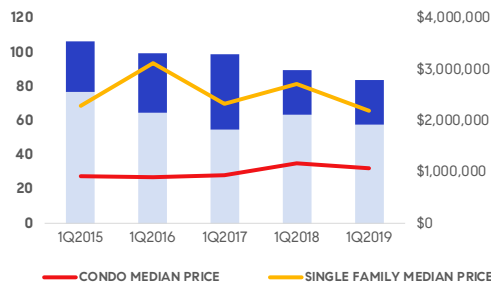
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



1Q2019 Price Metrics

\$1,075,000

Median Condo Sales Price

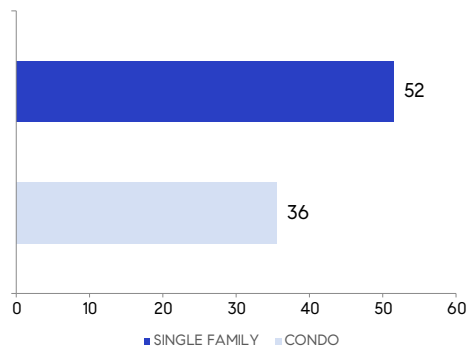
\$2,205,000

Median Single Family Sales Price

\$853

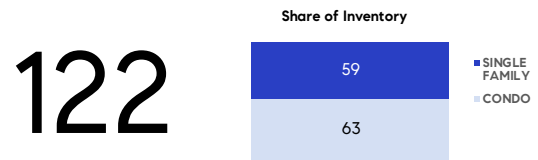
Median Condo Sales PPSF

Median Days on Market

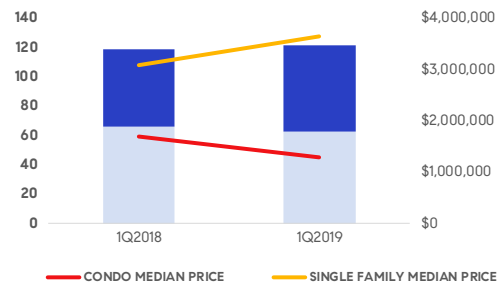


Inventory

Number of Active Listings



Inventory - Year over Year



1Q2019 Price Metrics

\$1,300,000

Median Condo Asking Price

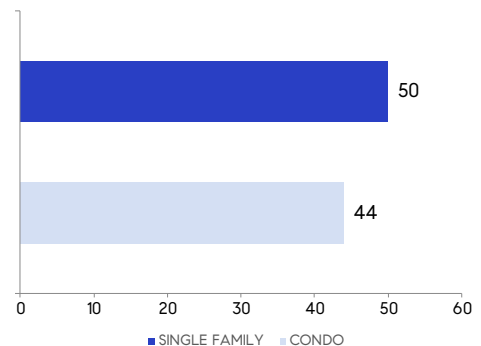
\$3,650,000

Median Single Family Asking Price

\$1,209

Median Condo Asking PPSF

Median Days on Market



Santa Monica Condominium & Single Family Closings

CLOSINGS	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Closings	58	64	-9.4%	11	427.3%
Median Price	\$1,075,000	\$1,188,000	-9.5%	\$1,155,000	-6.9%
Median PPSF	\$853	\$942	-9.5%	\$860	-0.8%
Median Days on Market	36	28	26.8%	106	-66.5%
Median Negotiability	0.0%	2.0%	-	-2.6%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$660,000	-	-	-	-
1 BR	\$765,000	\$615,000	24.4%	\$630,000	21.4%
2 BR	\$1,096,000	\$1,188,000	-7.7%	\$1,033,000	6.1%
3 BR	\$1,345,000	\$1,579,000	-14.8%	\$1,435,000	-6.3%
4 BR+	-	\$1,859,000	-	\$1,850,000	-
SINGLE FAMILY					
Number of Closings	26	26	0.0%	6	333.3%
Median Price	\$2,205,000	\$2,733,000	-19.3%	\$2,328,000	-5.3%
Median Days on Market	52	16	221.9%	38	35.5%
Median Negotiability	-2.2%	-0.4%	-	1.6%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,787,000	\$1,610,000	11.0%	\$1,547,000	15.5%
1,500 - 2,000	\$2,865,000	\$2,733,000	4.8%	\$3,018,000	-5.1%
2,000 - 3,000	\$3,250,000	\$3,644,000	-10.8%	\$4,130,000	-21.3%
3,000 - 4,000	\$4,154,000	\$5,075,000	-18.1%	\$2,800,000	48.4%
> 4,000	-	\$5,000,000	-	\$6,713,000	-

Santa Monica Condominium & Single Family Inventory

ACTIVE	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	63	66	-4.5%	53	18.9%
Median Price	\$1,300,000	\$1,698,000	-23.4%	\$1,895,000	-31.4%
Median PPSF	\$1,209	\$1,209	0.0%	\$1,260	-4.0%
Median Days on Market	44	37	18.9%	55	-20.0%
Median Pricing Analysis by Bedroom Type:					
Studio	\$780,000	\$785,000	-0.6%	-	-
1 BR	\$1,098,000	\$1,213,000	-9.5%	\$849,000	29.3%
2 BR	\$1,250,000	\$1,700,000	-26.5%	\$1,962,000	-36.3%
3 BR	\$2,750,000	\$2,360,000	16.5%	\$2,599,000	5.8%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	59	53	11.3%	69	-14.5%
Median Price	\$3,650,000	\$3,090,000	18.1%	\$2,250,000	62.2%
Median Days on Market	50	30	66.7%	61	-18.0%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,549,000	\$1,649,000	-6.1%	\$1,590,000	-2.6%
1,500 - 2,000	\$2,995,000	\$3,050,000	-1.8%	\$2,678,000	11.8%
2,000 - 3,000	\$6,486,000	\$4,275,000	51.7%	\$4,995,000	29.8%
3,000 - 4,000	\$5,198,000	\$6,295,000	-17.4%	\$4,023,000	29.2%
> 4,000	\$7,395,000	\$7,995,000	-7.5%	\$8,645,000	-14.5%

* 1Q2019 Inventory as of March 15, 2019

ACTIVE MONTHS OF SUPPLY	1Q2019	1Q2018
Overall	2.7	2.4

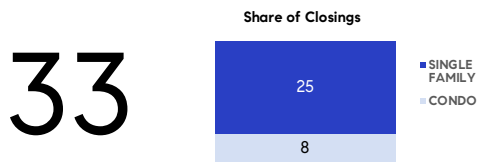
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Silver Lake-Echo Park

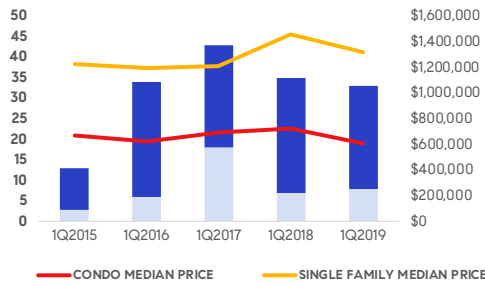
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



1Q2019 Price Metrics

\$614,000

Median Condo Sales Price

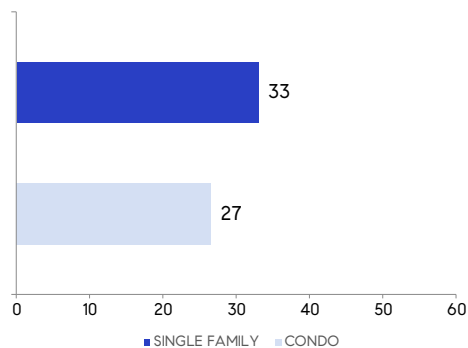
\$1,325,000

Median Single Family Sales Price

\$588

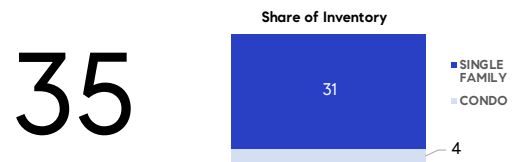
Median Condo Sales PPSF

Median Days on Market

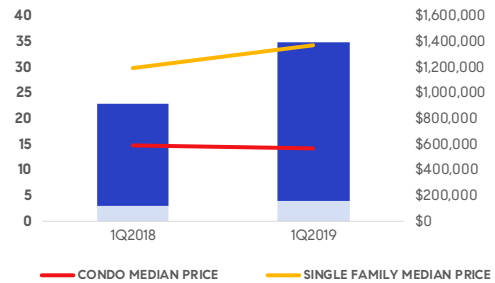


Inventory

Number of Active Listings



Inventory - Year over Year



1Q2019 Price Metrics

\$570,000

Median Condo Asking Price

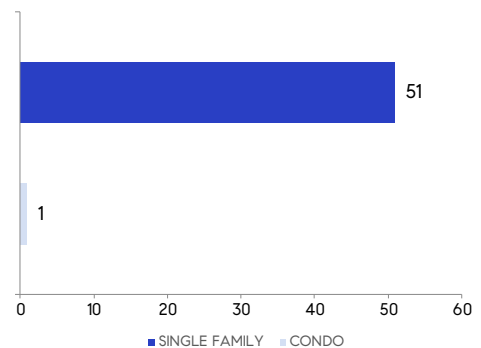
\$1,375,000

Median Single Family Asking Price

\$640

Median Condo Asking PPSF

Median Days on Market



Silver Lake-Echo Park Condominium & Single Family Closings

CLOSINGS	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Closings	8	7	14.3%	3	166.7%
Median Price	\$614,000	\$725,000	-15.3%	\$620,000	-1.0%
Median PPSF	\$588	\$570	3.1%	\$513	14.7%
Median Days on Market	27	12	120.8%	67	-60.4%
Median Negotiability	1.7%	7.0%	-	-4.5%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$525,000	-	-	-	-
2 BR	\$625,000	\$645,000	-3.1%	\$800,000	-21.9%
3 BR	\$588,000	\$762,000	-22.8%	\$555,000	5.9%
4 BR+	-	\$1,189,000	-	-	-
SINGLE FAMILY					
Number of Closings	25	28	-10.7%	11	127.3%
Median Price	\$1,325,000	\$1,458,000	-9.1%	\$1,587,000	-16.5%
Median Days on Market	33	28	17.9%	66	-50.0%
Median Negotiability	0.8%	0.2%	-	-0.8%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,325,000	\$1,250,000	6.0%	\$1,105,000	19.9%
1,500 - 2,000	\$1,295,000	\$1,649,000	-21.5%	\$1,556,000	-16.8%
2,000 - 3,000	\$2,250,000	\$3,075,000	-26.8%	\$1,795,000	25.3%
3,000 - 4,000	\$1,690,000	-	-	\$1,710,000	-1.2%
> 4,000	-	-	-	-	-

Silver Lake-Echo Park Condominium & Single Family Inventory

ACTIVE	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	4	3	33.3%	1	300.0%
Median Price	\$570,000	\$595,000	-4.2%	\$825,000	-30.9%
Median PPSF	\$640	\$643	-0.6%	\$664	-3.6%
Median Days on Market	1	30	-96.7%	79	-98.7%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$632,000	\$600,000	5.3%	-	-
2 BR	\$550,000	\$573,000	-4.0%	\$825,000	-33.3%
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	31	20	55.0%	25	24.0%
Median Price	\$1,375,000	\$1,200,000	14.6%	\$1,368,000	0.5%
Median Days on Market	51	42	22.9%	42	21.4%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,262,000	\$1,199,000	5.3%	\$1,300,000	-2.9%
1,500 - 2,000	\$1,697,000	\$1,995,000	-14.9%	\$1,447,000	17.3%
2,000 - 3,000	\$4,125,000	\$1,875,000	120.0%	\$2,447,000	68.6%
3,000 - 4,000	\$2,700,000	\$2,375,000	13.7%	-	-
> 4,000	-	-	-	-	-

* 1Q2019 Inventory as of March 15, 2019

ACTIVE MONTHS OF SUPPLY	1Q2019	1Q2018
Overall	1.6	1.1

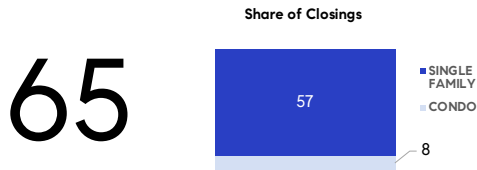
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Sunset Strip-Hollywood Hills

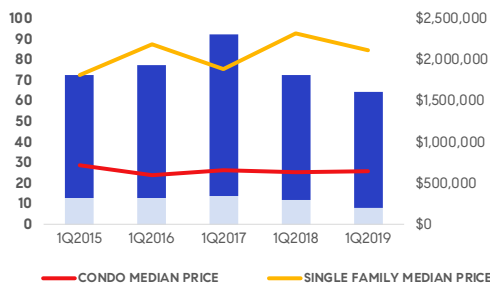
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



1Q2019 Price Metrics

\$657,000

Median Condo Sales Price

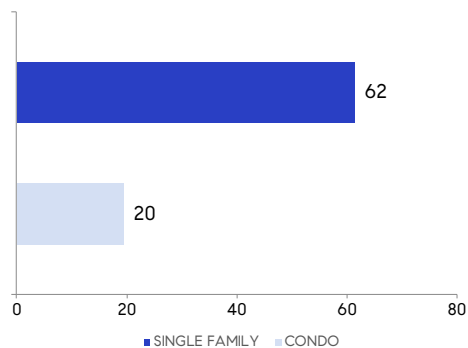
\$2,125,000

Median Single Family Sales Price

\$668

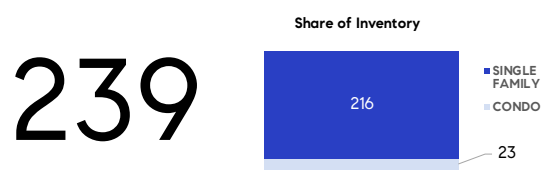
Median Condo Sales PPSF

Median Days on Market

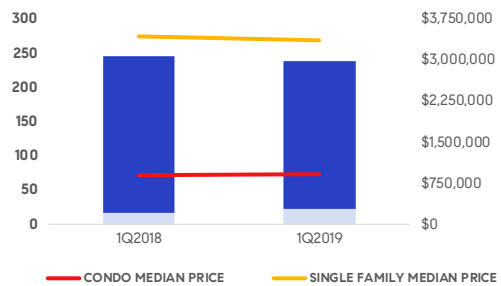


Inventory

Number of Active Listings



Inventory - Year over Year



1Q2019 Price Metrics

\$925,000

Median Condo Asking Price

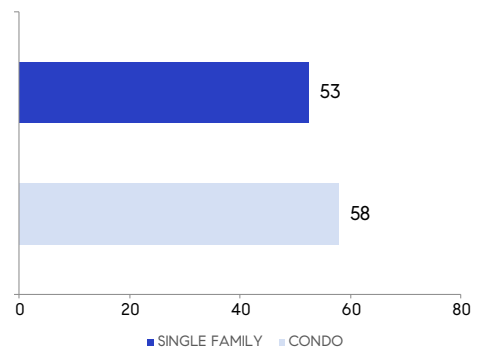
\$3,375,000

Median Single Family Asking Price

\$897

Median Condo Asking PPSF

Median Days on Market



Sunset Strip-Hollywood Hills Condominium & Single Family Closings

CLOSINGS	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Closings	8	12	-33.3%	2	300.0%
Median Price	\$657,000	\$645,000	1.9%	\$2,227,000	-70.5%
Median PPSF	\$668	\$564	18.4%	\$1,331	-49.8%
Median Days on Market	20	59	-66.7%	55	-64.2%
Median Negotiability	0.2%	-2.0%	-	-5.1%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$623,000	\$597,000	4.4%	\$3,733,000	-83.3%
2 BR	\$810,000	\$658,000	23.1%	\$720,000	12.5%
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	57	61	-6.6%	8	612.5%
Median Price	\$2,125,000	\$2,328,000	-8.7%	\$1,585,000	34.1%
Median Days on Market	62	30	105.0%	50	23.0%
Median Negotiability	-3.5%	-1.3%	-	-2.8%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,516,000	\$1,795,000	-15.5%	\$1,256,000	20.7%
1,500 - 2,000	\$1,833,000	\$2,210,000	-17.1%	\$1,840,000	-0.4%
2,000 - 3,000	\$2,739,000	\$2,452,000	11.7%	\$2,700,000	1.4%
3,000 - 4,000	\$2,125,000	\$4,282,000	-50.4%	\$3,399,000	-37.5%
> 4,000	\$8,652,000	\$4,835,000	78.9%	\$4,100,000	111.0%

Sunset Strip-Hollywood Hills Condominium & Single Family Inventory

ACTIVE	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	23	18	27.8%	20	15.0%
Median Price	\$925,000	\$912,000	1.4%	\$2,045,000	-54.8%
Median PPSF	\$897	\$649	38.2%	\$808	11.1%
Median Days on Market	58	43	36.5%	48	20.8%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	\$15,495,000	-
1 BR	\$2,687,000	\$995,000	170.1%	\$2,875,000	-6.5%
2 BR	\$837,000	\$609,000	37.4%	\$799,000	4.8%
3 BR	\$1,049,000	\$1,595,000	-34.2%	\$1,445,000	-27.4%
4 BR+	\$38,000,000	\$15,000,000	153.3%	\$3,150,000	1106.3%
SINGLE FAMILY					
Number of Active Listings	216	228	-5.3%	225	-4.0%
Median Price	\$3,375,000	\$3,447,000	-2.1%	\$3,349,000	0.8%
Median Days on Market	53	53	0.0%	72	-27.1%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,450,000	\$1,649,000	-12.1%	\$1,362,000	6.5%
1,500 - 2,000	\$2,484,000	\$2,687,000	-7.6%	\$2,424,000	2.5%
2,000 - 3,000	\$3,627,000	\$3,049,000	19.0%	\$3,350,000	8.3%
3,000 - 4,000	\$5,094,000	\$3,897,000	30.7%	\$4,798,000	6.2%
> 4,000	\$9,149,000	\$8,325,000	9.9%	\$9,599,000	-4.7%

* 1Q2019 Inventory as of March 15, 2019

ACTIVE MONTHS OF SUPPLY	1Q2019	1Q2018
Overall	6.9	6.1

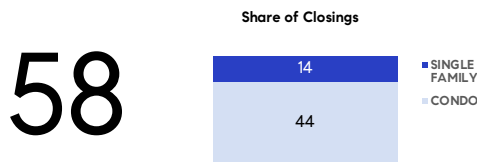
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

West Hollywood

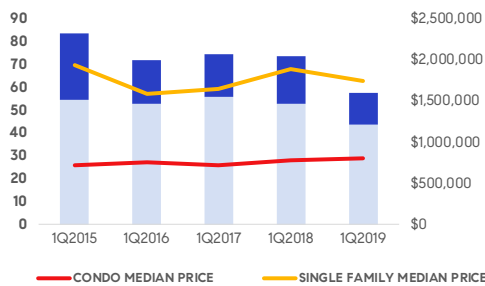
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



1Q2019 Price Metrics

\$805,000

Median Condo Sales Price

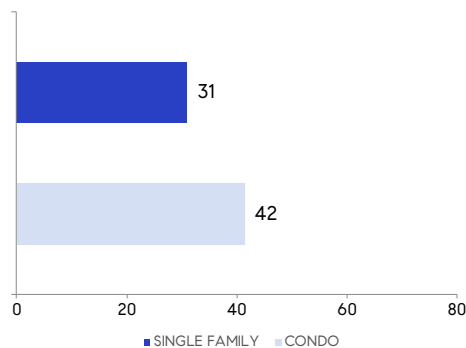
\$1,750,000

Median Single Family Sales Price

\$728

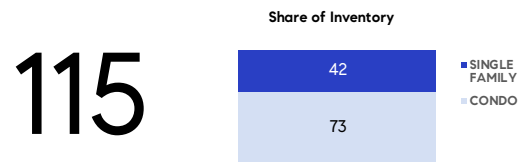
Median Condo Sales PPSF

Median Days on Market

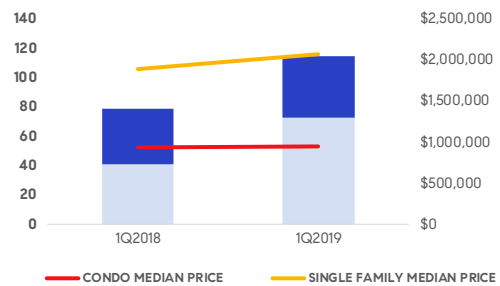


Inventory

Number of Active Listings



Inventory - Year over Year



1Q2019 Price Metrics

\$949,000

Median Condo Asking Price

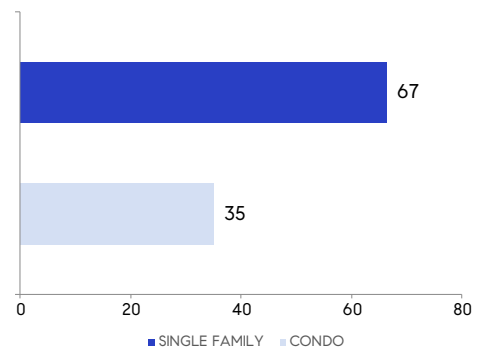
\$2,073,000

Median Single Family Asking Price

\$768

Median Condo Asking PPSF

Median Days on Market



West Hollywood Condominium & Single Family Closings

CLOSINGS	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Closings	44	53	-17.0%	11	300.0%
Median Price	\$805,000	\$785,000	2.5%	\$829,000	-2.9%
Median PPSF	\$728	\$681	6.8%	\$688	5.7%
Median Days on Market	42	47	-11.7%	37	12.2%
Median Negotiability	-0.9%	-0.7%	-	0.2%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$675,000	-	-	-
1 BR	\$600,000	\$540,000	11.1%	\$546,000	9.9%
2 BR	\$835,000	\$852,000	-2.0%	\$840,000	-0.6%
3 BR	\$1,244,000	\$1,315,000	-5.4%	\$829,000	50.1%
4 BR+	\$1,475,000	-	-	-	-
SINGLE FAMILY					
Number of Closings	14	21	-33.3%	7	100.0%
Median Price	\$1,750,000	\$1,900,000	-7.9%	\$1,750,000	0.0%
Median Days on Market	31	46	-32.6%	28	10.7%
Median Negotiability	-2.7%	-1.2%	-	-4.3%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,283,000	\$1,665,000	-22.9%	\$1,680,000	-23.6%
1,500 - 2,000	\$1,951,000	\$2,275,000	-14.2%	\$3,015,000	-35.3%
2,000 - 3,000	\$3,600,000	\$2,575,000	39.8%	\$2,410,000	49.4%
3,000 - 4,000	-	\$3,700,000	-	\$4,325,000	-
> 4,000	-	\$4,203,000	-	-	-

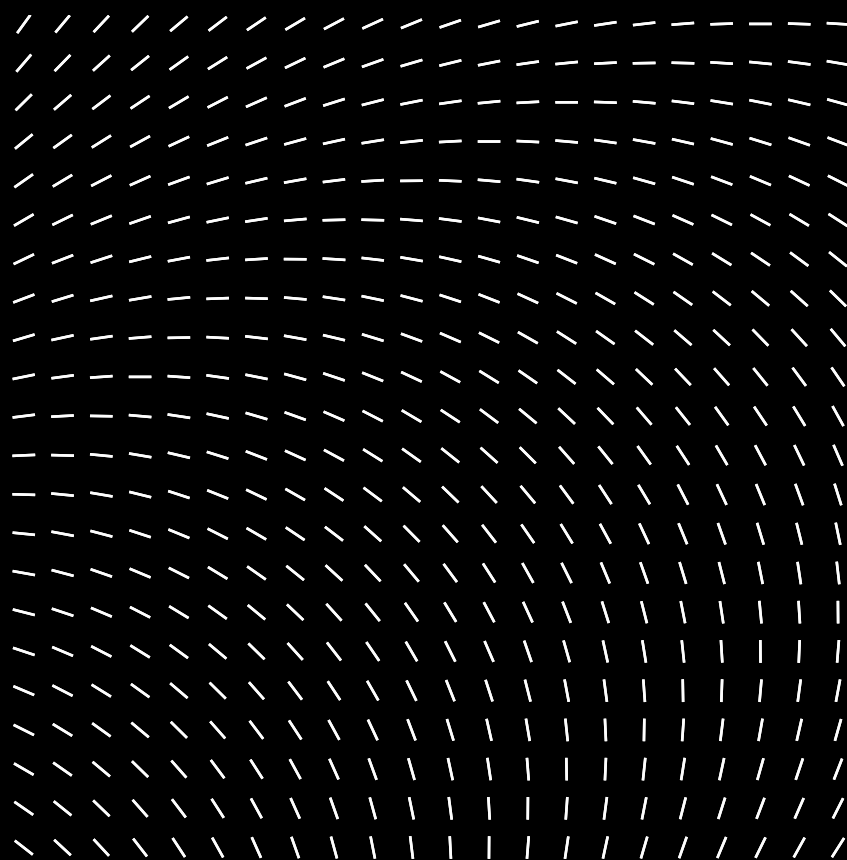
West Hollywood Condominium & Single Family Inventory

ACTIVE	1Q2019	1Q2018	Y-o-Y % Change	4Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	73	41	78.0%	64	14.1%
Median Price	\$949,000	\$939,000	1.1%	\$1,097,000	-13.5%
Median PPSF	\$768	\$764	0.4%	\$855	-10.2%
Median Days on Market	35	31	12.9%	65	-45.7%
Median Pricing Analysis by Bedroom Type:					
Studio	\$798,000	-	-	\$599,000	33.2%
1 BR	\$695,000	\$628,000	10.7%	\$874,000	-20.5%
2 BR	\$988,000	\$1,030,000	-4.1%	\$1,125,000	-12.2%
3 BR	\$1,325,000	\$1,399,000	-5.3%	\$1,424,000	-7.0%
4 BR+	\$1,475,000	-	-	\$1,624,000	-9.2%
SINGLE FAMILY					
Number of Active Listings	42	38	10.5%	41	2.4%
Median Price	\$2,073,000	\$1,897,000	9.3%	\$2,095,000	-1.1%
Median Days on Market	67	38	75.0%	80	-16.9%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,750,000	\$1,695,000	3.2%	\$1,674,000	4.5%
1,500 - 2,000	\$2,073,000	\$2,400,000	-13.6%	\$2,095,000	-1.1%
2,000 - 3,000	\$2,945,000	\$3,118,000	-5.5%	\$2,895,000	1.7%
3,000 - 4,000	\$3,795,000	\$3,890,000	-2.4%	-	-
> 4,000	\$4,363,000	\$4,125,000	5.8%	\$4,300,000	1.5%

* 1Q2019 Inventory as of March 15, 2019

ACTIVE MONTHS OF SUPPLY	1Q2019	1Q2018
Overall	3.5	2.0

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



Compass Development Research

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