



MICROMARKETREPORT

October 2011 | Single Family Homes | Los Angeles



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WHAT IS A MICRO MARKET

m i c r o m a r k e t r e p o r t . c o m

Welcome to Teles Properties' Micro Market Report for the Los Angeles' Single Family Housing Market. The report is in response to our observation that the media's focus, headlines, and articles revolve around housing data at a macro level and generalize all markets as the same. We think this is very misleading for our clients in making one of their largest financial decisions.

We decided to launch our own research department in order to drill down into each unique market. This idea came from the study of other industries such as investment firms, law firms and accounting firms. Those industries seemed to provide data from exhaustive research and study. Thus we analyze the market at the macro level to gain a clear perspective, and continue to enhance our understanding through study of the market in specific neighborhoods, or as we call them, Micro Markets.

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LOS ANGELES MACRO MARKET*

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$995,000
Average Price per Square Foot	\$614
Properties Sold	291
Properties Pending Sale	336
Properties For Sale	3687
Days on Market (Pending Sale)	69
Month's Supply of Inventory	8.9
Percent Under Contract	9.1%

OCTOBER 2011

Median Price	\$902,000	-9.3%
Average Price per Square Foot	\$565	-8.0%
Properties Sold	290	-0.3%
Properties Pending Sale	403	19.9%
Properties For Sale	3062	-17.0%
Days on Market (Pending Sale)	70	1.4%
Month's Supply of Inventory	5.5	-38.2%
Percent Under Contract	13.2%	45.1%
Average Median Price for Last 12 Months	\$1,289,000	-30.0%
Average Median Price for Last 3 Months ..	\$1,190,000	-24.2%

* Including only Micro Market areas from this report

*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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BEL AIR - HOLMBY HILLS

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$1,277,500
Average Price per Square Foot	\$484
Properties Sold	4
Properties Pending Sale	9
Properties For Sale	186
Days on Market (Pending Sale)	50
Month's Supply of Inventory	17.3
Percent Under Contract	4.8%

OCTOBER 2011

Median Price	\$1,634,226	27.9%
Average Price per Square Foot	\$705	45.66%
Properties Sold	10	150.0%
Properties Pending Sale	17	88.9%
Properties For Sale	169	-9.1%
Days on Market (Pending Sale)	78	56.0%
Month's Supply of Inventory	7.8	-54.9%
Percent Under Contract	10.1%	110.4%
Average Median Price for Last 12 Months	\$1,684,000	-3.0%
Average Median Price for Last 3 Months ..	\$1,650,000	-1.0%

% CHANGE

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BEVERLY CENTER - MIRACLE MILE

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$892,500
Average Price per Square Foot	\$493
Properties Sold	16
Properties Pending Sale	13
Properties For Sale	109
Days on Market (Pending Sale)	57
Month's Supply of Inventory	6.3
Percent Under Contract	11.9%

OCTOBER 2011

Median Price	\$878,125	-1.6%
Average Price per Square Foot	\$456	-7.5%
Properties Sold	10	-37.5%
Properties Pending Sale	15	15.4%
Properties For Sale	76	-30.3%
Days on Market (Pending Sale)	51	-10.5%
Month's Supply of Inventory	3.1	-50.8%
Percent Under Contract	19.7%	65.5%
Average Median Price for Last 12 Months	\$927,000	-5.3%
Average Median Price for Last 3 Months ..	\$908,000	-3.3%

% CHANGE



BEVERLY HILLS

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$3,840,000
Average Price per Square Foot	\$944
Properties Sold	17
Properties Pending Sale	7
Properties For Sale	179
Days on Market (Pending Sale)	103
Month's Supply of Inventory	22
Percent Under Contract	3.9%

OCTOBER 2011

Median Price	\$2,700,000	-29.7%
Average Price per Square Foot	\$904	-4.2%
Properties Sold	14	-17.6%
Properties Pending Sale	18	157.1%
Properties For Sale	128	-28.5%
Days on Market (Pending Sale)	116	12.6%
Month's Supply of Inventory	5.2	-76.4%
Percent Under Contract	14.1%	261.5%
Average Median Price for Last 12 Months	\$2,958,000	-8.7%
Average Median Price for Last 3 Months ..	\$3,482,000	-22.5%

% CHANGE



BEVERLY HILLS P.O.

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$1,620,000
Average Price per Square Foot	\$1,048
Properties Sold	7
Properties Pending Sale	10
Properties For Sale	176
Days on Market (Pending Sale)	99
Month's Supply of Inventory	14.4
Percent Under Contract	5.7%

OCTOBER 2011

Median Price	\$1,475,000	-9.0%
Average Price per Square Foot	\$496	-52.7%
Properties Sold	11	57.1%
Properties Pending Sale	14	40.0%
Properties For Sale	163	-7.4%
Days on Market (Pending Sale)	158	59.6%
Month's Supply of Inventory	9.5	-34.0%
Percent Under Contract	8.6%	50.9%
Average Median Price for Last 12 Months	\$2,026,000	-27.2%
Average Median Price for Last 3 Months ..	\$1,763,000	-16.3%



BEVERLYWOOD

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$752,500
Average Price per Square Foot	\$481
Properties Sold	8
Properties Pending Sale	11
Properties For Sale	91
Days on Market (Pending Sale)	11
Month's Supply of Inventory	6.4
Percent Under Contract	12.1%

OCTOBER 2011

Median Price	\$800,000	6.3%
Average Price per Square Foot	\$460	-4.4%
Properties Sold	13	62.5%
Properties Pending Sale	19	72.7%
Properties For Sale	87	-4.4%
Days on Market (Pending Sale)	19	72.7%
Month's Supply of Inventory	2.8	-56.3%
Percent Under Contract	21.8%	80.2%
Average Median Price for Last 12 Months	\$779,000	2.7%
Average Median Price for Last 3 Months ..	\$793,000	0.9%

% CHANGE



BRENTWOOD

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$1,990,500
Average Price per Square Foot	\$670
Properties Sold	10
Properties Pending Sale	12
Properties For Sale	199
Days on Market (Pending Sale)	121
Month's Supply of Inventory	13.7
Percent Under Contract	6.0%

OCTOBER 2011

Median Price	\$1,700,000	-14.6%
Average Price per Square Foot	\$608	-9.3%
Properties Sold	15	50.0%
Properties Pending Sale	13	8.3%
Properties For Sale	150	-24.6%
Days on Market (Pending Sale)	65	-46.3%
Month's Supply of Inventory	8.5	-38.0%
Percent Under Contract	8.7%	45.0%
Average Median Price for Last 12 Months	\$1,819,000	-6.5%
Average Median Price for Last 3 Months ..	\$1,775,000	-4.2%

% CHANGE



CHEVIOT HILLS - RANCHO PARK

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$1,215,000
Average Price per Square Foot	\$463
Properties Sold	5
Properties Pending Sale	11
Properties For Sale	47
Days on Market (Pending Sale)	47
Month's Supply of Inventory	2.7
Percent Under Contract	23.4%

OCTOBER 2011

Median Price	\$1,444,600	18.9%
Average Price per Square Foot	\$535	15.6%
Properties Sold	8	60.0%
Properties Pending Sale	7	-36.4%
Properties For Sale	34	-27.7%
Days on Market (Pending Sale)	50	6.4%
Month's Supply of Inventory	2.9	7.4%
Percent Under Contract	20.6%	-12.0%
Average Median Price for Last 12 Months	\$1,207,000	19.7%
Average Median Price for Last 3 Months ..	\$1,215,000	18.9%

% CHANGE



CULVER CITY

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$768,000
Average Price per Square Foot	\$416
Properties Sold	10
Properties Pending Sale	14
Properties For Sale	67
Days on Market (Pending Sale)	46
Month's Supply of Inventory	3.4
Percent Under Contract	20.9%

OCTOBER 2011

Median Price	\$572,375	-25.5%
Average Price per Square Foot	\$444	6.7%
Properties Sold	14	40.0%
Properties Pending Sale	9	-35.7%
Properties For Sale	59	-11.9%
Days on Market (Pending Sale)	56	21.7%
Month's Supply of Inventory	4.8	41.2%
Percent Under Contract	25.3%	21.1%
Average Median Price for Last 12 Months	\$643,000	-11.0%
Average Median Price for Last 3 Months ..	\$597,000	-4.1%

% CHANGE



HANCOCK PARK - WILSHIRE

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$1,000,000
Average Price per Square Foot	\$425
Properties Sold	16
Properties Pending Sale	20
Properties For Sale	161
Days on Market (Pending Sale)	38
Month's Supply of Inventory	6.3
Percent Under Contract	12.4%

OCTOBER 2011

Median Price	\$896,000	-10.4%
Average Price per Square Foot	\$421	-0.9%
Properties Sold	11	-31.3%
Properties Pending Sale	22	10.0%
Properties For Sale	144	-10.6%
Days on Market (Pending Sale)	63	65.8%
Month's Supply of Inventory	4.6	-27.0%
Percent Under Contract	15.3%	23.4%
Average Median Price for Last 12 Months	\$1,012,000	-11.5%
Average Median Price for Last 3 Months ..	\$982,000	-8.8%

% CHANGE



HOLLYWOOD

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$492,500
Average Price per Square Foot	\$410
Properties Sold	2
Properties Pending Sale	1
Properties For Sale	20
Days on Market (Pending Sale)	94
Month's Supply of Inventory	19
Percent Under Contract	5.0%

OCTOBER 2011

Median Price	\$466,500	-5.3%
Average Price per Square Foot	\$228	-44.4%
Properties Sold	5	150.0%
Properties Pending Sale	2	100.0%
Properties For Sale	31	55.0%
Days on Market (Pending Sale)	46	-51.1%
Month's Supply of Inventory	11	-42.1%
Percent Under Contract	6.5%	30.0%
Average Median Price for Last 12 Months	\$478,000	-2.4%
Average Median Price for Last 3 Months ..	\$541,000	-13.8%

% CHANGE



HOLLYWOOD HILLS EAST

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$887,500
Average Price per Square Foot	\$407
Properties Sold	10
Properties Pending Sale	10
Properties For Sale	105
Days on Market (Pending Sale)	73
Month's Supply of Inventory	8.3
Percent Under Contract	9.5%

OCTOBER 2011

Median Price	\$685,000	-22.8%
Average Price per Square Foot	\$357	-12.3%
Properties Sold	7	-30.0%
Properties Pending Sale	11	10.0%
Properties For Sale	93	-11.4%
Days on Market (Pending Sale)	57	-21.9%
Month's Supply of Inventory	5.7	-31.3%
Percent Under Contract	11.8%	24.2%
Average Median Price for Last 12 Months	\$882,000	-22.3%
Average Median Price for Last 3 Months ..	\$920,000	-25.5%

% CHANGE



LOS FELIZ

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$1,596,000
Average Price per Square Foot	\$504
Properties Sold	11
Properties Pending Sale	10
Properties For Sale	109
Days on Market (Pending Sale)	20
Month's Supply of Inventory	9
Percent Under Contract	9.2%

OCTOBER 2011

Median Price	\$884,500	-44.6%
Average Price per Square Foot	\$462	-8.3%
Properties Sold	12	9.1%
Properties Pending Sale	20	100.0%
Properties For Sale	116	6.4%
Days on Market (Pending Sale)	45	125.0%
Month's Supply of Inventory	3.8	-57.8%
Percent Under Contract	17.6%	91.3%
Average Median Price for Last 12 Months	\$982,000	-9.9%
Average Median Price for Last 3 Months ..	\$918,000	-3.6%

% CHANGE



MALIBU

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$2,697,500
Average Price per Square Foot	\$719
Properties Sold	8
Properties Pending Sale	8
Properties For Sale	298
Days on Market (Pending Sale)	161
Month's Supply of Inventory	32.2
Percent Under Contract	2.7%

OCTOBER 2011

Median Price	\$2,112,500	-21.7%
Average Price per Square Foot	\$585	-18.6%
Properties Sold	8	0.0%
Properties Pending Sale	15	87.5%
Properties For Sale	257	-13.8%
Days on Market (Pending Sale)	189	17.4%
Month's Supply of Inventory	14.1	-56.2%
Percent Under Contract	5.8%	114.8%
Average Median Price for Last 12 Months	\$2,140,000	-1.3%
Average Median Price for Last 3 Months ..	\$2,234,000	-5.4%

% CHANGE



MALIBU BEACH

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$1,825,000
Average Price per Square Foot	\$2,827
Properties Sold	3
Properties Pending Sale	4
Properties For Sale	100
Days on Market (Pending Sale)	267
Month's Supply of Inventory	22.5
Percent Under Contract	4.0%

OCTOBER 2011

Median Price	\$12,000,000	557.5%
Average Price per Square Foot	\$2,182	-22.8%
Properties Sold	1	-66.7%
Properties Pending Sale	7	75.0%
Properties For Sale	115	15.0%
Days on Market (Pending Sale)	151	-43.4%
Month's Supply of Inventory	14	-37.8%
Percent Under Contract	6.1%	52.5%
Average Median Price for Last 12 Months	\$4,423,000	171.3%
Average Median Price for Last 3 Months ..	\$6,448,000	86.1%

% CHANGE



MARINA DEL REY

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$1,090,000
Average Price per Square Foot	\$412
Properties Sold	3
Properties Pending Sale	4
Properties For Sale	31
Days on Market (Pending Sale)	4
Month's Supply of Inventory	5.5
Percent Under Contract	12.9%

OCTOBER 2011

Median Price	\$949,000	-12.9%
Average Price per Square Foot	\$443	7.5%
Properties Sold	3	0.0%
Properties Pending Sale	3	-25.0%
Properties For Sale	38	22.6%
Days on Market (Pending Sale)	3	-25.0%
Month's Supply of Inventory	8	45.5%
Percent Under Contract	7.9%	-38.8%
Average Median Price for Last 12 Months	\$1,261,000	-24.7%
Average Median Price for Last 3 Months ..	\$1,352,000	-29.8%

% CHANGE



MID LOS ANGELES

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$280,000
Average Price per Square Foot	\$221
Properties Sold	11
Properties Pending Sale	16
Properties For Sale	165
Days on Market (Pending Sale)	54
Month's Supply of Inventory	8.6
Percent Under Contract	9.7%

OCTOBER 2011

Median Price	\$250,000	-10.7%
Average Price per Square Foot	\$205	-7.2%
Properties Sold	11	0.0%
Properties Pending Sale	24	50.0%
Properties For Sale	121	-26.7%
Days on Market (Pending Sale)	66	22.2%
Month's Supply of Inventory	3.2	-62.8%
Percent Under Contract	19.8%	104.1%
Average Median Price for Last 12 Months	\$303,000	-17.5%
Average Median Price for Last 3 Months ..	\$278,000	-10.1%

% CHANGE



MID WILSHIRE

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$492,500
Average Price per Square Foot	\$207
Properties Sold	2
Properties Pending Sale	6
Properties For Sale	49
Days on Market (Pending Sale)	73
Month's Supply of Inventory	6.2
Percent Under Contract	12.2%

OCTOBER 2011

Median Price	\$402,360	-18.3%
Average Price per Square Foot	\$240	15.9%
Properties Sold	4	100.0%
Properties Pending Sale	2	-66.7%
Properties For Sale	17	-65.3%
Days on Market (Pending Sale)	20	-72.6%
Month's Supply of Inventory	6.5	4.8%
Percent Under Contract	11.8%	-3.3%
Average Median Price for Last 12 Months	\$441,000	-8.8%
Average Median Price for Last 3 Months ..	\$434,000	-7.3%

% CHANGE



PACIFIC PALISADES

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$1,900,000
Average Price per Square Foot	\$663
Properties Sold	21
Properties Pending Sale	22
Properties For Sale	218
Days on Market (Pending Sale)	73
Month's Supply of Inventory	8
Percent Under Contract	10.1%

OCTOBER 2011

Median Price	\$2,170,000	14.2%
Average Price per Square Foot	\$737	11.2%
Properties Sold	19	-9.5%
Properties Pending Sale	24	9.1%
Properties For Sale	174	-20.2%
Days on Market (Pending Sale)	68	-6.8%
Month's Supply of Inventory	5.1	-36.3%
Percent Under Contract	13.8%	36.6%
Average Median Price for Last 12 Months	\$1,725,000	25.8%
Average Median Price for Last 3 Months ..	\$1,873,000	15.9%

% CHANGE



PALMS - MAR VISTA

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$700,000
Average Price per Square Foot	\$466
Properties Sold	22
Properties Pending Sale	26
Properties For Sale	145
Days on Market (Pending Sale)	43
Month's Supply of Inventory	4
Percent Under Contract	17.9%

OCTOBER 2011

Median Price	\$680,000	-2.9%
Average Price per Square Foot	\$435	-6.7%
Properties Sold	19	-13.6%
Properties Pending Sale	21	-19.2%
Properties For Sale	118	-18.6%
Days on Market (Pending Sale)	49	14.0%
Month's Supply of Inventory	3.8	-5.0%
Percent Under Contract	17.8%	-0.6%
Average Median Price for Last 12 Months	\$714,000	-4.8%
Average Median Price for Last 3 Months ..	\$678,000	0.3%



PLAYA DEL REY

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$1,000,000
Average Price per Square Foot	\$392
Properties Sold	1
Properties Pending Sale	3
Properties For Sale	34
Days on Market (Pending Sale)	3
Month's Supply of Inventory	9.3
Percent Under Contract	8.8%

OCTOBER 2011

Median Price	\$787,500	-21.3%
Average Price per Square Foot	\$522	33.2%
Properties Sold	3	200.0%
Properties Pending Sale	1	-66.7%
Properties For Sale	22	-35.3%
Days on Market (Pending Sale)	1	-66.7%
Month's Supply of Inventory	18	93.5%
Percent Under Contract	4.5%	-48.9%
Average Median Price for Last 12 Months	\$1,019,000	-22.7%
Average Median Price for Last 3 Months ..	\$1,029,000	-23.5%

% CHANGE



PLAYA VISTA

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$840,000
Average Price per Square Foot	\$363
Properties Sold	1
Properties Pending Sale	0
Properties For Sale	6
Days on Market (Pending Sale)	0
Month's Supply of Inventory	0
Percent Under Contract	N/A

OCTOBER 2011

Median Price	\$940,000	11.9%
Average Price per Square Foot	\$371	2.2%
Properties Sold	1	0.0%
Properties Pending Sale	1	N/A
Properties For Sale	5	-16.7%
Days on Market (Pending Sale)	33	N/A
Month's Supply of Inventory	3	N/A
Percent Under Contract	20.0%	N/A
Average Median Price for Last 12 Months	\$1,021,000	-7.9%
Average Median Price for Last 3 Months ..	\$1,028,000	-8.6%

% CHANGE

*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.



SANTA MONICA

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$1,614,000
Average Price per Square Foot	\$836
Properties Sold	20
Properties Pending Sale	16
Properties For Sale	143
Days on Market (Pending Sale)	75
Month's Supply of Inventory	7.1
Percent Under Contract	11.2%

OCTOBER 2011

Median Price	\$1,950,000	20.8%
Average Price per Square Foot	\$773	-7.5%
Properties Sold	7	-65.0%
Properties Pending Sale	19	18.8%
Properties For Sale	129	-9.8%
Days on Market (Pending Sale)	40	-46.7%
Month's Supply of Inventory	4.8	-32.4%
Percent Under Contract	14.7%	31.3%
Average Median Price for Last 12 Months	\$1,560,000	25.0%
Average Median Price for Last 3 Months ..	\$1,598,000	22.0%



SILVER LAKE - ECHO PARK

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$599,000
Average Price per Square Foot	\$398
Properties Sold	17
Properties Pending Sale	11
Properties For Sale	100
Days on Market (Pending Sale)	56
Month's Supply of Inventory	7.5
Percent Under Contract	11.0%

OCTOBER 2011

Median Price	\$773,500	29.1%
Average Price per Square Foot	\$429	7.8%
Properties Sold	12	-29.4%
Properties Pending Sale	25	127.3%
Properties For Sale	104	4.0%
Days on Market (Pending Sale)	59	5.4%
Month's Supply of Inventory	2.7	-64.0%
Percent Under Contract	24.0%	118.2%
Average Median Price for Last 12 Months	\$639,000	21.0%
Average Median Price for Last 3 Months ..	\$717,000	7.9%

% CHANGE



SUNSET STRIP - HOLLYWOOD HILLS WEST

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$1,135,000
Average Price per Square Foot	\$551
Properties Sold	24
Properties Pending Sale	26
Properties For Sale	410
Days on Market (Pending Sale)	74
Month's Supply of Inventory	13
Percent Under Contract	6.3%

OCTOBER 2011

Median Price	\$1,000,000	-11.9%
Average Price per Square Foot	\$512	-7.1%
Properties Sold	19	-20.8%
Properties Pending Sale	24	-7.7%
Properties For Sale	292	-28.8%
Days on Market (Pending Sale)	76	2.7%
Month's Supply of Inventory	9.1	-30.0%
Percent Under Contract	8.2%	30.2%
Average Median Price for Last 12 Months	\$1,261,000	-20.7%
Average Median Price for Last 3 Months ..	\$1,058,000	-5.5%

% CHANGE



VENICE

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$1,000,000
Average Price per Square Foot	\$584
Properties Sold	13
Properties Pending Sale	13
Properties For Sale	157
Days on Market (Pending Sale)	10.1
Month's Supply of Inventory	8.3
Percent Under Contract	5.3%

OCTOBER 2011

Median Price	\$1,135,000	13.5%
Average Price per Square Foot	\$673	15.2%
Properties Sold	13	0.0%
Properties Pending Sale	14	7.7%
Properties For Sale	103	-34.4%
Days on Market (Pending Sale)	4.6	-54.5%
Month's Supply of Inventory	13.6	63.9%
Percent Under Contract	10.9%	105.7%
Average Median Price for Last 12 Months	\$973,000	16.6%
Average Median Price for Last 3 Months ..	\$1,103,000	2.9%

% CHANGE

*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.



WEST HOLLYWOOD

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$710,438
Average Price per Square Foot	\$510
Properties Sold	4
Properties Pending Sale	10
Properties For Sale	85
Days on Market (Pending Sale)	90
Month's Supply of Inventory	6.4
Percent Under Contract	11.8%

OCTOBER 2011

Median Price	\$870,000	22.5%
Average Price per Square Foot	\$535	4.9%
Properties Sold	8	100.0%
Properties Pending Sale	11	10.0%
Properties For Sale	73	-14.1%
Days on Market (Pending Sale)	59	-34.4%
Month's Supply of Inventory	4.6	-28.1%
Percent Under Contract	15.1%	28.0%
Average Median Price for Last 12 Months	\$884,000	-1.6%
Average Median Price for Last 3 Months ..	\$845,000	3.0%

% CHANGE



WEST LOS ANGELES

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$705,000
Average Price per Square Foot	\$486
Properties Sold	2
Properties Pending Sale	3
Properties For Sale	42
Days on Market (Pending Sale)	49
Month's Supply of Inventory	12
Percent Under Contract	7.1%

OCTOBER 2011

Median Price	\$875,500	24.2%
Average Price per Square Foot	\$463	-4.7%
Properties Sold	2	0.0%
Properties Pending Sale	2	-33.3%
Properties For Sale	31	-26.2%
Days on Market (Pending Sale)	20	-59.2%
Month's Supply of Inventory	11.5	-4.2%
Percent Under Contract	6.5%	-8.5%
Average Median Price for Last 12 Months	\$657,000	33.3%
Average Median Price for Last 3 Months ..	\$743,000	17.8%

% CHANGE



WESTCHESTER

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$680,000
Average Price per Square Foot	\$435
Properties Sold	13
Properties Pending Sale	20
Properties For Sale	101
Days on Market (Pending Sale)	45
Month's Supply of Inventory	3.6
Percent Under Contract	19.8%

OCTOBER 2011

Median Price	\$630,000	-7.4%
Average Price per Square Foot	\$365	-16.1%
Properties Sold	15	15.4%
Properties Pending Sale	23	15.0%
Properties For Sale	93	-7.9%
Days on Market (Pending Sale)	46	2.2%
Month's Supply of Inventory	2.5	-30.6%
Percent Under Contract	24.7%	24.7%
Average Median Price for Last 12 Months	\$643,000	-2.0%
Average Median Price for Last 3 Months ..	\$640,000	-1.6%

% CHANGE



WESTWOOD - CENTURY CITY

m i c r o m a r k e t r e p o r t . c o m

OCTOBER 2010

Median Price	\$1,418,000
Average Price per Square Foot	\$647
Properties Sold	5
Properties Pending Sale	10
Properties For Sale	107
Days on Market (Pending Sale)	69
Month's Supply of Inventory	8.5
Percent Under Contract	9.3%

OCTOBER 2011

Median Price	\$1,239,000	-12.6%
Average Price per Square Foot	\$515	-20.4%
Properties Sold	11	120.0%
Properties Pending Sale	13	30.0%
Properties For Sale	83	-22.4%
Days on Market (Pending Sale)	46	-33.3%
Month's Supply of Inventory	4.6	-45.9%
Percent Under Contract	15.7%	68.8%
Average Median Price for Last 12 Months	\$1,289,000	-3.9%
Average Median Price for Last 3 Months ..	\$1,190,000	4.1%

% CHANGE



GLOSSARY OF TERMS

m i c r o m a r k e t r e p o r t . c o m

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 influence.

Average Price per Square Foot:

The price of 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 of Market (Pending Sale):

The number of days that properties currently in escrow were on the market.

Month's Supply of Inventory:

The number of months it would take to sell all the properties listed for sale at the current pace of sales and if no new listings entered the market.

Percent Under Contract:

The ratio of properties for sale to properties pending sale.

Shadow Inventory:

Properties in Pre-Foreclosure, Bank Owned or Auction

