

July 2019 Market Report

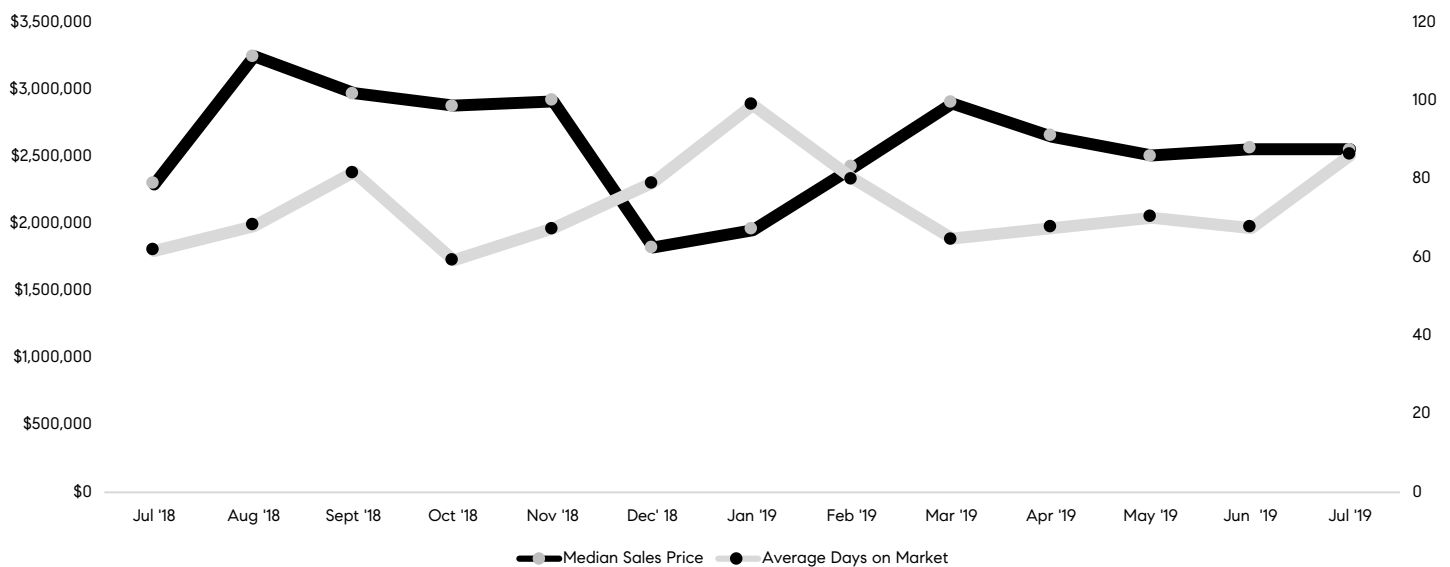
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Beverly Hills - Holmby Hills > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$2,550,000	\$2,300,000	Up 10.9%
Average Days on Market	86	62	24 Days slower
Number of Homes for Sale	599	595	Up 0.7%
Percent Under Contract	7.7%	7.6%	Up 0.1 Percentage Points
Average Sold Price/Original Price	83.4%	94.5%	Down 11.1%
Average Price per Square Foot	\$1,546	\$1,106	Up 39.8%

Median Sales Price and Days on Market Comparison



Source: Terradatum, August 6, 2019

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

July 2019 Market Report

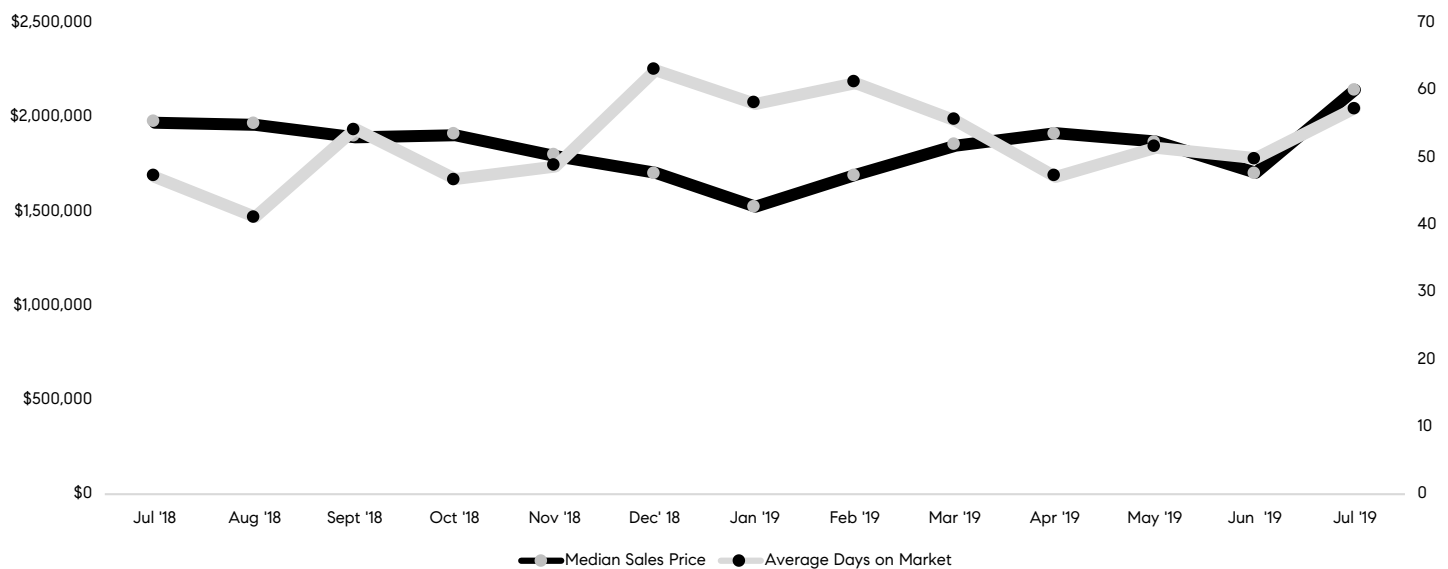
COMPASS

Brentwood - Santa Monica - Pacific Palisades > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$2,145,000	\$1,975,000	Up 8.6%
Average Days on Market	57	47	10 Days slower
Number of Homes for Sale	805	688	Up 17.0%
Percent Under Contract	16.8%	16.3%	Up 0.5 Percentage Points
Average Sold Price/Original Price	95.8%	94.7%	Up 1.1%
Average Price per Square Foot	\$1,156	\$1,109	Up 4.2%

Median Sales Price and Days on Market Comparison



Source: Terradatum, August 6, 2019

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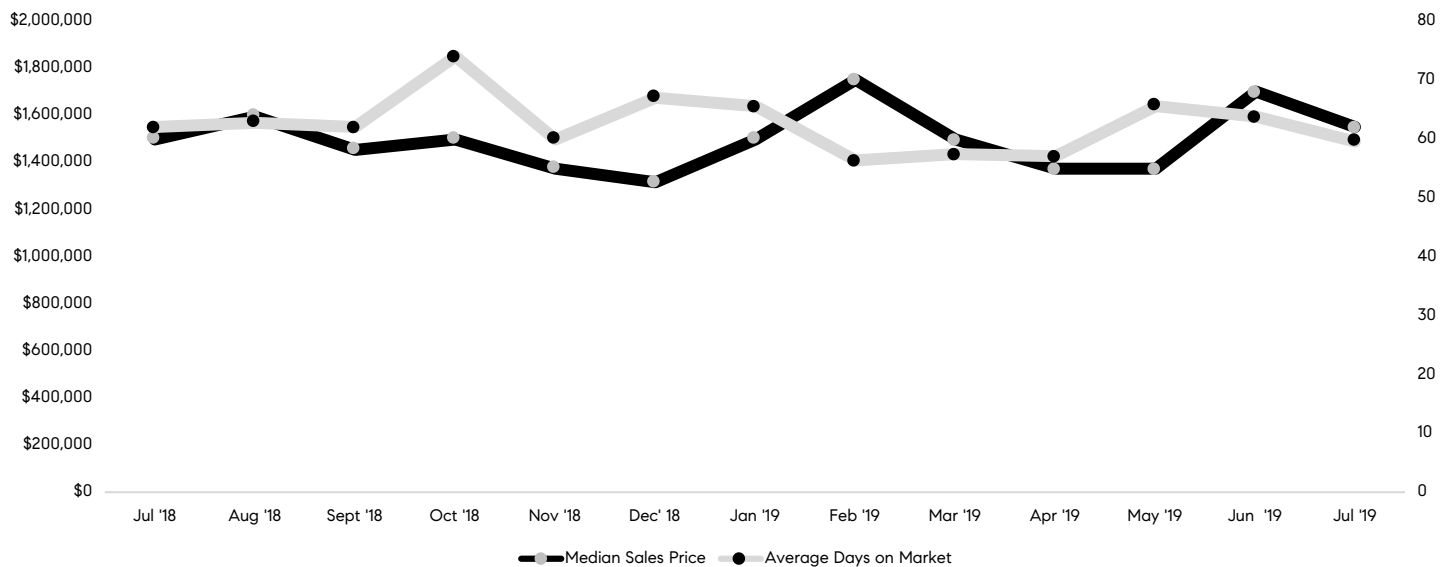
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Hollywood Hills > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$1,547,313	\$1,499,500	Up 3.2%
Average Days on Market	60	62	2 Days faster
Number of Homes for Sale	568	543	Up 4.6%
Percent Under Contract	10.9%	11.0%	Down 0.1 Percentage Points
Average Sold Price/Original Price	93.7%	93.8%	Down 0.1%
Average Price per Square Foot	\$818	\$836	Down 2.2%

Median Sales Price and Days on Market Comparison



Source: Terradatum, August 6, 2019

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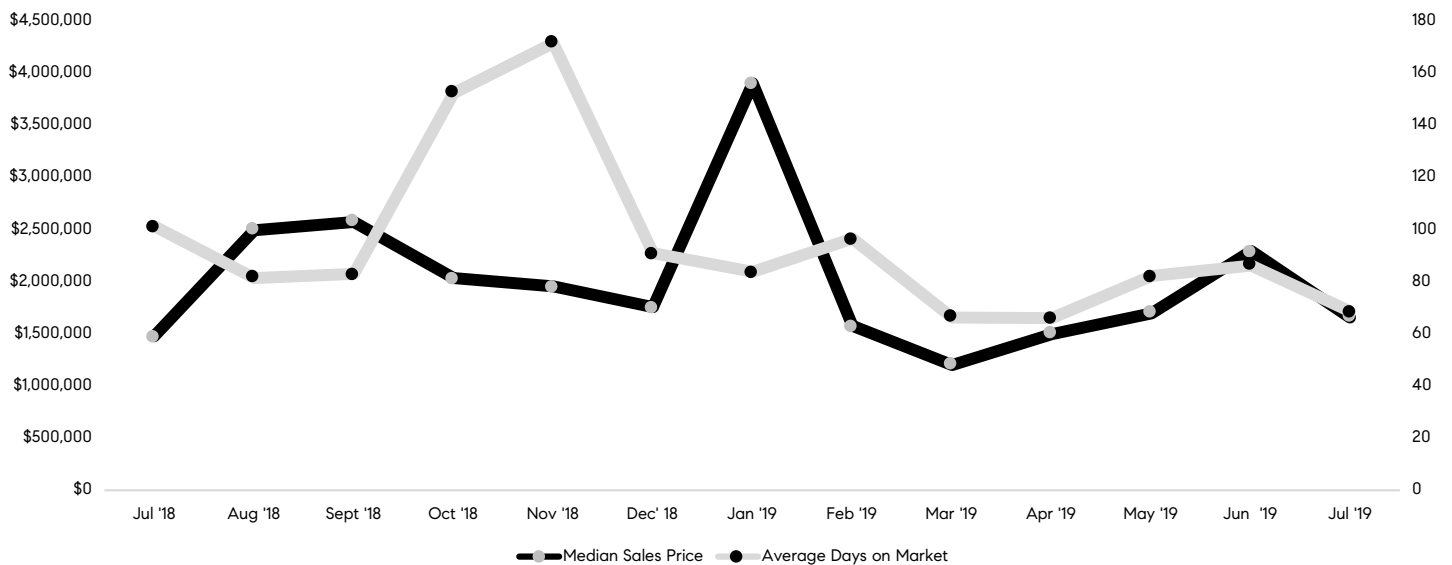
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Malibu Beach Communities > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$1,664,762	\$1,470,000	Up 13.2%
Average Days on Market	68	101	33 Days faster
Number of Homes for Sale	393	456	Down 13.8%
Percent Under Contract	6.1%	7.2%	Down 1.1 Percentage Points
Average Sold Price/Original Price	93.0%	91.6%	Up 1.4%
Average Price per Square Foot	\$883	\$934	Down 5.5%

Median Sales Price and Days on Market Comparison



Source: Terradatum, August 6, 2019

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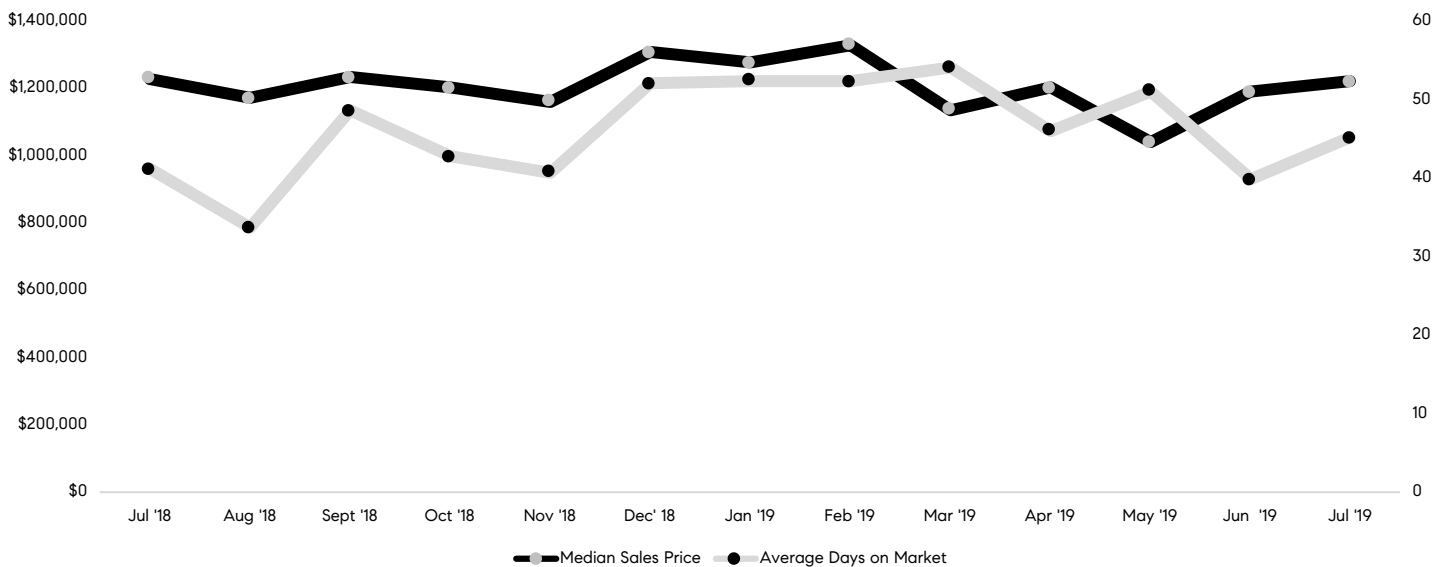
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Silicon Beach - Marina Airport > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$1,219,000	\$1,229,000	Down 0.8%
Average Days on Market	45	41	4 Days slower
Number of Homes for Sale	619	530	Up 16.8%
Percent Under Contract	22.3%	22.5%	Down 0.2 Percentage Points
Average Sold Price/Original Price	96.9%	97.9%	Down 1.0%
Average Price per Square Foot	\$738	\$822	Down 10.2%

Median Sales Price and Days on Market Comparison



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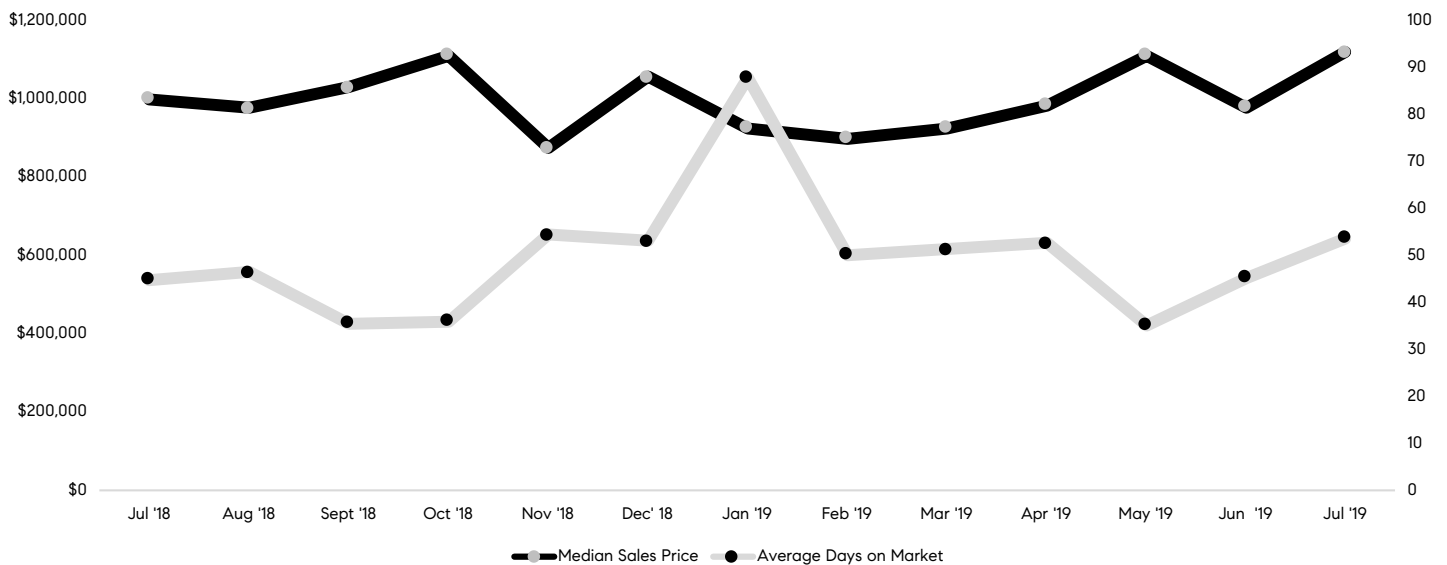
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Sunset East > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$1,120,000	\$1,000,000	Up 12.0%
Average Days on Market	54	45	9 Days slower
Number of Homes for Sale	378	396	Down 4.5%
Percent Under Contract	22.8%	19.9%	Up 2.8 Percentage Points
Average Sold Price/Original Price	100.5%	99.8%	Up 0.7%
Average Price per Square Foot	\$694	\$736	Down 5.7%

Median Sales Price and Days on Market Comparison



Source: Terradatum, August 6, 2019

Defining San Francisco Sales data includes single family homes in San Francisco County. License 01866771

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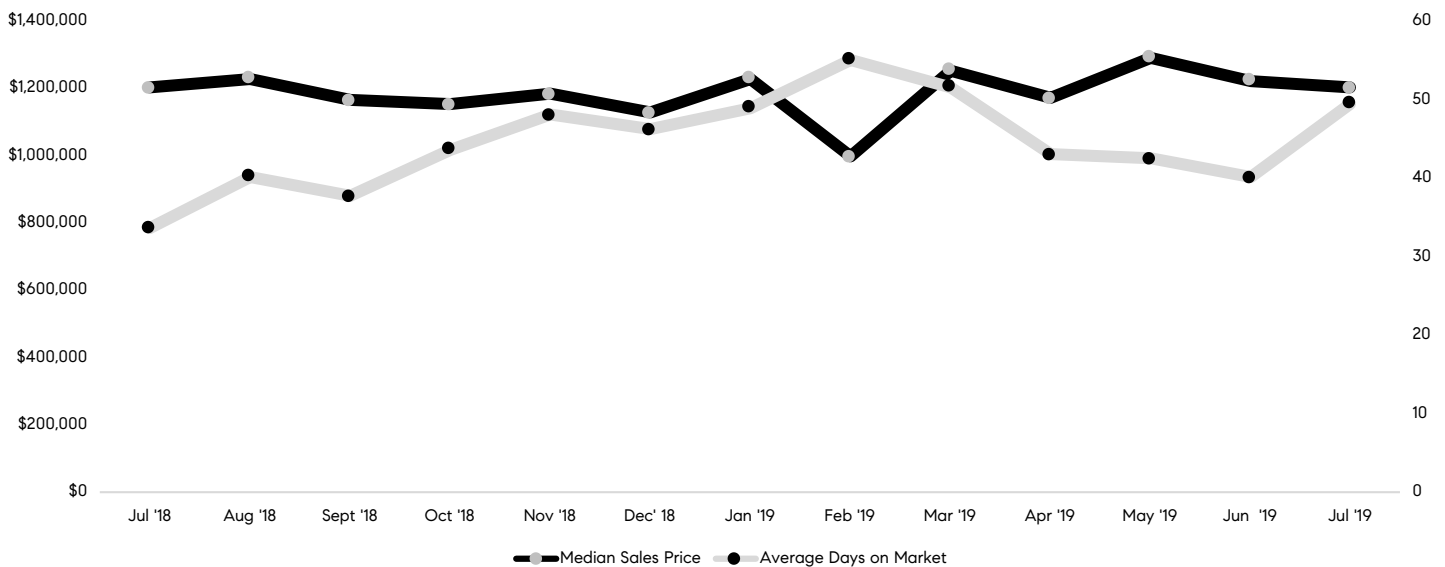
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West LA > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$1,199,500	\$1,200,000	Down 0.04%
Average Days on Market	50	34	16 Days slower
Number of Homes for Sale	802	798	Up 0.5%
Percent Under Contract	23.7%	23.4%	Up 0.3 Percentage Points
Average Sold Price/Original Price	99.1%	99.6%	Down 0.5%
Average Price per Square Foot	\$779	\$791	Down 1.5%

Median Sales Price and Days on Market Comparison



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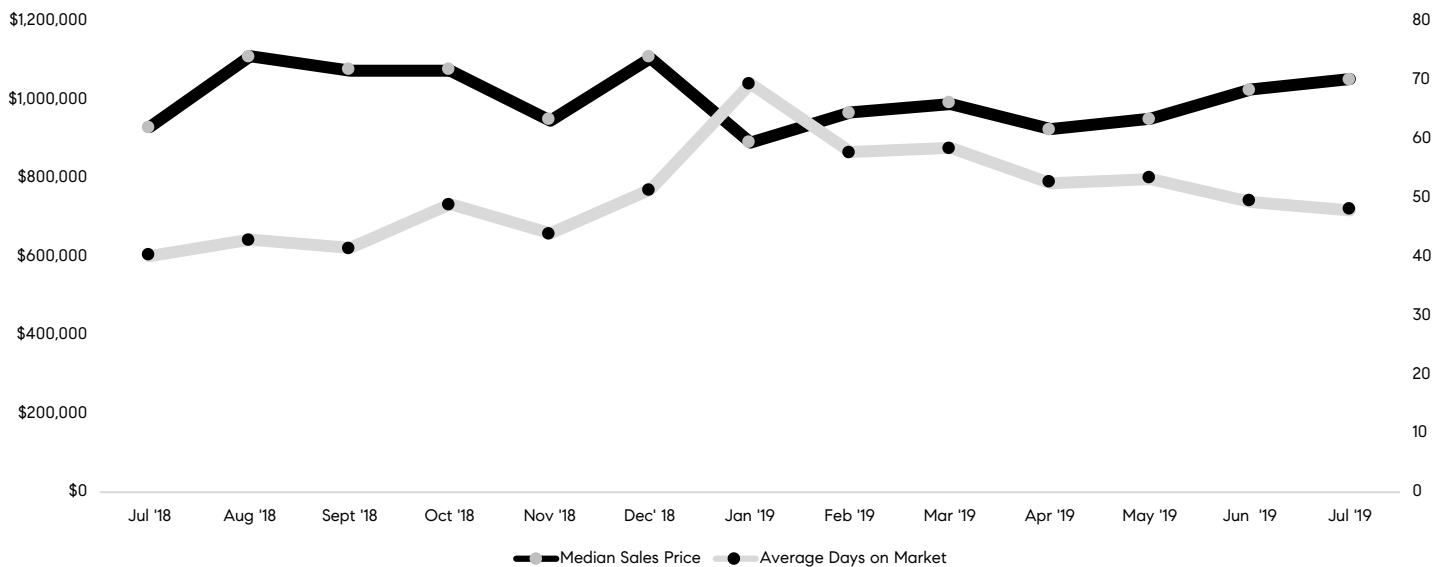
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Westside Central or Mid City > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$1,050,000	\$929,000	Up 13.0%
Average Days on Market	48	40	8 Days slower
Number of Homes for Sale	718	641	Up 12.0%
Percent Under Contract	19.2%	20.7%	Down 1.5 Percentage Points
Average Sold Price/Original Price	97.5%	98.1%	Down 0.6%
Average Price per Square Foot	\$727	\$765	Down 5.0%

Median Sales Price and Days on Market Comparison



Source: Terradatum, August 6, 2019

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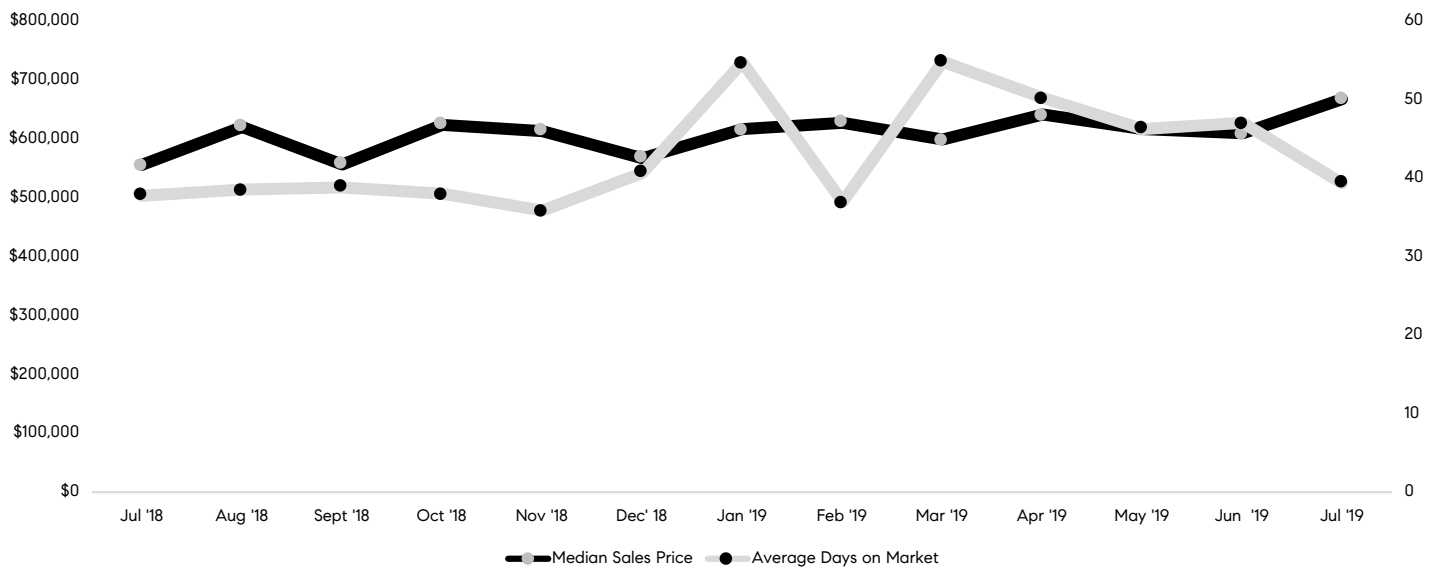
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Mid LA - Baldwin Hills > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$667,000	\$555,545	Up 20.1%
Average Days on Market	39	38	1 Days slower
Number of Homes for Sale	534	619	Down 13.7%
Percent Under Contract	26.8%	22.0%	Up 4.8 Percentage Points
Average Sold Price/Original Price	99.5%	100.0%	Down 0.5%
Average Price per Square Foot	\$467	\$447	Up 4.5%

Median Sales Price and Days on Market Comparison



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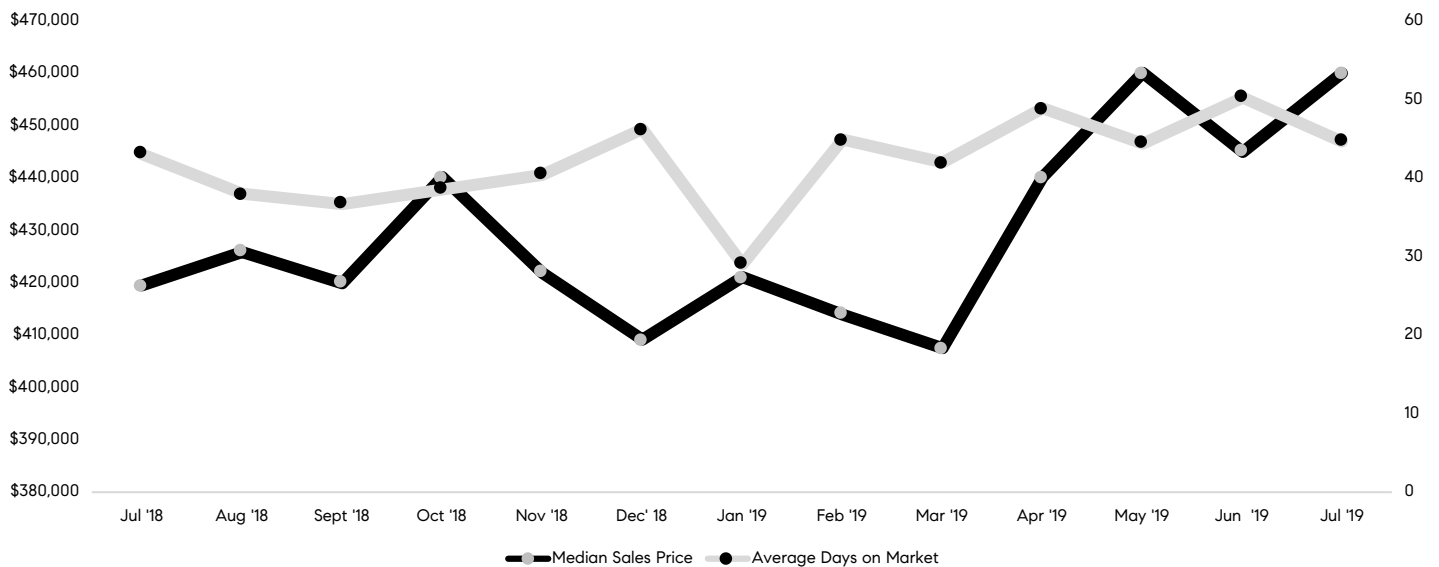
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South LA > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$460,000	\$419,450	Up 9.7%
Average Days on Market	45	43	2 Days slower
Number of Homes for Sale	286	303	Down 5.6%
Percent Under Contract	32.2%	23.4%	Up 8.7 Percentage Points
Average Sold Price/Original Price	99.6%	99.4%	Up 0.2%
Average Price per Square Foot	\$367	\$358	Up 2.4%

Median Sales Price and Days on Market Comparison



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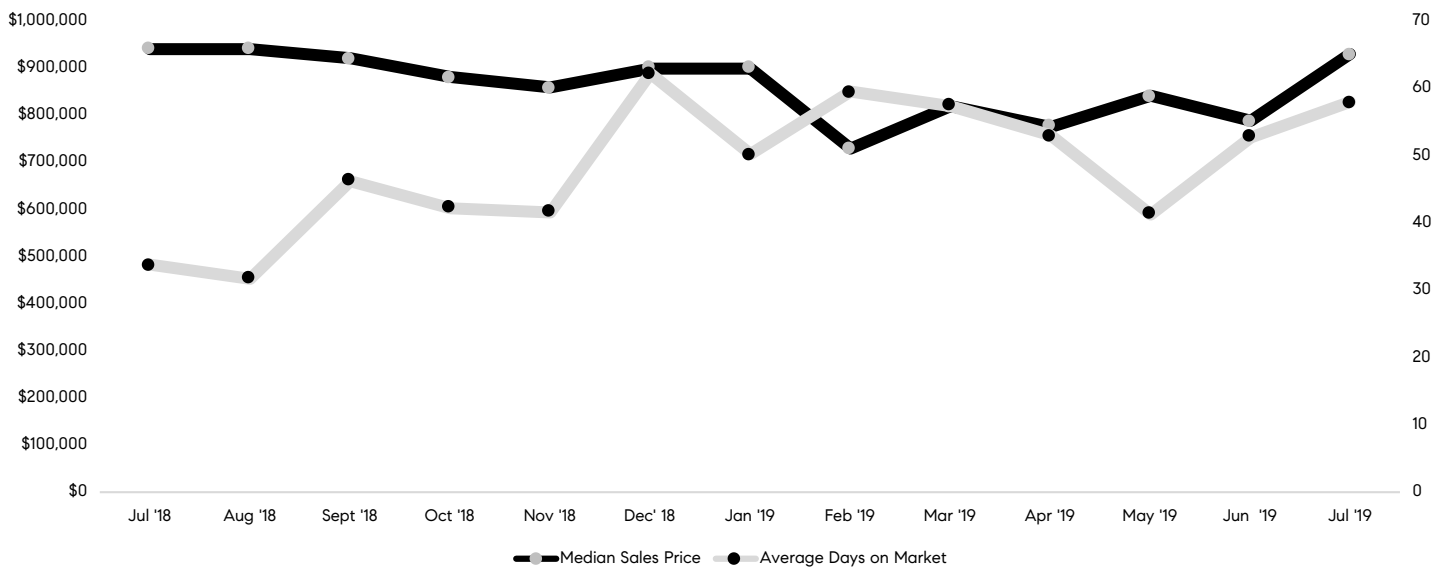
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Eastern Cities > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$928,000	\$940,000	Down 1.3%
Average Days on Market	58	34	24 days slower
Number of Homes for Sale	452	423	Up 6.9%
Percent Under Contract	14.4%	19.1%	Down 4.8 Percentage Points
Average Sold Price/Original Price	92.5%	95.0%	Down 2.5%
Average Price per Square Foot	\$520	\$543	Down 4.2%

Median Sales Price and Days on Market Comparison



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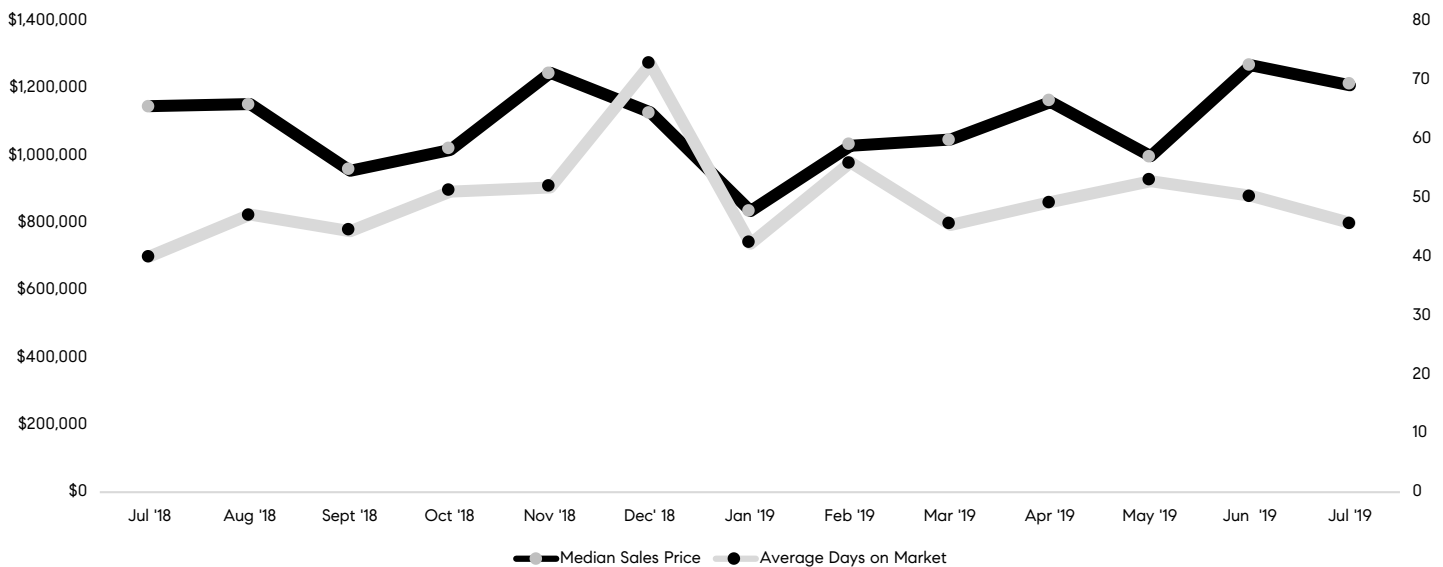
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Foothill Communities > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$1,209,500	\$1,144,720	Up 5.7%
Average Days on Market	46	40	6 Days slower
Number of Homes for Sale	186	179	Up 3.9%
Percent Under Contract	45.2%	31.3%	Up 13.9 Percentage Points
Average Sold Price/Original Price	98.0%	96.9%	Up 1.0%
Average Price per Square Foot	\$560	\$573	Down 2.4%

Median Sales Price and Days on Market Comparison



Source: Terradatum, August 6, 2019

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July 2019 Market Report

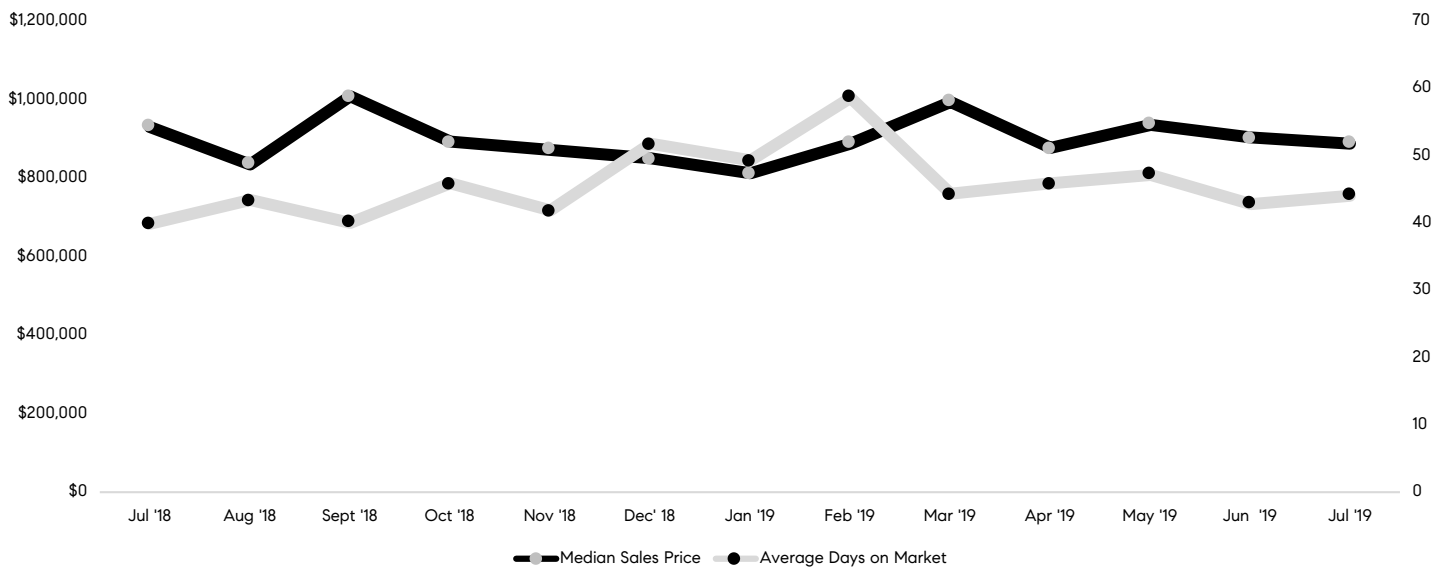
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Greater Pasadena > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$887,500	\$930,000	Down 4.6%
Average Days on Market	44	40	4 Days slower
Number of Homes for Sale	383	412	Down 7.0%
Percent Under Contract	38.1%	28.9%	Up 9.2 Percentage Points
Average Sold Price/Original Price	101.5%	99.5%	Up 2.0%
Average Price per Square Foot	\$481	\$485	Down 0.8%

Median Sales Price and Days on Market Comparison



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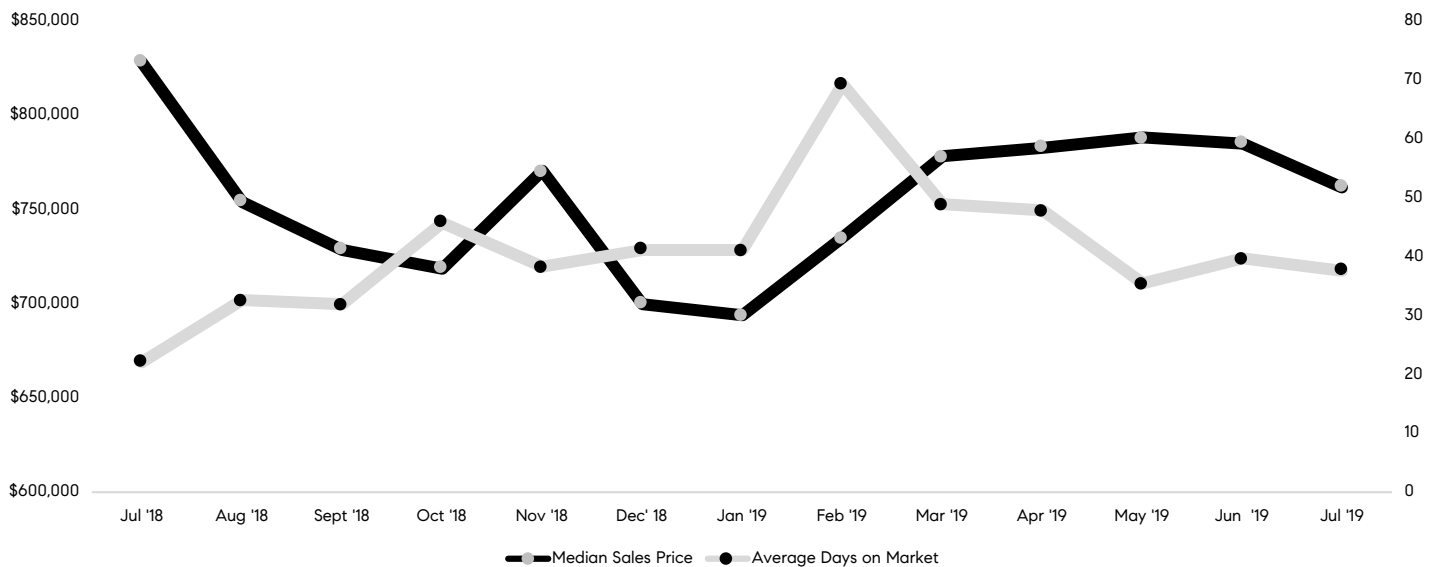
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South of 210 > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$762,000	\$828,000	Down 8.0%
Average Days on Market	38	22	16 Days slower
Number of Homes for Sale	300	266	Up 12.8%
Percent Under Contract	25.7%	23.3%	Up 2.4 Percentage Points
Average Sold Price/Original Price	98.7%	100.9%	Down 2.2%
Average Price per Square Foot	\$469	\$450	Up 4.2%

Median Sales Price and Days on Market Comparison



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July 2019 Market Report

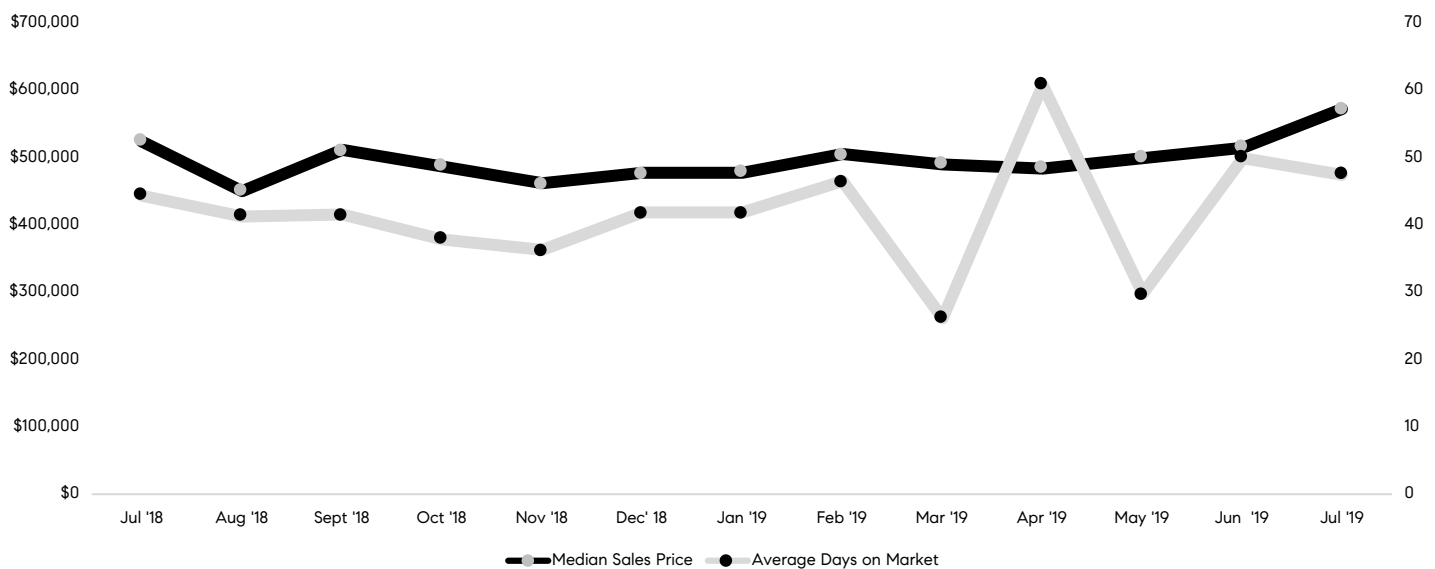
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Eastside > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$572,000	\$525,000	Up 9.0%
Average Days on Market	47	44	3 Days slower
Number of Homes for Sale	118	129	Down 8.5%
Percent Under Contract	32.2%	18.6%	Up 13.6 Percentage Points
Average Sold Price/Original Price	97.1%	101.1%	Down 3.9%
Average Price per Square Foot	\$549	\$617	Down 11.1%

Median Sales Price and Days on Market Comparison



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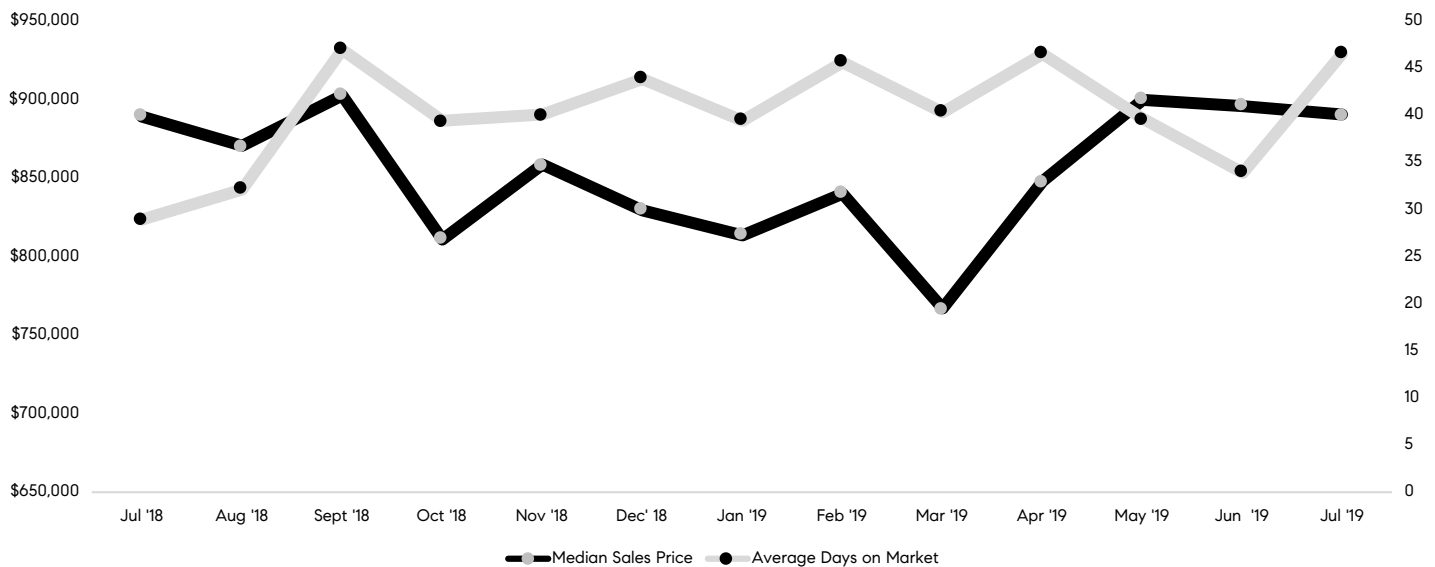
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Northeast LA > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$890,000	\$889,635	Up 0.01%
Average Days on Market	47	29	18 Days slower
Number of Homes for Sale	241	247	Down 2.4%
Percent Under Contract	25.3%	25.5%	Down 0.2 Percentage Points
Average Sold Price/Original Price	99.9%	105.4%	Down 5.5%
Average Price per Square Foot	\$715	\$730	Down 2.0%

Median Sales Price and Days on Market Comparison



Source: Terradatum, August 6, 2019

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July 2019 Market Report

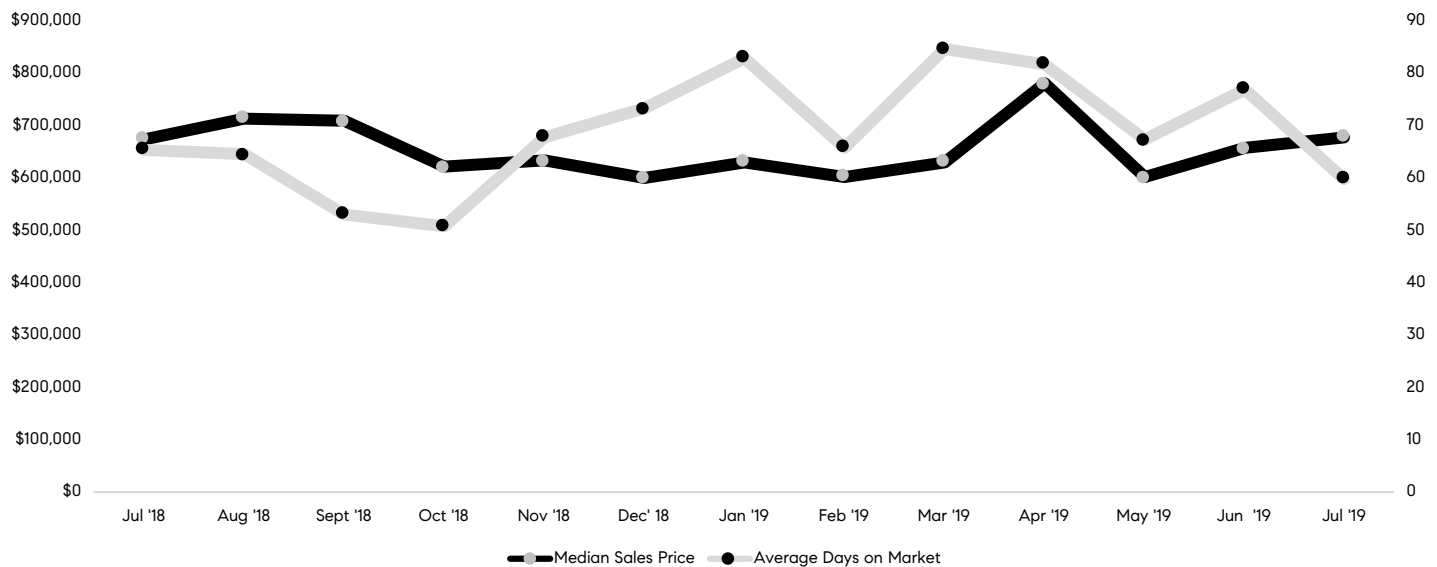
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Downtown LA > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$678,000	\$675,000	Up 0.4%
Average Days on Market	60	65	5 Days faster
Number of Homes for Sale	319	233	Up 36.9%
Percent Under Contract	12.2%	14.2%	Down 1.9 Percentage Points
Average Sold Price/Original Price	95.6%	97.2%	Down 1.6%
Average Price per Square Foot	\$547	\$549	Down 0.4%

Median Sales Price and Days on Market Comparison



Source: Terradatum, August 6, 2019

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July 2019 Market Report

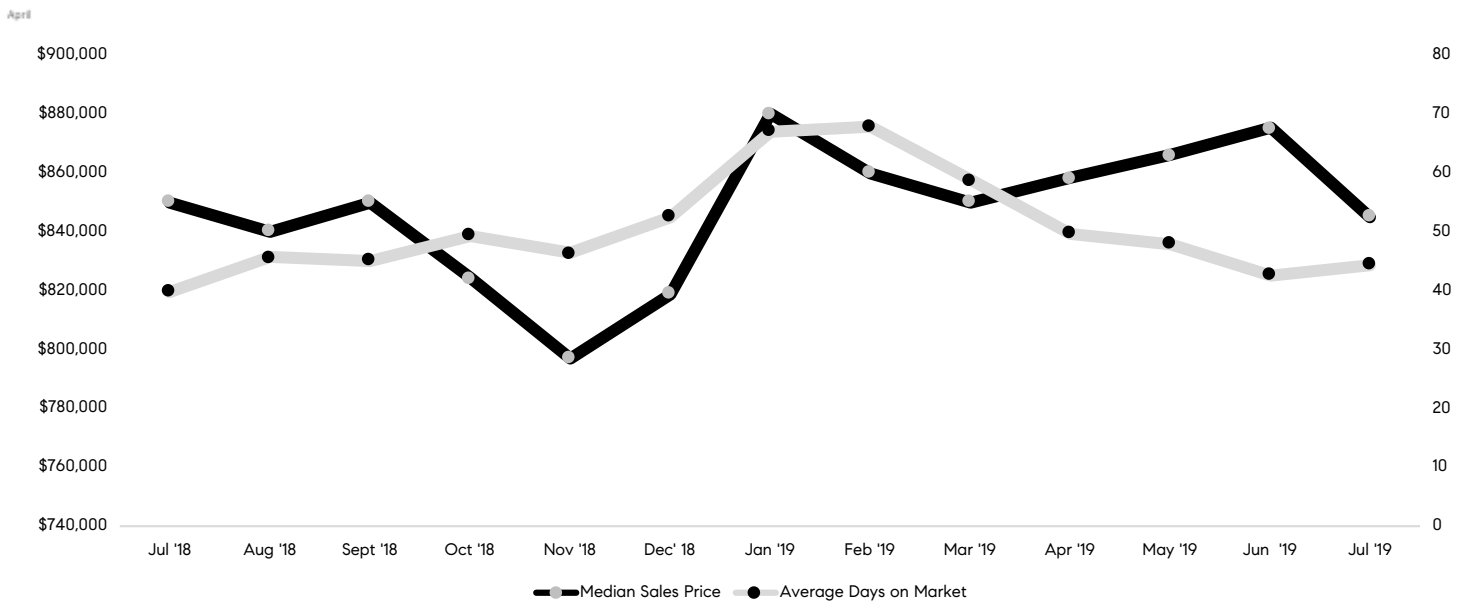
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East Valley > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$845,000	\$850,000	Down 0.6%
Average Days on Market	44	40	4 Days slower
Number of Homes for Sale	1123	1096	Up 2.5%
Percent Under Contract	29.1%	25.6%	Up 3.5 Percentage Points
Average Sold Price/Original Price	98.2%	99.0%	Down 0.8%
Average Price per Square Foot	\$359	\$364	Down 1.3%

Median Sales Price and Days on Market Comparison



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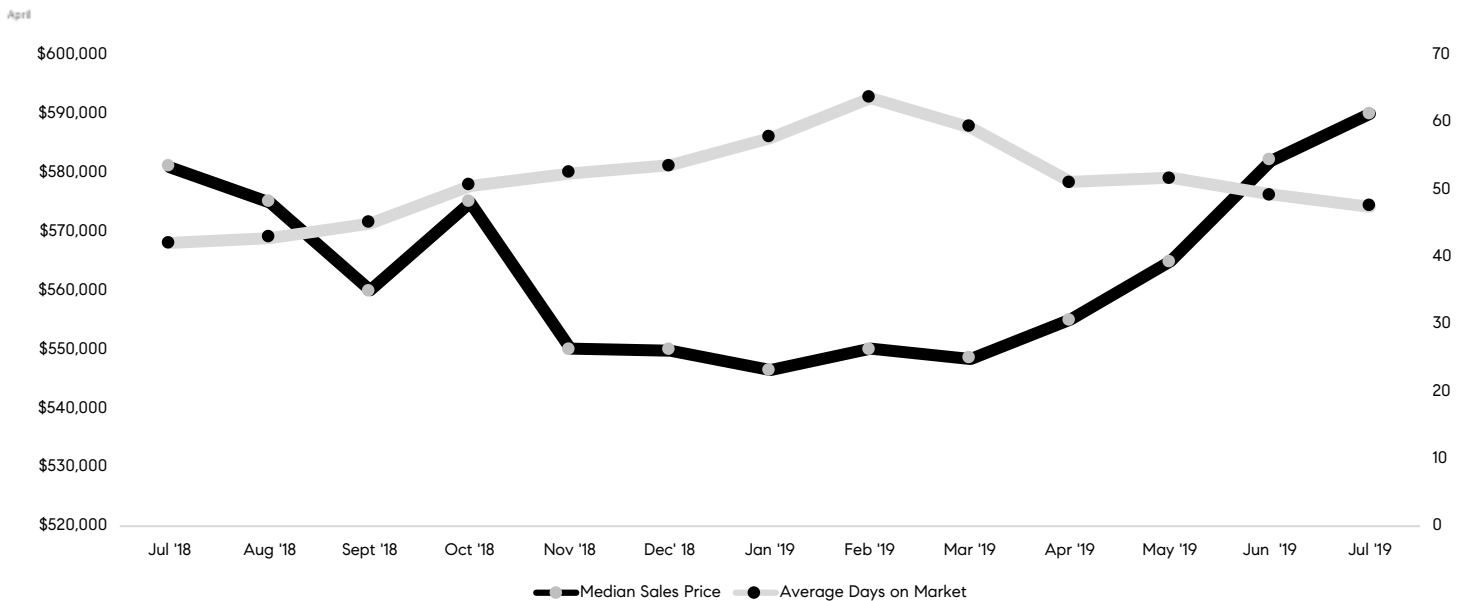
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North Valley > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$590,000	\$581,000	Up 1.5%
Average Days on Market	48	42	5 Days slower
Number of Homes for Sale	1057	1294	Down 18.3%
Percent Under Contract	37.7%	28.8%	Up 8.9 Percentage Points
Average Sold Price/Original Price	99.5%	99.8%	Down 0.3%
Average Price per Square Foot	\$431	\$413	Up 4.5%

Median Sales Price and Days on Market Comparison



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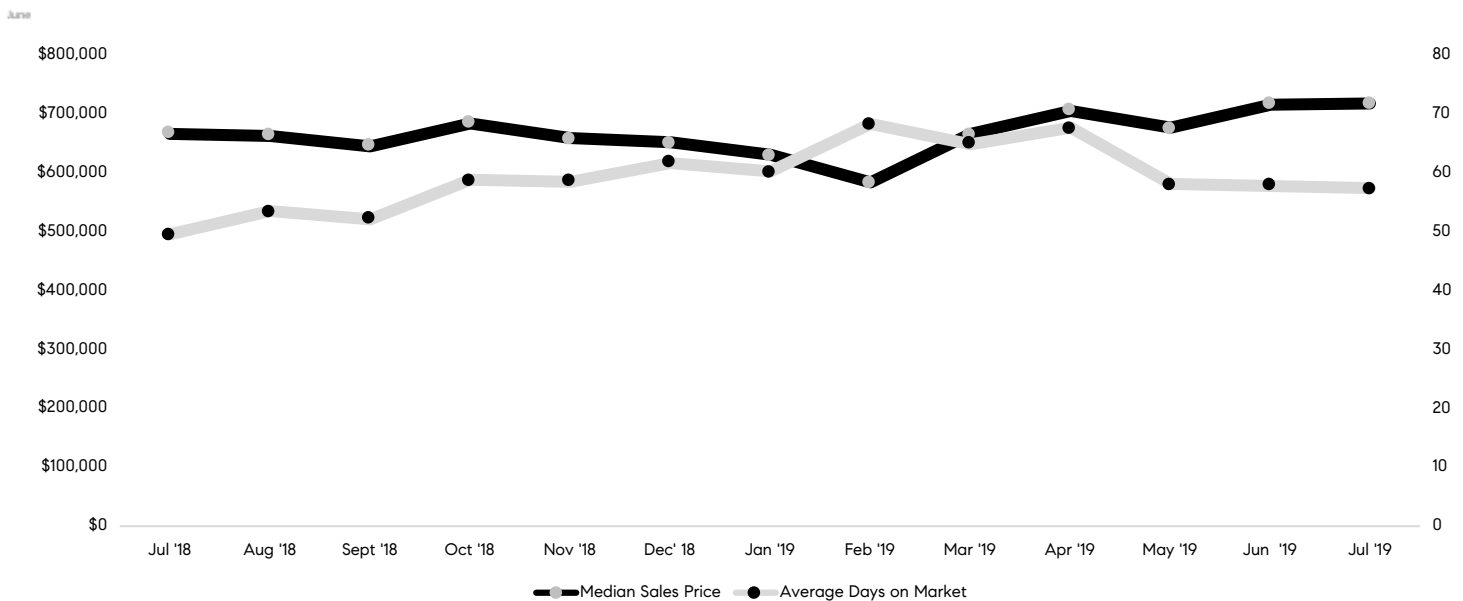
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West Valley > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$717,500	\$667,000	Up 7.6%
Average Days on Market	57	50	8 Days slower
Number of Homes for Sale	1642	1675	Down 2.0%
Percent Under Contract	27.0%	23.0%	Up 4.0 Percentage Points
Average Sold Price/Original Price	96.7%	96.8%	Down 0.1%
Average Price per Square Foot	\$607	\$634	Down 4.2%

Median Sales Price and Days on Market Comparison



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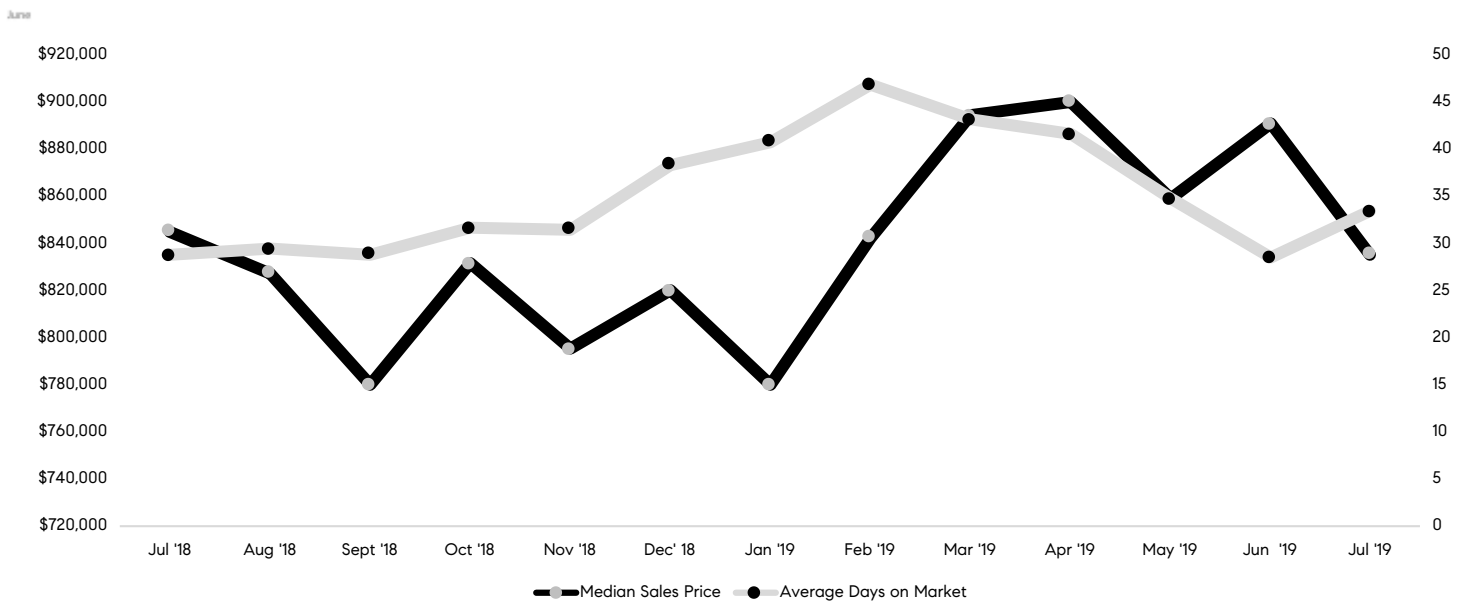
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Southbay West > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$835,500	\$845,000	Down 1.1%
Average Days on Market	33	29	5 Days slower
Number of Homes for Sale	1664	1530	Up 8.8%
Percent Under Contract	28.5%	28.9%	Down 0.4 Percentage Points
Average Sold Price/Original Price	96.3%	97.9%	Down 1.6%
Average Price per Square Foot	\$321	\$388	Down 17.3%

Median Sales Price and Days on Market Comparison



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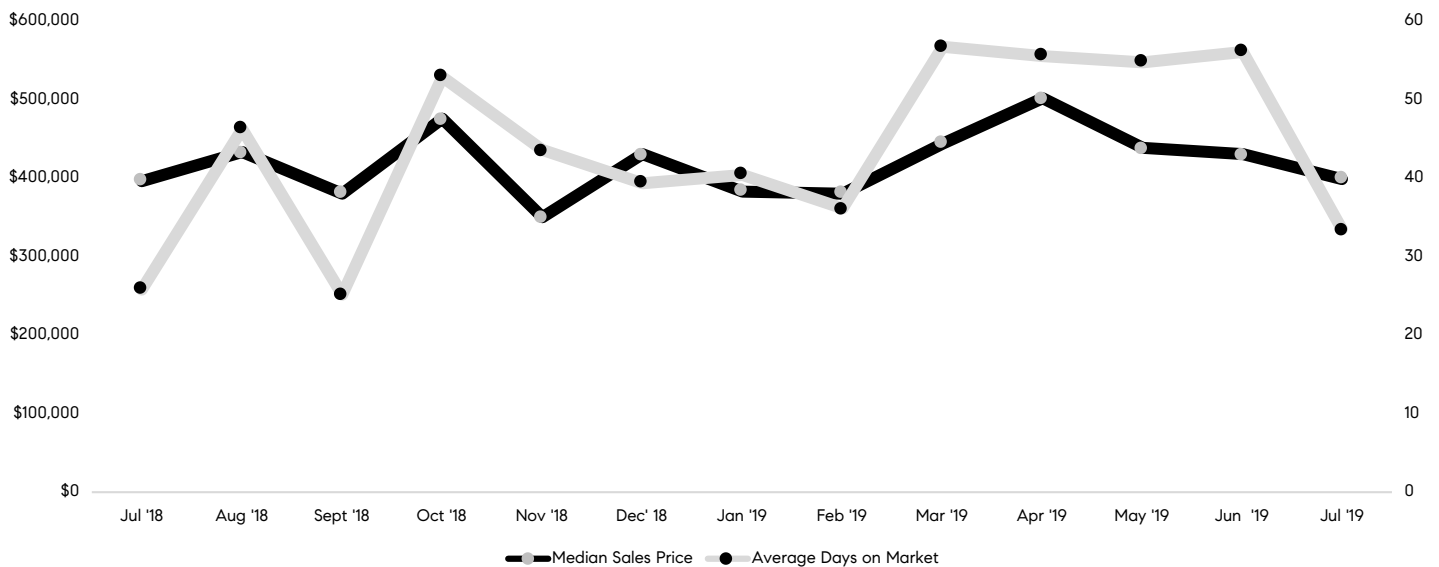
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Downtown LA Surrounding > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$399,000	\$397,000	Up 0.5%
Average Days on Market	33	26	8 Days slower
Number of Homes for Sale	66	79	Down 16.5%
Percent Under Contract	18.2%	16.5%	Up 1.7 Percentage Points
Average Sold Price/Original Price	98.8%	100.9%	Down 2.2%
Average Price per Square Foot	\$453	\$443	Up 2.3%

Median Sales Price and Days on Market Comparison



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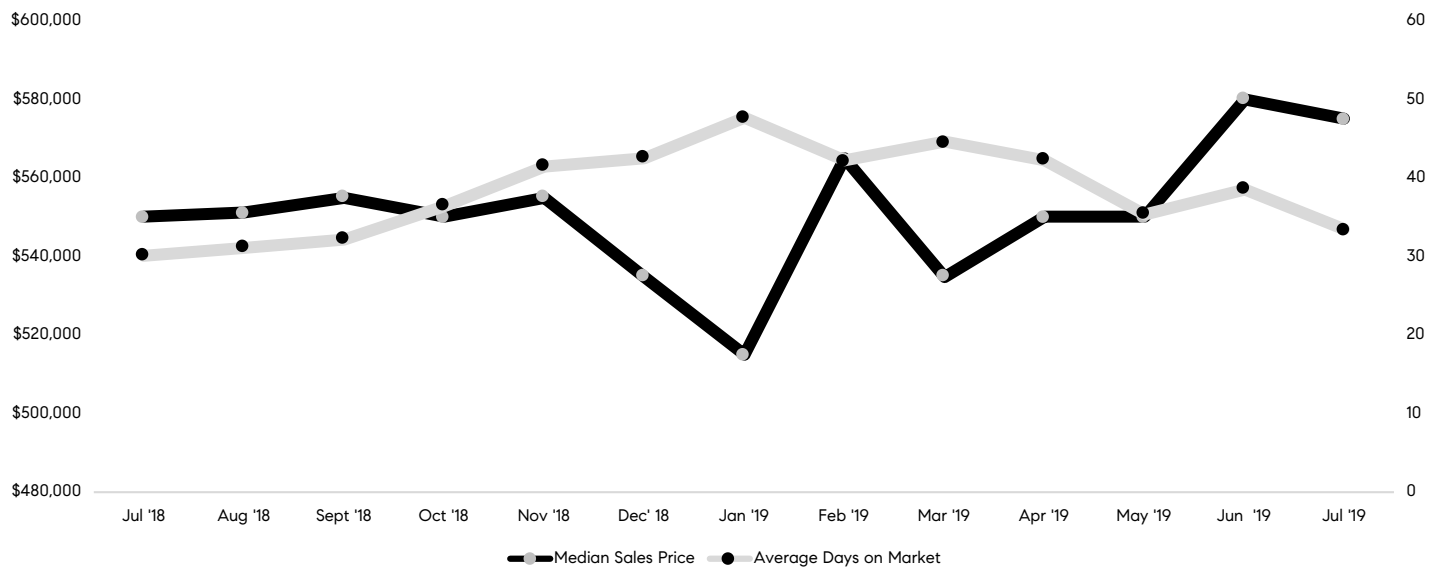
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Harbor > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$575,000	\$550,000	Up 4.5%
Average Days on Market	33	30	3 Days slower
Number of Homes for Sale	1605	1568	Up 2.4%
Percent Under Contract	31.7%	27.3%	Up 4.4 Percentage Points
Average Sold Price/Original Price	97.7%	97.9%	Down 0.2%
Average Price per Square Foot	\$374	\$366	Up 2.2%

Median Sales Price and Days on Market Comparison



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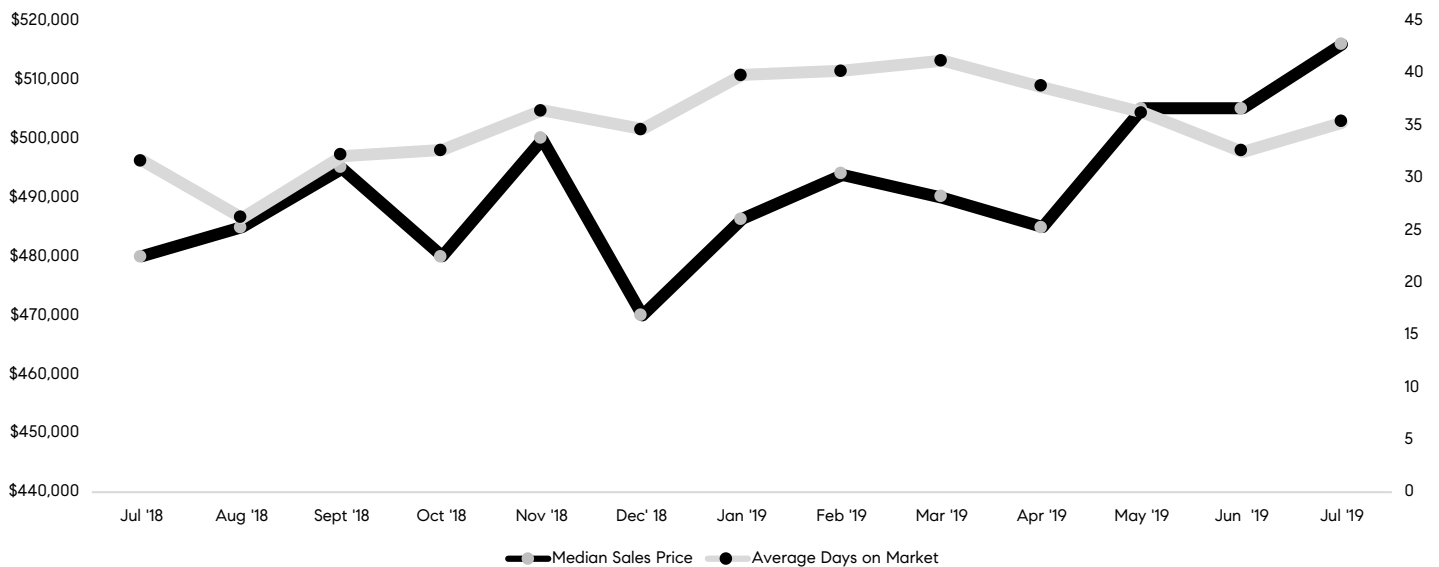
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Southeast > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$516,000	\$480,000	Up 7.5%
Average Days on Market	35	32	3 Days slower
Number of Homes for Sale	1051	1193	Down 11.9%
Percent Under Contract	36.8%	26.9%	Up 9.9 Percentage Points
Average Sold Price/Original Price	98.4%	98.5%	Down 0.1%
Average Price per Square Foot	\$370	\$374	Down 0.9%

Median Sales Price and Days on Market Comparison



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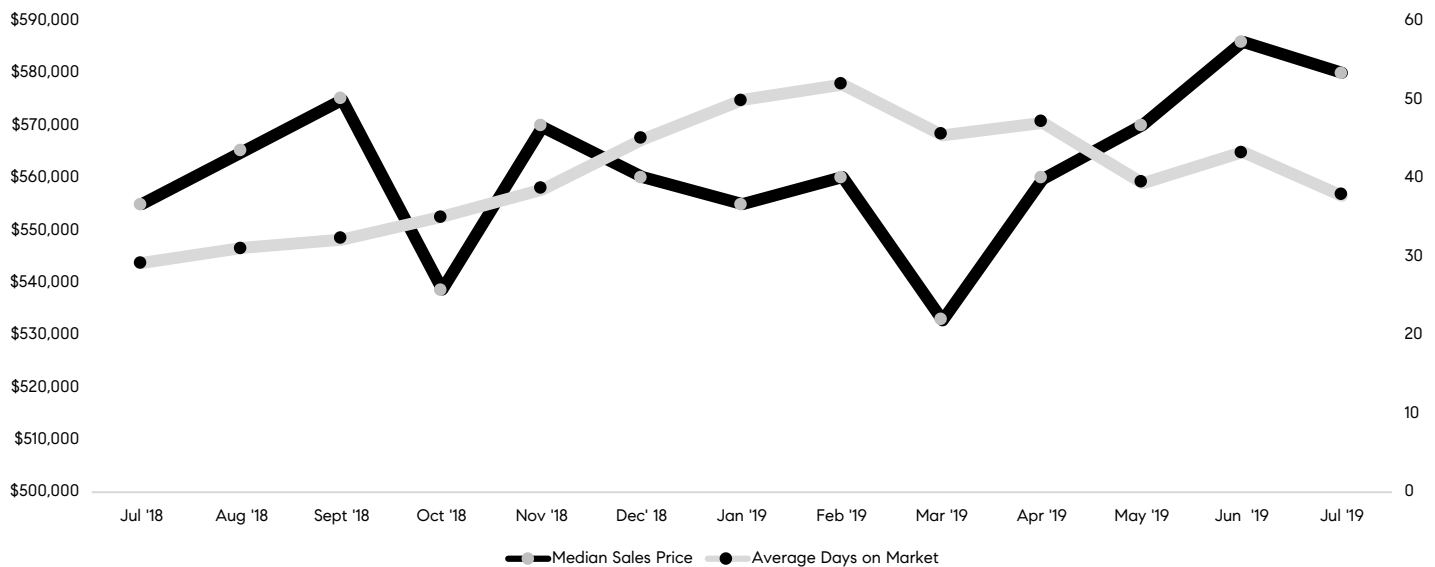
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San Gabriel Valley > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$580,000	\$555,000	Up 4.5%
Average Days on Market	38	29	9 Days slower
Number of Homes for Sale	2236	2281	Down 2.0%
Percent Under Contract	25.9%	23.1%	Up 2.8 Percentage Points
Average Sold Price/Original Price	97.5%	98.1%	Down 0.6%
Average Price per Square Foot	\$302	\$304	Down 0.6%

Median Sales Price and Days on Market Comparison



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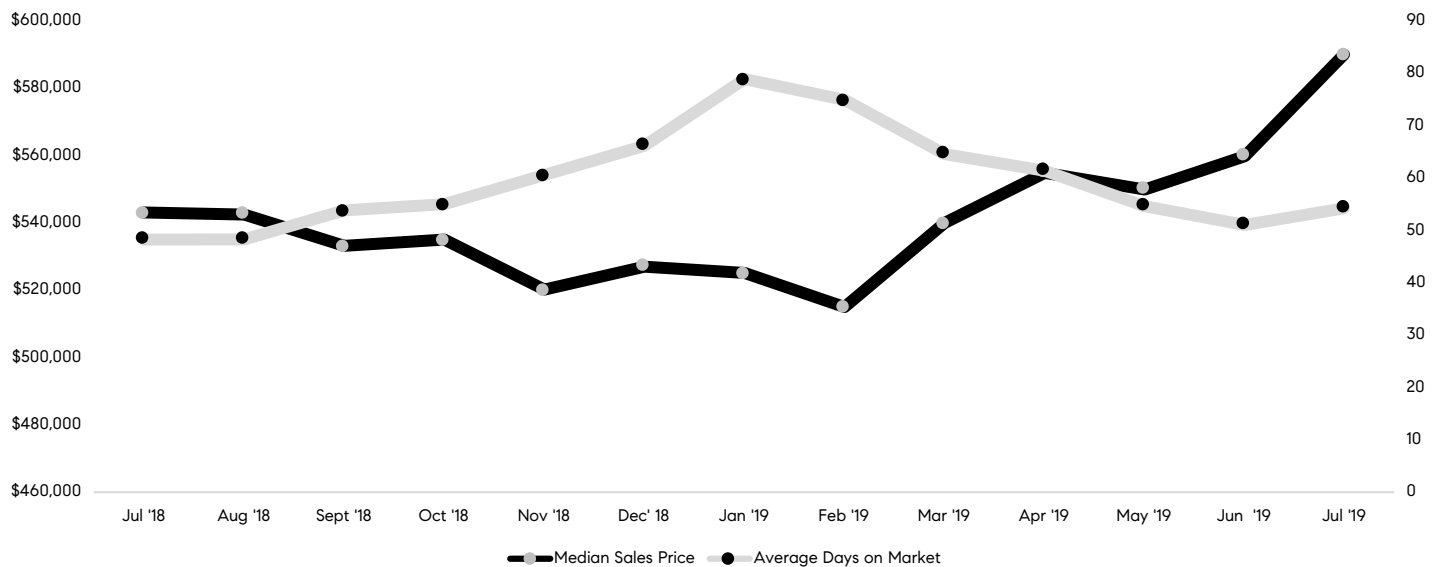
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Northwest County > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$590,000	\$543,000	Up 8.7%
Average Days on Market	54	48	6 Days slower
Number of Homes for Sale	1312	1384	Down 5.2%
Percent Under Contract	33.5%	24.1%	Up 9.5 Percentage Points
Average Sold Price/Original Price	97.8%	98.8%	Down 1.0%
Average Price per Square Foot	\$452	\$442	Up 2.3%

Median Sales Price and Days on Market Comparison



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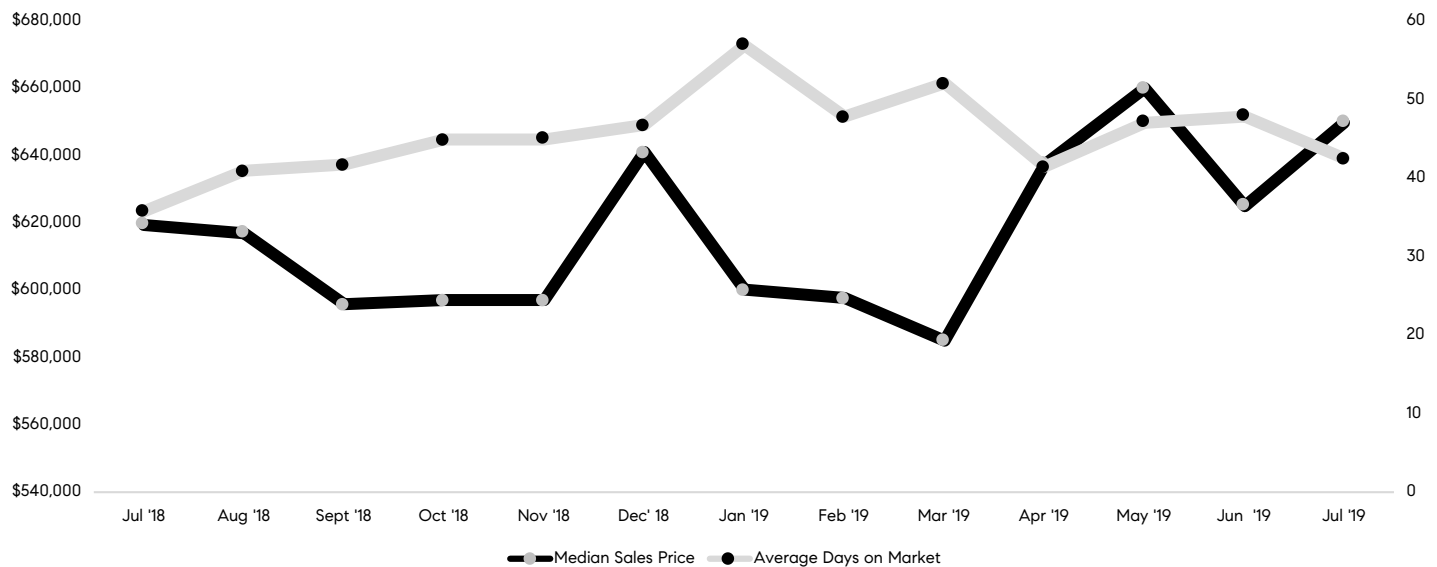
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Angeles Forest > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$650,000	\$619,500	Up 4.9%
Average Days on Market	42	36	7 Days slower
Number of Homes for Sale	1099	1235	Down 11.0%
Percent Under Contract	32.2%	26.1%	Up 6.1 Percentage Points
Average Sold Price/Original Price	98.6%	98.2%	Up 0.4%
Average Price per Square Foot	\$174	\$163	Up 7.2%

Median Sales Price and Days on Market Comparison



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July 2019 Market Report

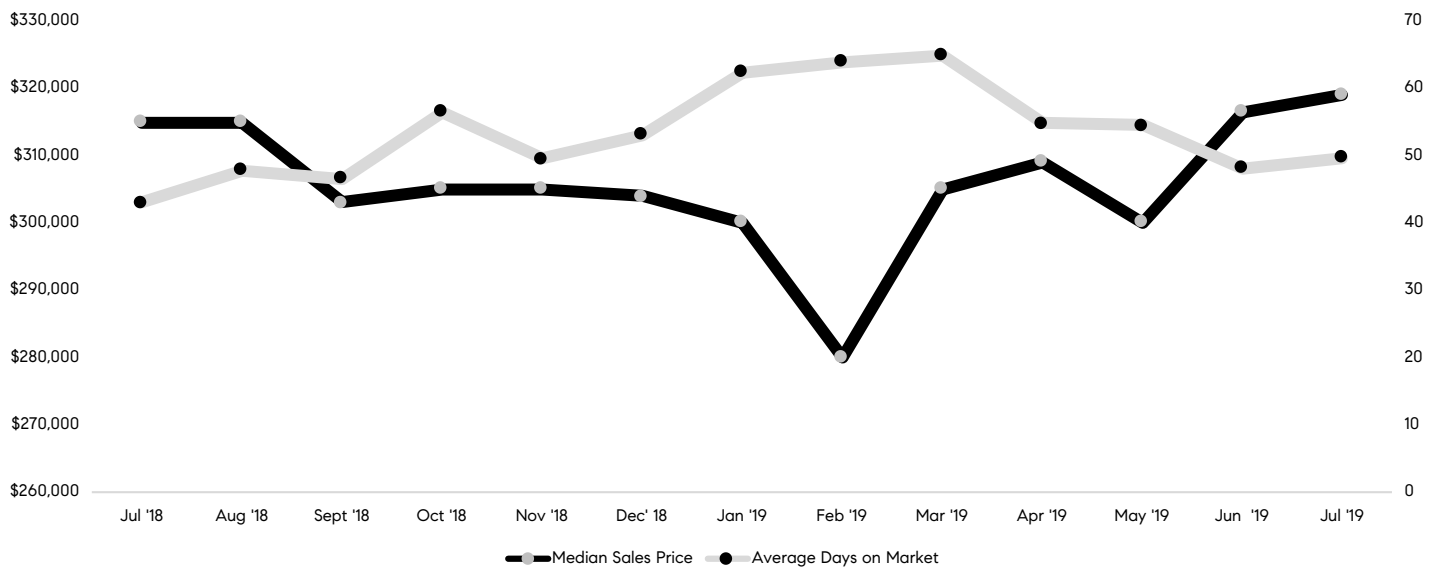
COMPASS

Antelope Valley > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$319,000	\$315,000	Up 1.3%
Average Days on Market	50	43	7 Days slower
Number of Homes for Sale	1385	1447	Down 4.3%
Percent Under Contract	27.7%	20.5%	Up 7.1 Percentage Points
Average Sold Price/Original Price	98.3%	98.4%	Down 0.1%
Average Price per Square Foot	\$336	\$327	Up 2.7%

Median Sales Price and Days on Market Comparison



Source: Terradatum, August 6, 2019

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July 2019 Market Report

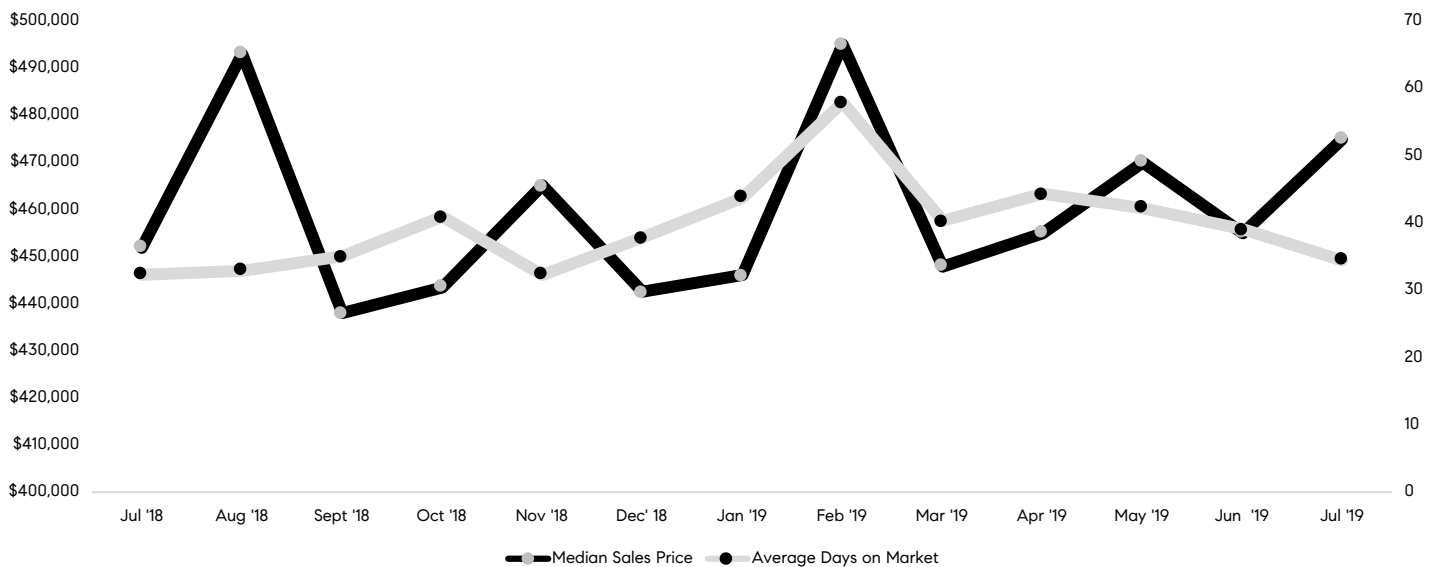
COMPASS

Pomona Valley > Single Family Residences

Year-to-Year Analysis of the Market

	JUL-'19	JUL-'18	% CHANGE
Median Sales Price	\$475,000	\$452,000	Up 5.1%
Average Days on Market	34	32	22 Days slower
Number of Homes for Sale	425	422	Up 0.7%
Percent Under Contract	25.6%	25.6%	Up 0.1 Percentage Points
Average Sold Price/Original Price	97.3%	99.3%	Down 1.9%
Average Price per Square Foot	\$335	\$329	Up 1.9%

Median Sales Price and Days on Market Comparison



Source: Terradatum, August 6, 2019

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