

February 2019 Market Report

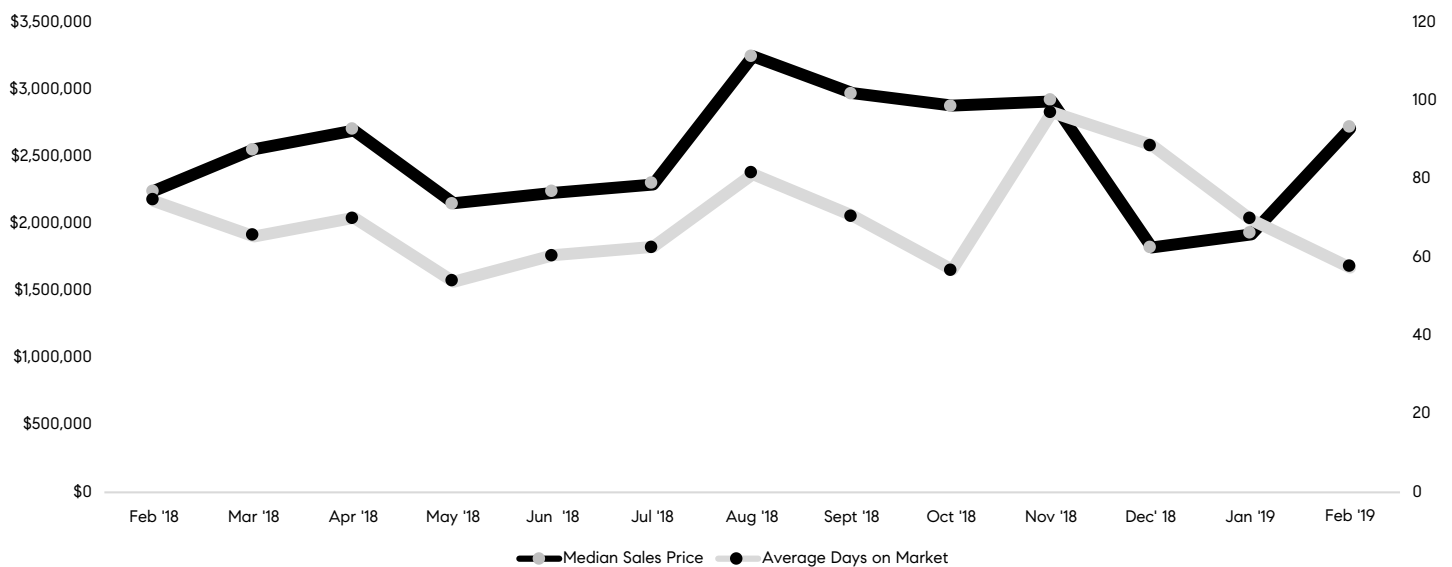
COMPASS

Beverly Hills - Holmby Hills > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$2,719,500	\$2,245,000	Up 21.1%
Average Days on Market	57	74	17 Days faster
Number of Homes for Sale	281	465	Down 39.6%
Percent Under Contract	8.9%	13.1%	Down 4.2 Percentage Points
Average Sold Price/Original Price	94.1%	93.4%	Up 0.7%
Average Price per Square Foot	\$1,042	\$1,164	Down 10.5%

Median Sales Price and Days on Market Comparison



Source: Terradatam, March 6, 2019

Defining Los Angeles: Sales data includes single-family homes in Los Angeles County. License 01866771

February 2019 Market Report

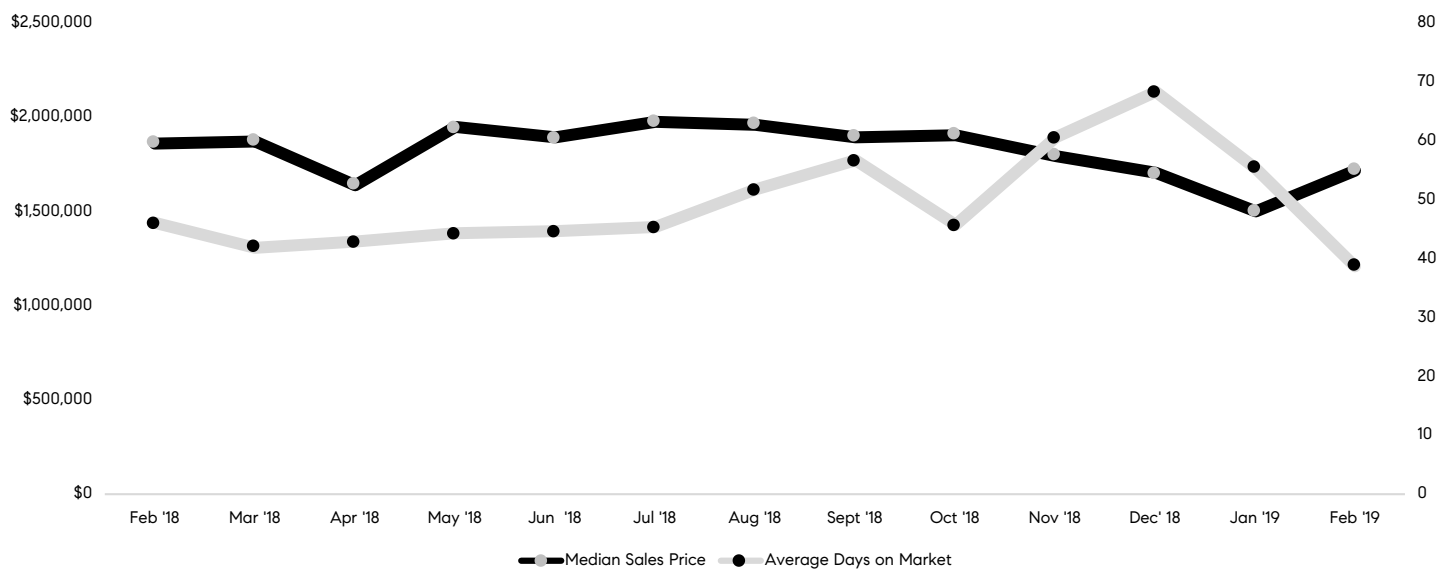
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Brentwood - Santa Monica - Pacific Palisades > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$1,720,000	\$1,862,500	Down 7.7%
Average Days on Market	39	46	7 Days faster
Number of Homes for Sale	358	554	Down 35.4%
Percent Under Contract	17.9%	18.8%	Down 0.9 Percentage Points
Average Sold Price/Original Price	93.2%	93.2%	Up 0.1%
Average Price per Square Foot	\$921	\$1,001	Down 8.0%

Median Sales Price and Days on Market Comparison



Source: Terradatum, March 6, 2019

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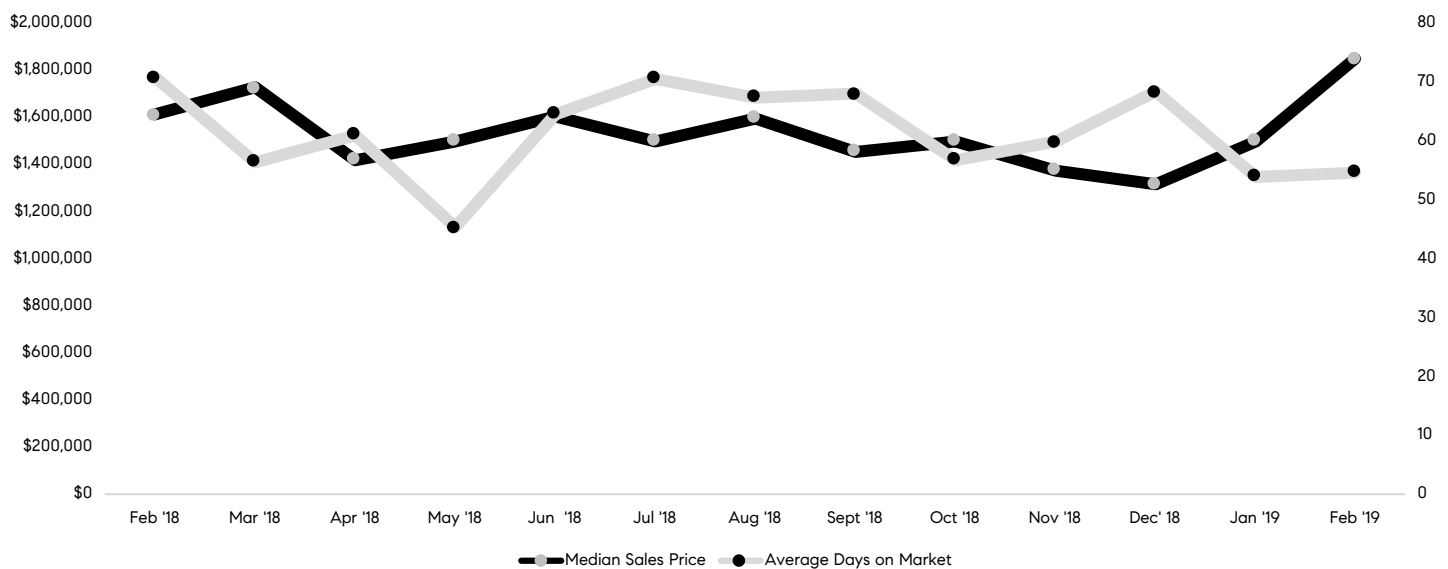
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Hollywood Hills > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$1,847,500	\$1,610,000	Up 14.8%
Average Days on Market	55	71	16 Days faster
Number of Homes for Sale	264	485	Down 45.6%
Percent Under Contract	11.0%	13.0%	Down 2.0 Percentage Points
Average Sold Price/Original Price	94.3%	93.2%	Up 1.1%
Average Price per Square Foot	\$977	\$996	Down 1.9%

Median Sales Price and Days on Market Comparison



Source: Terradatum, March 6, 2019

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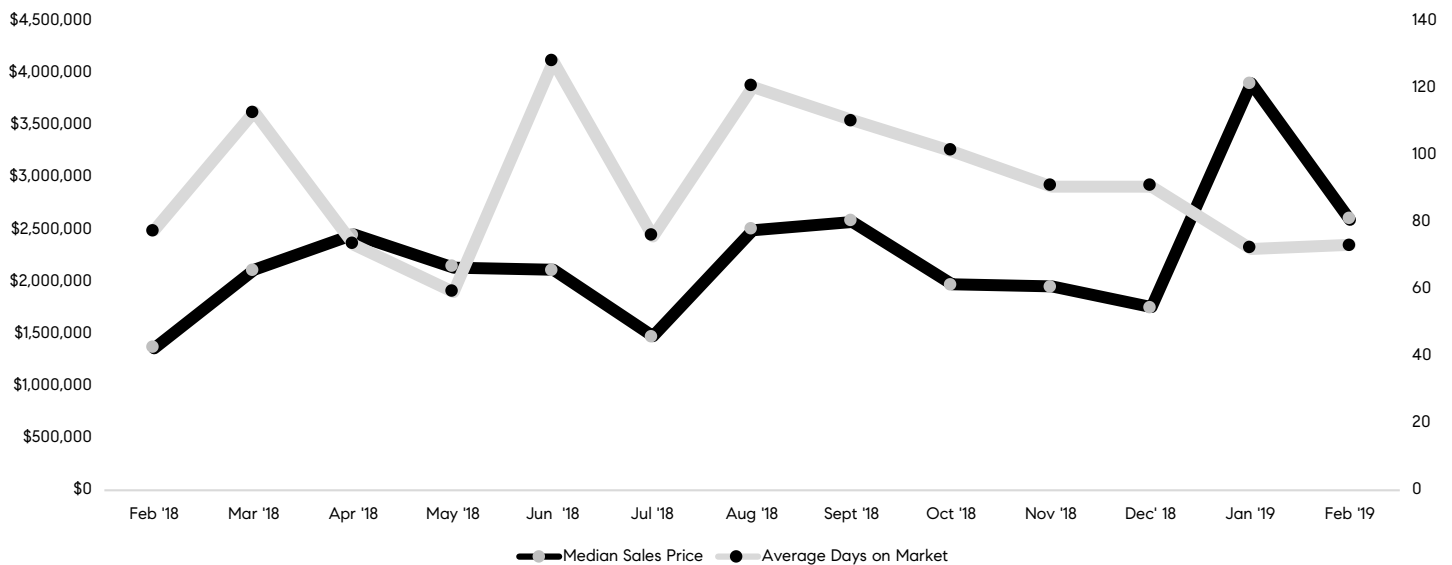
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Malibu Beach Communities > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$2,600,000	\$1,360,000	Up 91.2%
Average Days on Market	73	78	5 Days faster
Number of Homes for Sale	232	371	Down 37.5%
Percent Under Contract	6.9%	6.5%	Up 0.4 Percentage Points
Average Sold Price/Original Price	95.0%	85.4%	Up 9.6%
Average Price per Square Foot	\$1,047	\$801	Up 30.7%

Median Sales Price and Days on Market Comparison



Source: Terradatum, March 6, 2019

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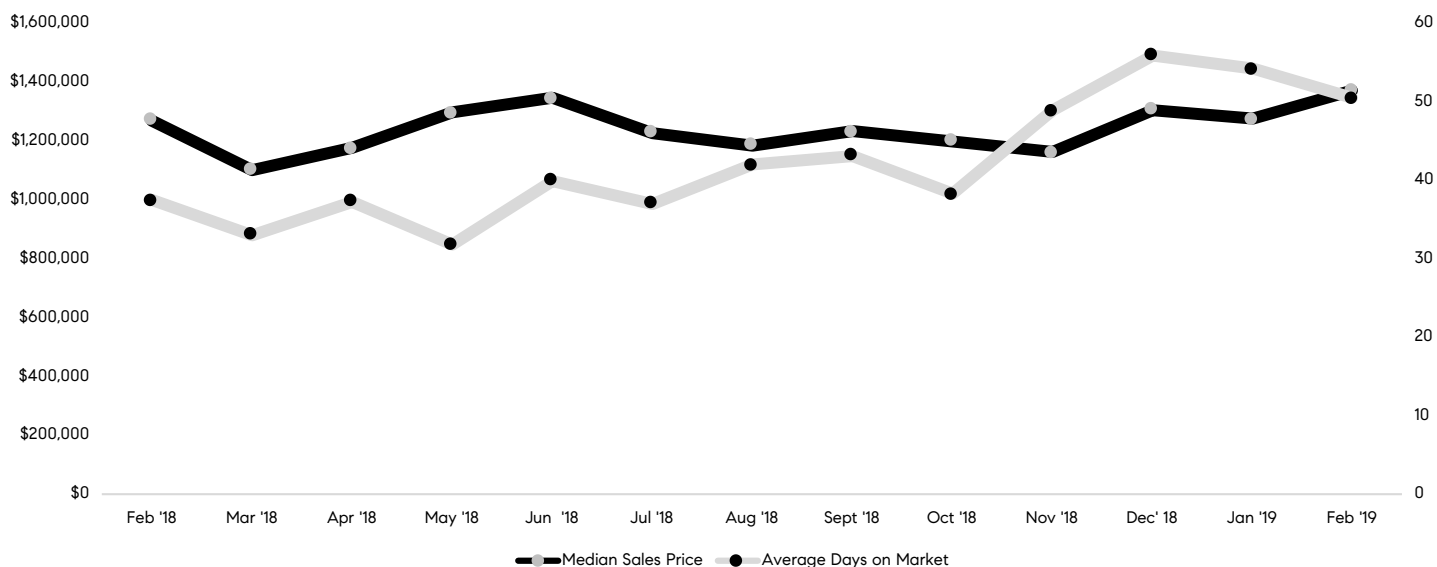
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Silicon Beach - Marina Airport > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$1,370,000	\$1,271,500	Up 7.7%
Average Days on Market	50	37	13 Days slower
Number of Homes for Sale	251	393	Down 36.1%
Percent Under Contract	24.7%	26.7%	Down 2.0 Percentage Points
Average Sold Price/Original Price	95.4%	96.0%	Down 0.6%
Average Price per Square Foot	\$750	\$786	Down 4.7%

Median Sales Price and Days on Market Comparison



Source: Terradatum, March 6, 2019

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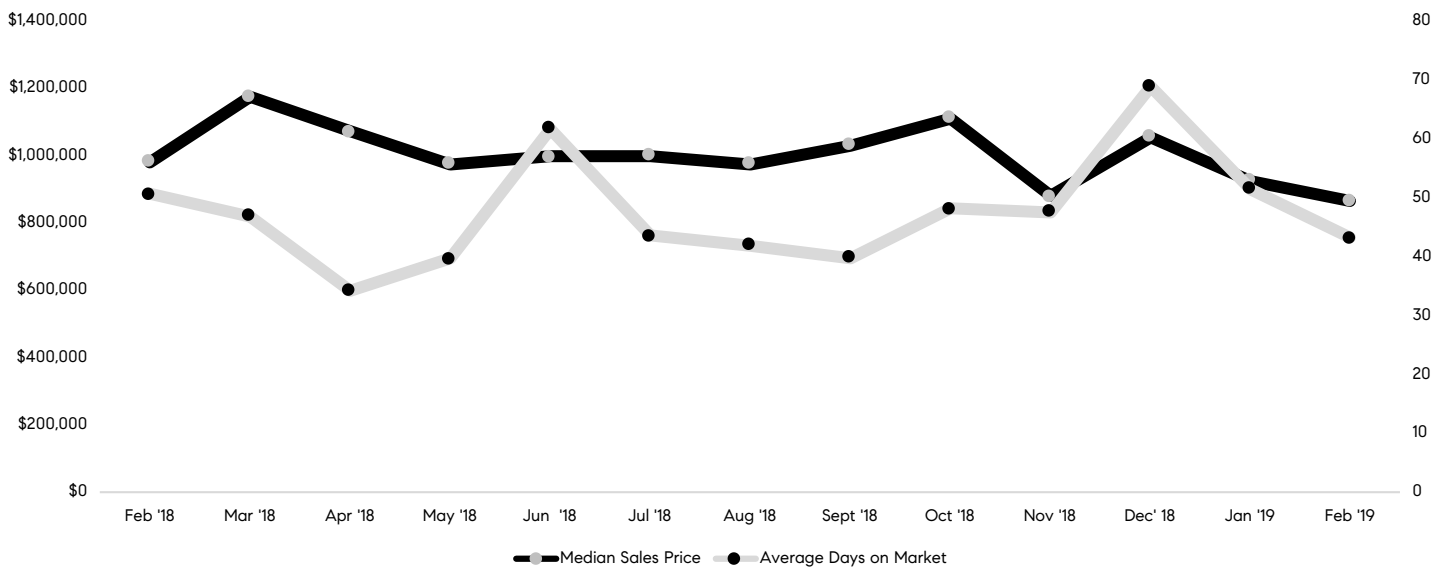
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Sunset East > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$865,000	\$980,000	Down 11.7%
Average Days on Market	43	51	7 Days faster
Number of Homes for Sale	195	321	Down 39.3%
Percent Under Contract	21.0%	28.0%	Down 7.0 Percentage Points
Average Sold Price/Original Price	95.2%	100.2%	Down 5.0%
Average Price per Square Foot	\$699	\$751	Down 7.0%

Median Sales Price and Days on Market Comparison



Source: Terradatum, March 6, 2019

Defining SoCal Real Estate with Data and Insights for Single Family Homes in Los Angeles County. License 01866771

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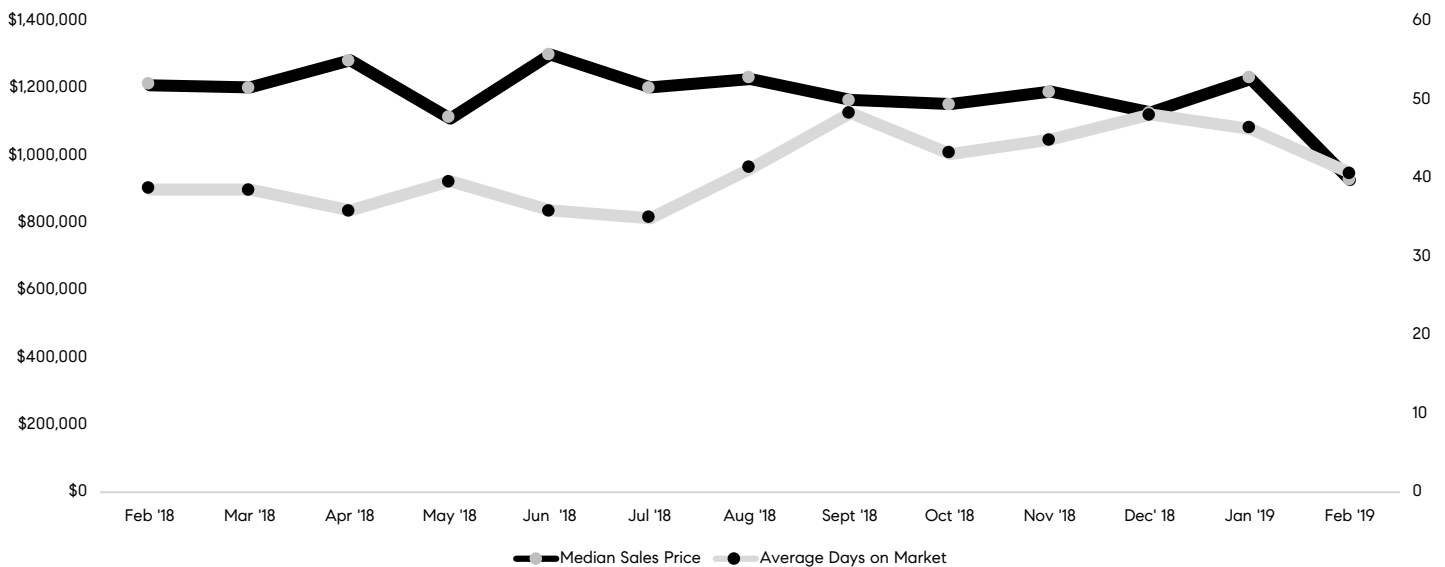
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West LA > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$927,000	\$1,210,000	Down 23.4%
Average Days on Market	41	39	2 Days slower
Number of Homes for Sale	368	597	Down 38.4%
Percent Under Contract	27.7%	27.6%	Up 0.1 Percentage Points
Average Sold Price/Original Price	95.8%	99.4%	Down 3.6%
Average Price per Square Foot	\$782	\$771	Up 1.4%

Median Sales Price and Days on Market Comparison



Source: Terradatum, March 6, 2019

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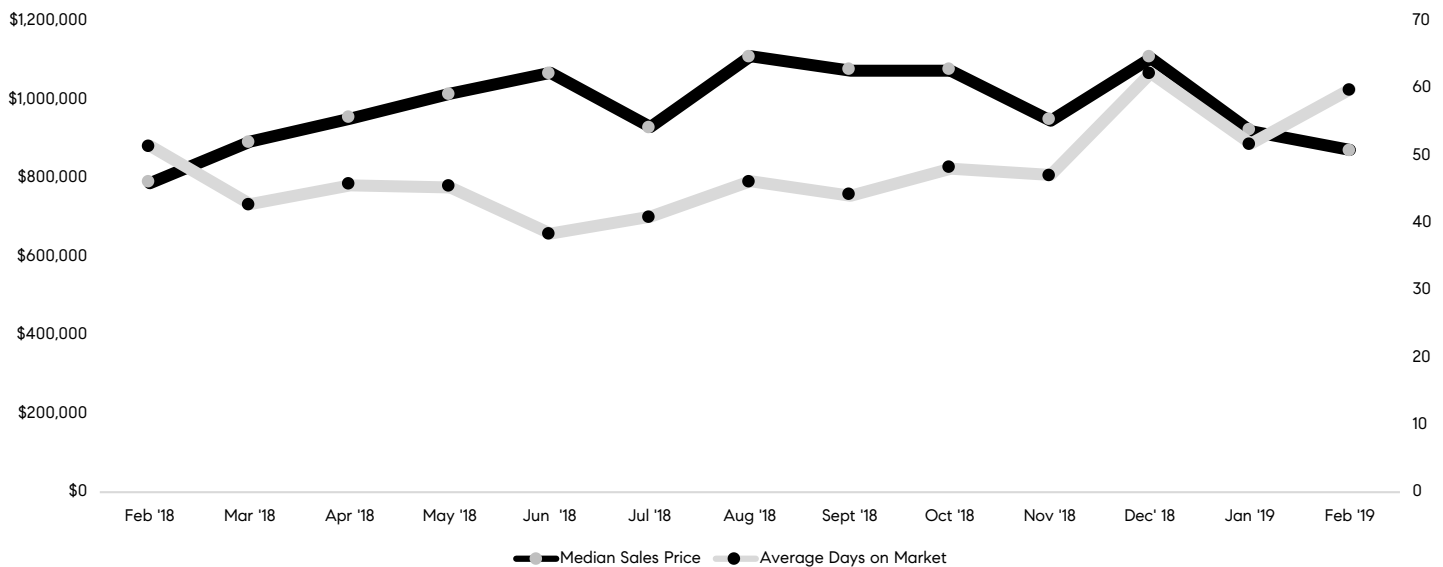
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Westside Central or Mid City > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$870,000	\$786,500	Up 10.6%
Average Days on Market	60	51	8 Days slower
Number of Homes for Sale	316	488	Down 35.2%
Percent Under Contract	19.6%	22.7%	Down 3.1 Percentage Points
Average Sold Price/Original Price	97.4%	96.7%	Up 0.7%
Average Price per Square Foot	\$669	\$680	Down 1.6%

Median Sales Price and Days on Market Comparison



Source: Terradatum, March 6, 2019

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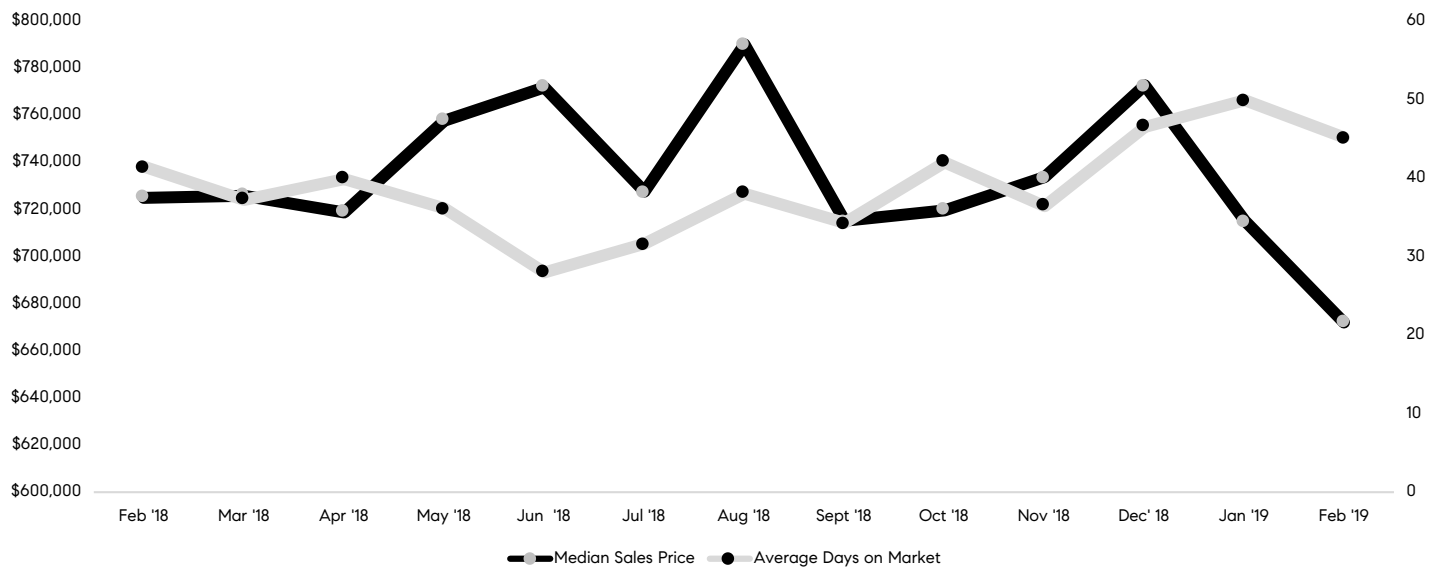
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Mid LA - Baldwin Hills > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$672,000	\$725,000	Down 7.3%
Average Days on Market	45	41	4 Days slower
Number of Homes for Sale	158	285	Down 44.6%
Percent Under Contract	25.9%	29.8%	Down 3.9 Percentage Points
Average Sold Price/Original Price	99.0%	100.2%	Down 1.1%
Average Price per Square Foot	\$455	\$455	Down 0.1%

Median Sales Price and Days on Market Comparison



Source: Terradatum, March 6, 2019

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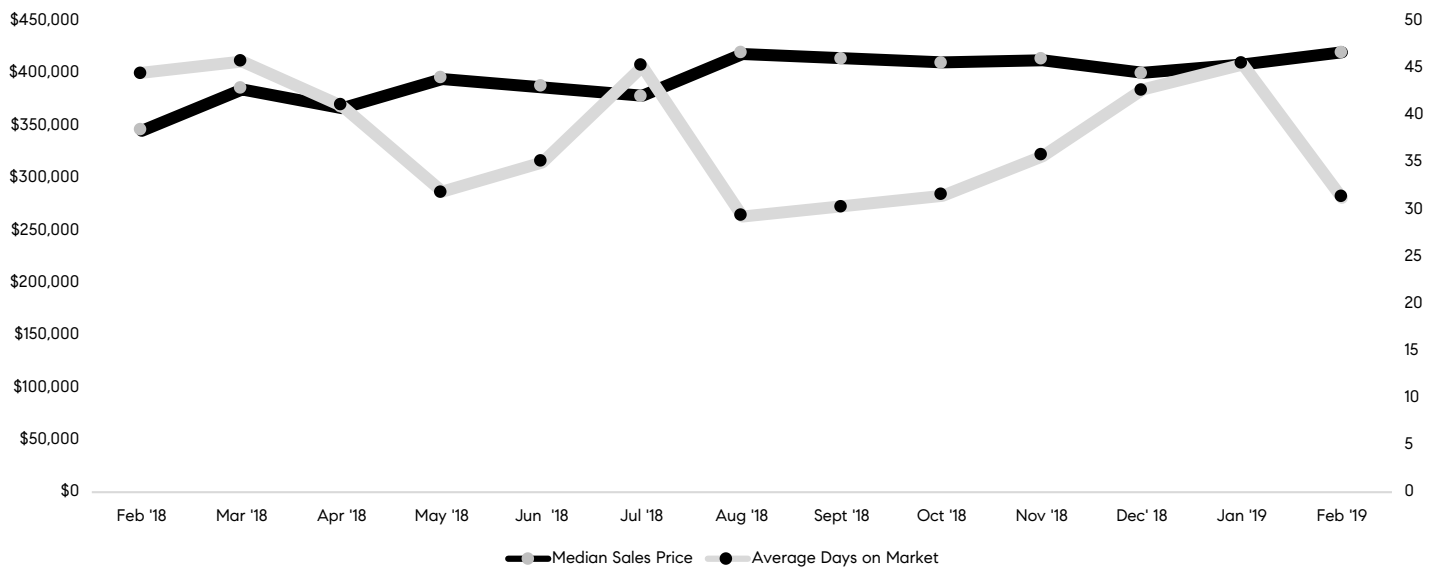
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South LA > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$420,000	\$345,000	Up 21.7%
Average Days on Market	31	44	13 Days faster
Number of Homes for Sale	118	196	Down 39.8%
Percent Under Contract	22.0%	23.0%	Down 0.9 Percentage Points
Average Sold Price/Original Price	97.3%	101.7%	Down 4.4%
Average Price per Square Foot	\$370	\$341	Up 8.6%

Median Sales Price and Days on Market Comparison



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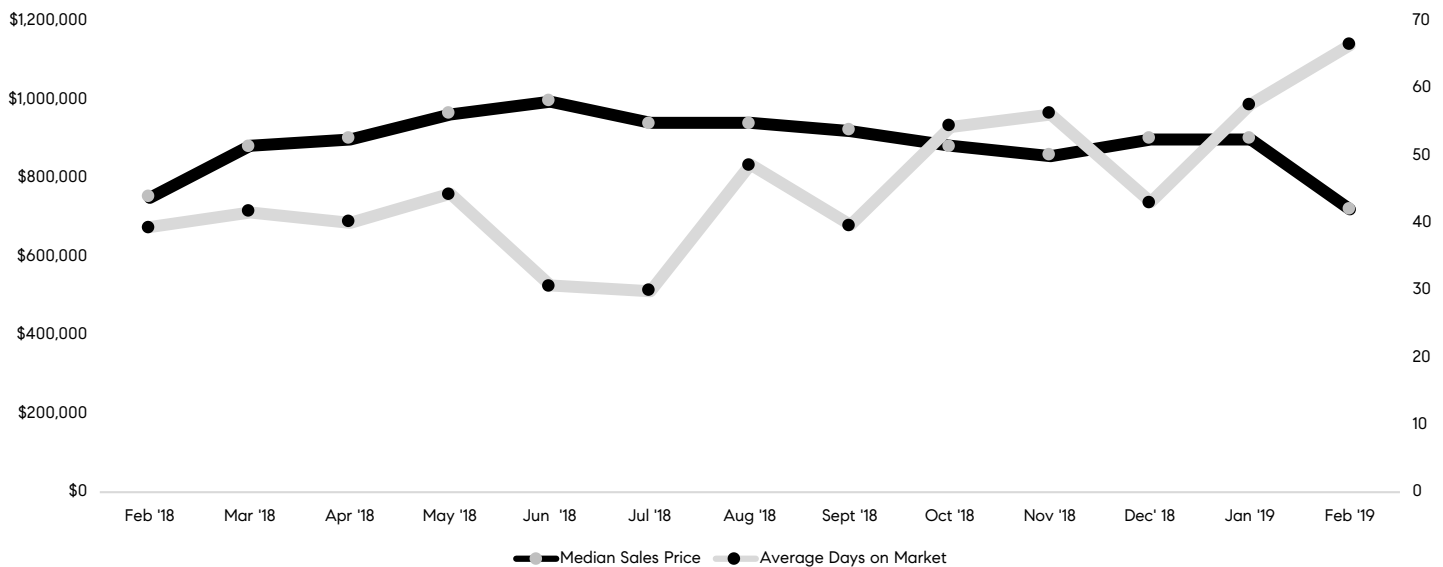
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Eastern Cities > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$720,000	\$750,000	Down 4.0%
Average Days on Market	66	39	27 days slower
Number of Homes for Sale	331	328	Up 0.9%
Percent Under Contract	13.0%	15.5%	Down 2.6 Percentage Points
Average Sold Price/Original Price	94.5%	95.2%	Down 0.7%
Average Price per Square Foot	\$485	\$488	Down 0.6%

Median Sales Price and Days on Market Comparison



Source: Terradatum, March 6, 2019

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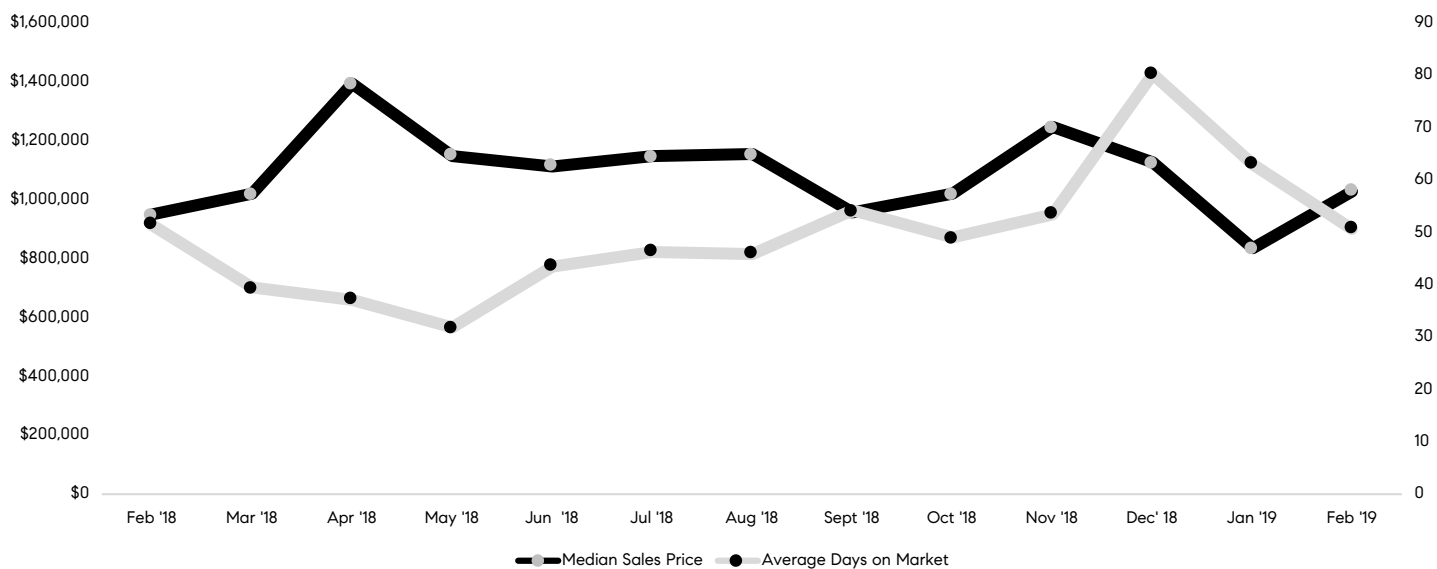
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Foothill Communities > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$1,030,000	\$949,000	Up 8.5%
Average Days on Market	51	52	1 Days faster
Number of Homes for Sale	125	131	Down 4.6%
Percent Under Contract	52.0%	19.8%	Up 32.2 Percentage Points
Average Sold Price/Original Price	99.1%	103.5%	Down 4.3%
Average Price per Square Foot	-	-	-

Median Sales Price and Days on Market Comparison



Source: Terradatum, March 6, 2019

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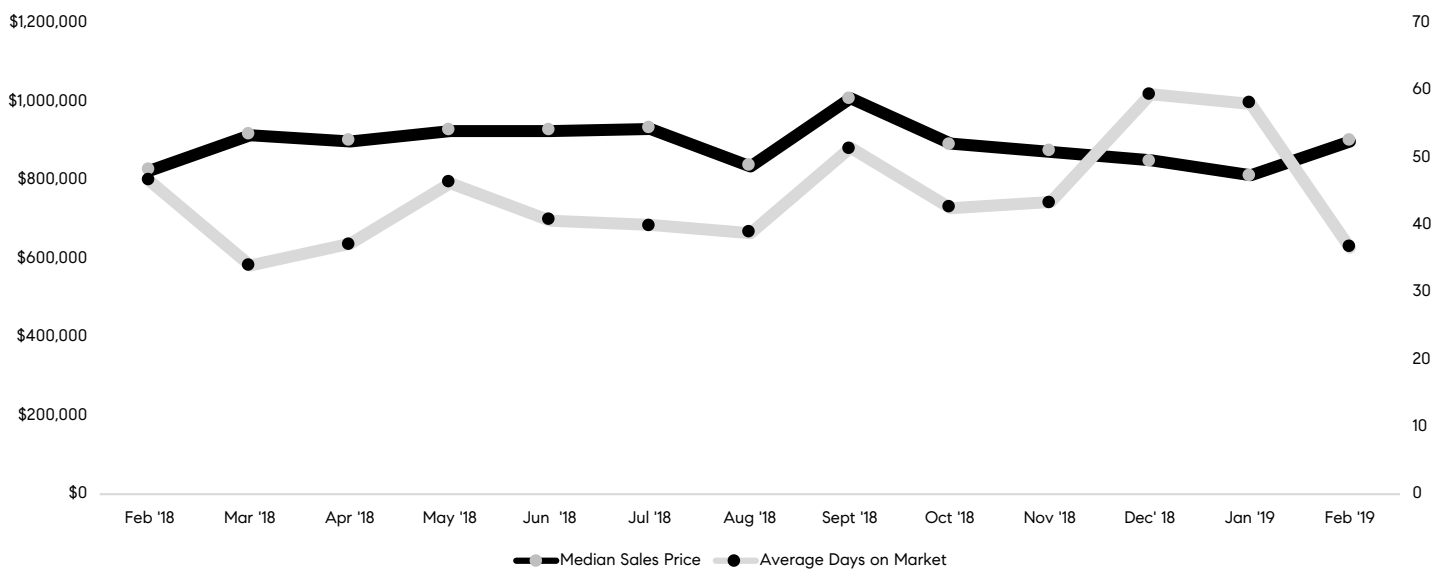
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Greater Pasadena > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$900,000	\$825,000	Up 9.1%
Average Days on Market	37	47	10 Days faster
Number of Homes for Sale	301	273	Up 10.3%
Percent Under Contract	33.2%	24.9%	Up 8.3 Percentage Points
Average Sold Price/Original Price	96.7%	103.6%	Down 7.0%
Average Price per Square Foot	\$721	\$537	Up 34.4%

Median Sales Price and Days on Market Comparison



Source: Terradatum March 6, 2019

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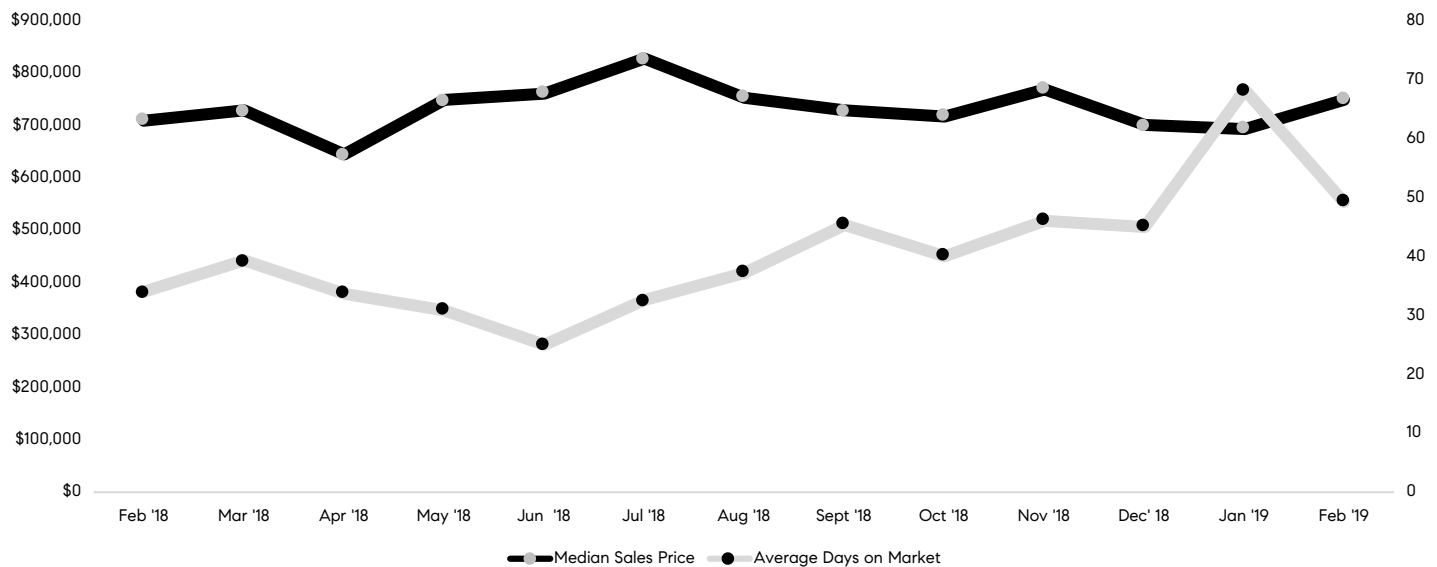
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South of 210 > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$750,000	\$710,000	Up 5.6%
Average Days on Market	49	34	15 Days faster
Number of Homes for Sale	205	176	Up 16.5%
Percent Under Contract	24.4%	29.5%	Down 5.2 Percentage Points
Average Sold Price/Original Price	93.9%	104.4%	Down 10.5%
Average Price per Square Foot	\$459	\$464	Down 1.2%

Median Sales Price and Days on Market Comparison



Source: Terradatum, March 6, 2019

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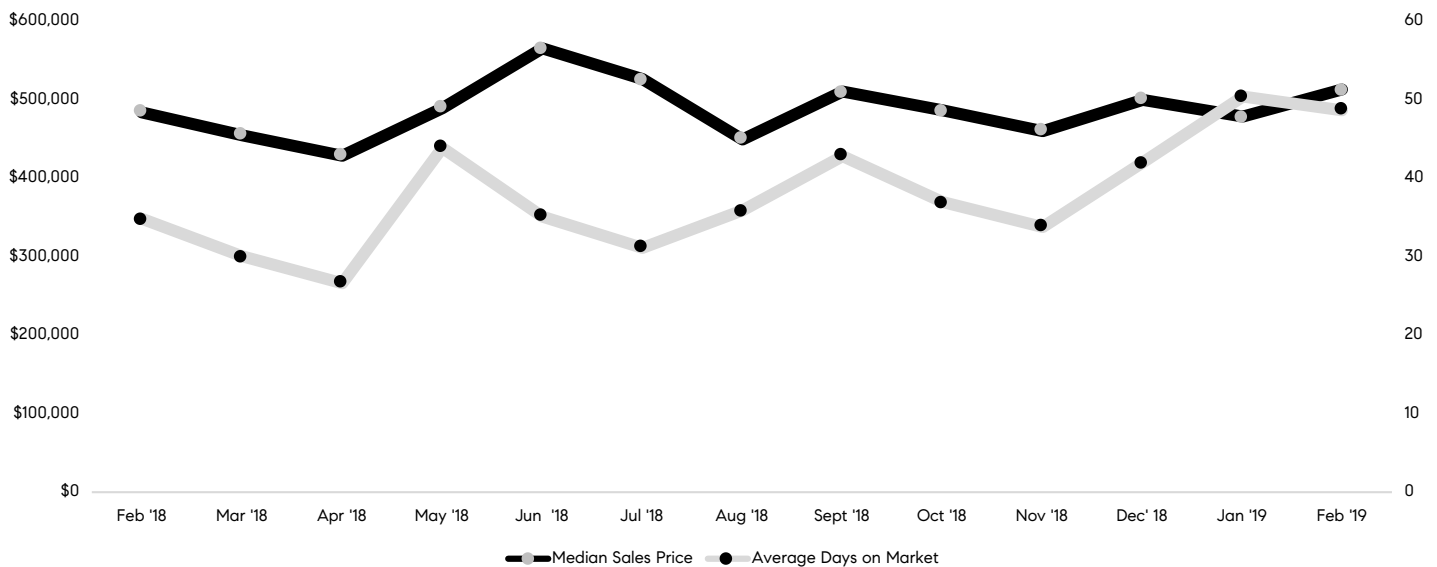
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Eastside > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$512,500	\$484,500	Up 5.8%
Average Days on Market	49	35	14 Days slower
Number of Homes for Sale	76	102	Down 25.5%
Percent Under Contract	21.1%	29.4%	Down 8.4 Percentage Points
Average Sold Price/Original Price	96.7%	103.9%	Down 7.3%
Average Price per Square Foot	\$451	\$353	Up 27.9%

Median Sales Price and Days on Market Comparison



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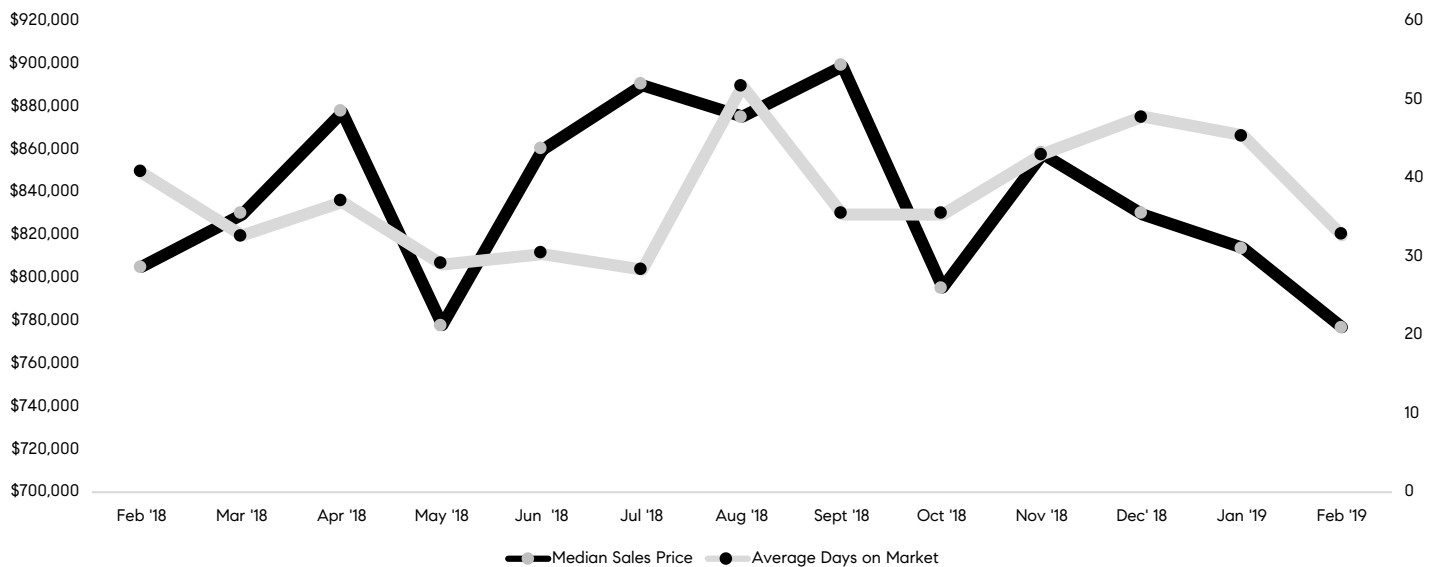
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Northeast LA > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$777,000	\$805,000	Down 3.5%
Average Days on Market	33	41	8 Days faster
Number of Homes for Sale	114	159	Down 28.3%
Percent Under Contract	27.2%	33.3%	Down 6.1 Percentage Points
Average Sold Price/Original Price	100.9%	103.2%	Down 2.3%
Average Price per Square Foot	\$570	\$561	Up 1.6%

Median Sales Price and Days on Market Comparison



Source: Terradatum, March 6, 2019

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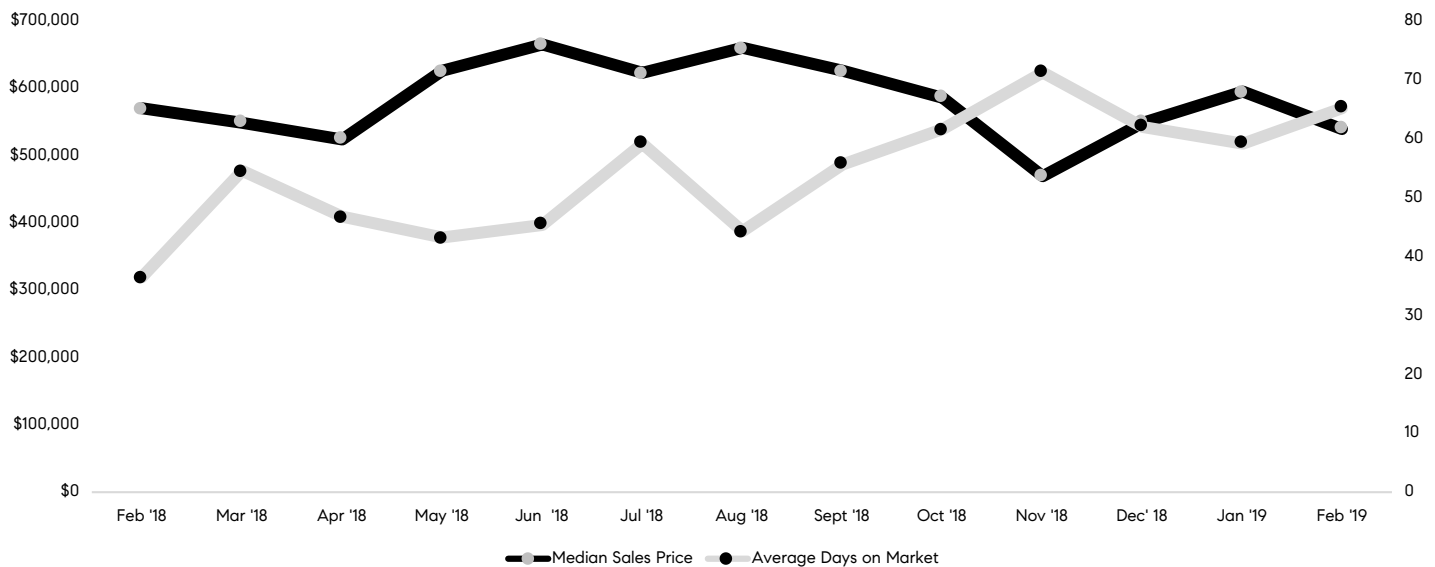
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Downtown LA > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$540,000	\$570,000	Down 5.3%
Average Days on Market	65	36	29 Days slower
Number of Homes for Sale	168	284	Down 40.8%
Percent Under Contract	14.3%	18.0%	Down 3.7 Percentage Points
Average Sold Price/Original Price	97.6%	95.4%	Up 2.2%
Average Price per Square Foot	\$488	\$616	Down 20.7%

Median Sales Price and Days on Market Comparison



Source: Terradatum, March 6, 2019

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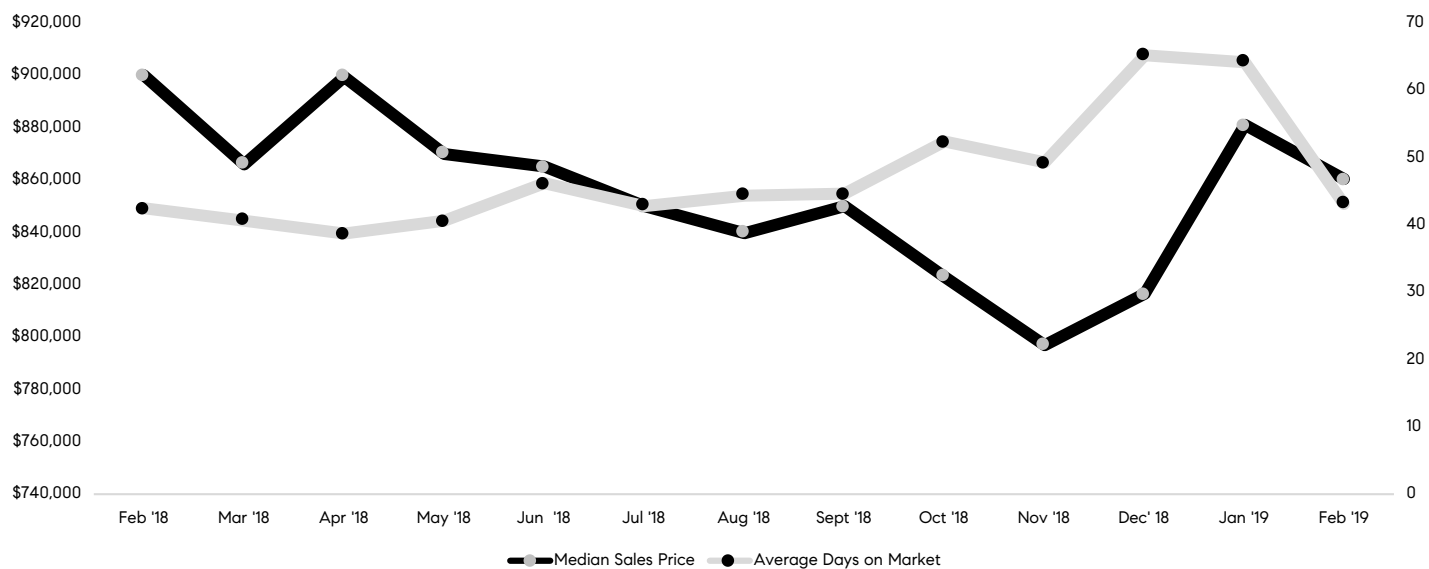
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East Valley > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$860,000	\$900,000	Down 4.4%
Average Days on Market	43	42	1 Days slower
Number of Homes for Sale	896	768	Up 16.7%
Percent Under Contract	25.7%	28.9%	Down 3.2 Percentage Points
Average Sold Price/Original Price	95.7%	98.7%	Down 3.0%
Average Price per Square Foot	\$562	\$553	Up 1.7%

Median Sales Price and Days on Market Comparison



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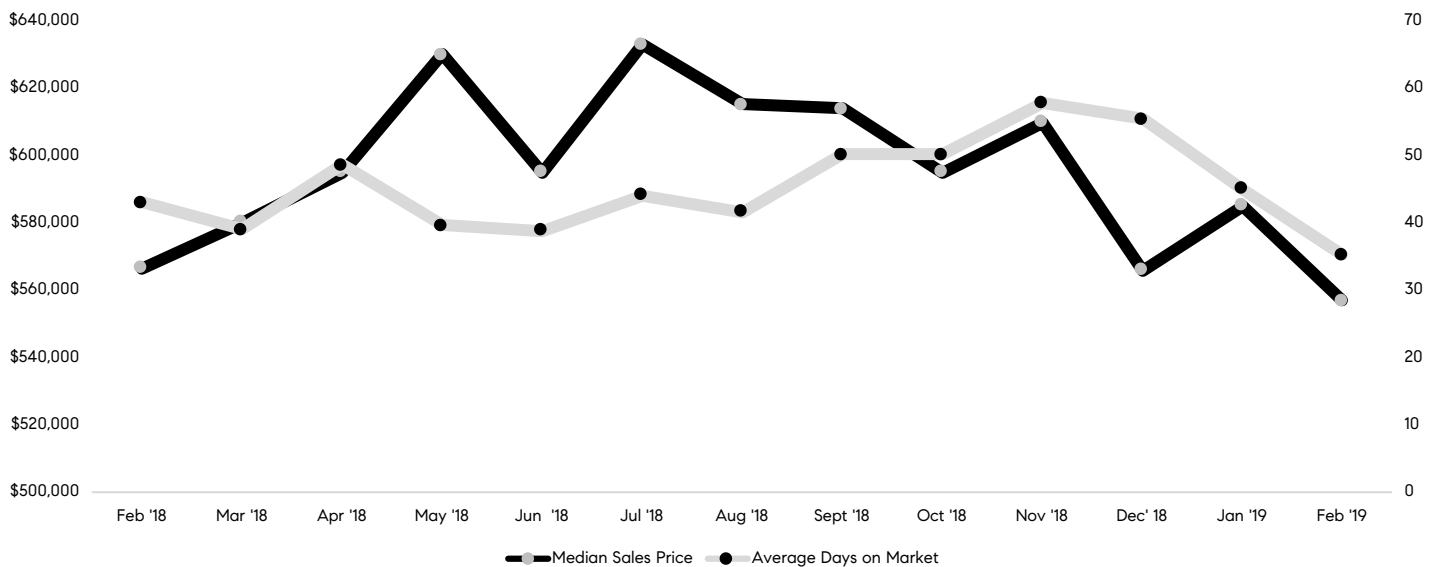
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North Valley > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$557,000	\$566,500	Down 1.7%
Average Days on Market	35	43	8 Days faster
Number of Homes for Sale	344	338	Up 1.8%
Percent Under Contract	27.6%	26.9%	Up 0.7 Percentage Points
Average Sold Price/Original Price	98.3%	98.8%	Down 0.8%
Average Price per Square Foot	\$401	\$391	Up 2.6%

Median Sales Price and Days on Market Comparison



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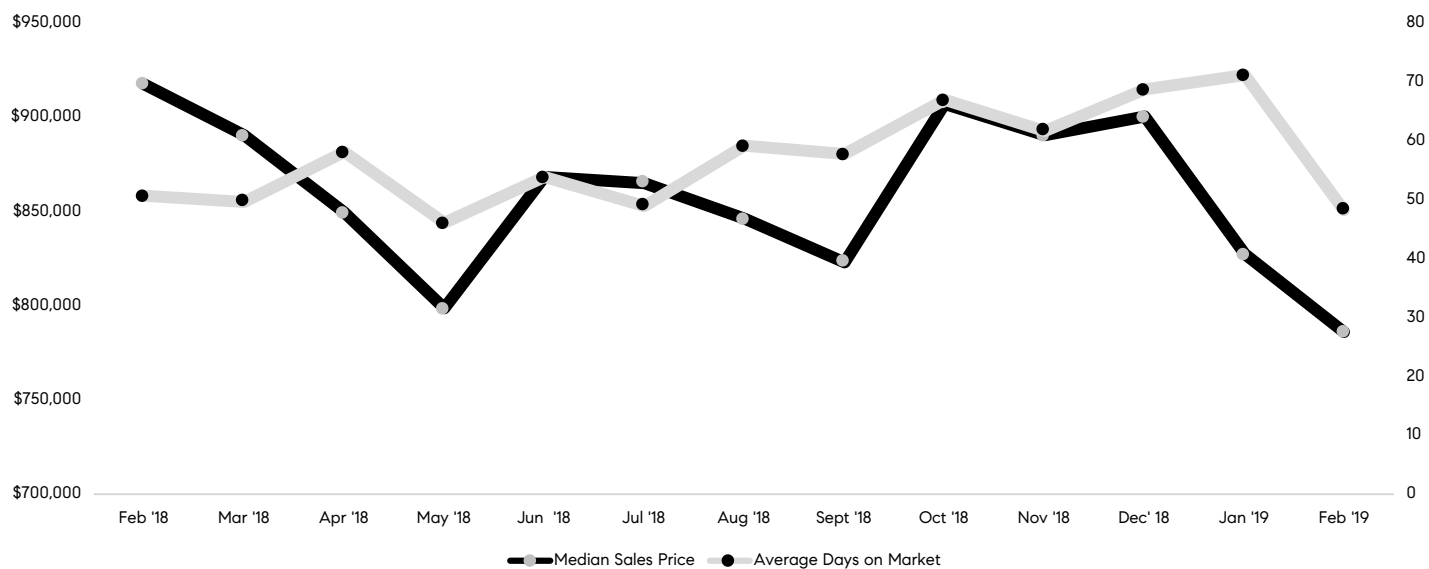
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West Valley > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$786,000	\$917,500	Down 14.3%
Average Days on Market	48	51	2 Days faster
Number of Homes for Sale	837	800	Up 4.6%
Percent Under Contract	21.4%	22.9%	Down 1.5 Percentage Points
Average Sold Price/Original Price	93.9%	96.7%	Down 2.8%
Average Price per Square Foot	\$450	\$483	Down 6.8%

Median Sales Price and Days on Market Comparison



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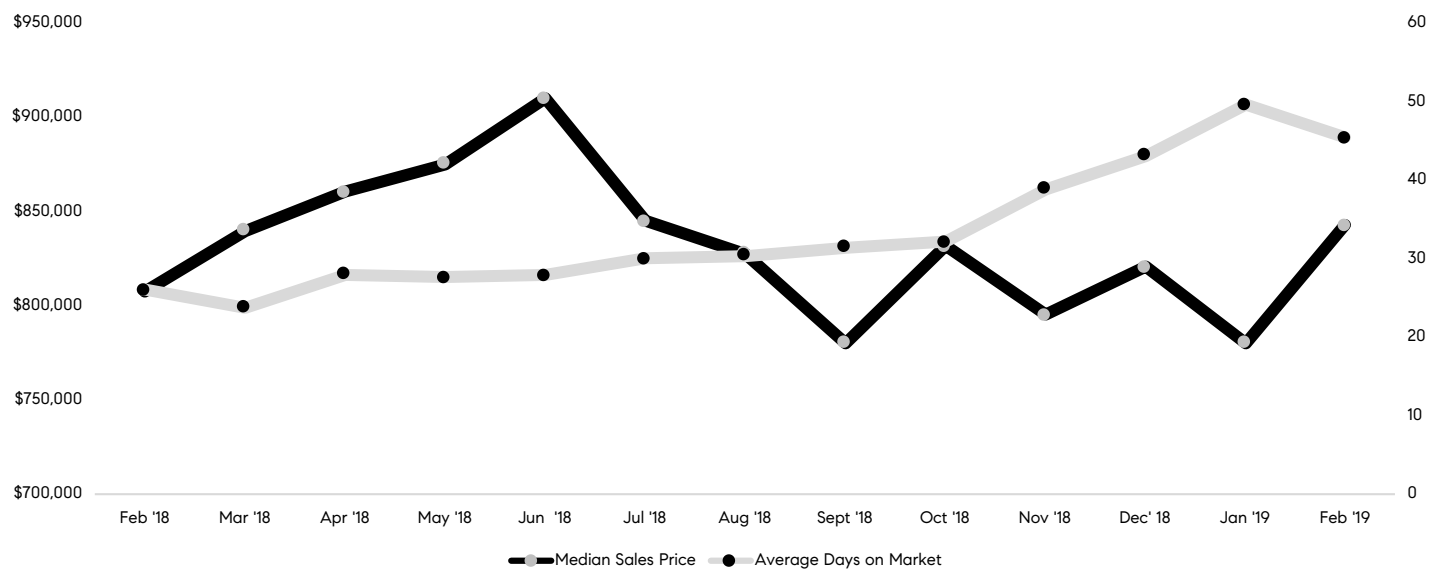
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Southbay West > Single Family Residences

Year-to-Year Analysis of the Market

	FEB-'19	FEB-'18	% CHANGE
Median Sales Price	\$842,750	\$807,500	Up 4.4%
Average Days on Market	45	26	19 Days slower
Number of Homes for Sale	1264	1076	Up 17.5%
Percent Under Contract	29.1%	33.2%	Down 4.1 Percentage Points
Average Sold Price/Original Price	96.1%	96.6%	Down 0.5%
Average Price per Square Foot	\$628	\$632	Down 0.7%

Median Sales Price and Days on Market Comparison



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