



Market

WITHIN A MARKET REPORT

Single Family Homes ▪ Condos | LA COUNTY



WHAT IS A MARKET WITHIN A MARKET?



Just as the weather is different from Los Feliz to Santa Monica so is the Real Estate climate. While it may be cloudy & overcast in Marina del Rey, at the same exact time, it may be warm & sunny in the Mid Wilshire area. The Real Estate market works the same way. Year-to-year there may be a significant sales increase in Venice while at the same time there is an alarming drop in sales price from the Palms – Mar Vista area even though they are literally blocks from one another.

With our vast years of experience, we at Keller Williams have come to notice that like the need for a sweater by the beach and a T-shirt in the Valley, every market within a market has a very different climate and therefore requires its own set of statistics for you to truly understand what is going on in your neighborhood. Although you can easily access the broad national, state, and/or country trends published by the media, they may not have anything to do with what is occurring in your own backyard. After all, you wouldn't watch a weather channel report for Seattle to decide if you need an umbrella that day would you?



WHY THIS BENEFITS YOU – OUR CLIENT



Our extensive experience & knowledge has led us to notice that markets within markets may be performing in a different way from one another and from national averages.

With the current stringent lending situation, having knowledge of the specialized market trends for the neighborhood you are contemplating is vital for true success in your transaction.

Don't be mislead by ideas that are not actual facts.

What is in fact occurring in the markets of those areas may be counterintuitive of notions or ideas you may have perceived from national averages. Knowledge is power and knowing all the facts will give you the power to make the most educated choice.



BEL AIR – HOLMBY HILLS

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$2,417,500	Median Price	\$2,085,000	-13.8%
Average Price per Square Foot	\$1,123	Average Price per Square Foot	\$1,089	-3.0%
Properties Sold	44	Properties Sold	44	0.0%
Properties Pending Sale	52	Properties Pending Sale	51	-1.9%
Properties For Sale	196	Properties For Sale	228	16.3%
Days on Market (Pending Sale)	73	Days on Market (Pending Sale)	95	30.8%
Percent Under Contract	26.53%	Percent Under Contract	22.37%	-15.7%



BEVERLY CENTER – MIRACLE MILE

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,475,000	Median Price	\$1,600,000	8.5%
Average Price per Square Foot	\$643	Average Price per Square Foot	\$759	18.0%
Properties Sold	59	Properties Sold	49	-16.9%
Properties Pending Sale	59	Properties Pending Sale	52	-11.9%
Properties For Sale	124	Properties For Sale	139	12.1%
Days on Market (Pending Sale)	39	Days on Market (Pending Sale)	49	27.3%
Percent Under Contract	47.58%	Percent Under Contract	37.41%	-21.4%



BEVERLY CENTER – MIRACLE MILE

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$627,500	Median Price	\$736,000	17.3%
Average Price per Square Foot	\$496	Average Price per Square Foot	\$590	19.0%
Properties Sold	22	Properties Sold	25	13.6%
Properties Pending Sale	26	Properties Pending Sale	28	7.7%
Properties For Sale	64	Properties For Sale	64	0.0%
Days on Market (Pending Sale)	38	Days on Market (Pending Sale)	42	8.0%
Percent Under Contract	40.62%	Percent Under Contract	43.75%	7.7%



BEVERLY HILLS

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$5,250,000	Median Price	\$5,275,000	0.05%
Average Price per Square Foot	\$1,338	Average Price per Square Foot	\$1,336	-0.1%
Properties Sold	60	Properties Sold	34	-43.3%
Properties Pending Sale	55	Properties Pending Sale	52	-5.5%
Properties For Sale	146	Properties For Sale	192	31.5%
Days on Market (Pending Sale)	59	Days on Market (Pending Sale)	64	8.4%
Percent Under Contract	37.67%	Percent Under Contract	27.08%	-28.1%



BEVERLY HILLS

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,065,000	Median Price	\$1,187,500	11.5%
Average Price per Square Foot	\$632	Average Price per Square Foot	\$677	7.1%
Properties Sold	37	Properties Sold	30	-18.9%
Properties Pending Sale	36	Properties Pending Sale	29	-19.4%
Properties For Sale	95	Properties For Sale	82	-13.7%
Days on Market (Pending Sale)	67	Days on Market (Pending Sale)	66	-1.4%
Percent Under Contract	37.89%	Percent Under Contract	35.37	-6.7%



BEVERLY HILLS P.O.

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$2,795,000	Median Price	\$2,425,000	-13.2%
Average Price per Square Foot	\$848	Average Price per Square Foot	\$790	-6.8%
Properties Sold	43	Properties Sold	37	-14.0%
Properties Pending Sale	46	Properties Pending Sale	43	-6.5%
Properties For Sale	217	Properties For Sale	253	16.6%
Days on Market (Pending Sale)	80	Days on Market (Pending Sale)	60	-25.0%
Percent Under Contract	21.20%	Percent Under Contract	17.00%	-19.8%



BEVERLYWOOD

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$979,500	Median Price	\$1,200,000	22.5%
Average Price per Square Foot	\$624	Average Price per Square Foot	\$679	8.8%
Properties Sold	56	Properties Sold	60	7.1%
Properties Pending Sale	63	Properties Pending Sale	67	6.3%
Properties For Sale	122	Properties For Sale	149	22.1%
Days on Market (Pending Sale)	34	Days on Market (Pending Sale)	41	18.6%
Percent Under Contract	51.64%	Percent Under Contract	44.97%	-12.9%



BRENTWOOD

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$2,796,725	Median Price	\$2,950,000	5.5%
Average Price per Square Foot	\$934	Average Price per Square Foot	\$1,033	10.6%
Properties Sold	72	Properties Sold	73	1.4%
Properties Pending Sale	69	Properties Pending Sale	74	7.2%
Properties For Sale	214	Properties For Sale	245	14.5%
Days on Market (Pending Sale)	60	Days on Market (Pending Sale)	58	-4.7%
Percent Under Contract	32.24%	Percent Under Contract	30.20%	-6.3%



BRENTWOOD

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$780,000	Median Price	\$828,180	6.2%
Average Price per Square Foot	\$552	Average Price per Square Foot	\$616	11.6%
Properties Sold	65	Properties Sold	56	-13.8%
Properties Pending Sale	66	Properties Pending Sale	46	-30.3%
Properties For Sale	138	Properties For Sale	97	-29.7%
Days on Market (Pending Sale)	56	Days on Market (Pending Sale)	42	-23.5%
Percent Under Contract	47.83%	Percent Under Contract	47.42%	-0.8%



BURBANK

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$686,000	Median Price	\$733,500	6.9%
Average Price per Square Foot	\$446	Average Price per Square Foot	\$478	7.2%
Properties Sold	170	Properties Sold	148	-12.9%
Properties Pending Sale	157	Properties Pending Sale	186	18.5%
Properties For Sale	329	Properties For Sale	333	1.2%
Days on Market (Pending Sale)	41	Days on Market (Pending Sale)	43	3.6%
Percent Under Contract	47.72%	Percent Under Contract	55.86%	17.0%



BURBANK

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$438,000	Median Price	\$462,000	5.5%
Average Price per Square Foot	\$351	Average Price per Square Foot	\$387	10.3%
Properties Sold	44	Properties Sold	44	0.0%
Properties Pending Sale	43	Properties Pending Sale	40	-7.0%
Properties For Sale	70	Properties For Sale	63	-10.0%
Days on Market (Pending Sale)	40	Days on Market (Pending Sale)	44	10.1%
Percent Under Contract	61.43%	Percent Under Contract	63.49%	3.4%



CALABASAS

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,255,000	Median Price	\$1,399,500	11.5%
Average Price per Square Foot	\$449	Average Price per Square Foot	\$435	-3.1%
Properties Sold	81	Properties Sold	84	3.7%
Properties Pending Sale	84	Properties Pending Sale	101	20.2%
Properties For Sale	282	Properties For Sale	234	-17.0%
Days on Market (Pending Sale)	79	Days on Market (Pending Sale)	56	-29.1%
Percent Under Contract	29.79%	Percent Under Contract	43.16%	44.9%



CALABASAS

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$420,000	Median Price	\$451,250	7.4%
Average Price per Square Foot	\$344	Average Price per Square Foot	\$426	23.8%
Properties Sold	10	Properties Sold	14	40.0%
Properties Pending Sale	11	Properties Pending Sale	13	18.2%
Properties For Sale	30	Properties For Sale	26	-13.3%
Days on Market (Pending Sale)	61	Days on Market (Pending Sale)	38	-38.6%
Percent Under Contract	36.67%	Percent Under Contract	50.00%	36.4%



CHEVIOT HILLS-RANCH PARK

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,703,000	Median Price	\$2,200,000	29.2%
Average Price per Square Foot	\$738	Average Price per Square Foot	\$770	4.3%
Properties Sold	25	Properties Sold	21	-16.0%
Properties Pending Sale	23	Properties Pending Sale	26	13.0%
Properties For Sale	48	Properties For Sale	56	16.7%
Days on Market (Pending Sale)	41	Days on Market (Pending Sale)	50	19.8%
Percent Under Contract	47.92%	Percent Under Contract	46.43%	-3.1%



CULVER CITY

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,000,000	Median Price	\$1,200,000	20.0%
Average Price per Square Foot	\$633	Average Price per Square Foot	\$710	12.2%
Properties Sold	57	Properties Sold	73	28.1%
Properties Pending Sale	62	Properties Pending Sale	85	37.1%
Properties For Sale	115	Properties For Sale	133	15.7%
Days on Market (Pending Sale)	37	Days on Market (Pending Sale)	39	6.5%
Percent Under Contract	53.91%	Percent Under Contract	63.91%	18.5%



CULVER CITY

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$435,000	Median Price	\$453,000	4.1%
Average Price per Square Foot	\$428	Average Price per Square Foot	\$456	6.5%
Properties Sold	67	Properties Sold	59	-11.9%
Properties Pending Sale	60	Properties Pending Sale	54	-10.0%
Properties For Sale	87	Properties For Sale	73	-16.1%
Days on Market (Pending Sale)	40	Days on Market (Pending Sale)	22	-45.6%
Percent Under Contract	68.97%	Percent Under Contract	73.97%	7.3%



DOWNTOWN

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$283,500	Median Price	\$339,000	19.6%
Average Price per Square Foot	\$222	Average Price per Square Foot	\$255	14.9%
Properties Sold	24	Properties Sold	29	20.8%
Properties Pending Sale	30	Properties Pending Sale	31	3.3%
Properties For Sale	99	Properties For Sale	84	-15.2%
Days on Market (Pending Sale)	48	Days on Market (Pending Sale)	64	35.1%
Percent Under Contract	30.30%	Percent Under Contract	36.90%	21.8%



DOWNTOWN

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$601,000	Median Price	\$605,000	0.7%
Average Price per Square Foot	\$603	Average Price per Square Foot	\$645	7.0%
Properties Sold	135	Properties Sold	103	-23.7%
Properties Pending Sale	121	Properties Pending Sale	130	7.4%
Properties For Sale	302	Properties For Sale	365	20.9%
Days on Market (Pending Sale)	59	Days on Market (Pending Sale)	52	-11.5%
Percent Under Contract	40.07%	Percent Under Contract	35.62%	-11.1%



ENCINO

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,200,000	Median Price	\$1,299,500	8.3%
Average Price per Square Foot	\$475	Average Price per Square Foot	\$509	7.2%
Properties Sold	143	Properties Sold	124	-13.3%
Properties Pending Sale	145	Properties Pending Sale	156	7.6%
Properties For Sale	404	Properties For Sale	376	-6.9%
Days on Market (Pending Sale)	62	Days on Market (Pending Sale)	57	-8.4%
Percent Under Contract	35.89%	Percent Under Contract	41.49%	15.6%



ENCINO

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$337,000	Median Price	\$330,950	-1.8%
Average Price per Square Foot	\$288	Average Price per Square Foot	\$307	6.6%
Properties Sold	52	Properties Sold	40	-23.1%
Properties Pending Sale	61	Properties Pending Sale	40	-34.4%
Properties For Sale	120	Properties For Sale	82	-31.7%
Days on Market (Pending Sale)	56	Days on Market (Pending Sale)	37	-32.9%
Percent Under Contract	50.83%	Percent Under Contract	48.78%	-4.0%



HANCOCK PARK-WILSHIRE

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,505,000	Median Price	\$1,545,000	2.7%
Average Price per Square Foot	\$652	Average Price per Square Foot	\$649	-0.5%
Properties Sold	59	Properties Sold	72	22.0%
Properties Pending Sale	53	Properties Pending Sale	79	49.1%
Properties For Sale	215	Properties For Sale	198	-7.9%
Days on Market (Pending Sale)	48	Days on Market (Pending Sale)	43	-11.1%
Percent Under Contract	24.65%	Percent Under Contract	39.90%	61.9%



HOLLYWOOD

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$800,000	Median Price	\$840,000	5.0%
Average Price per Square Foot	\$567	Average Price per Square Foot	\$592	4.4%
Properties Sold	27	Properties Sold	22	-18.5%
Properties Pending Sale	30	Properties Pending Sale	32	6.7%
Properties For Sale	74	Properties For Sale	65	-12.2%
Days on Market (Pending Sale)	59	Days on Market (Pending Sale)	41	-30.0%
Percent Under Contract	40.54%	Percent Under Contract	49.23%	21.4%



HOLLYWOOD

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$585,388	Median Price	\$669,000	14.3%
Average Price per Square Foot	\$574	Average Price per Square Foot	\$547	-4.7%
Properties Sold	26	Properties Sold	28	7.7%
Properties Pending Sale	27	Properties Pending Sale	33	22.2%
Properties For Sale	67	Properties For Sale	74	10.4%
Days on Market (Pending Sale)	52	Days on Market (Pending Sale)	66	26.8%
Percent Under Contract	40.30%	Percent Under Contract	44.59%	10.7%



HOLLYWOOD HILLS EAST

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,294,500	Median Price	\$1,350,082	4.3%
Average Price per Square Foot	\$583	Average Price per Square Foot	\$670	14.9%
Properties Sold	40	Properties Sold	44	10.0%
Properties Pending Sale	45	Properties Pending Sale	43	-4.4%
Properties For Sale	138	Properties For Sale	110	-20.3%
Days on Market (Pending Sale)	64	Days on Market (Pending Sale)	60	-5.2%
Percent Under Contract	32.61%	Percent Under Contract	39.09%	19.9%



LOS FELIZ

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,313,000	Median Price	\$1,450,000	10.4%
Average Price per Square Foot	\$648	Average Price per Square Foot	\$668	3.1%
Properties Sold	61	Properties Sold	55	-9.8%
Properties Pending Sale	61	Properties Pending Sale	61	0.0%
Properties For Sale	160	Properties For Sale	142	-11.2%
Days on Market (Pending Sale)	49	Days on Market (Pending Sale)	41	-17.6%
Percent Under Contract	38.12%	Percent Under Contract	42.96%	12.7%



LOS FELIZ

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$480,000	Median Price	\$528,500	10.1%
Average Price per Square Foot	\$493	Average Price per Square Foot	\$545	10.5%
Properties Sold	7	Properties Sold	12	71.4%
Properties Pending Sale	5	Properties Pending Sale	8	60.0%
Properties For Sale	11	Properties For Sale	16	45.5%
Days on Market (Pending Sale)	38	Days on Market (Pending Sale)	24	-37.8%
Percent Under Contract	45.45%	Percent Under Contract	50.00%	10.0%



MALIBU

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$2,325,000	Median Price	\$2,787,500	19.9%
Average Price per Square Foot	\$791	Average Price per Square Foot	\$887	12.1%
Properties Sold	51	Properties Sold	48	-5.9%
Properties Pending Sale	40	Properties Pending Sale	45	12.5%
Properties For Sale	288	Properties For Sale	306	6.2%
Days on Market (Pending Sale)	114	Days on Market (Pending Sale)	127	11.9%
Percent Under Contract	13.89%	Percent Under Contract	14.71%	5.9%



MALIBU BEACH

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$5,000,000	Median Price	\$8,500,000	70.0%
Average Price per Square Foot	\$1,854	Average Price per Square Foot	\$3,307	78.4%
Properties Sold	13	Properties Sold	13	0.0%
Properties Pending Sale	13	Properties Pending Sale	14	7.7%
Properties For Sale	97	Properties For Sale	131	35.1%
Days on Market (Pending Sale)	163	Days on Market (Pending Sale)	105	-36.0%
Percent Under Contract	13.40%	Percent Under Contract	10.69%	-20.3%



MARINA DEL REY

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,312,500	Median Price	\$1,100,000	-16.2%
Average Price per Square Foot	\$739	Average Price per Square Foot	\$805	8.9%
Properties Sold	10	Properties Sold	23	130.0%
Properties Pending Sale	9	Properties Pending Sale	17	88.9%
Properties For Sale	34	Properties For Sale	51	50.0%
Days on Market (Pending Sale)	24	Days on Market (Pending Sale)	61	152.5%
Percent Under Contract	26.47%	Percent Under Contract	35.29%	33.3%



MARINA DEL REY

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$846,000	Median Price	\$865,000	2.2%
Average Price per Square Foot	\$653	Average Price per Square Foot	\$608	-6.9%
Properties Sold	67	Properties Sold	75	11.9%
Properties Pending Sale	70	Properties Pending Sale	83	18.6%
Properties For Sale	177	Properties For Sale	173	-2.3%
Days on Market (Pending Sale)	93	Days on Market (Pending Sale)	51	-44.9%
Percent Under Contract	39.55%	Percent Under Contract	47.98%	21.3%



MID LOS ANGELES

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$532,500	Median Price	\$600,000	12.7%
Average Price per Square Foot	\$358	Average Price per Square Foot	\$363	1.4%
Properties Sold	100	Properties Sold	115	15.0%
Properties Pending Sale	112	Properties Pending Sale	138	23.2%
Properties For Sale	264	Properties For Sale	259	-1.9%
Days on Market (Pending Sale)	47	Days on Market (Pending Sale)	43	-8.1%
Percent Under Contract	42.42%	Percent Under Contract	53.28%	25.6%



MID WILSHIRE

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$780,000	Median Price	\$747,000	-4.2%
Average Price per Square Foot	\$390	Average Price per Square Foot	\$390	0.0%
Properties Sold	11	Properties Sold	10	-9.1%
Properties Pending Sale	12	Properties Pending Sale	13	8.3%
Properties For Sale	47	Properties For Sale	32	-31.9%
Days on Market (Pending Sale)	69	Days on Market (Pending Sale)	62	-9.6%
Percent Under Contract	25.53%	Percent Under Contract	40.62%	59.1%



PACIFIC PALISADES

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$2,569,000	Median Price	\$2,500,960	-2.6%
Average Price per Square Foot	\$1,029	Average Price per Square Foot	\$1,004	-2.4%
Properties Sold	99	Properties Sold	71	-28.3%
Properties Pending Sale	91	Properties Pending Sale	85	-6.6%
Properties For Sale	222	Properties For Sale	257	15.8%
Days on Market (Pending Sale)	55	Days on Market (Pending Sale)	52	-5.4%
Percent Under Contract	40.99%	Percent Under Contract	33.07%	-19.3%



PALMS – MAR VISTA

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,145,000	Median Price	\$1,292,750	12.9%
Average Price per Square Foot	\$718	Average Price per Square Foot	\$756	5.3%
Properties Sold	106	Properties Sold	101	-4.7%
Properties Pending Sale	118	Properties Pending Sale	107	-9.3%
Properties For Sale	182	Properties For Sale	180	-1.1%
Days on Market (Pending Sale)	46	Days on Market (Pending Sale)	34	-26.7%
Percent Under Contract	64.84%	Percent Under Contract	59.44%	-8.3%



PLAYA DEL REY

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$2,137,500	Median Price	\$1,320,250	-38.2%
Average Price per Square Foot	\$539	Average Price per Square Foot	\$571	5.9%
Properties Sold	6	Properties Sold	12	100%
Properties Pending Sale	4	Properties Pending Sale	12	200%
Properties For Sale	18	Properties For Sale	27	50.0%
Days on Market (Pending Sale)	140	Days on Market (Pending Sale)	35	-74.7%
Percent Under Contract	22.22%	Percent Under Contract	44.44%	100.0%



PLAYA DEL REY

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$442,500	Median Price	\$555,000	25.4%
Average Price per Square Foot	\$515	Average Price per Square Foot	\$545	5.8%
Properties Sold	39	Properties Sold	40	2.6%
Properties Pending Sale	32	Properties Pending Sale	37	15.6%
Properties For Sale	62	Properties For Sale	58	-6.5%
Days on Market (Pending Sale)	37	Days on Market (Pending Sale)	32	-14.7%
Percent Under Contract	51.61%	Percent Under Contract	63.79%	23.6%



PLAYA VISTA

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,966,250	Median Price	\$1,739,000	-11.6%
Average Price per Square Foot	\$507	Average Price per Square Foot	\$666	31.4%
Properties Sold	4	Properties Sold	4	0.0%
Properties Pending Sale	2	Properties Pending Sale	5	150.0%
Properties For Sale	11	Properties For Sale	15	36.4%
Days on Market (Pending Sale)	67	Days on Market (Pending Sale)	75	11.3%
Percent Under Contract	18.18%	Percent Under Contract	33.33%	83.3%



PLAYA VISTA

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$745,000	Median Price	\$908,000	21.9%
Average Price per Square Foot	\$538	Average Price per Square Foot	\$639	18.8%
Properties Sold	32	Properties Sold	27	-15.6%
Properties Pending Sale	29	Properties Pending Sale	27	-6.9%
Properties For Sale	36	Properties For Sale	43	19.4%
Days on Market (Pending Sale)	38	Days on Market (Pending Sale)	30	-20.8%
Percent Under Contract	80.56%	Percent Under Contract	62.79%	-22.1%



SANTA MONICA

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$2,275,000	Median Price	\$2,185,000	-4.0%
Average Price per Square Foot	\$1,113	Average Price per Square Foot	\$1,080	-3.0%
Properties Sold	75	Properties Sold	67	-10.7%
Properties Pending Sale	92	Properties Pending Sale	77	-16.3%
Properties For Sale	176	Properties For Sale	174	-1.1%
Days on Market (Pending Sale)	37	Days on Market (Pending Sale)	41	11.7%
Percent Under Contract	52.27%	Percent Under Contract	44.25%	-15.3%



SANTA MONICA

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,053,500	Median Price	\$985,000	-6.5%
Average Price per Square Foot	\$915	Average Price per Square Foot	\$1,000	9.3%
Properties Sold	106	Properties Sold	79	-25.5%
Properties Pending Sale	107	Properties Pending Sale	95	-11.2%
Properties For Sale	254	Properties For Sale	201	-20.9%
Days on Market (Pending Sale)	51	Days on Market (Pending Sale)	42	-18.3%
Percent Under Contract	42.13%	Percent Under Contract	47.26%	12.2%



SHERMAN OAKS

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,047,500	Median Price	\$1,100,000	5.0%
Average Price per Square Foot	\$490	Average Price per Square Foot	\$497	1.4%
Properties Sold	174	Properties Sold	179	2.9%
Properties Pending Sale	180	Properties Pending Sale	191	6.1%
Properties For Sale	426	Properties For Sale	456	7.0%
Days on Market (Pending Sale)	49	Days on Market (Pending Sale)	48	-3.6%
Percent Under Contract	42.25%	Percent Under Contract	41.89%	-0.9%



SHERMAN OAKS

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$428,750	Median Price	\$448,000	4.5%
Average Price per Square Foot	\$330	Average Price per Square Foot	\$361	9.4%
Properties Sold	82	Properties Sold	59	-28.0%
Properties Pending Sale	88	Properties Pending Sale	71	-19.3%
Properties For Sale	146	Properties For Sale	145	-0.7%
Days on Market (Pending Sale)	55	Days on Market (Pending Sale)	47	-13.4%
Percent Under Contract	60.27%	Percent Under Contract	48.97%	-18.8%



SILVER LAKE – ECHO PARK

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$800,000	Median Price	\$950,000	18.8%
Average Price per Square Foot	\$577	Average Price per Square Foot	\$628	8.8%
Properties Sold	80	Properties Sold	81	1.2%
Properties Pending Sale	80	Properties Pending Sale	90	12.5%
Properties For Sale	190	Properties For Sale	191	0.5%
Days on Market (Pending Sale)	41	Days on Market (Pending Sale)	40	-1.2%
Percent Under Contract	42.11%	Percent Under Contract	47.12%	11.9%



STUDIO CITY

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,200,000	Median Price	\$1,329,772	10.8%
Average Price per Square Foot	\$558	Average Price per Square Foot	\$583	4.5%
Properties Sold	102	Properties Sold	92	-9.8%
Properties Pending Sale	98	Properties Pending Sale	106	8.2%
Properties For Sale	263	Properties For Sale	254	-3.4%
Days on Market (Pending Sale)	55	Days on Market (Pending Sale)	44	-20.3%
Percent Under Contract	37.26%	Percent Under Contract	41.73%	12.0%



STUDIO CITY

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$549,500	Median Price	\$512,500	-6.7%
Average Price per Square Foot	\$414	Average Price per Square Foot	\$412	-0.5%
Properties Sold	40	Properties Sold	29	-27.5%
Properties Pending Sale	38	Properties Pending Sale	42	10.5%
Properties For Sale	102	Properties For Sale	105	2.9%
Days on Market (Pending Sale)	62	Days on Market (Pending Sale)	49	-21.0%
Percent Under Contract	37.25%	Percent Under Contract	40.00%	7.4%



SUNSET STRIP – HOLLYWOOD HILLS WEST

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,720,000	Median Price	\$1,826,000	6.2%
Average Price per Square Foot	\$865	Average Price per Square Foot	\$870	0.6%
Properties Sold	131	Properties Sold	101	-22.9%
Properties Pending Sale	132	Properties Pending Sale	108	-18.2%
Properties For Sale	508	Properties For Sale	501	-1.4%
Days on Market (Pending Sale)	72	Days on Market (Pending Sale)	65	-9.2%
Percent Under Contract	25.98%	Percent Under Contract	21.56%	-17.0%



SUNSET STRIP – HOLLYWOOD HILLS WEST

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$488,888	Median Price	\$535,000	9.4%
Average Price per Square Foot	\$479	Average Price per Square Foot	\$620	29.4%
Properties Sold	27	Properties Sold	42	55.6%
Properties Pending Sale	27	Properties Pending Sale	39	44.4%
Properties For Sale	64	Properties For Sale	89	39.1%
Days on Market (Pending Sale)	62	Days on Market (Pending Sale)	47	-24.0%
Percent Under Contract	42.19%	Percent Under Contract	43.82%	3.9%



TOPANGA

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$915,000	Median Price	\$1,195,000	30.6%
Average Price per Square Foot	\$510	Average Price per Square Foot	\$557	9.2%
Properties Sold	27	Properties Sold	35	29.6%
Properties Pending Sale	22	Properties Pending Sale	28	27.3%
Properties For Sale	117	Properties For Sale	85	-27.4%
Days on Market (Pending Sale)	88	Days on Market (Pending Sale)	72	-18.1%
Percent Under Contract	18.80%	Percent Under Contract	32.94%	75.2%



VENICE

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,900,000	Median Price	\$1,785,000	-6.1%
Average Price per Square Foot	\$1,006	Average Price per Square Foot	\$1,149	14.2%
Properties Sold	61	Properties Sold	56	-8.2%
Properties Pending Sale	68	Properties Pending Sale	61	-10.3%
Properties For Sale	155	Properties For Sale	161	3.9%
Days on Market (Pending Sale)	54	Days on Market (Pending Sale)	65	20.6%
Percent Under Contract	43.87%	Percent Under Contract	37.89%	-13.6%



VENICE

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,383,000	Median Price	\$1,289,500	-6.8%
Average Price per Square Foot	\$690	Average Price per Square Foot	\$1,011	46.5%
Properties Sold	8	Properties Sold	4	-50.0%
Properties Pending Sale	8	Properties Pending Sale	6	-25.0%
Properties For Sale	28	Properties For Sale	23	-17.9%
Days on Market (Pending Sale)	150	Days on Market (Pending Sale)	40	-73.7%
Percent Under Contract	28.57%	Percent Under Contract	26.09%	-8.7%



WEST HOLLYWOOD

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,580,000	Median Price	\$1,612,000	2.0%
Average Price per Square Foot	\$826	Average Price per Square Foot	\$898	8.7%
Properties Sold	35	Properties Sold	30	-14.3%
Properties Pending Sale	28	Properties Pending Sale	42	50.0%
Properties For Sale	86	Properties For Sale	106	23.3%
Days on Market (Pending Sale)	33	Days on Market (Pending Sale)	43	27.6%
Percent Under Contract	32.56%	Percent Under Contract	39.62%	21.7%



WEST HOLLYWOOD

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$610,000	Median Price	\$670,000	9.8%
Average Price per Square Foot	\$592	Average Price per Square Foot	\$648	9.5%
Properties Sold	119	Properties Sold	96	-19.3%
Properties Pending Sale	112	Properties Pending Sale	87	-22.3%
Properties For Sale	241	Properties For Sale	216	-10.4%
Days on Market (Pending Sale)	54	Days on Market (Pending Sale)	41	-23.3%
Percent Under Contract	46.47%	Percent Under Contract	40.28%	-13.3%



WEST LOS ANGELES

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$950,000	Median Price	\$1,110,000	16.8%
Average Price per Square Foot	\$622	Average Price per Square Foot	\$664	6.8%
Properties Sold	31	Properties Sold	35	12.9%
Properties Pending Sale	33	Properties Pending Sale	31	-6.1%
Properties For Sale	67	Properties For Sale	68	1.5%
Days on Market (Pending Sale)	44	Days on Market (Pending Sale)	46	3.4%
Percent Under Contract	49.25%	Percent Under Contract	45.59%	-7.4%



WEST LOS ANGELES

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$675,000	Median Price	\$790,000	17.0%
Average Price per Square Foot	\$499	Average Price per Square Foot	\$536	7.4%
Properties Sold	55	Properties Sold	36	-34.5%
Properties Pending Sale	47	Properties Pending Sale	41	-12.8%
Properties For Sale	77	Properties For Sale	71	-7.8%
Days on Market (Pending Sale)	40	Days on Market (Pending Sale)	35	-11.0%
Percent Under Contract	61.04%	Percent Under Contract	57.75%	-5.4%



WESTCHESTER

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$937,500	Median Price	\$1,067,500	13.9%
Average Price per Square Foot	\$568	Average Price per Square Foot	\$643	13.2%
Properties Sold	88	Properties Sold	74	-15.9%
Properties Pending Sale	88	Properties Pending Sale	95	8.0%
Properties For Sale	138	Properties For Sale	147	6.5%
Days on Market (Pending Sale)	33	Days on Market (Pending Sale)	33	0.5%
Percent Under Contract	63.77%	Percent Under Contract	64.63%	1.3%



WESTCHESTER

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$468,000	Median Price	\$445,000	-4.9%
Average Price per Square Foot	\$396	Average Price per Square Foot	\$436	10.1%
Properties Sold	11	Properties Sold	9	-18.2%
Properties Pending Sale	8	Properties Pending Sale	12	50.0%
Properties For Sale	16	Properties For Sale	20	25.0%
Days on Market (Pending Sale)	43	Days on Market (Pending Sale)	15	-65.2%
Percent Under Contract	50.00%	Percent Under Contract	60.00%	20.0%



WESTWOOD – CENTURY CITY

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$1,685,000	Median Price	\$2,193,292	30.2%
Average Price per Square Foot	\$777	Average Price per Square Foot	\$882	13.5%
Properties Sold	40	Properties Sold	52	30.0%
Properties Pending Sale	43	Properties Pending Sale	55	27.9%
Properties For Sale	112	Properties For Sale	128	14.3%
Days on Market (Pending Sale)	30	Days on Market (Pending Sale)	49	63.6%
Percent Under Contract	38.39%	Percent Under Contract	42.97%	11.9%



WESTWOOD – CENTURY CITY

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$765,000	Median Price	\$850,000	11.1%
Average Price per Square Foot	\$632	Average Price per Square Foot	\$686	8.5%
Properties Sold	171	Properties Sold	143	-16.4%
Properties Pending Sale	166	Properties Pending Sale	157	-5.4%
Properties For Sale	467	Properties For Sale	390	-16.5%
Days on Market (Pending Sale)	67	Days on Market (Pending Sale)	63	-6.4%
Percent Under Contract	35.55%	Percent Under Contract	40.26%	13.3%



WOODLAND HILLS

SFR

Q2 2015

Q2 2016

% CHANGE

Median Price	\$730,000	Median Price	\$760,000	4.1%
Average Price per Square Foot	\$333	Average Price per Square Foot	\$361	8.4%
Properties Sold	201	Properties Sold	203	1.0%
Properties Pending Sale	211	Properties Pending Sale	215	1.9%
Properties For Sale	519	Properties For Sale	501	-3.5%
Days on Market (Pending Sale)	61	Days on Market (Pending Sale)	52	-14.7%
Percent Under Contract	40.66%	Percent Under Contract	42.91%	5.6%



WOODLAND HILLS

CONDO

Q2 2015

Q2 2016

% CHANGE

Median Price	\$364,125	Median Price	\$386,500	6.1%
Average Price per Square Foot	\$356	Average Price per Square Foot	\$371	4.2%
Properties Sold	48	Properties Sold	34	-29.2%
Properties Pending Sale	40	Properties Pending Sale	45	12.5%
Properties For Sale	78	Properties For Sale	78	0.0%
Days on Market (Pending Sale)	40	Days on Market (Pending Sale)	33	-17.4%
Percent Under Contract	51.28%	Percent Under Contract	57.69%	12.5%

Glossary of Terms



Median Price: A value that separates the upper half of prices from the lower half of prices. It can be interpreted like an average, however the extreme prices (high and low) don't hold undue.

Average Price per Square Foot: The price per each property divided by their respective square footage then averaged across all properties sold in the area for a given time period.

Properties Sold: The number of property transactions that closed and transferred ownership.

Properties Pending Sale: The number of properties that entered escrow in preparation for sale.

Properties For Sale: The number of properties on the market and seeking buyers.

Days on Market (Pending Sale): The number of days that properties currently in escrow were on the market.

Absorption Rate: The rate at which the inventory of home for sale are being sold.

Percent Under Contract: The ratio of properties to properties sale.



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