

May 2019 Market Report

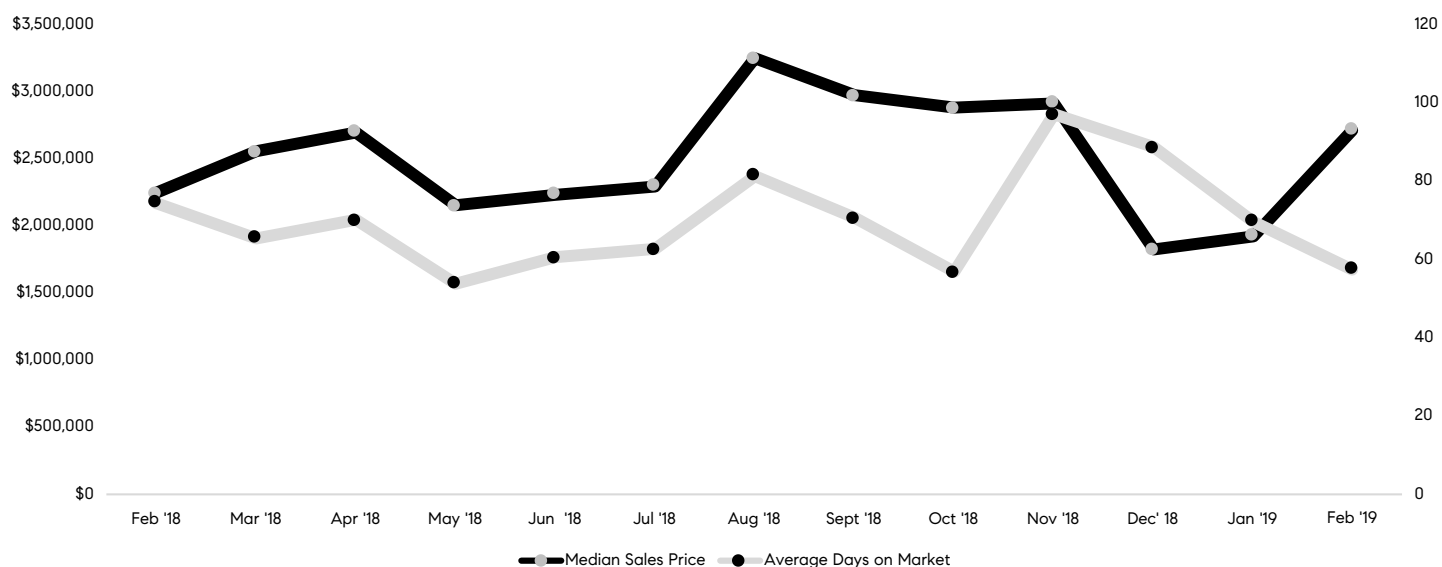
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Beverly Hills - Holmby Hills > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$2,520,000	\$2,150,000	UP 17.2%
Average Days on Market	69	69	No change
Number of Homes for Sale	597	536	Up 11.4%
Percent Under Contract	11.6%	9.7%	Up 1.9 Percentage Points
Average Sold Price/Original Price	92.2%	85.7%	Up 6.5%
Average Price per Square Foot	\$1,301	\$1,342	Down 3.1%

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

May 2019 Market Report

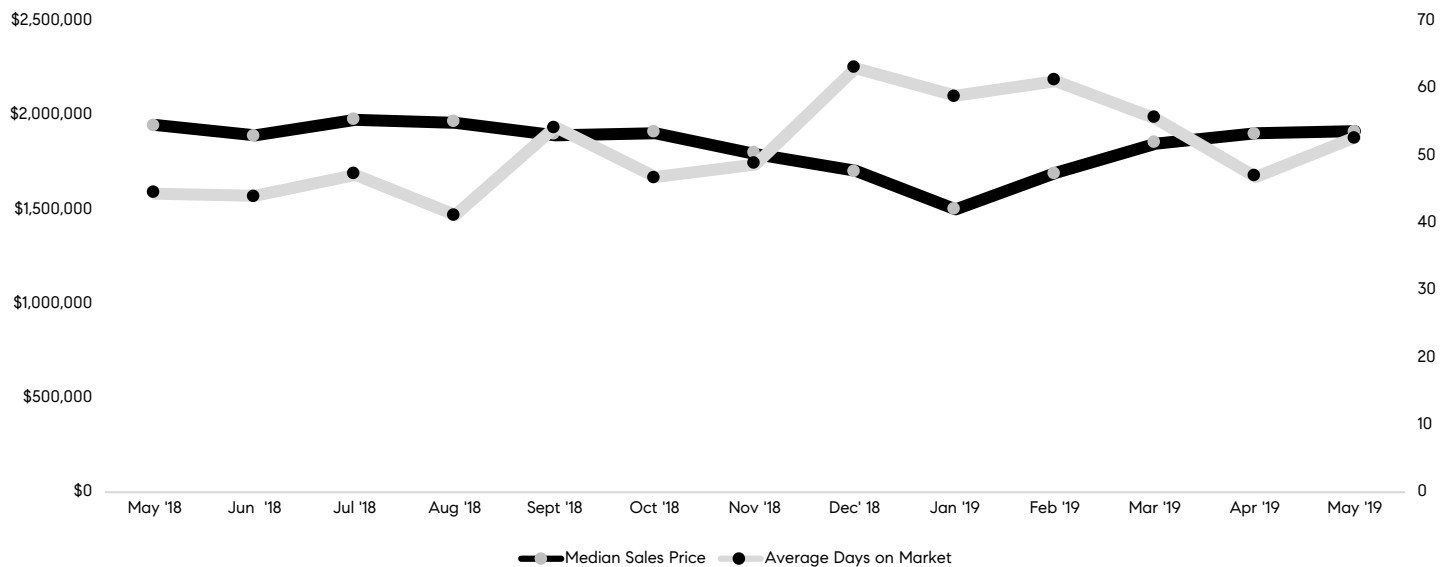
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Brentwood - Santa Monica - Pacific Palisades > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$1,910,000	\$1,943,200	Down 1.7%
Average Days on Market	53	44	8 Days slower
Number of Homes for Sale	771	671	Up 14.9%
Percent Under Contract	15.6%	20.1%	Down 4.6 Percentage Points
Average Sold Price/Original Price	95.8%	97.2%	Down 1.4%
Average Price per Square Foot	\$1,035	\$1,098	Down 5.7%

Median Sales Price and Days on Market Comparison



Source: Terradatum, June 6, 2019

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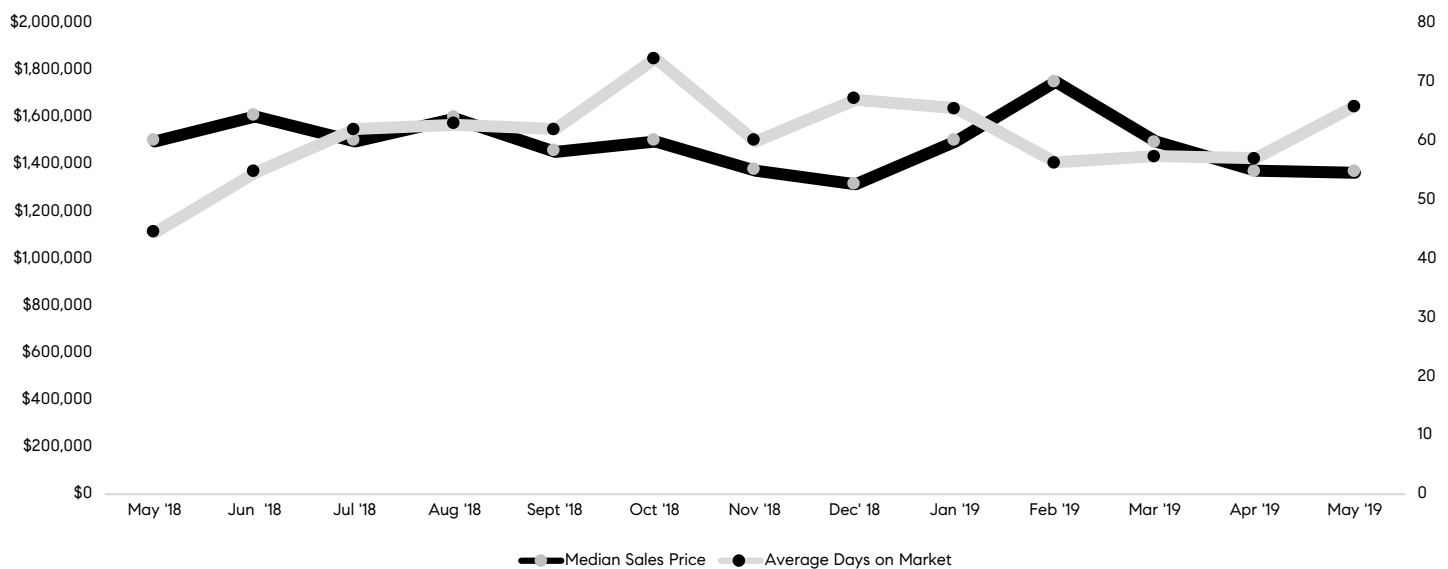
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Hollywood Hills > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$1,365,000	\$1,500,000	Down 9.0%
Average Days on Market	66	44	21 Days slower
Number of Homes for Sale	562	524	Up 7.3%
Percent Under Contract	10.7%	14.9%	Down 4.2 Percentage Points
Average Sold Price/Original Price	94.9%	97.4%	Down 2.5%
Average Price per Square Foot	\$788	\$792	Down 0.5%

Median Sales Price and Days on Market Comparison



Source: Terradatum, June 6, 2019

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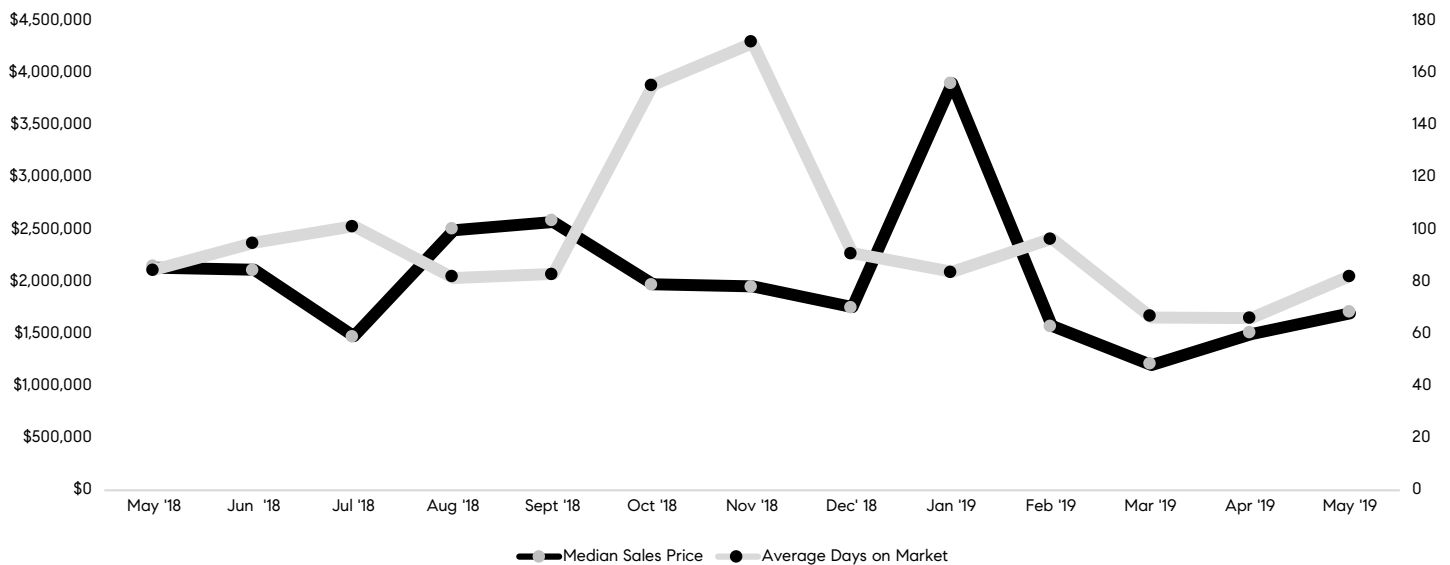
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Malibu Beach Communities > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$1,697,500	\$2,135,000	Down 20.5%
Average Days on Market	82	84	2 Days faster
Number of Homes for Sale	364	432	Down 15.7%
Percent Under Contract	6.6%	7.9%	Down 1.3 Percentage Points
Average Sold Price/Original Price	89.5%	91.8%	Down 2.3%
Average Price per Square Foot	\$874	\$1,236	Down 29.3%

Median Sales Price and Days on Market Comparison



Source: Terradatum, June 6, 2019

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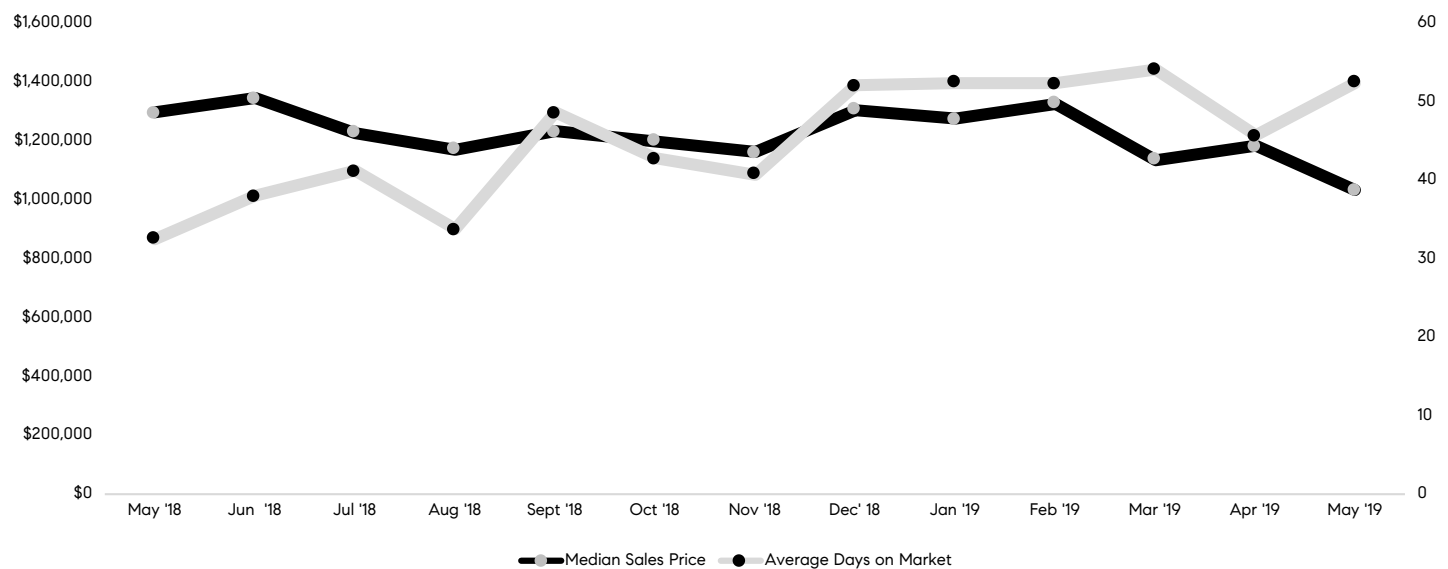
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Silicon Beach - Marina Airport > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$1,032,500	\$1,295,000	Down 20.3%
Average Days on Market	52	32	20 Days slower
Number of Homes for Sale	579	504	Up 14.9%
Percent Under Contract	21.4%	27.0%	Down 5.6 Percentage Points
Average Sold Price/Original Price	96.0%	98.6%	Down 2.6%
Average Price per Square Foot	\$773	\$796	Down 2.9%

Median Sales Price and Days on Market Comparison



Source: Terradatum, June 6, 2019

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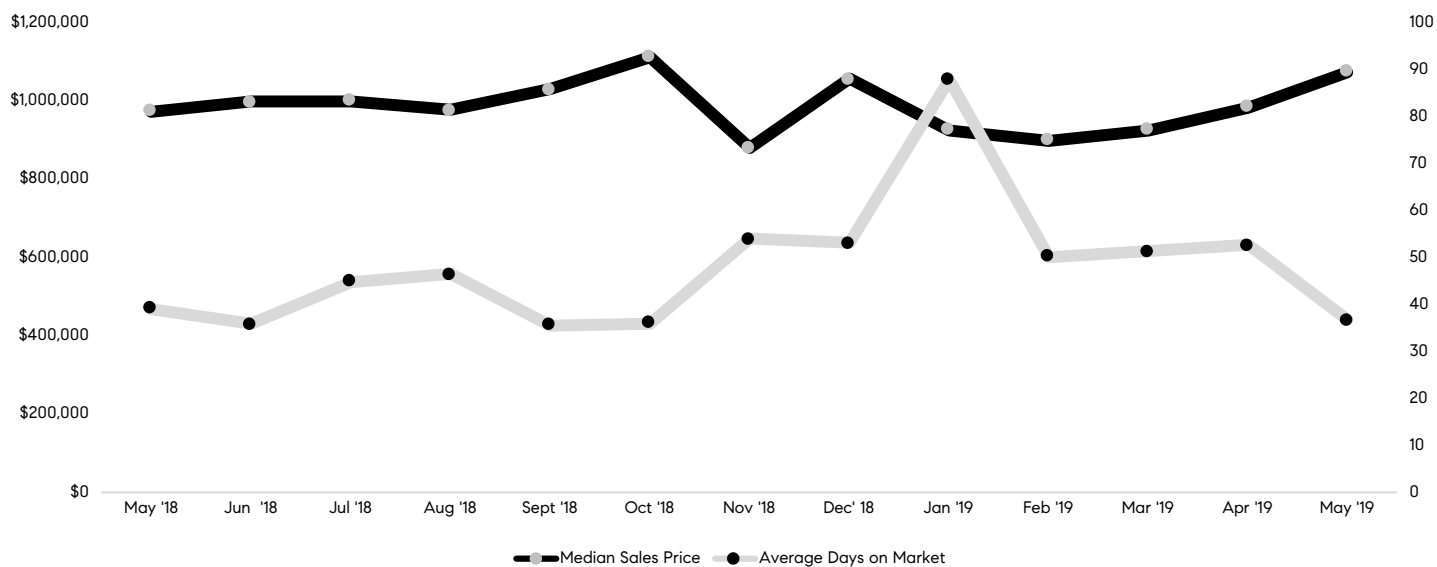
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Sunset East > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$1,075,000	\$974,419	Up 10.3%
Average Days on Market	37	39	2 Days faster
Number of Homes for Sale	395	330	Up 19.7%
Percent Under Contract	29.1%	24.5%	Up 4.6 Percentage Points
Average Sold Price/Original Price	100.2%	100.5%	Down 0.3%
Average Price per Square Foot	\$813	\$716	Up 13.6%

Median Sales Price and Days on Market Comparison



Source: Terradatum, June 6, 2019

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

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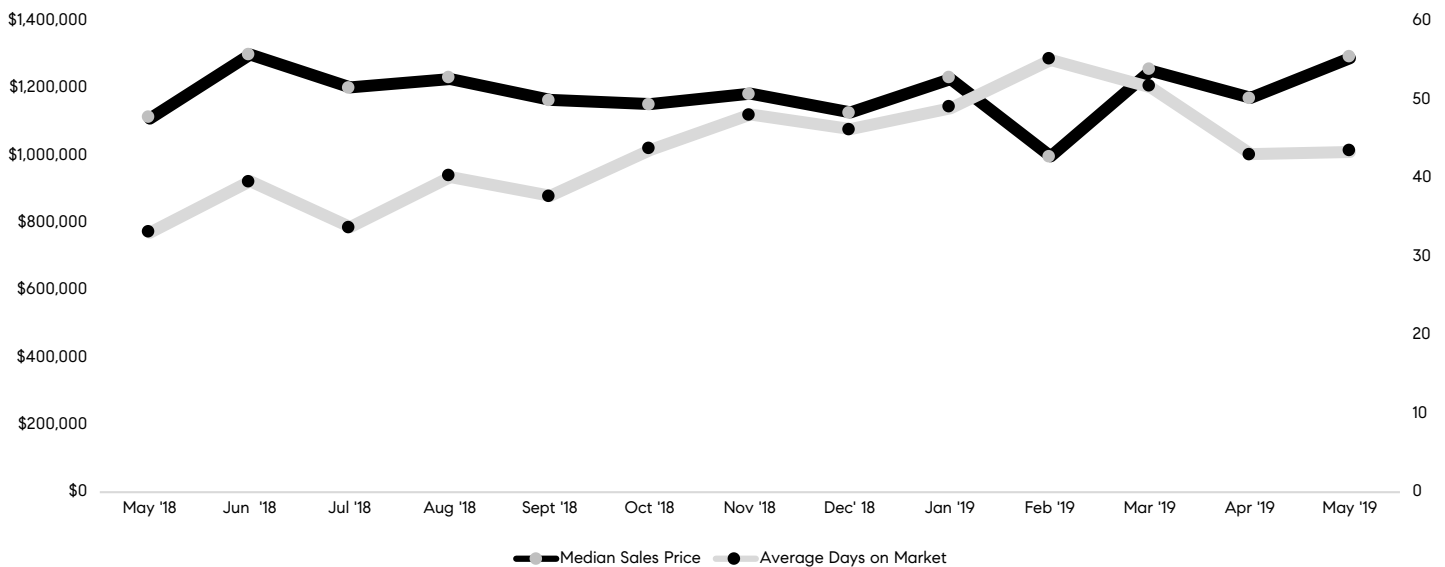
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West LA > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$1,290,000	\$1,109,750	Up 16.2%
Average Days on Market	43	33	10 Days slower
Number of Homes for Sale	815	701	Up 16.3%
Percent Under Contract	29.8%	29.0%	Up 0.9 Percentage Points
Average Sold Price/Original Price	98.1%	100.5%	Down 2.4%
Average Price per Square Foot	\$797	\$764	Up 4.4%

Median Sales Price and Days on Market Comparison



Source: Terradatum, June 6, 2019

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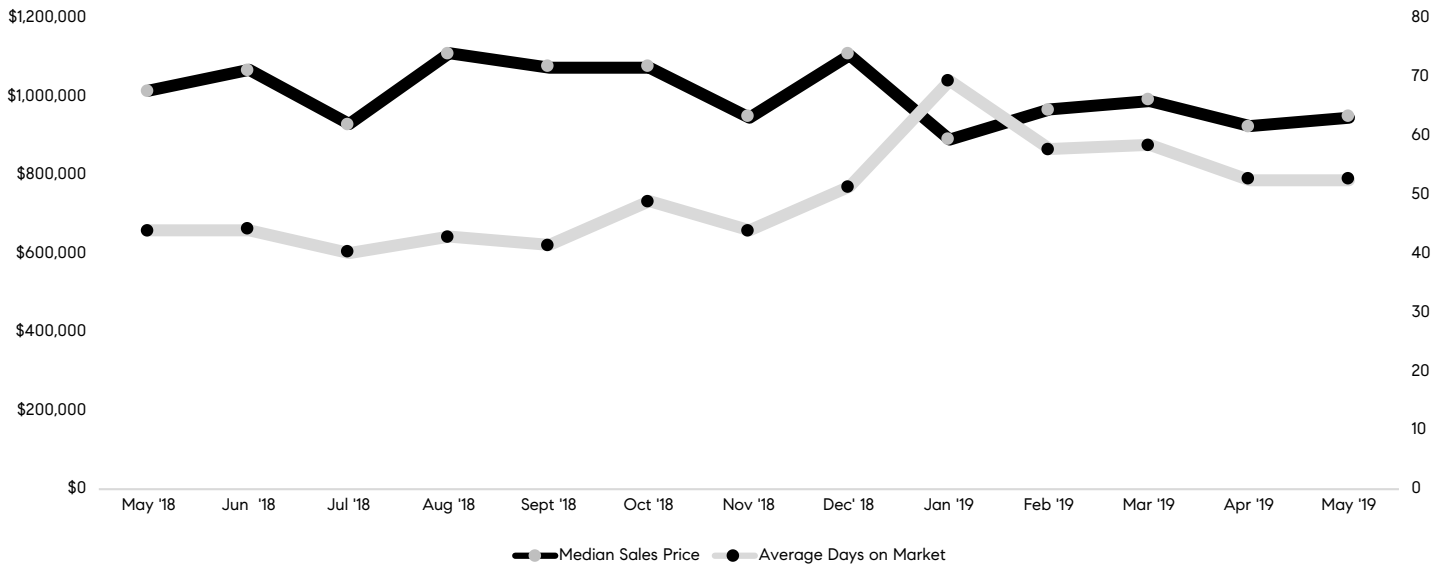
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Westside Central or Mid City > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$947,125	\$1,014,500	Down 6.6%
Average Days on Market	53	44	9 Days slower
Number of Homes for Sale	696	560	Up 24.3%
Percent Under Contract	16.5%	22.9%	Down 6.3 Percentage Points
Average Sold Price/Original Price	98.4%	97.1%	Up 1.3%
Average Price per Square Foot	\$725	\$734	Down 1.2%

Median Sales Price and Days on Market Comparison



Source: Terradatum, June 6, 2019

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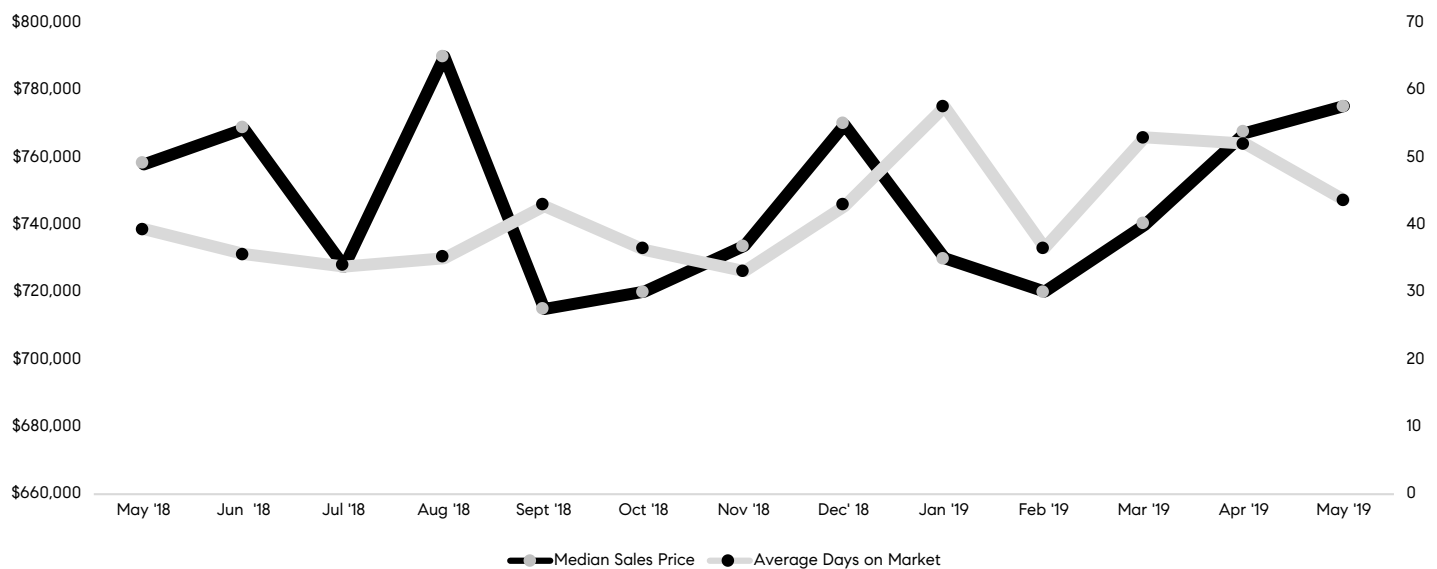
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Mid LA - Baldwin Hills > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$775,139	\$758,000	Up 2.3%
Average Days on Market	44	39	4 Days slower
Number of Homes for Sale	312	290	Up 7.6%
Percent Under Contract	30.8%	30.3%	Up 0.4 Percentage Points
Average Sold Price/Original Price	100.6%	99.1%	Up 1.6%
Average Price per Square Foot	\$538	\$446	Up 20.5%

Median Sales Price and Days on Market Comparison



Source: Terradatum, June 6, 2019

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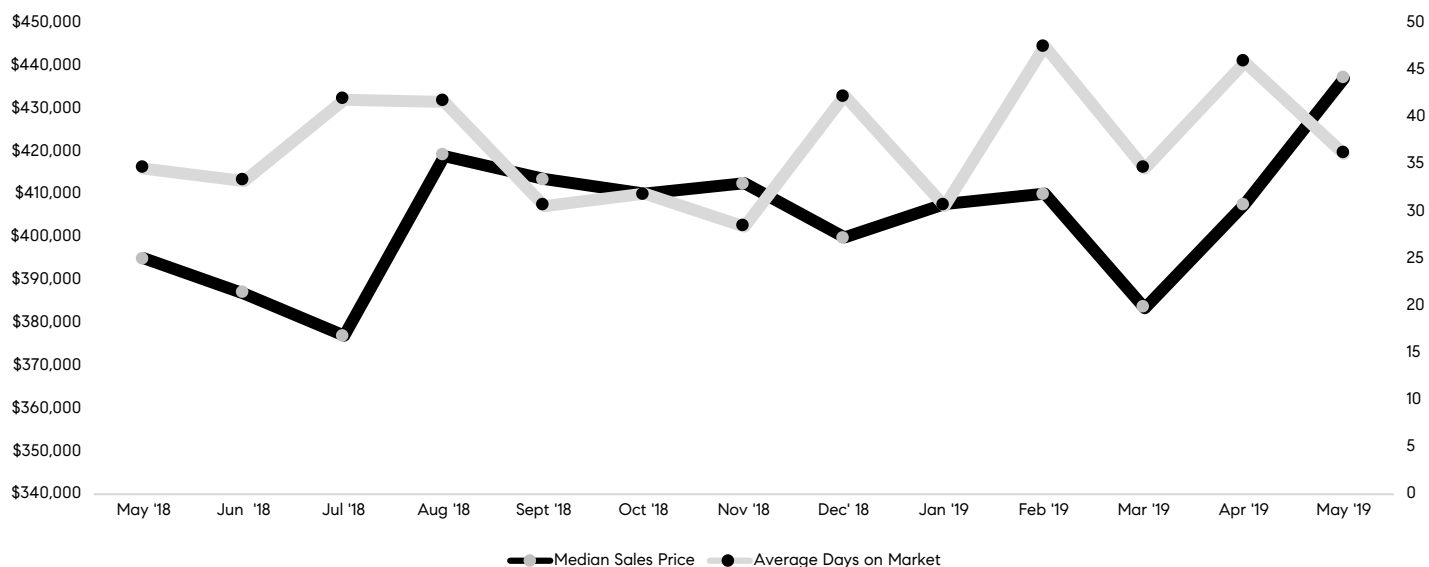
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South LA > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$437,000	\$395,000	Up 10.6%
Average Days on Market	36	35	2 Days slower
Number of Homes for Sale	173	191	Down 9.4%
Percent Under Contract	31.8%	24.6%	Up 7.2 Percentage Points
Average Sold Price/Original Price	99.9%	100.3%	Down 0.4%
Average Price per Square Foot	\$400	\$344	Up 16.5%

Median Sales Price and Days on Market Comparison



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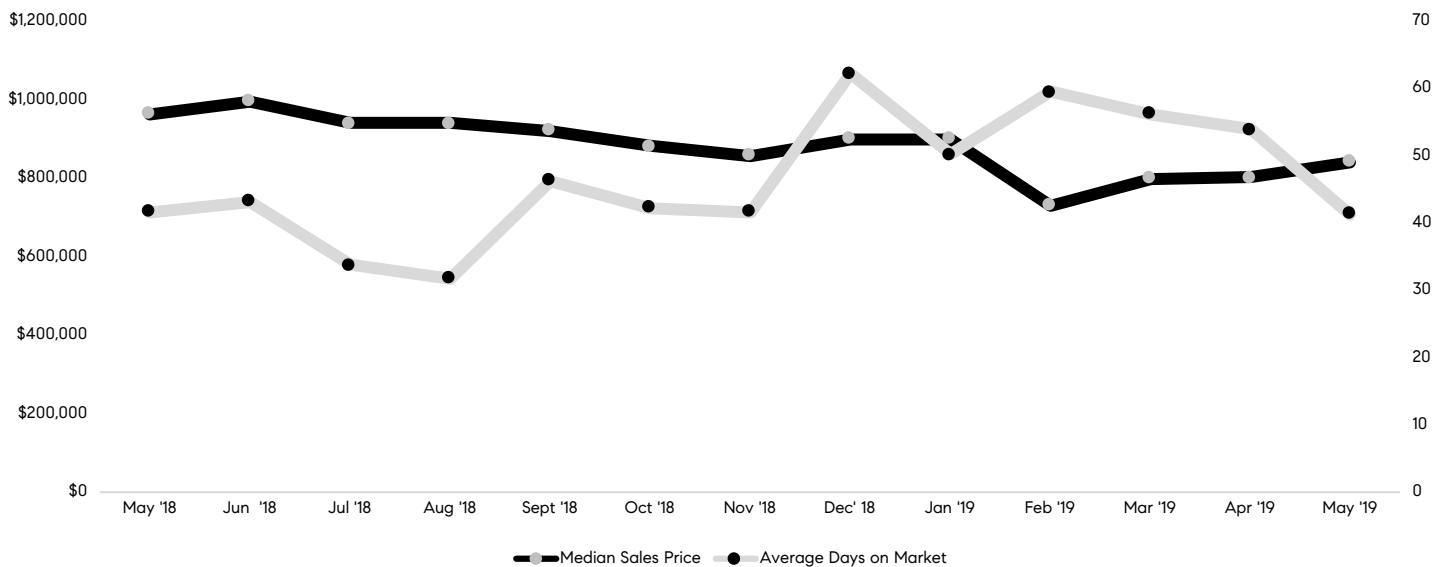
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Eastern Cities > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$840,000	\$964,000	Down 12.9%
Average Days on Market	41	42	1 days faster
Number of Homes for Sale	418	360	Up 16.1%
Percent Under Contract	16.0%	18.3%	Down 2.3 Percentage Points
Average Sold Price/Original Price	94.7%	94.6%	Up 0.1%
Average Price per Square Foot	\$488	\$554	Down 12.0%

Median Sales Price and Days on Market Comparison



Source: Terradatum, June 6, 2019

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May 2019 Market Report

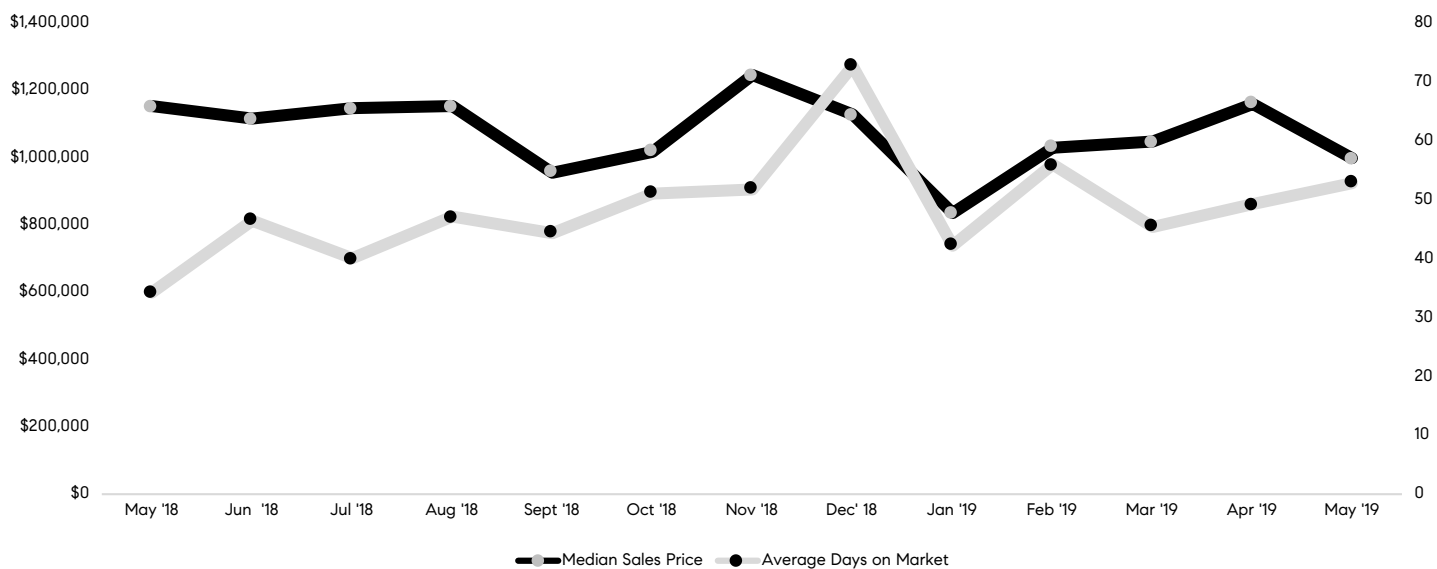
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Foothill Communities > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$995,000	\$1,150,000	Down 13.5%
Average Days on Market	53	34	19 Days slower
Number of Homes for Sale	195	176	Up 10.8%
Percent Under Contract	42.1%	25.6%	Up 16.5 Percentage Points
Average Sold Price/Original Price	98.8%	97.0%	Up 1.8%
Average Price per Square Foot	-	-	-

Median Sales Price and Days on Market Comparison



Source: Terradatum, June 6, 2019

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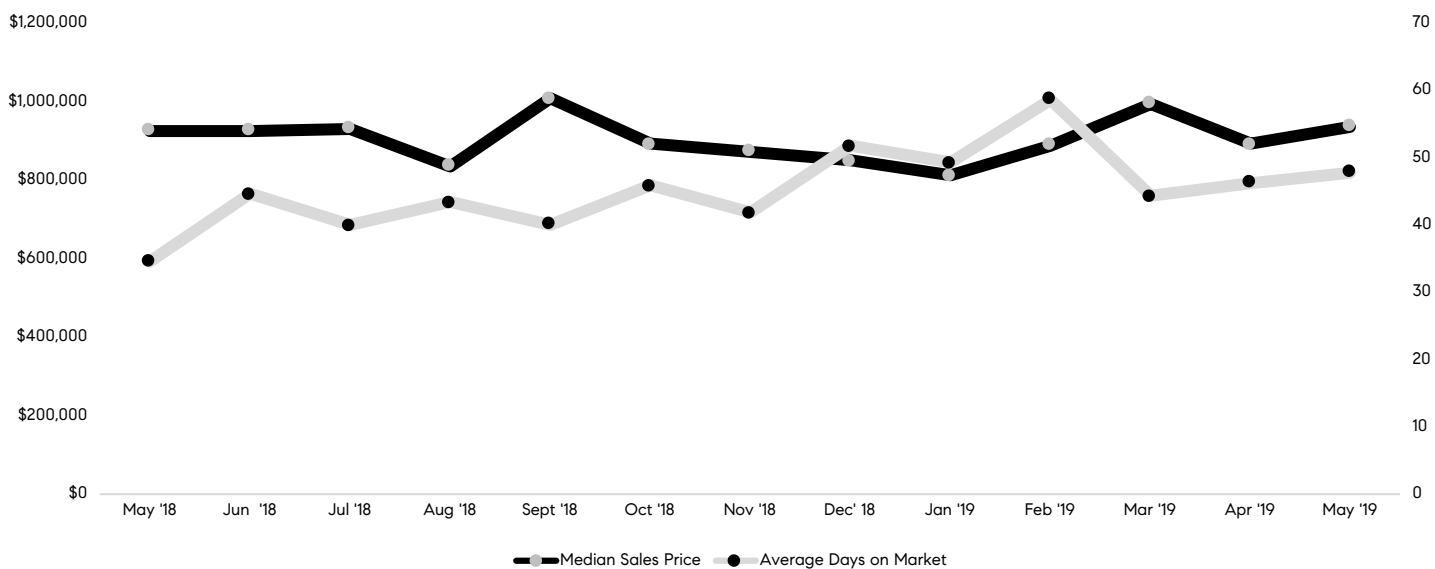
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Greater Pasadena > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$935,500	\$924,606	Up 1.2%
Average Days on Market	48	35	13 Days slower
Number of Homes for Sale	383	392	Down 2.3%
Percent Under Contract	40.5%	30.1%	Up 10.4 Percentage Points
Average Sold Price/Original Price	100.1%	102.7%	Down 2.5%
Average Price per Square Foot	\$597	\$532	Up 12.2%

Median Sales Price and Days on Market Comparison



Source: Terradatum, June 6, 2019

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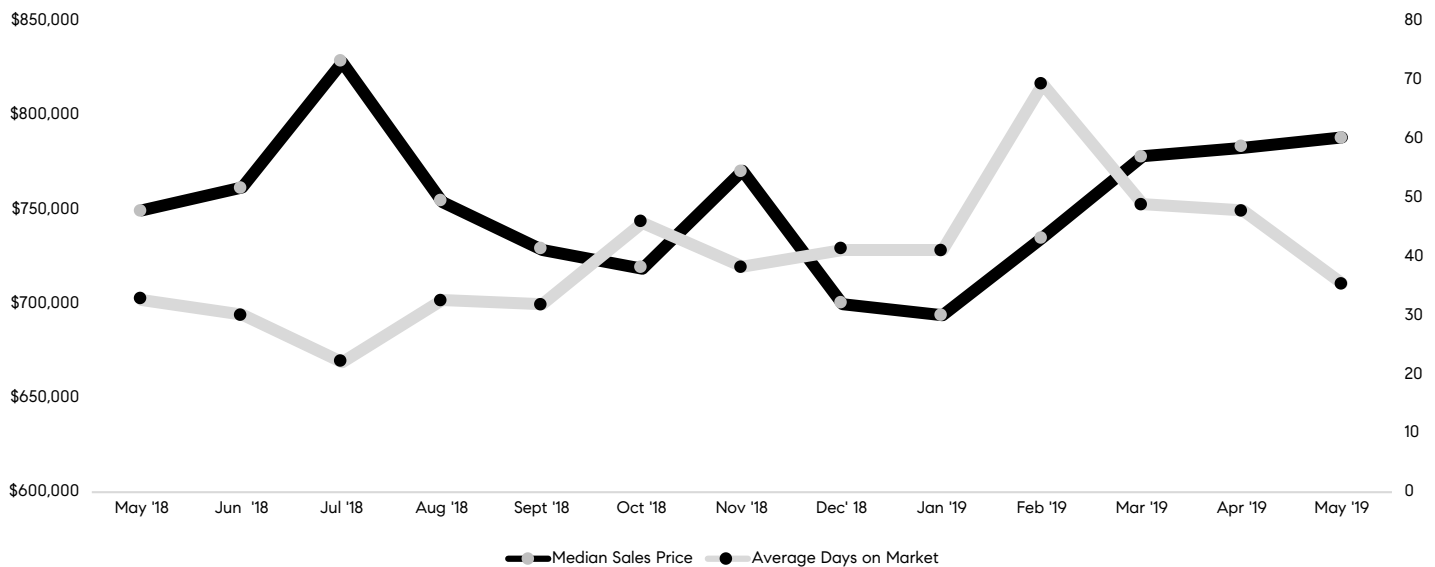
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South of 210 > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$788,000	\$749,000	Up 5.2%
Average Days on Market	35	33	2 Days slower
Number of Homes for Sale	265	226	Up 17.3%
Percent Under Contract	32.1%	27.0%	Up 5.1 Percentage Points
Average Sold Price/Original Price	99.9%	103.1%	Down 3.2%
Average Price per Square Foot	\$461	\$453	Up 1.8%

Median Sales Price and Days on Market Comparison



Source: Terradatum, June 6, 2019

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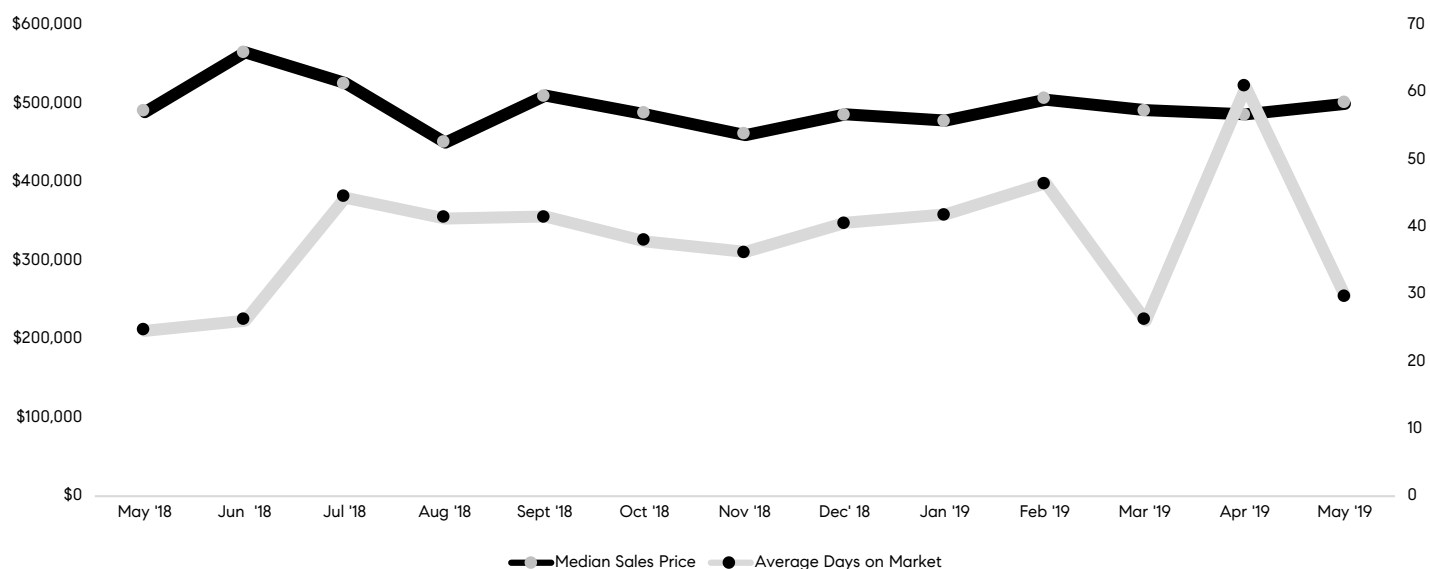
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Eastside > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$500,000	\$490,000	Up 2.0%
Average Days on Market	30	25	5 Days slower
Number of Homes for Sale	126	107	Up 17.8%
Percent Under Contract	33.3%	24.3%	Up 9.0 Percentage Points
Average Sold Price/Original Price	100.6%	103.0%	Down 2.4%
Average Price per Square Foot	\$413	\$376	Up 9.8%

Median Sales Price and Days on Market Comparison



Source: Terradatum, Jun 6, 2019

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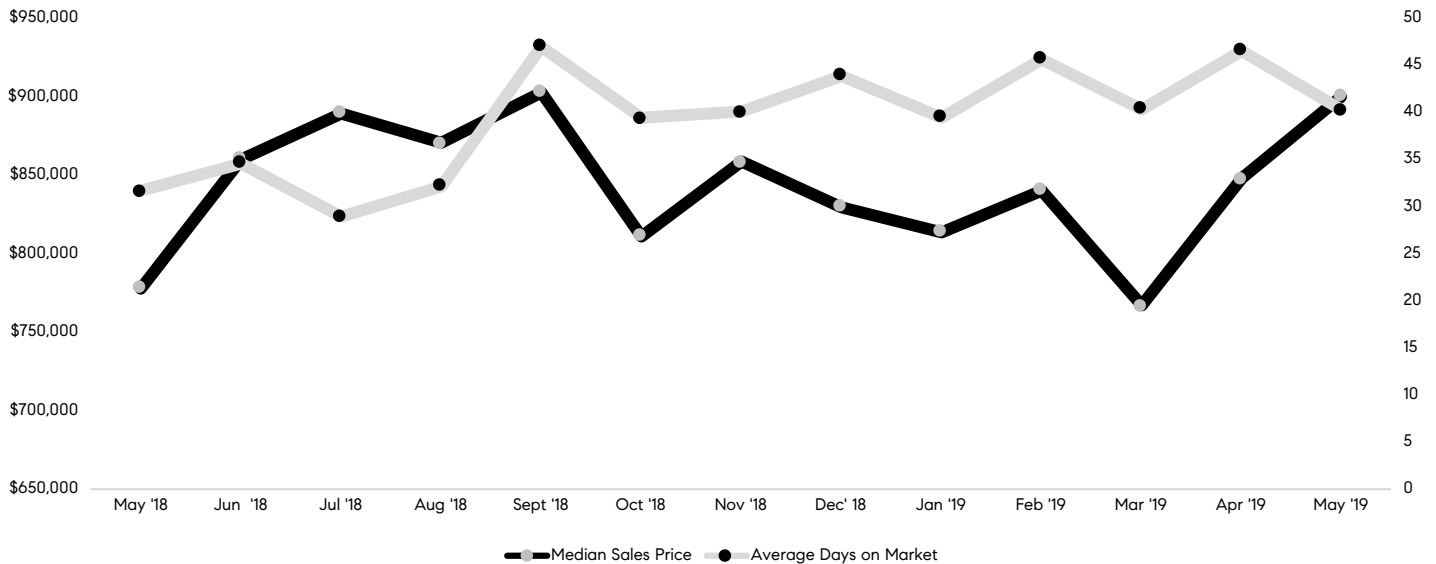
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Northeast LA > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$900,000	\$778,000	Up 15.7%
Average Days on Market	40	32	9 Days slower
Number of Homes for Sale	248	220	Up 12.7%
Percent Under Contract	29.0%	24.5%	Up 4.5 Percentage Points
Average Sold Price/Original Price	100.4%	102.0%	Down 1.6%
Average Price per Square Foot	\$596	\$557	Up 7.0%

Median Sales Price and Days on Market Comparison



Source: Terradatum, June 6, 2019

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May 2019 Market Report

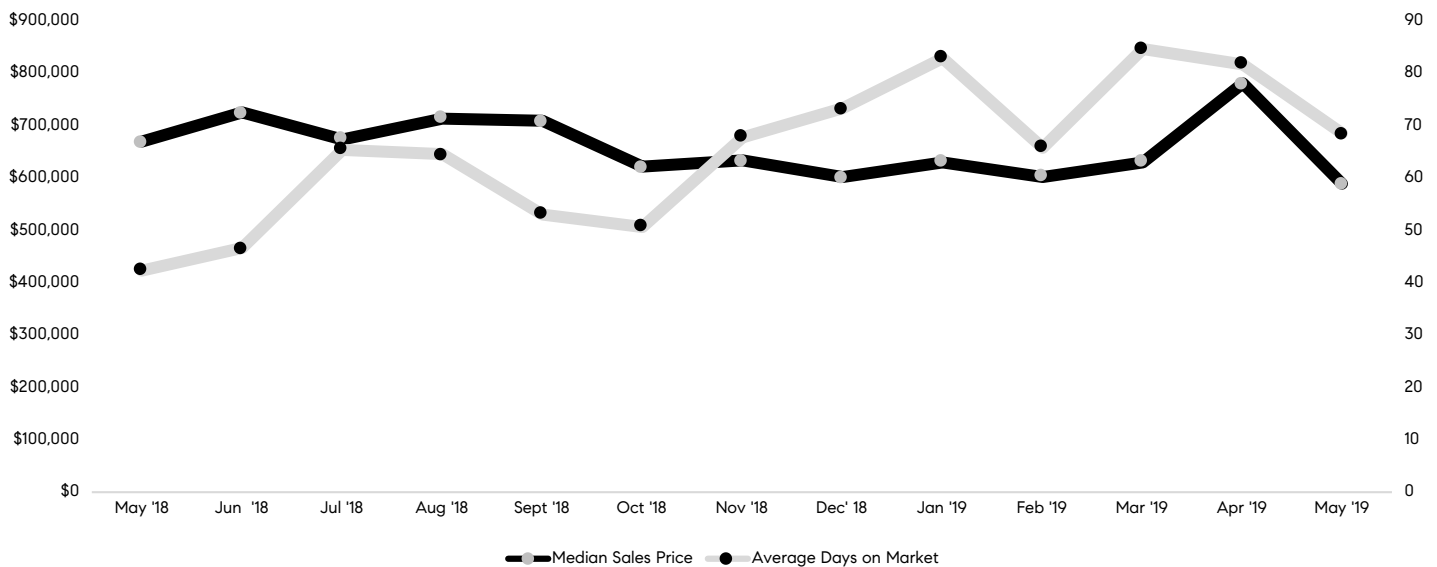
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Downtown LA > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$589,000	\$669,000	Down 12.0%
Average Days on Market	68	42	26 Days slower
Number of Homes for Sale	298	218	Up 36.7%
Percent Under Contract	10.1%	17.4%	Down 7.4 Percentage Points
Average Sold Price/Original Price	96.5%	98.3%	Down 1.8%
Average Price per Square Foot	\$688	\$698	Down 1.5%

Median Sales Price and Days on Market Comparison



Source: Terradatum, June 6, 2019

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May 2019 Market Report

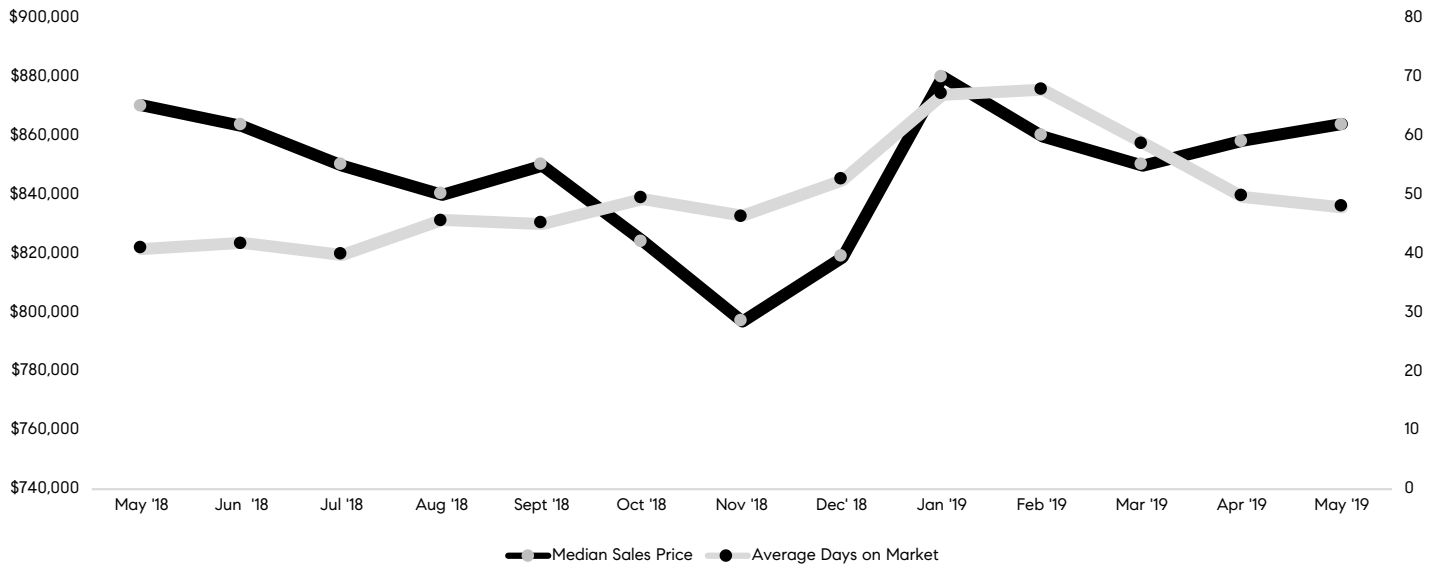
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East Valley > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$863,777	\$870,000	Down 0.7%
Average Days on Market	48	41	7 Days slower
Number of Homes for Sale	1138	1039	Up 9.5%
Percent Under Contract	31.9%	26.4%	Up 5.5 Percentage Points
Average Sold Price/Original Price	97.7%	99.9%	Down 2.1%
Average Price per Square Foot	\$556	\$558	Down 0.4%

Median Sales Price and Days on Market Comparison



Source: Terradatum, June 6, 2019

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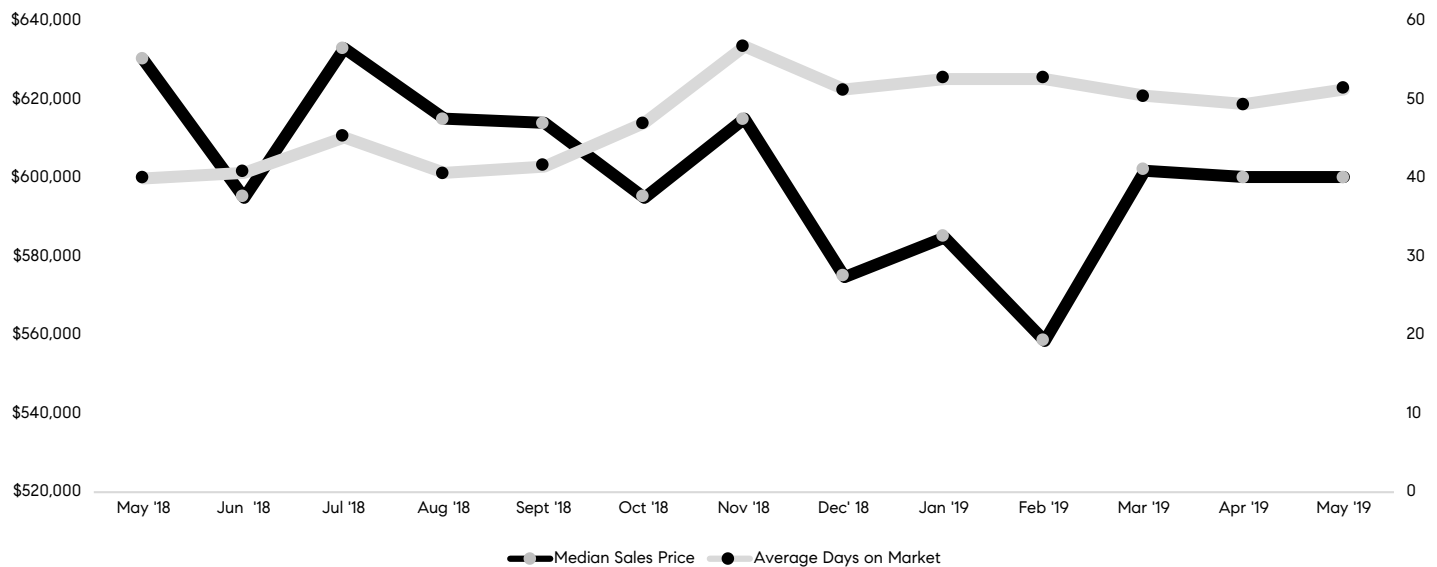
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North Valley > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$600,000	\$630,000	Down 4.8%
Average Days on Market	51	40	11 Days slower
Number of Homes for Sale	387	429	Down 9.8%
Percent Under Contract	37.5%	28.4%	Up 9.0 Percentage Points
Average Sold Price/Original Price	99.5%	100.8%	Down 1.3%
Average Price per Square Foot	\$415	\$422	Down 1.6%

Median Sales Price and Days on Market Comparison



Source: Terradatum, June 6, 2019

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May 2019 Market Report

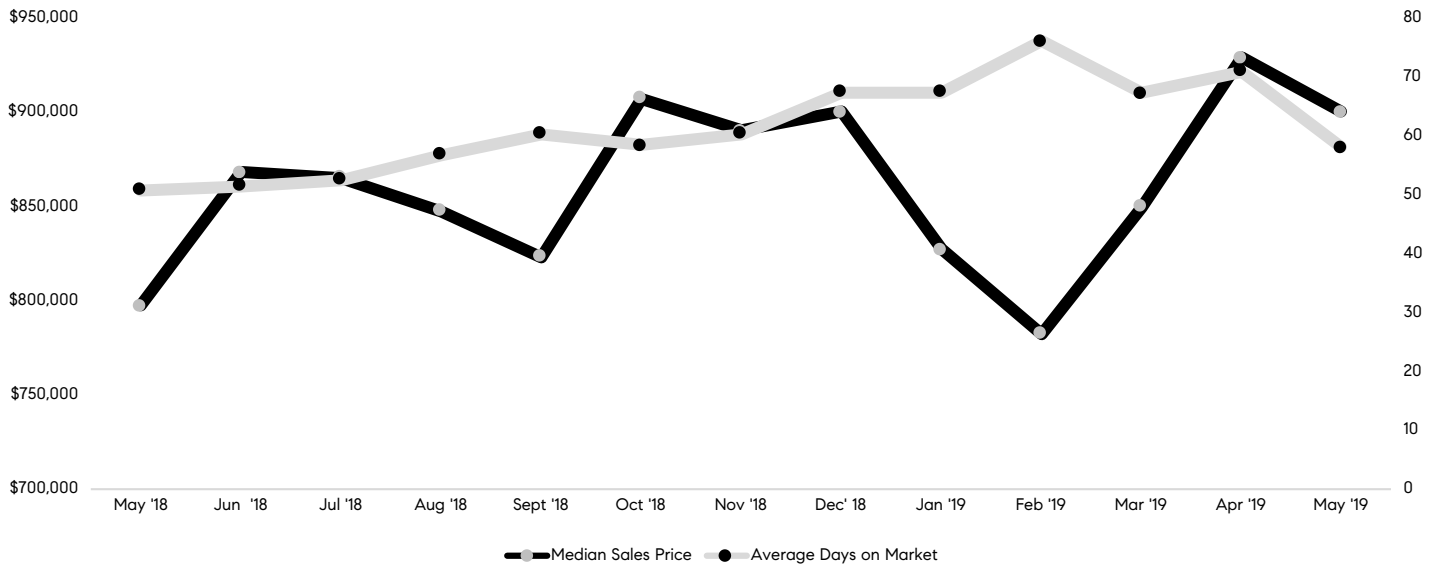
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West Valley > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$900,000	\$797,500	Up 12.9%
Average Days on Market	58	51	7 Days slower
Number of Homes for Sale	1109	998	Up 11.1%
Percent Under Contract	25.8%	22.3%	Up 3.4 Percentage Points
Average Sold Price/Original Price	96.1%	97.8%	Down 1.8%
Average Price per Square Foot	\$515	\$461	Up 11.9%

Median Sales Price and Days on Market Comparison



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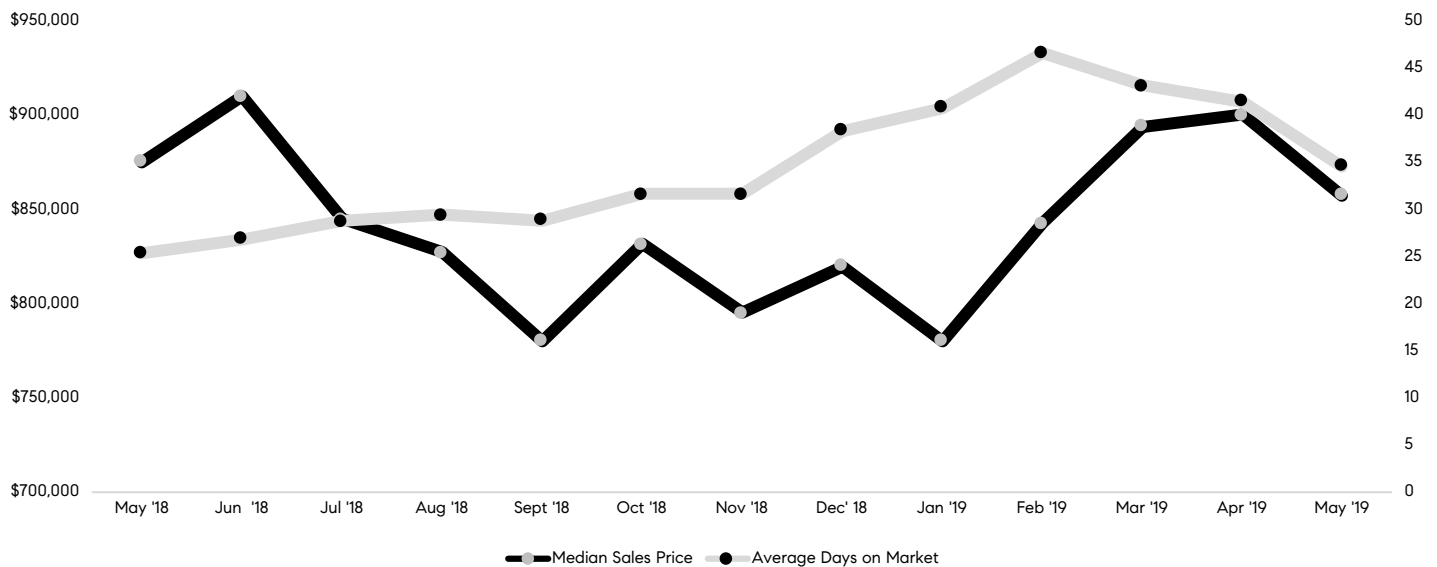
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Southbay West > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$857,500	\$875,000	Down 2.0%
Average Days on Market	35	25	9 Days slower
Number of Homes for Sale	1633	1469	Up 11.2%
Percent Under Contract	31.7%	33.9%	Down 2.2 Percentage Points
Average Sold Price/Original Price	97.0%	98.9%	Down 1.9%
Average Price per Square Foot	\$632	\$632	No change

Median Sales Price and Days on Market Comparison



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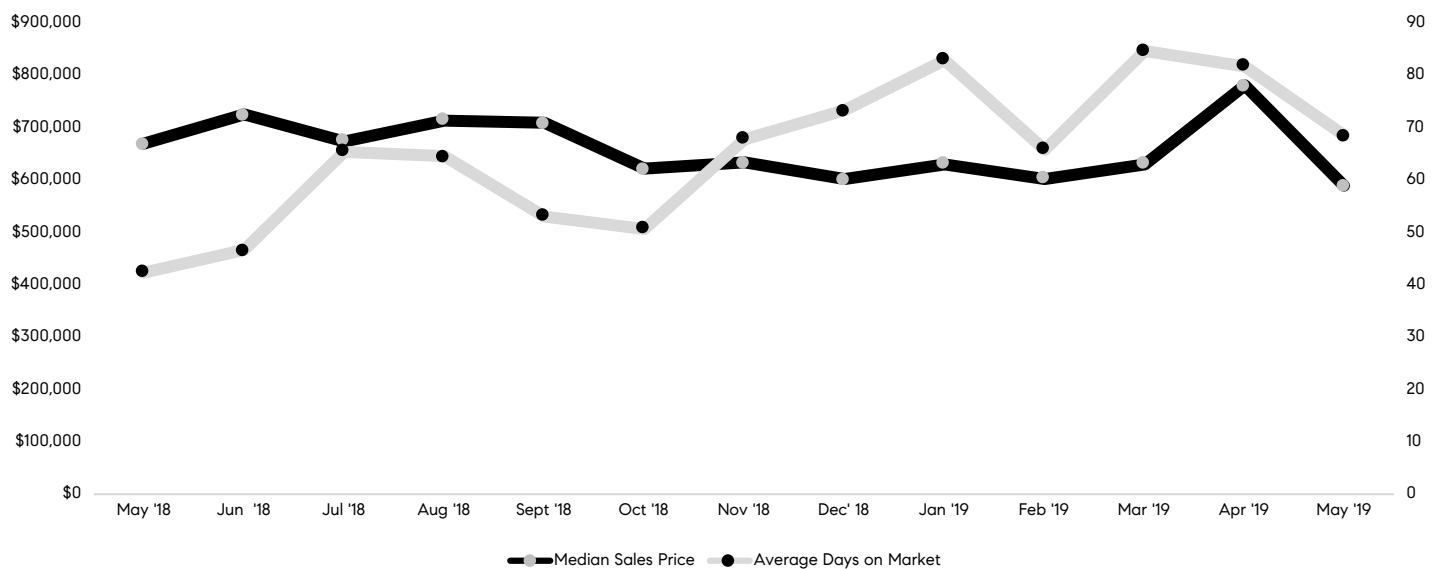
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Downtown LA Surrounding > Single Family Residences

Year-to-Year Analysis of the Market

	MAY-'19	MAY-'18	% CHANGE
Median Sales Price	\$437,500	\$427,500	Up 2.3%
Average Days on Market	55	33	22 Days slower
Number of Homes for Sale	75	97	Down 22.7%
Percent Under Contract	20.0%	17.5%	Up 2.5 Percentage Points
Average Sold Price/Original Price	94.7%	109.2%	Down 14.5%
Average Price per Square Foot	\$391	\$386	Up 1.1%

Median Sales Price and Days on Market Comparison



Source: Terradatum, June 6, 2019

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