# MICRO MARKET REPORT

LUXURY REAL ESTATE MARKET RESEARCH

January 2020 / Los Angeles, Orange, Santa Barbara, Monterey, Riverside, San Diego



#### **READING THE REPORT**

"Each Micro Market area contains an analysis of current conditions and past trends. In order to take the most away from this report, it is important to understand how to read each micro market.

The Data presents statistical information about past and current conditions, comparing the previous year's month to the current month. Each statistic is compiled from sales data during the month of the respective year. It is then analyzed by Percent Change, which is calculated by taking Current Value minus Past Value and then divided by Past Value.

The Numbers is a compilation of important take-away statistics for each area to gain a quick understanding of market conditions. Median Sales Price and Days on market are 12 month averages for the period ending in the current month. The values for Properties for Sale and Shadow Inventory are presented in both text and graphical form to show the relationship of Shadow to Active Inventory.

The Yearly Trend presents the Median Sales Prices for each month during the past year in graphical format to easily visualize the changes and help identify any trends in sales for that micro market.

#### 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:

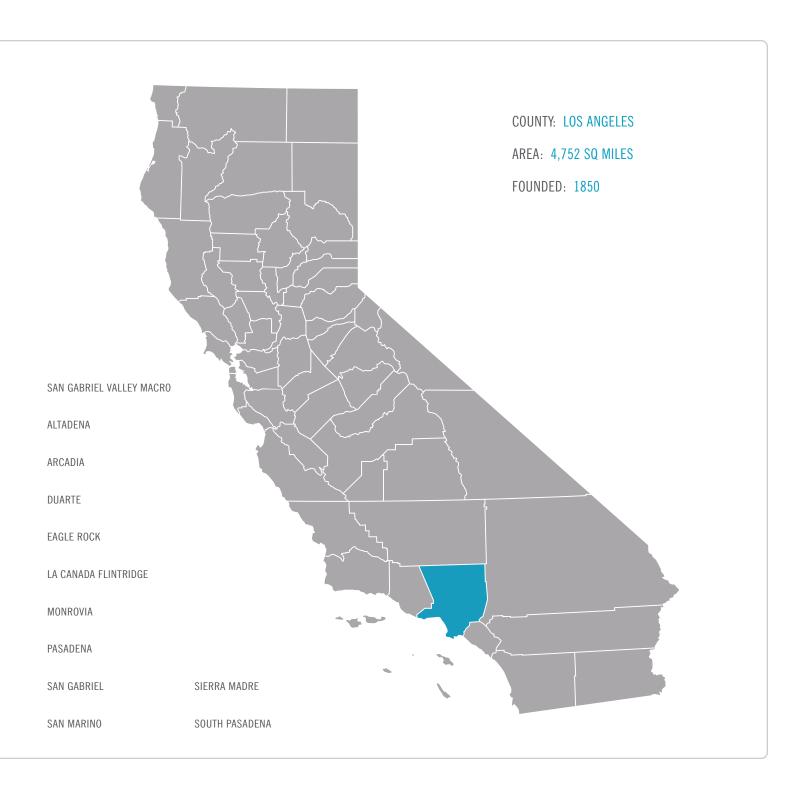
The ratio of properties for sale to properties pending sale.

#### **AVERAGE MEDIAN PRICE FOR LAST 12:**

The Average Median Price for the Last 12 Months is sales data from 12 months ending in the identified month.

# **LOS ANGELES COUNTY**

LOS ANGELES COUNTY MACRO	MALIBU	SOUTH BAY MACRO	AGOURA HILLS
BEL AIR - HOLMBY HILLS	MALIBU BEACH	EL SEGUNDO	BURBANK
BEVERLY CENTER - MIRACLE MILE	MARINA DEL REY	HERMOSA BEACH	CALABASAS
BEVERLY HILLS	MID LOS ANGELES	MANHATTAN BEACH	ENCINO
BEVERLY HILLS P.O.	MID WILSHIRE	PALOS VERDES ESTATES	GLENDALE
BEVERLYW00D	PACIFIC PALISADES	RANCHO PALOS VERDES	LA CRESCENTA
BRENTWOOD	PALMS - MAR VISTA	REDONDO BEACH - NORTH	NORTH HOLLYWOOD
CHEVIOT HILLS - RANCHO PARK	PARK HILLS ESTATES	REDONDO BEACH - SOUTH	SHADOW HILLS
CULVER CITY	PLAYA DEL REY	ROLLING HILLS	SHERMAN OAKS
DOWNTOWN LOS ANGELES	PLAYA VISTA	ROLLING HILLS ESTATES	STUDIO CITY
HANCOCK PARK - WILSHIRE	SANTA MONICA	SAN PEDRO	SUN VALLEY
HOLLYWOOD	SUNSET STRIP - HOLLYWOOD HILLS WEST	TORRANCE - COUNTY STRIP	SUNLAND - TUJUNGA
HOLLYWOOD HILLS EAST	VENICE	TORRANCE - NORTH	TARZANA
INGLEWOOD	WEST HOLLYWOOD	TORRANCE - SOUTH	TOLUCA LAKE
LADERA HEIGHTS	WEST LOS ANGELES	TORRANCE - SOUTHEAST	VALLEY VILLAGE
LAUREL CANYON	WESTCHESTER	TORRANCE - WEST	WESTLAKE VILLAGE
LOS FELIZ	WESTWOOD - CENTURY CITY	SAN FERNANDO MACRO	WOODLAND HILLS

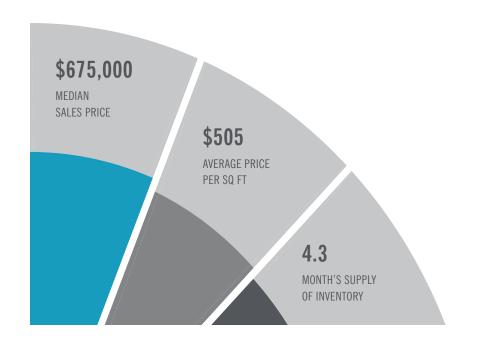


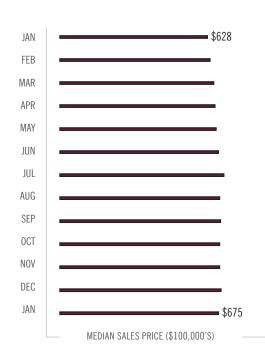
## **LOS ANGELES COUNTY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$628,000	\$698,000	\$680,000	\$675,000	7.5%
Average Price per Square Foot	\$476	\$516	\$512	\$505	6.1%
Properties Sold	2533	4582	4273	3000	18.4%
Properties Pending Sale	2960	4530	4206	3667	23.9%
Properties For Sale	18,365	20,731	18,682	13,025	-29.1%
Days on Market (Pending Sale)	58	44	46	47	-18.6%
Month's Supply of Inventory	7.3	4.5	4.4	4.3	-40.1%
Percent Under Contract	16.1%	21.9%	22.5%	28.2%	74.7%
Average Median Price for Last 12 Months	\$654,984	\$680,783	\$680,250	\$669,592	2.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles County Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



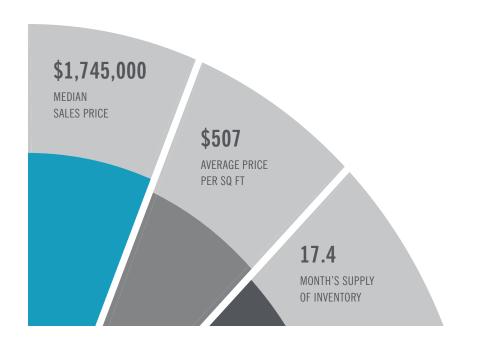


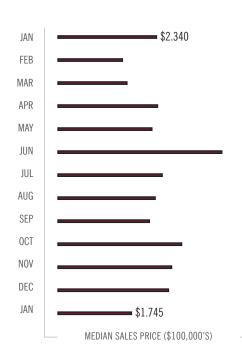
# **BEL-AIR HOLMBY HILLS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$2,340,000	\$2,475,000	\$2,937,500	\$1,745,000	-25.4%
Average Price per Square Foot	\$792	\$1,864	\$1,525	\$507	-36.0%
Properties Sold	9	13	22	9	0.0%
Properties Pending Sale	8	17	17	9	12.5%
Properties For Sale	160	208	189	157	-1.9%
Days on Market (Pending Sale)	52	78	93	97	89.0%
Month's Supply of Inventory	17.8	16	8.6	17.4	-1.9%
Percent Under Contract	5.0%	8.2%	9.0%	5.7%	14.6%
Average Median Price for Last 12 Months	\$2,759,250	\$2,414,292	\$2,356,333	\$2,381,071	-15.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Bel-Air Holmby Hills Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



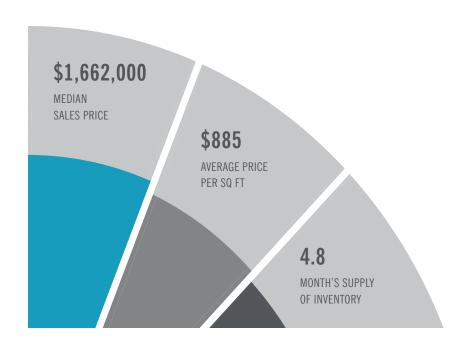


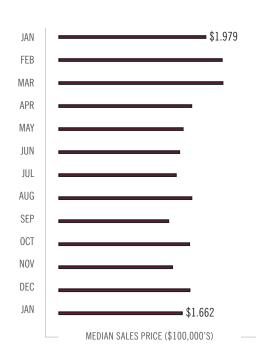
## **BEVERLY CENTER - MIRACLE MILE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,979,440	\$1,580,000	\$1,760,000	\$1,662,000	-16.0%
Average Price per Square Foot	\$878	\$819	\$846	\$885	0.8%
Properties Sold	11	19	14	18	63.6%
Properties Pending Sale	12	18	12	14	16.7%
Properties For Sale	93	104	104	87	-6.5%
Days on Market (Pending Sale)	46	52	33	64	40.0%
Month's Supply of Inventory	8.5	5.5	7.4	4.8	-42.8%
Percent Under Contract	12.9%	17.3%	11.5%	16.1%	24.7%
Average Median Price for Last 12 Months	\$1,811,131	\$1,664,083	\$1,652,333	\$1,772,361	-2.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Beverly Center - Miracle Mile Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



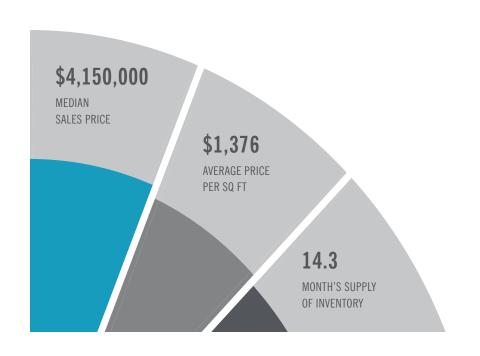


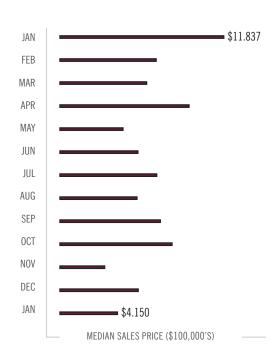
## **BEVERLY HILLS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$11,837,500	\$6,987,500	\$8,095,000	\$4,150,000	-64.9%
Average Price per Square Foot	\$1,625	\$1,594	\$1,908	\$1,376	-15.3%
Properties Sold	6	16	9	10	66.7%
Properties Pending Sale	3	15	10	16	433.3%
Properties For Sale	152	176	184	143	-5.9%
Days on Market (Pending Sale)	36	128	65	95	166.7%
Month's Supply of Inventory	25.3	11	20.4	14.3	-43.6%
Percent Under Contract	2.0%	8.5%	5.4%	11.2%	466.9%
Average Median Price for Last 12 Months	\$5,869,677	\$5,655,000	\$4,341,667	\$6,574,272	10.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Beverly Hills Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



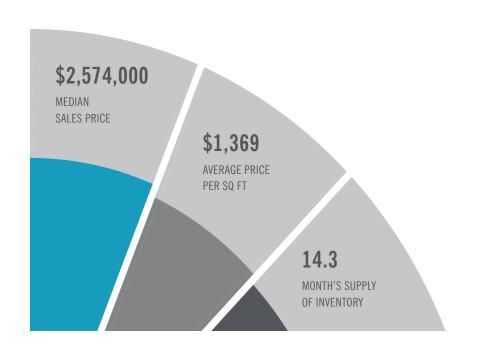


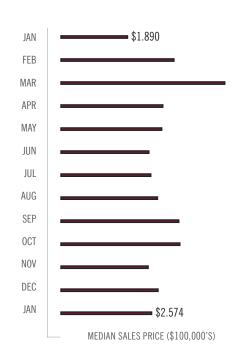
#### **BEVERLY HILLS- POST OFFICE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,890,000	\$2,550,000	\$3,375,050	\$2,574,000	36.2%
Average Price per Square Foot	\$872	\$806	\$967	\$1,369	57.0%
Properties Sold	7	12	12	12	71.4%
Properties Pending Sale	8	9	14	17	112.5%
Properties For Sale	170	174	198	172	1.2%
Days on Market (Pending Sale)	99	71	80	90	-9.2%
Month's Supply of Inventory	24.3	14.5	16.5	14.3	-41.0%
Percent Under Contract	4.7%	5.2%	7.1%	9.9%	110.0%
Average Median Price for Last 12 Months	\$2,765,533	\$2,877,575	\$2,601,801	\$2,908,496	4.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Beverly Hills- Post Office Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



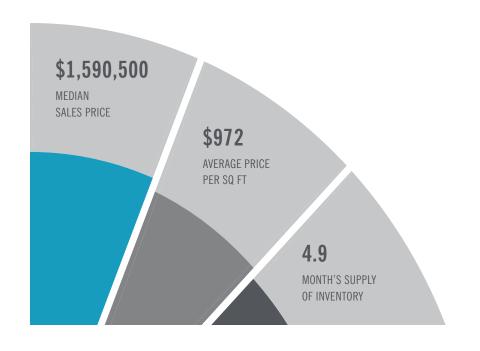


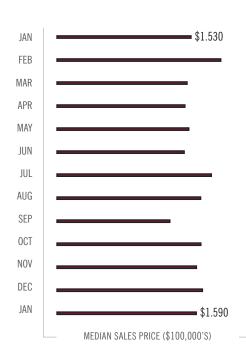
## **BEVERLYWOOD**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,530,000	\$1,762,000	\$1,642,500	\$1,590,500	4.0%
Average Price per Square Foot	\$888	\$837	\$794	\$972	9.5%
Properties Sold	4	13	14	8	100.0%
Properties Pending Sale	7	18	13	10	42.9%
Properties For Sale	61	76	63	39	-36.1%
Days on Market (Pending Sale)	79	48	52	38	-52.1%
Month's Supply of Inventory	15.2	5.8	4.5	4.9	-68.0%
Percent Under Contract	11.5%	23.7%	20.6%	25.6%	123.4%
Average Median Price for Last 12 Months	\$1,567,901	\$1,569,167	\$1,614,667	\$1,575,331	0.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Beverlywood Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



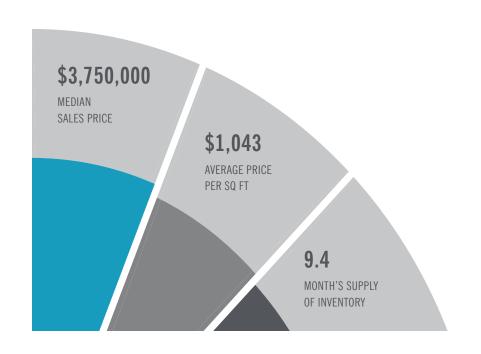


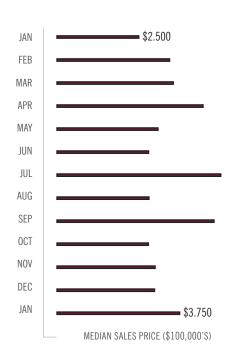
## **BRENTWOOD**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$2,500,000	\$5,007,000	\$2,795,000	\$3,750,000	50.0%
Average Price per Square Foot	\$1,071	\$1,295	\$1,165	\$1,043	-2.6%
Properties Sold	14	25	17	17	21.4%
Properties Pending Sale	16	21	19	14	-12.5%
Properties For Sale	169	209	198	160	-5.3%
Days on Market (Pending Sale)	73	102	71	79	8.7%
Month's Supply of Inventory	12.1	8.4	11.6	9.4	-22.0%
Percent Under Contract	9.5%	10.0%	9.6%	8.8%	-7.6%
Average Median Price for Last 12 Months	\$3,171,867	\$3,356,250	\$3,244,000	\$3,461,154	8.4%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Brentwood Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



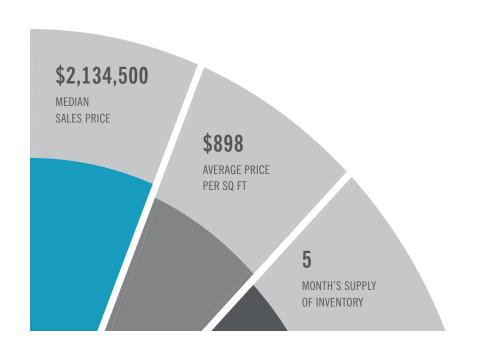


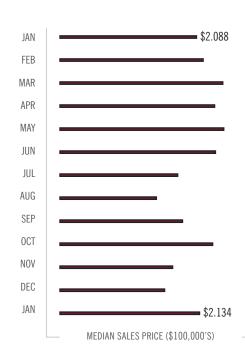
## **CHEVIOT HILLS - RANCHO PARK**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$2,088,000	\$1,800,000	\$2,335,000	\$2,134,500	2.2%
Average Price per Square Foot	\$998	\$792	\$871	\$898	-10.0%
Properties Sold	5	6	7	4	-20.0%
Properties Pending Sale	4	5	6	6	50.0%
Properties For Sale	32	29	25	20	-37.5%
Days on Market (Pending Sale)	72	40	48	76	5.2%
Month's Supply of Inventory	6.4	4.8	3.6	5	-21.9%
Percent Under Contract	12.5%	17.2%	24.0%	30.0%	140.0%
Average Median Price for Last 12 Months	\$2,520,604	\$1,856,733	\$1,819,000	\$2,073,522	-21.6%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Cheviot Hills - Rancho Park Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



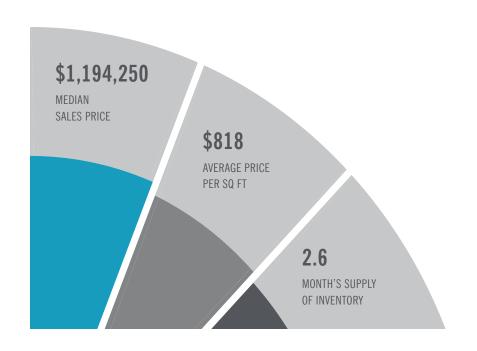


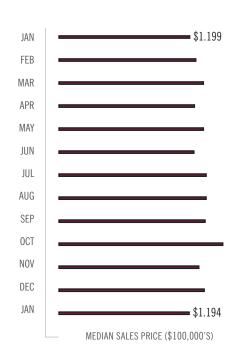
## **CULVER CITY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,199,000	\$1,350,000	\$1,502,500	\$1,194,250	-0.4%
Average Price per Square Foot	\$923	\$841	\$751	\$818	-11.4%
Properties Sold	12	34	20	18	50.0%
Properties Pending Sale	17	19	14	13	-23.5%
Properties For Sale	74	91	72	46	-37.8%
Days on Market (Pending Sale)	27	33	45	27	-0.4%
Month's Supply of Inventory	6.2	2.7	3.6	2.6	-58.6%
Percent Under Contract	23.0%	20.9%	19.4%	28.3%	23.0%
Average Median Price for Last 12 Months	\$1,300,405	\$1,333,667	\$1,269,833	\$1,302,769	0.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Culver City Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



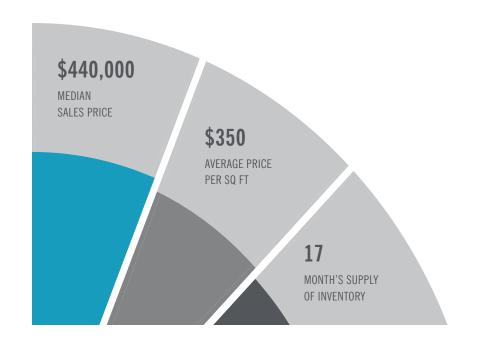


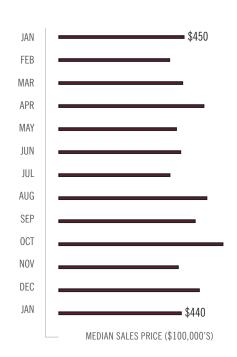
## **DOWNTOWN**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$450,000	\$399,000	\$590,000	\$440,000	-2.2%
Average Price per Square Foot	\$281	\$291	\$519	\$350	24.6%
Properties Sold	5	9	7	3	-40.0%
Properties Pending Sale	8	7	7	16	100.0%
Properties For Sale	68	54	54	51	-25.0%
Days on Market (Pending Sale)	18	25	59	59	239.6%
Month's Supply of Inventory	13.6	6	7.7	17	25.0%
Percent Under Contract	11.8%	13.0%	13.0%	31.4%	166.7%
Average Median Price for Last 12 Months	\$406,729	\$497,708	\$458,083	\$466,150	12.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Downtown Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



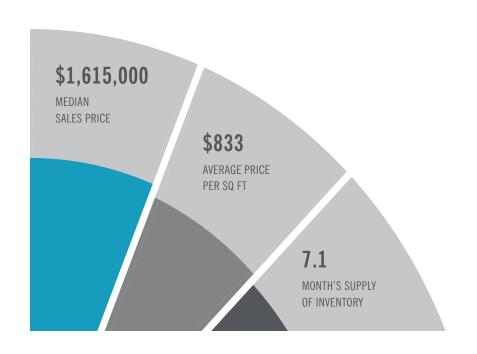


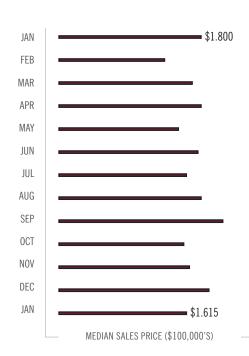
#### **HANCOCK PARK - WILSHIRE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,800,000	\$1,614,000	\$1,580,000	\$1,615,000	-10.3%
Average Price per Square Foot	\$765	\$748	\$764	\$833	8.9%
Properties Sold	11	29	13	14	27.3%
Properties Pending Sale	18	19	27	15	-16.7%
Properties For Sale	155	165	137	99	-36.1%
Days on Market (Pending Sale)	68	69	59	63	-7.8%
Month's Supply of Inventory	14.1	5.7	10.5	7.1	-49.8%
Percent Under Contract	11.6%	11.5%	19.7%	15.2%	30.5%
Average Median Price for Last 12 Months	\$1,717,175	\$1,770,125	\$1,721,917	\$1,702,460	-0.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Hancock Park - Wilshire Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



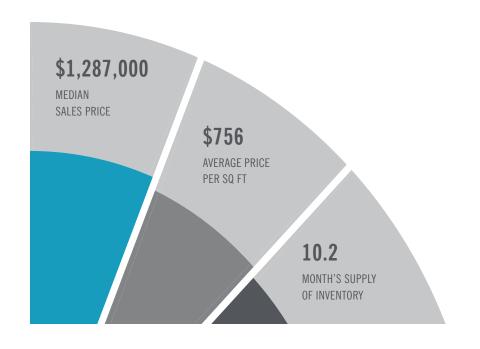


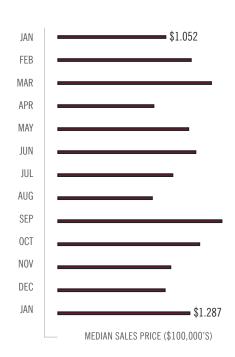
## **HOLLYWOOD**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,052,000	\$1,120,000	\$1,382,500	\$1,287,000	22.3%
Average Price per Square Foot	\$725	\$618	\$678	\$756	4.3%
Properties Sold	4	9	10	6	50.0%
Properties Pending Sale	6	10	18	7	16.7%
Properties For Sale	60	81	85	61	1.7%
Days on Market (Pending Sale)	69	52	52	31	-54.7%
Month's Supply of Inventory	15	9	8.5	10.2	-32.2%
Percent Under Contract	10.0%	12.3%	21.2%	11.5%	14.8%
Average Median Price for Last 12 Months	\$1,097,104	\$1,222,417	\$1,144,000	\$1,219,923	10.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Hollywood Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



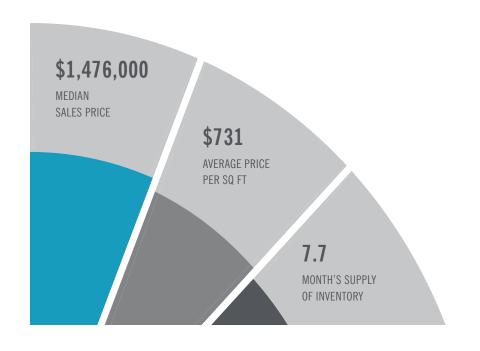


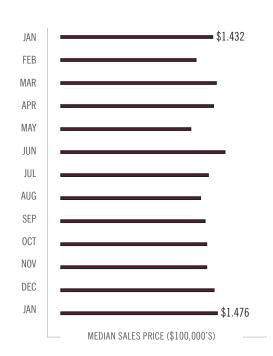
## **HOLLYWOOD HILLS EAST**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,432,000	\$1,391,000	\$1,375,000	\$1,476,000	3.1%
Average Price per Square Foot	\$630	\$669	\$684	\$731	16.0%
Properties Sold	8	13	11	9	12.5%
Properties Pending Sale	15	4	4	13	-13.3%
Properties For Sale	69	82	89	69	0.0%
Days on Market (Pending Sale)	49	43	21	77	58.2%
Month's Supply of Inventory	8.6	6.3	8.1	7.7	-11.1%
Percent Under Contract	21.7%	4.9%	4.5%	18.8%	-13.3%
Average Median Price for Last 12 Months	\$1,480,760	\$1,391,333	\$1,432,000	\$1,394,163	-6.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Hollywood Hills East Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



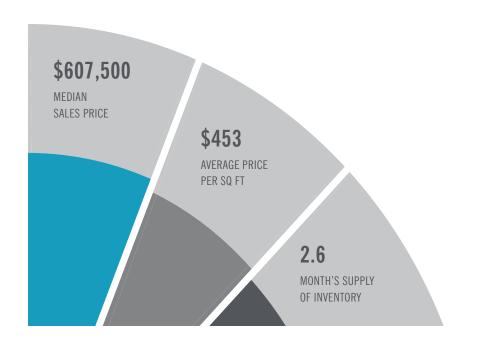


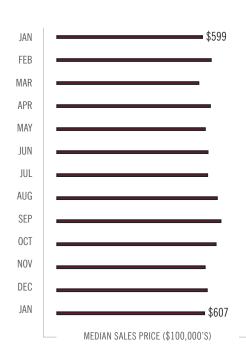
## **INGLEWOOD**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$599,000	\$620,000	\$655,000	\$607,500	1.4%
Average Price per Square Foot	\$413	\$453	\$474	\$453	9.7%
Properties Sold	17	22	17	22	29.4%
Properties Pending Sale	18	23	18	17	-5.6%
Properties For Sale	89	75	71	57	-36.0%
Days on Market (Pending Sale)	51	30	40	20	-61.2%
Month's Supply of Inventory	4.9	3.3	3.9	2.6	-47.6%
Percent Under Contract	20.2%	30.7%	25.4%	29.8%	47.5%
Average Median Price for Last 12 Months	\$589,042	\$637,667	\$612,000	\$625,200	5.8%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Inglewood Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



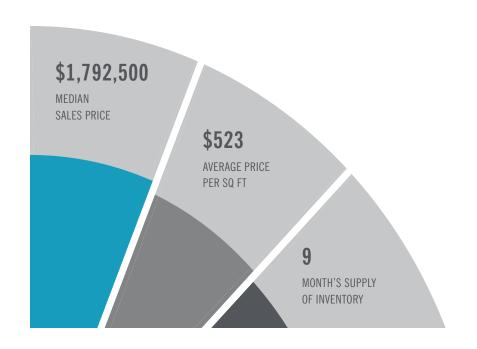


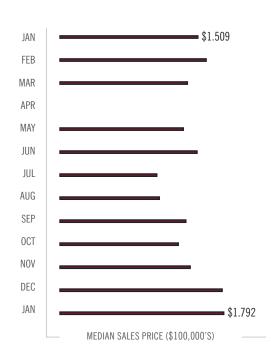
#### **LADERA HEIGHTS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,509,000	\$1,059,500	\$1,295,000	\$1,792,500	18.8%
Average Price per Square Foot	\$443	\$530	\$419	\$523	18.1%
Properties Sold	2	6	3	2	0.0%
Properties Pending Sale	2	7	5	3	50.0%
Properties For Sale	15	23	18	18	20.0%
Days on Market (Pending Sale)	24	87	95	89	278.7%
Month's Supply of Inventory	7.5	3.3	3.6	9	20.0%
Percent Under Contract	13.3%	30.4%	27.8%	16.7%	25.0%
Average Median Price for Last 12 Months	\$1,234,213	\$1,458,750	\$1,664,167	\$1,430,452	13.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Ladera Heights Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



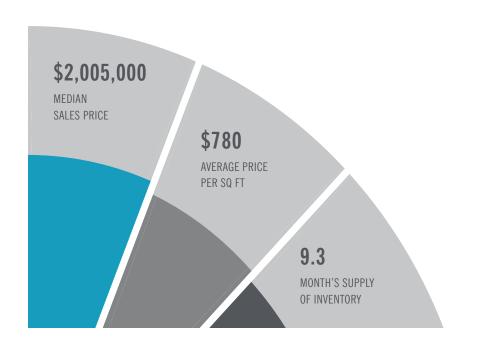


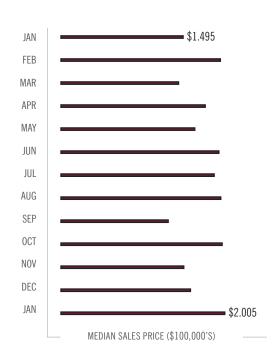
## **LAUREL CANYON**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,495,000	\$1,875,000	\$1,972,500	\$2,005,000	34.1%
Average Price per Square Foot	\$790	\$792	\$867	\$780	-1.3%
Properties Sold	15	26	26	19	26.7%
Properties Pending Sale	15	28	30	18	20.0%
Properties For Sale	195	249	262	168	-13.8%
Days on Market (Pending Sale)	62	67	66	80	29.1%
Month's Supply of Inventory	13	8.9	8.7	9.3	-28.2%
Percent Under Contract	7.7%	11.2%	11.5%	10.7%	39.3%
Average Median Price for Last 12 Months	\$1,759,892	\$1,722,340	\$1,697,667	\$1,725,426	-2.0%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Laurel Canyon Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



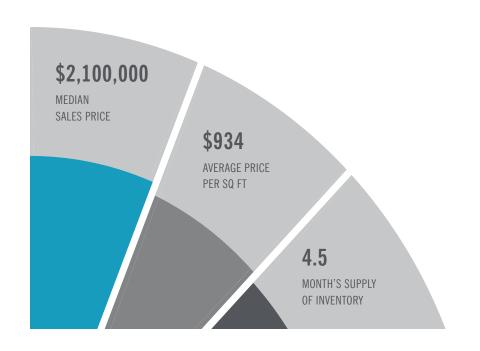


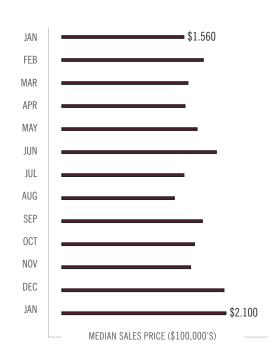
#### **LOS FELIZ**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,560,000	\$1,561,500	\$1,697,000	\$2,100,000	34.6%
Average Price per Square Foot	\$745	\$775	\$942	\$934	25.4%
Properties Sold	9	14	13	15	66.7%
Properties Pending Sale	14	16	22	14	0.0%
Properties For Sale	91	107	99	68	-25.3%
Days on Market (Pending Sale)	75	53	56	43	-42.7%
Month's Supply of Inventory	6.5	6.7	4.5	4.5	-30.3%
Percent Under Contract	15.4%	15.0%	22.2%	20.6%	33.8%
Average Median Price for Last 12 Months	\$1,760,771	\$1,792,542	\$1,940,667	\$1,737,058	-1.4%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Feliz Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



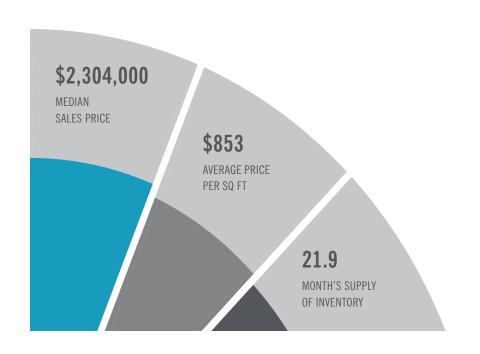


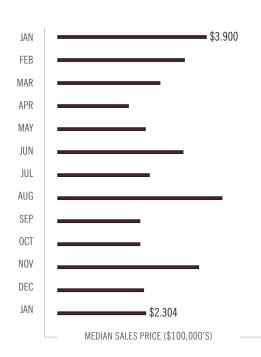
## **MALIBU**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$3,900,000	\$2,400,000	\$2,150,000	\$2,304,000	-40.9%
Average Price per Square Foot	\$823	\$876	\$888	\$853	3.6%
Properties Sold	3	11	11	8	166.7%
Properties Pending Sale	3	11	7	12	300.0%
Properties For Sale	200	213	207	175	-12.5%
Days on Market (Pending Sale)	65	115	121	123	88.7%
Month's Supply of Inventory	66.7	19.4	18.8	21.9	-67.2%
Percent Under Contract	1.5%	5.2%	3.4%	6.9%	357.1%
Average Median Price for Last 12 Months	\$3,010,000	\$2,811,397	\$2,751,333	\$2,815,798	-6.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Malibu Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



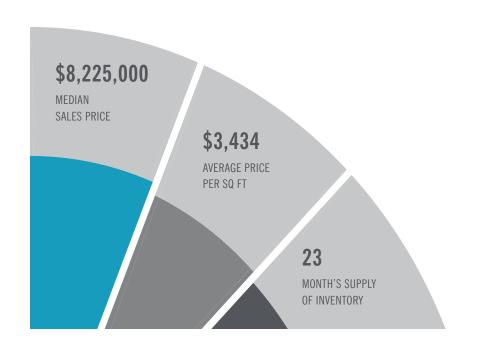


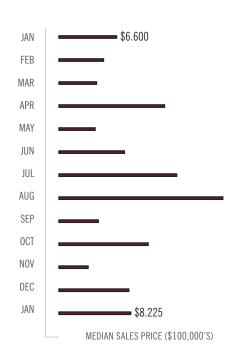
## **MALIBU BEACH**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$6,600,000	\$13,490,000	\$10,222,500	\$8,225,000	24.6%
Average Price per Square Foot	\$2,259	\$2,827	\$3,238	\$3,434	52.0%
Properties Sold	3	2	4	3	0.0%
Properties Pending Sale	2	2	4	7	250.0%
Properties For Sale	77	89	81	69	-10.4%
Days on Market (Pending Sale)	223	22	68	107	-52.0%
Month's Supply of Inventory	25.7	44.5	20.2	23	-10.4%
Percent Under Contract	2.6%	2.2%	4.9%	10.1%	290.6%
Average Median Price for Last 12 Months	\$6,436,875	\$8,843,958	\$6,520,000	\$8,176,250	21.3%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Malibu Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



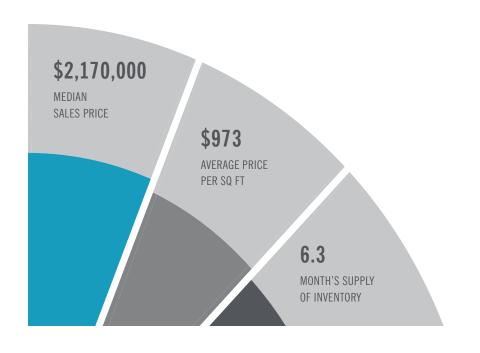


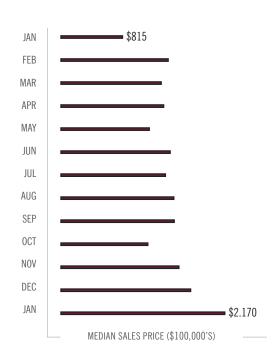
#### **MARINA DEL REY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$815,000	\$1,383,500	\$1,150,000	\$2,170,000	166.3%
Average Price per Square Foot	\$951	\$861	\$1,054	\$973	2.3%
Properties Sold	2	6	3	7	250.0%
Properties Pending Sale	3	13	10	6	100.0%
Properties For Sale	46	53	64	44	-4.3%
Days on Market (Pending Sale)	91	64	60	39	-56.6%
Month's Supply of Inventory	23	8.8	21.3	6.3	-72.7%
Percent Under Contract	6.5%	24.5%	15.6%	13.6%	109.1%
Average Median Price for Last 12 Months	\$1,434,538	\$1,599,083	\$1,816,500	\$1,424,304	-0.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Marina Del Rey Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



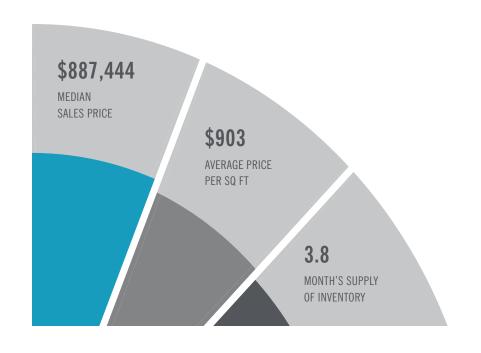


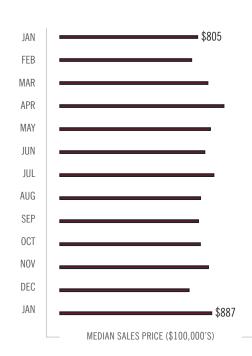
#### **MID LOS ANGELES**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$805,000	\$900,000	\$821,000	\$887,444	10.2%
Average Price per Square Foot	\$500	\$519	\$558	\$903	80.6%
Properties Sold	19	39	36	28	47.4%
Properties Pending Sale	21	36	32	35	66.7%
Properties For Sale	153	166	150	106	-30.7%
Days on Market (Pending Sale)	51	46	37	49	-3.1%
Month's Supply of Inventory	8.1	4.3	4.2	3.8	-53.0%
Percent Under Contract	13.7%	21.7%	21.3%	33.0%	140.6%
Average Median Price for Last 12 Months	\$815,586	\$827,324	\$836,981	\$845,380	3.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Mid Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



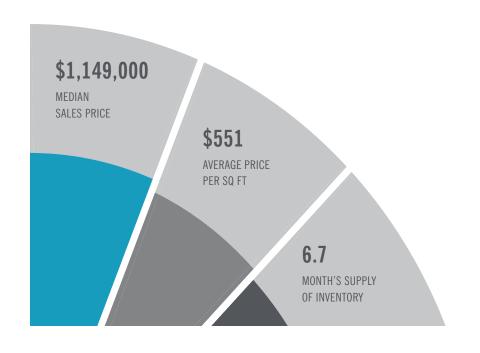


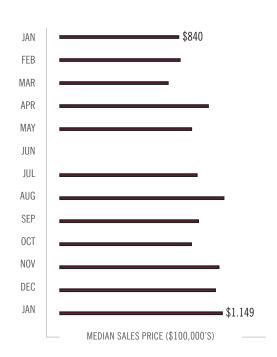
#### **MID WILSHIRE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$840,000	\$970,000	\$930,000	\$1,149,000	36.8%
Average Price per Square Foot	\$319	\$572	\$524	\$551	72.7%
Properties Sold	2	6	6	3	50.0%
Properties Pending Sale	4	1	0	1	-75.0%
Properties For Sale	46	47	33	20	-56.5%
Days on Market (Pending Sale)	58	19	0	230	300.0%
Month's Supply of Inventory	23	7.8	5.5	6.7	-71.0%
Percent Under Contract	8.7%	2.1%	0.0%	5.0%	-42.5%
Average Median Price for Last 12 Months	\$1,022,150	\$1,074,000	\$1,124,667	\$987,500	-3.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Mid Wilshire Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



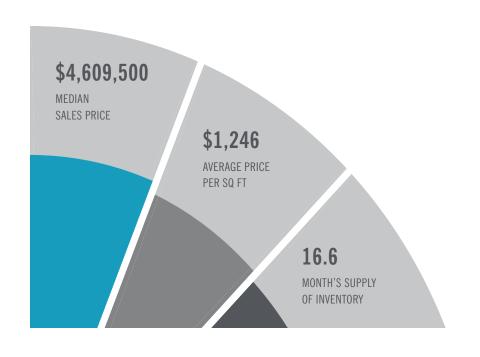


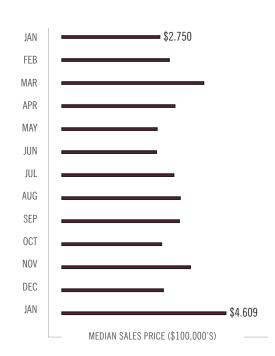
#### **PACIFIC PALISADES**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$2,750,000	\$3,145,000	\$2,800,000	\$4,609,500	67.6%
Average Price per Square Foot	\$1,374	\$1,184	\$942	\$1,246	-9.3%
Properties Sold	4	31	25	8	100.0%
Properties Pending Sale	10	22	19	10	0.0%
Properties For Sale	138	174	168	133	-3.6%
Days on Market (Pending Sale)	84	53	58	61	-28.2%
Month's Supply of Inventory	34.5	5.6	6.7	16.6	-51.8%
Percent Under Contract	7.2%	12.6%	11.3%	7.5%	3.8%
Average Median Price for Last 12 Months	\$3,327,586	\$3,415,998	\$3,690,500	\$3,223,153	-3.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Pacific Palisades Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



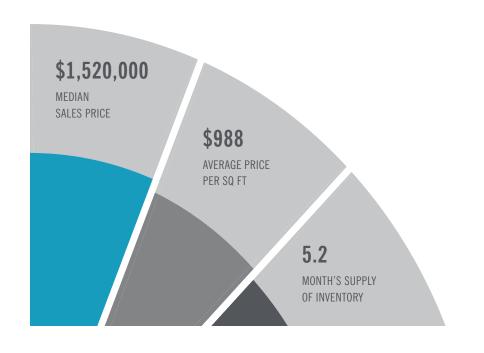


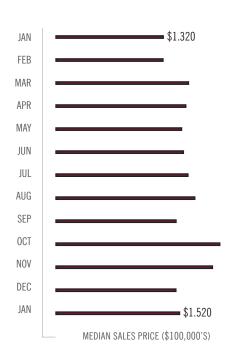
## **PALMS - MAR VISTA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,320,000	\$1,623,525	\$2,015,000	\$1,520,000	15.2%
Average Price per Square Foot	\$848	\$906	\$853	\$988	16.5%
Properties Sold	21	28	27	12	-42.9%
Properties Pending Sale	24	33	26	19	-20.8%
Properties For Sale	115	111	100	63	-45.2%
Days on Market (Pending Sale)	39	31	47	38	-2.4%
Month's Supply of Inventory	5.5	4	3.7	5.2	-4.1%
Percent Under Contract	20.9%	29.7%	26.0%	30.2%	44.5%
Average Median Price for Last 12 Months	\$1,531,818	\$1,686,543	\$1,640,000	\$1,593,754	3.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Palms - Mar Vista Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



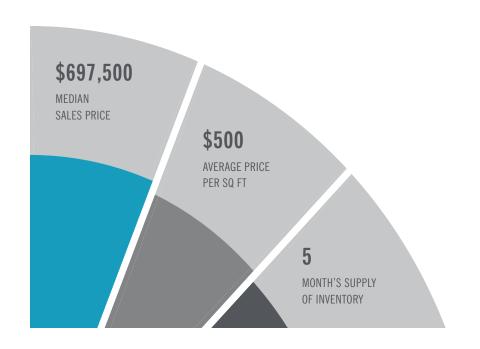


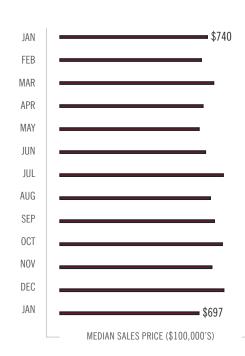
# **PARK HILLS HEIGHTS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$740,000	\$820,000	\$815,000	\$697,500	-5.7%
Average Price per Square Foot	\$490	\$469	\$483	\$500	2.0%
Properties Sold	22	39	33	26	18.2%
Properties Pending Sale	36	30	42	59	63.9%
Properties For Sale	166	144	157	130	-21.7%
Days on Market (Pending Sale)	55	48	48	39	-29.2%
Month's Supply of Inventory	7.5	3.7	4.8	5	-33.7%
Percent Under Contract	21.7%	20.8%	26.8%	45.4%	109.3%
Average Median Price for Last 12 Months	\$716,246	\$771,250	\$760,833	\$755,085	5.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Park Hills Heights Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



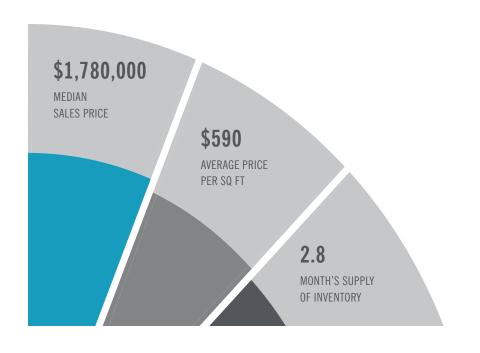


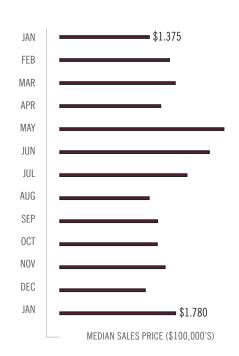
## **PLAYA DEL REY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,375,000	\$1,954,000	\$1,497,500	\$1,780,000	29.5%
Average Price per Square Foot	\$611	\$638	\$727	\$590	-3.4%
Properties Sold	5	4	6	5	0.0%
Properties Pending Sale	6	4	10	3	-50.0%
Properties For Sale	29	37	28	14	-51.7%
Days on Market (Pending Sale)	79	23	42	100	26.7%
Month's Supply of Inventory	5.8	9.2	4.7	2.8	-51.7%
Percent Under Contract	20.7%	10.8%	35.7%	21.4%	3.6%
Average Median Price for Last 12 Months	\$1,685,945	\$1,513,833	\$1,570,167	\$1,711,237	1.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Playa Del Rey Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



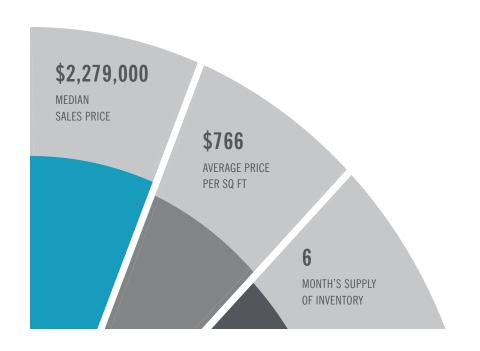


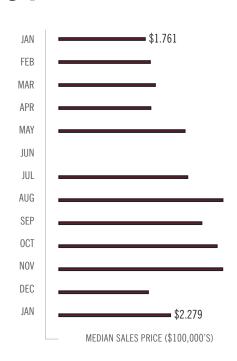
#### **PLAYA VISTA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,761,000	\$2,630,000	\$3,231,252	\$2,279,000	29.4%
Average Price per Square Foot	\$601	\$871	\$896	\$766	27.5%
Properties Sold	1	2	3	3	200.0%
Properties Pending Sale	5	3	2	3	-40.0%
Properties For Sale	15	24	27	18	20.0%
Days on Market (Pending Sale)	44	38	43	56	26.5%
Month's Supply of Inventory	15	12	9	6	-60.0%
Percent Under Contract	33.3%	12.5%	7.4%	16.7%	-50.0%
Average Median Price for Last 12 Months	\$2,416,568	\$2,824,659	\$2,483,012	\$2,468,455	2.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Playa Vista Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



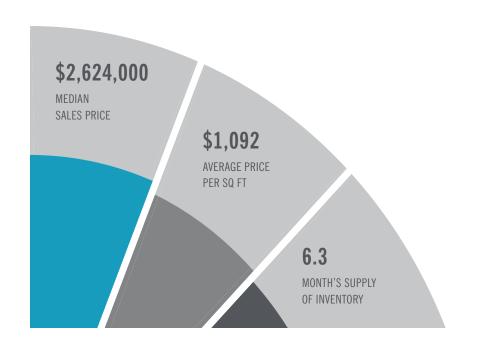


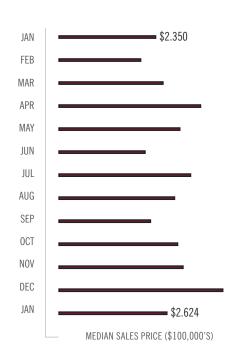
## **SANTA MONICA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$2,350,000	\$3,200,000	\$2,885,000	\$2,624,000	11.7%
Average Price per Square Foot	\$1,063	\$1,141	\$1,150	\$1,092	2.7%
Properties Sold	5	19	25	17	240.0%
Properties Pending Sale	11	21	27	19	72.7%
Properties For Sale	101	159	148	107	5.9%
Days on Market (Pending Sale)	99	37	69	63	-36.3%
Month's Supply of Inventory	20.2	8.4	5.9	6.3	-68.8%
Percent Under Contract	10.9%	13.2%	18.2%	17.8%	63.0%
Average Median Price for Last 12 Months	\$2,886,167	\$2,923,751	\$3,207,501	\$2,775,409	-4.0%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Santa Monica Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



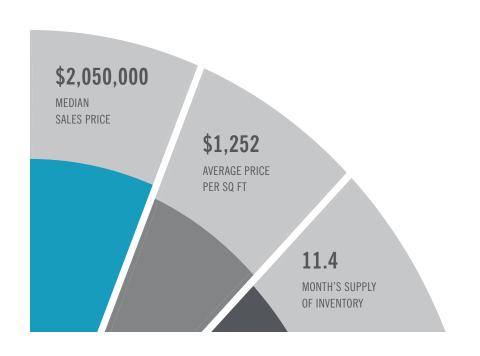


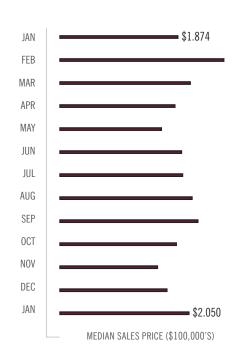
## **SUNSET STRIP - HOLLYWOOD HILLS WEST**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,874,150	\$1,949,500	\$1,850,000	\$2,050,000	9.4%
Average Price per Square Foot	\$935	\$832	\$860	\$1,252	33.9%
Properties Sold	26	34	47	31	19.2%
Properties Pending Sale	24	42	42	32	33.3%
Properties For Sale	395	465	475	352	-10.9%
Days on Market (Pending Sale)	78	71	62	83	5.8%
Month's Supply of Inventory	15.2	13.7	10.1	11.4	-25.3%
Percent Under Contract	6.1%	9.0%	8.8%	9.1%	49.6%
Average Median Price for Last 12 Months	\$1,910,670	\$1,907,083	\$1,766,667	\$1,947,238	1.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Sunset Strip - Hollywood Hills West Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



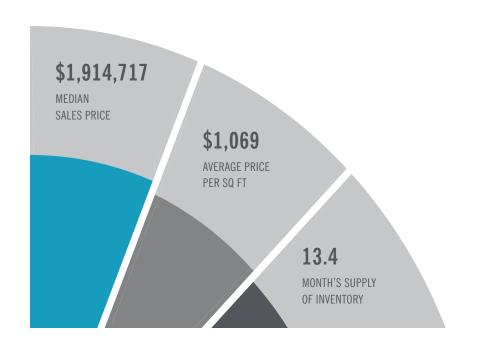


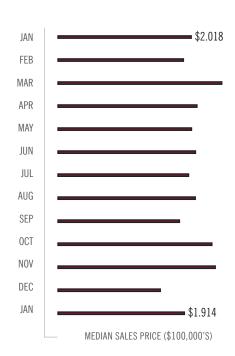
## **VENICE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$2,018,250	\$1,978,000	\$2,331,500	\$1,914,717	-5.1%
Average Price per Square Foot	\$1,267	\$1,080	\$1,108	\$1,069	-15.6%
Properties Sold	11	13	18	9	-18.2%
Properties Pending Sale	14	22	14	18	28.6%
Properties For Sale	104	155	172	121	16.3%
Days on Market (Pending Sale)	77	58	39	78	0.9%
Month's Supply of Inventory	9.5	11.9	9.6	13.4	42.2%
Percent Under Contract	13.5%	14.2%	8.1%	14.9%	10.5%
Average Median Price for Last 12 Months	\$2,138,479	\$2,016,465	\$1,949,096	\$2,052,772	-4.0%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Venice Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



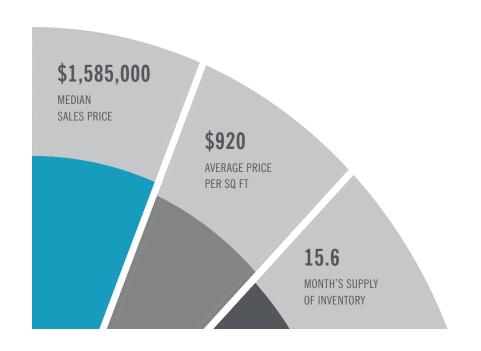


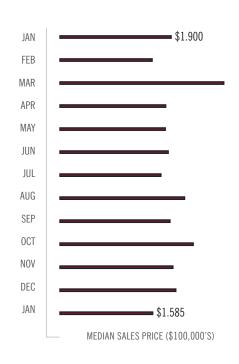
## **WEST HOLLYWOOD**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,900,000	\$1,725,000	\$2,277,777	\$1,585,000	-16.6%
Average Price per Square Foot	\$976	\$998	\$842	\$920	-5.7%
Properties Sold	5	7	11	5	0.0%
Properties Pending Sale	7	10	11	7	0.0%
Properties For Sale	86	104	104	78	-9.3%
Days on Market (Pending Sale)	40	42	56	59	48.2%
Month's Supply of Inventory	17.2	14.9	9.5	15.6	-9.3%
Percent Under Contract	8.1%	9.6%	10.6%	9.0%	10.3%
Average Median Price for Last 12 Months	\$1,815,125	\$1,963,813	\$1,831,700	\$1,941,529	6.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in West Hollywood Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



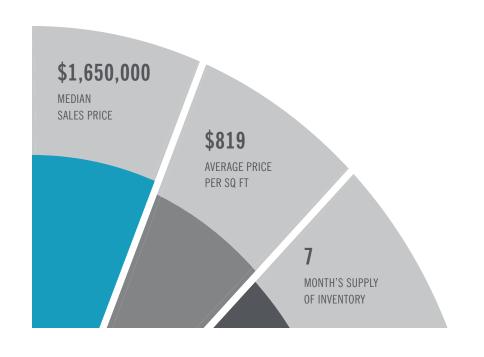


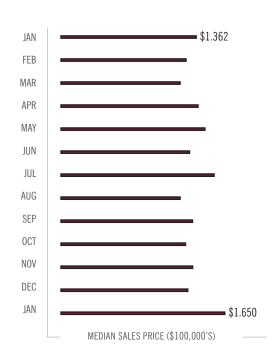
#### **WEST LOS ANGELES**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,362,200	\$1,542,500	\$1,255,000	\$1,650,000	21.1%
Average Price per Square Foot	\$694	\$783	\$702	\$819	18.0%
Properties Sold	9	10	9	6	-33.3%
Properties Pending Sale	3	10	8	11	266.7%
Properties For Sale	44	43	41	42	-4.5%
Days on Market (Pending Sale)	73	44	30	38	-48.2%
Month's Supply of Inventory	4.9	4.3	4.6	7	43.2%
Percent Under Contract	6.8%	23.3%	19.5%	26.2%	284.1%
Average Median Price for Last 12 Months	\$1,475,642	\$1,339,000	\$1,418,000	\$1,348,054	-8.6%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in West Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



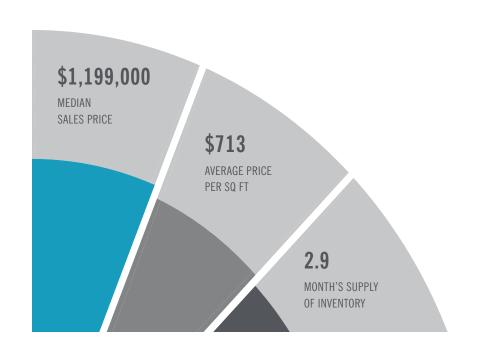


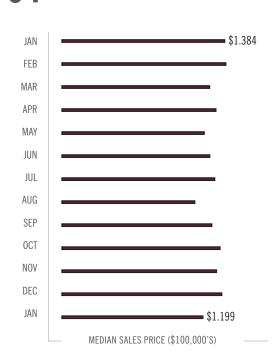
#### **WESTCHESTER**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,384,500	\$1,300,000	\$1,345,000	\$1,199,000	-13.4%
Average Price per Square Foot	\$691	\$676	\$672	\$713	3.2%
Properties Sold	12	36	19	21	75.0%
Properties Pending Sale	12	36	34	28	133.3%
Properties For Sale	78	126	109	61	-21.8%
Days on Market (Pending Sale)	56	38	43	31	-43.7%
Month's Supply of Inventory	6.5	3.5	5.7	2.9	-55.3%
Percent Under Contract	15.4%	28.6%	31.2%	45.9%	198.4%
Average Median Price for Last 12 Months	\$1,243,072	\$1,270,667	\$1,291,333	\$1,287,442	3.6%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Westchester Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



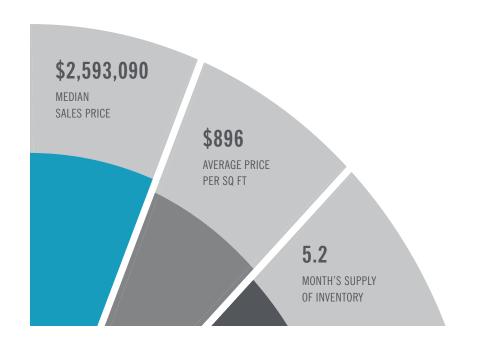


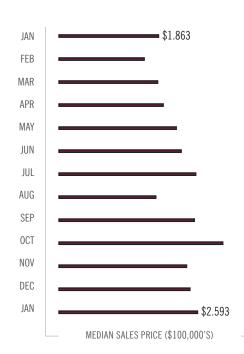
#### **WESTWOOD - CENTURY CITY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,863,000	\$2,558,685	\$3,065,000	\$2,593,090	39.2%
Average Price per Square Foot	\$755	\$962	\$1,095	\$896	18.7%
Properties Sold	8	10	10	12	50.0%
Properties Pending Sale	16	11	12	8	-50.0%
Properties For Sale	72	84	74	62	-13.9%
Days on Market (Pending Sale)	39	50	65	39	0.0%
Month's Supply of Inventory	9	8.4	7.4	5.2	-42.6%
Percent Under Contract	22.2%	13.1%	16.2%	12.9%	-41.9%
Average Median Price for Last 12 Months	\$2,160,813	\$2,473,364	\$2,476,863	\$2,241,019	3.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Westwood - Century City Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



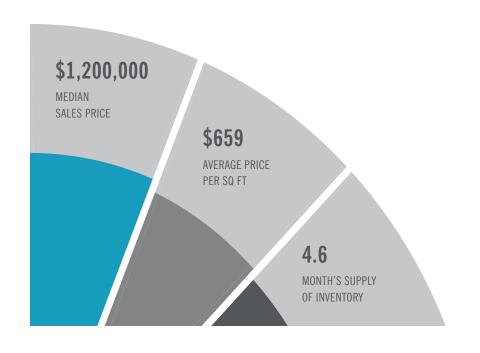


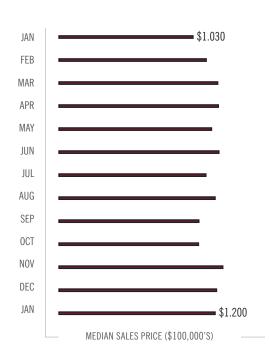
#### **SOUTH BAY MACRO MARKET**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,030,000	\$1,129,000	\$1,072,000	\$1,200,000	16.5%
Average Price per Square Foot	\$780	\$678	\$649	\$659	-15.5%
Properties Sold	129	258	219	139	7.8%
Properties Pending Sale	161	246	238	176	9.3%
Properties For Sale	811	1,148	1,018	646	-20.3%
Days on Market (Pending Sale)	54	36	49	50	-7.2%
Month's Supply of Inventory	6.3	4.4	4.6	4.6	-26.1%
Percent Under Contract	19.9%	21.4%	23.4%	27.2%	37.2%
Average Median Price for Last 12 Months	\$1,118,371	\$1,169,500	\$1,223,333	\$1,165,692	4.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in South Bay Macro Market Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



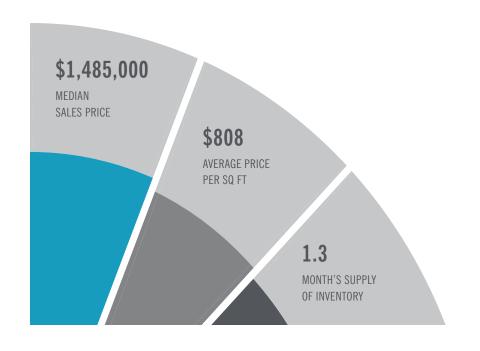


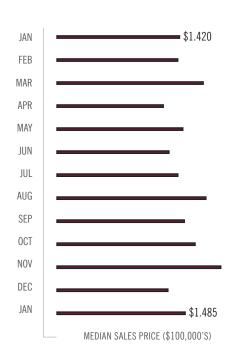
#### **EL SEGUNDO**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,420,000	\$1,400,000	\$1,600,000	\$1,485,000	4.6%
Average Price per Square Foot	\$640	\$725	\$554	\$808	26.2%
Properties Sold	5	9	3	9	80.0%
Properties Pending Sale	7	8	5	6	-14.3%
Properties For Sale	31	23	20	12	-61.3%
Days on Market (Pending Sale)	93	75	58	33	-65.2%
Month's Supply of Inventory	6.2	0	6.7	1.3	-78.5%
Percent Under Contract	22.6%	34.8%	25.0%	50.0%	121.4%
Average Median Price for Last 12 Months	\$1,367,688	\$1,577,917	\$1,555,833	\$1,489,703	8.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in El Segundo Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



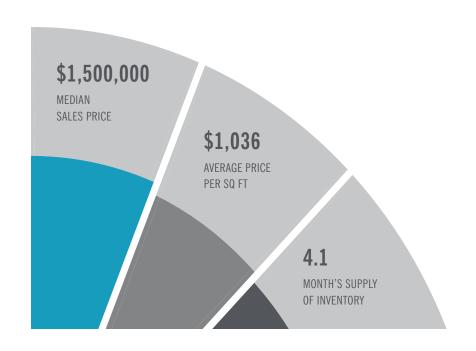


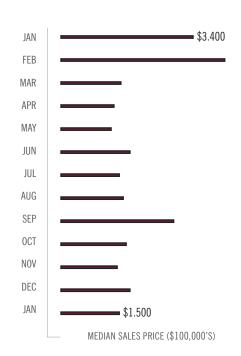
#### **HERMOSA BEACH**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$3,400,000	\$1,500,000	\$1,678,000	\$1,500,000	-55.9%
Average Price per Square Foot	\$1,698	\$1,517	\$1,116	\$1,036	-39.0%
Properties Sold	5	7	8	9	80.0%
Properties Pending Sale	5	8	8	7	40.0%
Properties For Sale	39	57	54	37	-5.1%
Days on Market (Pending Sale)	48	67	56	33	-32.7%
Month's Supply of Inventory	7.8	8.1	6.8	4.1	-47.3%
Percent Under Contract	12.8%	14.0%	14.8%	18.9%	47.6%
Average Median Price for Last 12 Months	\$2,288,213	\$1,816,771	\$1,573,542	\$1,998,875	-12.6%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Hermosa Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



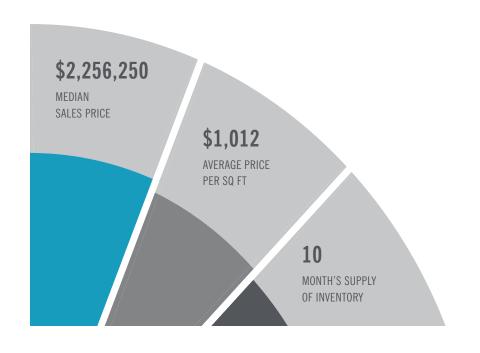


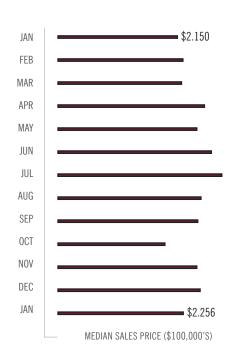
#### **MANHATTAN BEACH**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$2,150,000	\$2,950,000	\$1,925,000	\$2,256,250	4.9%
Average Price per Square Foot	\$1,130	\$982	\$931	\$1,012	-10.4%
Properties Sold	17	23	17	9	-47.1%
Properties Pending Sale	19	22	40	19	0.0%
Properties For Sale	110	163	158	90	-18.2%
Days on Market (Pending Sale)	44	35	64	59	34.7%
Month's Supply of Inventory	6.5	7.1	9.3	10	54.5%
Percent Under Contract	17.3%	13.5%	25.3%	21.1%	22.2%
Average Median Price for Last 12 Months	\$2,518,708	\$2,388,877	\$2,438,750	\$2,446,793	-2.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Manhattan Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



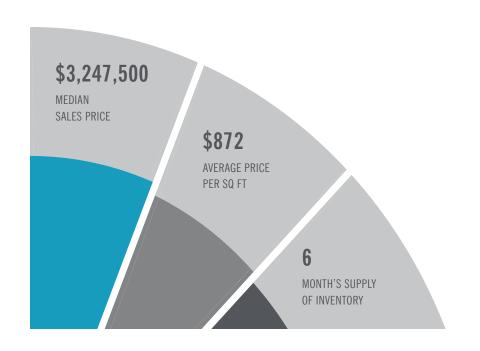


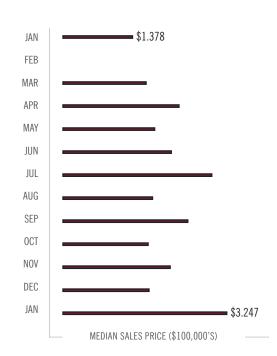
#### **MANHATTAN BEACH MIRA COSTA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,378,500	\$2,950,000	\$1,687,500	\$3,247,500	135.6%
Average Price per Square Foot	\$743	\$855	\$508	\$872	17.4%
Properties Sold	3	7	2	2	-33.3%
Properties Pending Sale	2	5	7	3	50.0%
Properties For Sale	21	27	22	12	-42.9%
Days on Market (Pending Sale)	63	29	64	22	-65.1%
Month's Supply of Inventory	7	3.9	11	6	-14.3%
Percent Under Contract	9.5%	18.5%	31.8%	25.0%	162.5%
Average Median Price for Last 12 Months	\$2,180,138	\$2,169,250	\$2,359,333	\$2,104,708	-3.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Manhattan Beach Mira Costa Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



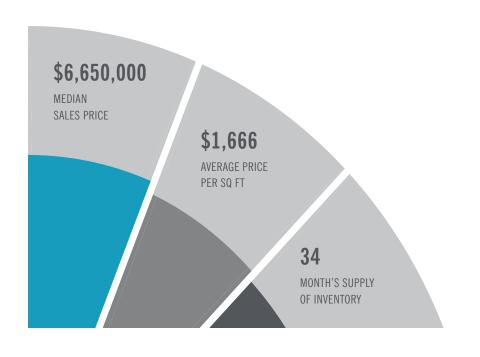


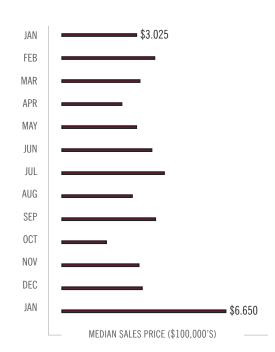
#### **MANHATTAN BEACH SAND**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$3,025,000	\$4,150,000	\$1,799,500	\$6,650,000	119.8%
Average Price per Square Foot	\$2,631	\$1,238	\$1,123	\$1,666	-36.7%
Properties Sold	3	3	2	1	-66.7%
Properties Pending Sale	3	6	12	2	-33.3%
Properties For Sale	32	64	61	34	6.2%
Days on Market (Pending Sale)	135	44	83	83	-38.9%
Month's Supply of Inventory	10.7	21.3	30.5	34	218.8%
Percent Under Contract	9.4%	9.4%	19.7%	5.9%	-37.3%
Average Median Price for Last 12 Months	\$3,160,052	\$3,577,958	\$4,341,083	\$3,434,692	8.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Manhattan Beach Sand Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



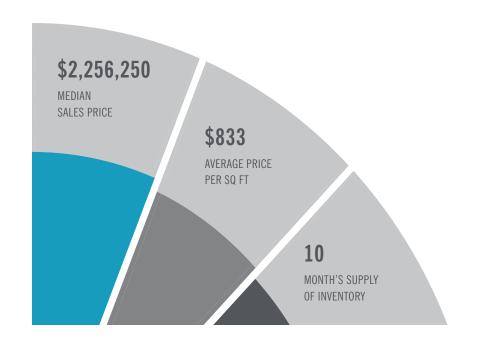


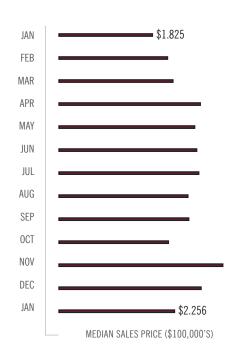
#### **MANHATTAN BEACH TREE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,825,000	\$2,730,000	\$2,137,000	\$2,256,250	23.6%
Average Price per Square Foot	\$984	\$1,011	\$955	\$833	-15.3%
Properties Sold	5	7	8	3	-40.0%
Properties Pending Sale	11	8	12	12	9.1%
Properties For Sale	40	43	41	30	-25.0%
Days on Market (Pending Sale)	23	36	62	64	175.0%
Month's Supply of Inventory	8	6.1	5.1	10	25.0%
Percent Under Contract	27.5%	18.6%	29.3%	40.0%	45.5%
Average Median Price for Last 12 Months	\$2,592,604	\$2,569,879	\$2,743,417	\$2,493,677	-3.8%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Manhattan Beach Tree Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



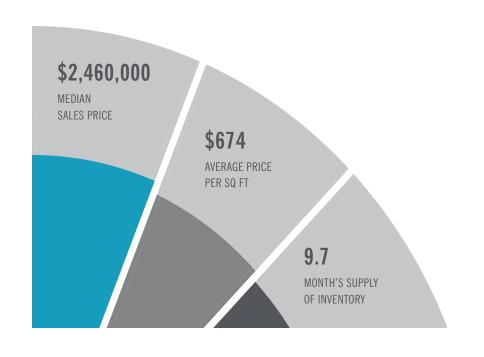


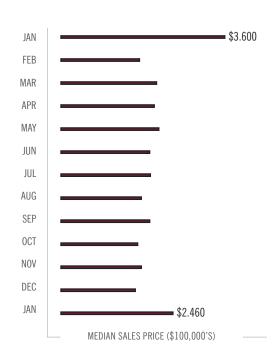
#### **PALOS VERDES ESTATES**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$3,600,000	\$1,965,000	\$1,685,000	\$2,460,000	-31.7%
Average Price per Square Foot	\$1,190	\$691	\$766	\$674	-43.4%
Properties Sold	3	26	11	7	133.3%
Properties Pending Sale	12	21	12	8	-33.3%
Properties For Sale	76	135	107	68	-10.5%
Days on Market (Pending Sale)	66	59	60	71	6.8%
Month's Supply of Inventory	25.3	5.2	9.7	9.7	-61.7%
Percent Under Contract	15.8%	15.6%	11.2%	11.8%	-25.5%
Average Median Price for Last 12 Months	\$2,037,958	\$1,876,333	\$1,952,667	\$2,061,308	1.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Palos Verdes Estates Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



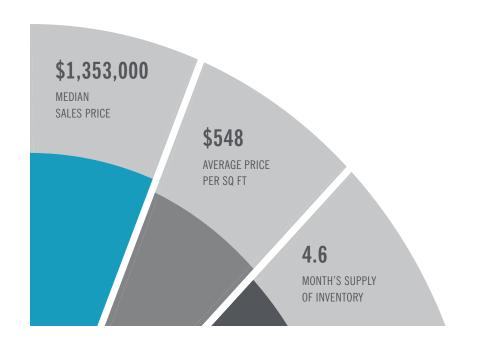


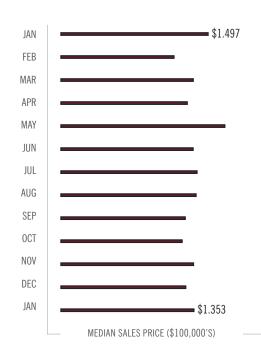
# **RANCHO PALOS VERDES**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,497,500	\$1,384,500	\$1,233,000	\$1,353,000	-9.6%
Average Price per Square Foot	\$599	\$610	\$605	\$548	-8.5%
Properties Sold	8	42	31	28	250.0%
Properties Pending Sale	25	38	31	30	20.0%
Properties For Sale	143	209	181	128	-10.5%
Days on Market (Pending Sale)	85	42	55	58	-31.6%
Month's Supply of Inventory	17.9	5	5.8	4.6	-74.4%
Percent Under Contract	17.5%	18.2%	17.1%	23.4%	34.1%
Average Median Price for Last 12 Months	\$1,377,167	\$1,307,500	\$1,324,000	\$1,347,808	-2.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Rancho Palos Verdes Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



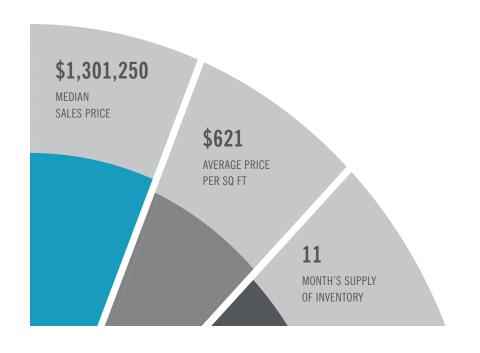


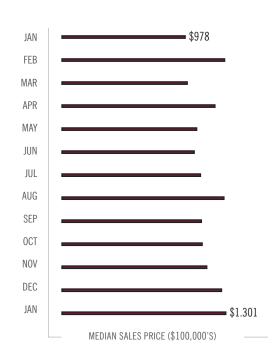
#### **REDONDO BEACH- NORTH**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$978,500	\$1,100,000	\$1,113,500	\$1,301,250	33.0%
Average Price per Square Foot	\$809	\$642	\$663	\$621	-23.2%
Properties Sold	6	18	22	2	-66.7%
Properties Pending Sale	9	16	24	7	-22.2%
Properties For Sale	40	54	53	22	-45.0%
Days on Market (Pending Sale)	55	30	38	56	2.8%
Month's Supply of Inventory	6.7	3	2.4	11	65.0%
Percent Under Contract	22.5%	29.6%	45.3%	31.8%	41.4%
Average Median Price for Last 12 Months	\$1,075,417	\$1,204,375	\$1,239,583	\$1,148,212	6.8%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Redondo Beach- North Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



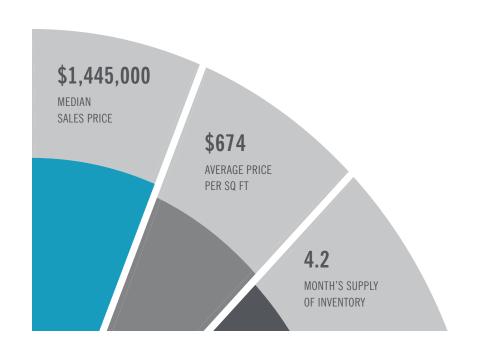


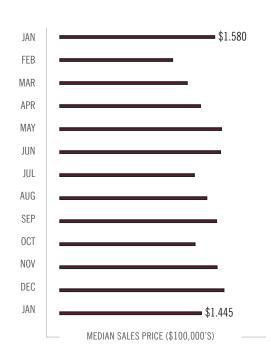
#### **REDONDO BEACH- SOUTH**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,580,500	\$1,372,500	\$1,380,000	\$1,445,000	-8.6%
Average Price per Square Foot	\$745	\$694	\$733	\$674	-9.5%
Properties Sold	12	14	11	10	-16.7%
Properties Pending Sale	13	10	8	9	-30.8%
Properties For Sale	47	57	56	42	-10.6%
Days on Market (Pending Sale)	51	29	33	105	104.6%
Month's Supply of Inventory	3.9	4.1	5.1	4.2	7.2%
Percent Under Contract	27.7%	17.5%	14.3%	21.4%	-22.5%
Average Median Price for Last 12 Months	\$1,564,682	\$1,534,167	\$1,575,000	\$1,487,154	-5.0%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Redondo Beach- South Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



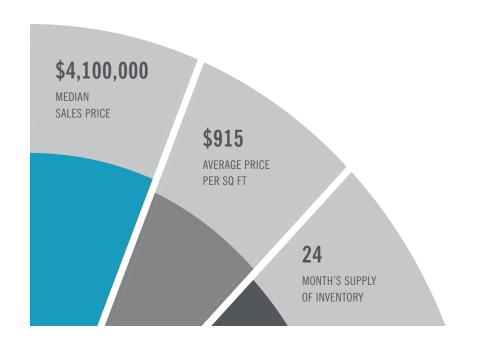


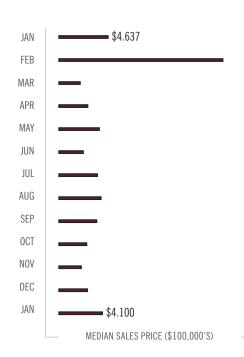
#### **ROLLING HILLS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$4,637,500	\$3,625,000	\$2,612,500	\$4,100,000	-11.6%
Average Price per Square Foot	\$712	\$659	\$883	\$915	28.5%
Properties Sold	2	1	2	1	-50.0%
Properties Pending Sale	0	0	4	1	n/a
Properties For Sale	24	22	26	24	0.0%
Days on Market (Pending Sale)	0	0	194	335	n/a
Month's Supply of Inventory	12	22	13	24	100.0%
Percent Under Contract	0.0%	0.0%	15.4%	4.2%	n/a
Average Median Price for Last 12 Months	\$3,047,850	\$3,171,042	\$2,962,500	\$4,122,126	35.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Rolling Hills Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



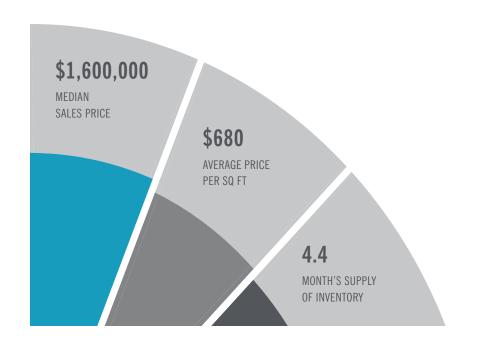


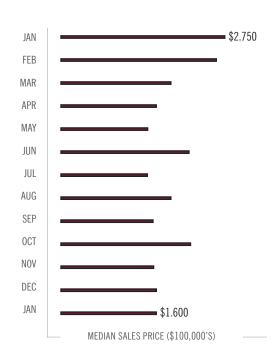
#### **ROLLING HILLS ESTATES**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$2,750,000	\$1,450,000	\$2,175,000	\$1,600,000	-41.8%
Average Price per Square Foot	\$794	\$734	\$643	\$680	-14.4%
Properties Sold	5	7	5	5	0.0%
Properties Pending Sale	7	8	13	5	-28.6%
Properties For Sale	33	49	40	22	-33.3%
Days on Market (Pending Sale)	36	55	47	35	-2.6%
Month's Supply of Inventory	6.6	7	8	4.4	-33.3%
Percent Under Contract	21.2%	16.3%	32.5%	22.7%	7.1%
Average Median Price for Last 12 Months	\$1,833,479	\$1,720,083	\$1,585,333	\$1,859,862	1.4%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Rolling Hills Estates Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



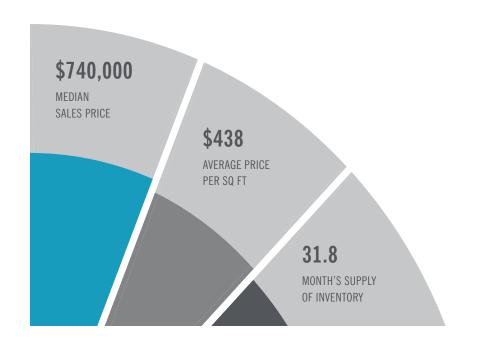


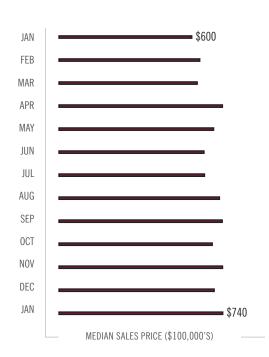
#### **SAN PEDRO**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$600,000	\$657,500	\$692,500	\$740,000	23.3%
Average Price per Square Foot	\$458	\$503	\$446	\$438	-4.4%
Properties Sold	17	37	28	21	23.5%
Properties Pending Sale	17	34	25	32	88.2%
Properties For Sale	80	134	119	82	2.5%
Days on Market (Pending Sale)	54	33	45	49	-10.2%
Month's Supply of Inventory	43.5	20.2	22.6	31.8	-26.9%
Percent Under Contract	21.2%	25.4%	21.0%	39.0%	83.6%
Average Median Price for Last 12 Months	\$667,970	\$722,542	\$726,750	\$688,096	3.0%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Pedro Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



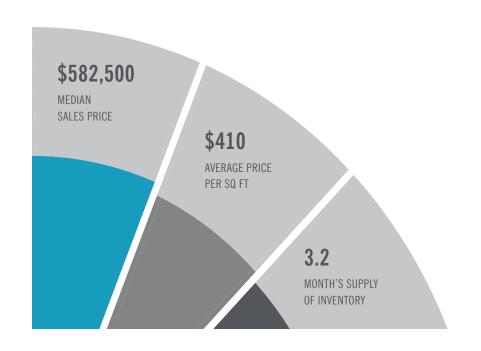


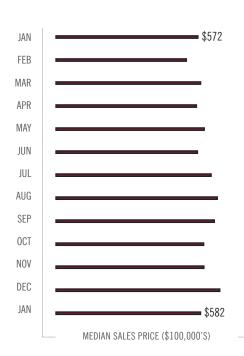
#### **TORRANCE- COUNTY STRIP**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$572,000	\$625,000	\$595,000	\$582,500	1.8%
Average Price per Square Foot	\$475	\$421	\$435	\$410	-13.7%
Properties Sold	3	7	9	6	100.0%
Properties Pending Sale	4	6	5	9	125.0%
Properties For Sale	26	24	18	19	-26.9%
Days on Market (Pending Sale)	42	13	20	14	-67.3%
Month's Supply of Inventory	8.7	3.4	2	3.2	-63.5%
Percent Under Contract	15.4%	25.0%	27.8%	47.4%	207.9%
Average Median Price for Last 12 Months	\$576,875	\$620,258	\$612,850	\$596,946	3.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Torrance- County Strip Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



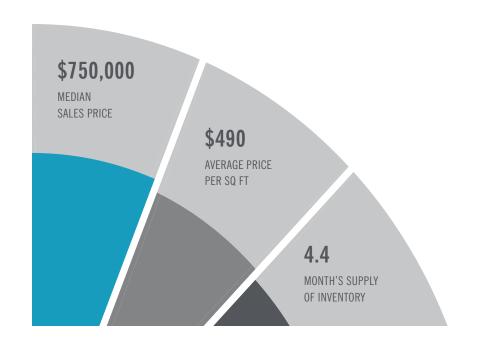


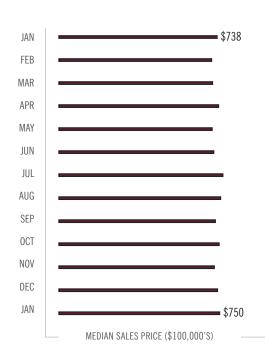
#### **TORRANCE- NORTH**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$738,000	\$765,000	\$747,500	\$750,000	1.6%
Average Price per Square Foot	\$489	\$470	\$550	\$490	0.2%
Properties Sold	13	13	14	5	-61.5%
Properties Pending Sale	9	14	11	11	22.2%
Properties For Sale	30	32	30	22	-26.7%
Days on Market (Pending Sale)	27	15	14	41	54.1%
Month's Supply of Inventory	2.3	2.5	2.1	4.4	90.7%
Percent Under Contract	30.0%	43.8%	36.7%	50.0%	66.7%
Average Median Price for Last 12 Months	\$724,938	\$741,167	\$738,333	\$735,538	1.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Torrance- North Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



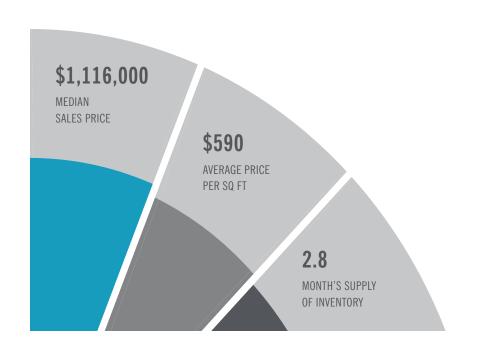


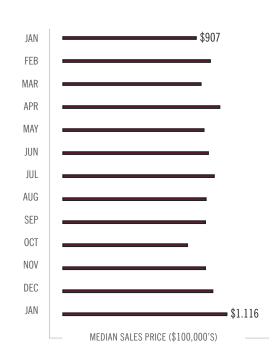
#### **TORRANCE- SOUTH**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$907,500	\$1,030,000	\$847,500	\$1,116,000	23.0%
Average Price per Square Foot	\$621	\$551	\$607	\$590	-5.0%
Properties Sold	16	19	24	12	-25.0%
Properties Pending Sale	12	28	15	14	16.7%
Properties For Sale	44	74	71	34	-22.7%
Days on Market (Pending Sale)	45	32	24	51	12.1%
Month's Supply of Inventory	2.8	3.9	3	2.8	3.0%
Percent Under Contract	27.3%	37.8%	21.1%	41.2%	51.0%
Average Median Price for Last 12 Months	\$964,417	\$983,000	\$1,035,333	\$984,353	2.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Torrance- South Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



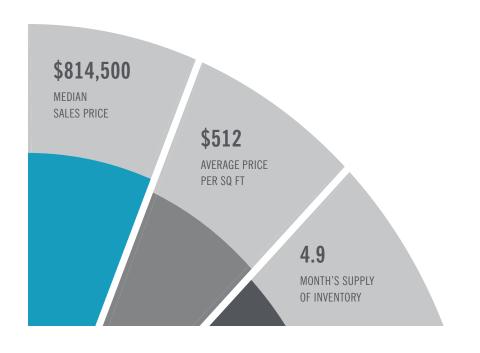


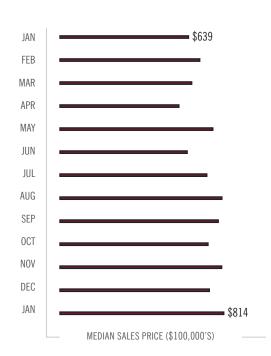
#### **TORRANCE- SOUTHEAST**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$639,000	\$730,000	\$736,000	\$814,500	27.5%
Average Price per Square Foot	\$526	\$462	\$454	\$512	-2.7%
Properties Sold	7	18	20	7	0.0%
Properties Pending Sale	9	14	17	14	55.6%
Properties For Sale	51	58	47	34	-33.3%
Days on Market (Pending Sale)	37	20	66	19	-47.6%
Month's Supply of Inventory	7.3	3.2	2.4	4.9	-33.3%
Percent Under Contract	17.6%	24.1%	36.2%	41.2%	133.3%
Average Median Price for Last 12 Months	\$700,313	\$781,521	\$787,042	\$722,452	3.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Torrance- Southeast Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



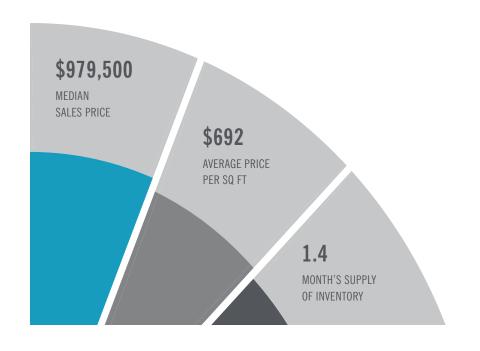


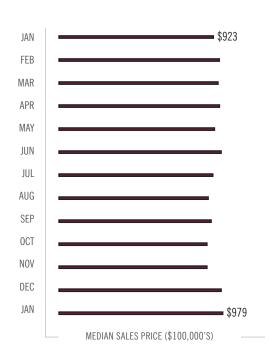
#### **TORRANCE- WEST**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$923,500	\$920,000	\$885,000	\$979,500	6.1%
Average Price per Square Foot	\$551	\$569	\$605	\$692	25.6%
Properties Sold	10	17	14	8	-20.0%
Properties Pending Sale	13	19	21	4	-69.2%
Properties For Sale	38	58	40	11	-71.1%
Days on Market (Pending Sale)	36	23	27	10	-72.9%
Month's Supply of Inventory	3.8	3.4	2.9	1.4	-63.8%
Percent Under Contract	34.2%	32.8%	52.5%	36.4%	6.3%
Average Median Price for Last 12 Months	\$950,104	\$920,333	\$944,833	\$933,510	-1.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Torrance- West Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



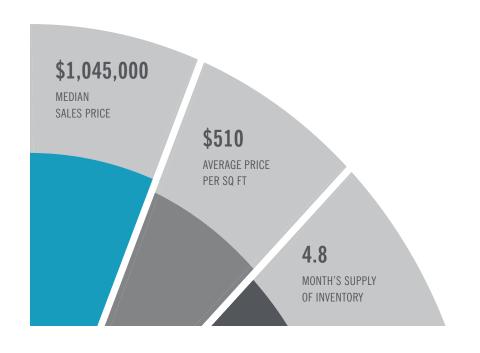


#### SAN FERNANDO VALLEY MACRO MARKET

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$995,000	\$1,035,000	\$1,025,000	\$1,045,000	5.0%
Average Price per Square Foot	\$502	\$514	\$508	\$510	1.6%
Properties Sold	277	572	492	327	18.1%
Properties Pending Sale	289	549	479	431	49.1%
Properties For Sale	2,009	2,570	2,272	1,559	-22.4%
Days on Market (Pending Sale)	69	54	56	50	-28.3%
Month's Supply of Inventory	7.3	4.5	4.6	4.8	-34.3%
Percent Under Contract	14.4%	21.4%	21.1%	27.6%	92.2%
Average Median Price for Last 12 Months	\$995,792	\$1,034,167	\$1,060,167	\$1,025,692	3.0%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Fernando Valley Macro Market Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



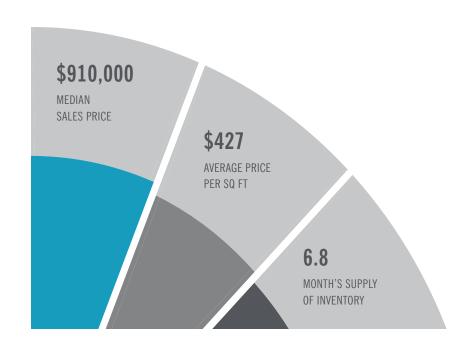


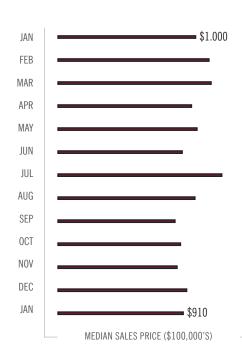
#### **AGOURA HILLS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,000,000	\$1,190,000	\$890,000	\$910,000	-9.0%
Average Price per Square Foot	\$390	\$428	\$444	\$427	9.5%
Properties Sold	11	23	23	11	0.0%
Properties Pending Sale	16	24	12	23	43.8%
Properties For Sale	92	124	94	75	-18.5%
Days on Market (Pending Sale)	90	48	73	49	-45.5%
Month's Supply of Inventory	8.4	5.4	4.1	6.8	-18.5%
Percent Under Contract	17.4%	19.4%	12.8%	30.7%	76.3%
Average Median Price for Last 12 Months	\$1,004,339	\$907,500	\$903,333	\$979,000	-2.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Agoura Hills Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



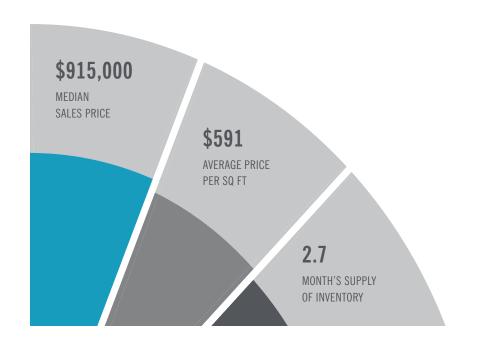


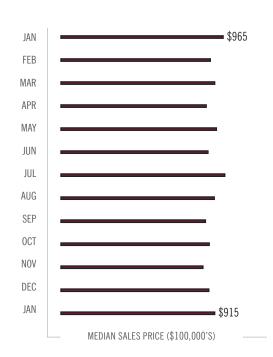
#### **BURBANK**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$965,250	\$975,000	\$882,500	\$915,000	-5.2%
Average Price per Square Foot	\$530	\$564	\$572	\$591	11.5%
Properties Sold	26	58	40	32	23.1%
Properties Pending Sale	34	56	42	35	2.9%
Properties For Sale	147	175	147	86	-41.5%
Days on Market (Pending Sale)	58	38	47	43	-25.6%
Month's Supply of Inventory	5.7	3	3.7	2.7	-52.5%
Percent Under Contract	23.1%	32.0%	28.6%	40.7%	76.0%
Average Median Price for Last 12 Months	\$864,526	\$882,500	\$880,000	\$900,288	4.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Burbank Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



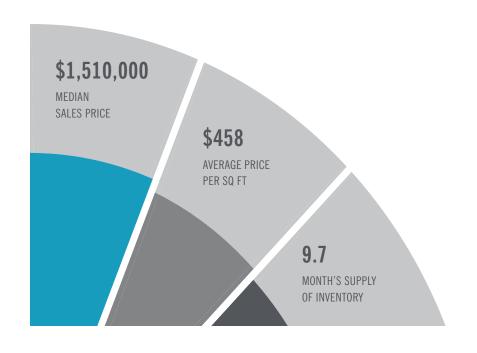


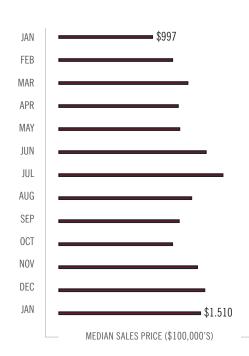
#### **CALABASAS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$997,500	\$1,749,000	\$1,211,000	\$1,510,000	51.4%
Average Price per Square Foot	\$467	\$518	\$460	\$458	-1.9%
Properties Sold	12	25	30	11	-8.3%
Properties Pending Sale	11	28	19	20	81.8%
Properties For Sale	144	182	153	107	-25.7%
Days on Market (Pending Sale)	91	95	100	53	-41.1%
Month's Supply of Inventory	12	7.3	5.1	9.7	-18.9%
Percent Under Contract	7.6%	15.4%	12.4%	18.7%	144.7%
Average Median Price for Last 12 Months	\$1,464,198	\$1,408,333	\$1,514,000	\$1,377,908	-5.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Calabasas Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



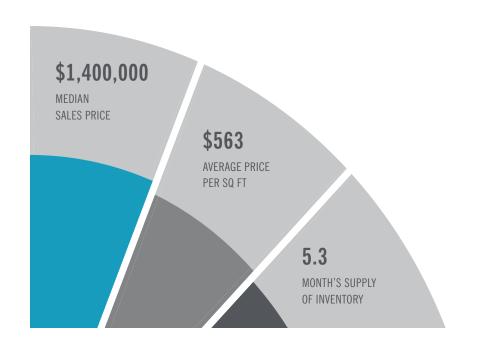


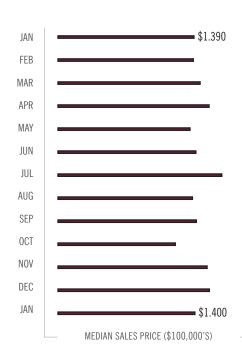
#### **ENCINO**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,390,500	\$1,675,000	\$1,200,000	\$1,400,000	0.7%
Average Price per Square Foot	\$525	\$545	\$515	\$563	7.2%
Properties Sold	32	53	37	31	-3.1%
Properties Pending Sale	25	47	38	30	20.0%
Properties For Sale	219	265	244	165	-24.7%
Days on Market (Pending Sale)	87	58	70	55	-36.8%
Month's Supply of Inventory	6.8	5	6.6	5.3	-22.2%
Percent Under Contract	11.4%	17.7%	15.6%	18.2%	59.3%
Average Median Price for Last 12 Months	\$1,376,104	\$1,410,546	\$1,491,092	\$1,436,233	4.4%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Encino Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



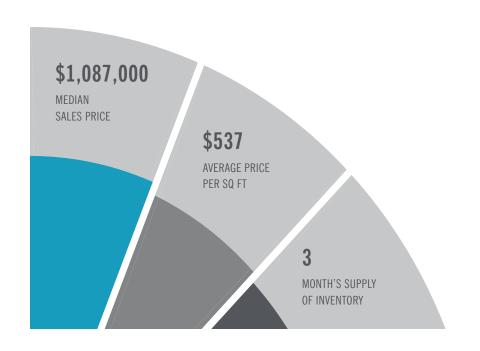


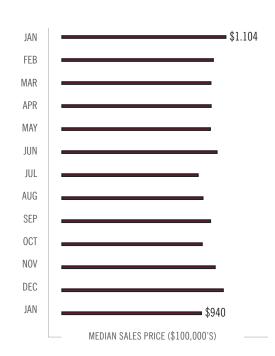
#### **GLENDALE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$940,000	\$1,045,000	\$1,001,000	\$1,087,000	15.6%
Average Price per Square Foot	\$524	\$544	\$539	\$537	2.5%
Properties Sold	43	66	61	52	20.9%
Properties Pending Sale	47	63	65	42	-10.6%
Properties For Sale	128	258	262	161	25.8%
Days on Market (Pending Sale)	58	34	44	47	-19.8%
Month's Supply of Inventory	7.8	4.8	4.2	3	-61.8%
Percent Under Contract	13.9%	20.9%	21.9%	36.7%	164.1%
Average Median Price for Last 12 Months	\$1,027,726	\$988,833	\$1,021,500	\$1,009,250	-1.8%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Glendale Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



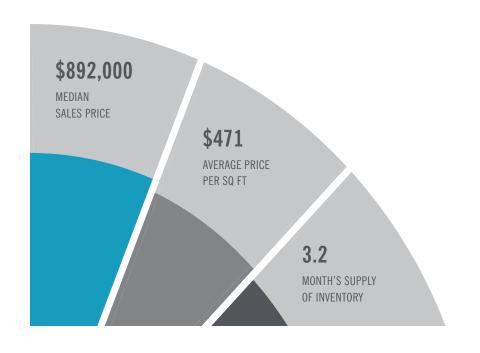


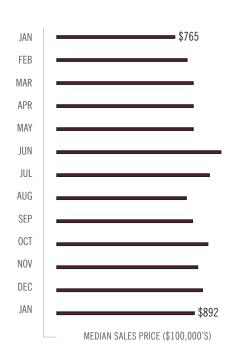
#### LA CRESCENTA

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$765,000	\$990,000	\$980,000	\$892,000	16.6%
Average Price per Square Foot	\$498	\$528	\$554	\$471	-5.4%
Properties Sold	10	27	14	13	30.0%
Properties Pending Sale	6	18	22	23	283.3%
Properties For Sale	42	68	58	42	0.0%
Days on Market (Pending Sale)	79	34	50	36	-54.0%
Month's Supply of Inventory	4.2	2.5	4.1	3.2	-23.1%
Percent Under Contract	14.3%	26.5%	37.9%	54.8%	283.3%
Average Median Price for Last 12 Months	\$892,052	\$908,500	\$917,000	\$905,462	1.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in La Crescenta Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



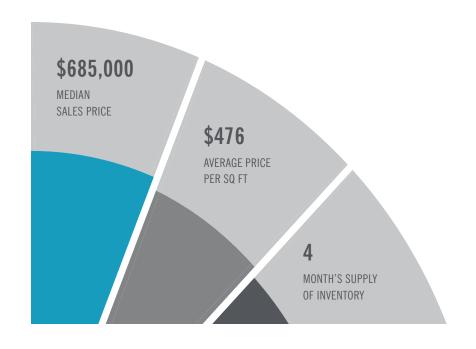


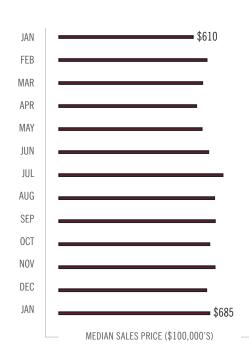
#### **NORTH HOLLYWOOD**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$610,000	\$745,000	\$685,000	\$685,000	12.3%
Average Price per Square Foot	\$477	\$485	\$482	\$476	-0.2%
Properties Sold	27	47	42	23	-14.8%
Properties Pending Sale	24	38	40	38	58.3%
Properties For Sale	134	136	128	91	-32.1%
Days on Market (Pending Sale)	67	47	36	41	-39.2%
Month's Supply of Inventory	5	2.9	3	4	-20.3%
Percent Under Contract	17.9%	27.9%	31.2%	41.8%	133.2%
Average Median Price for Last 12 Months	\$640,788	\$694,500	\$688,333	\$677,082	5.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in North Hollywood Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



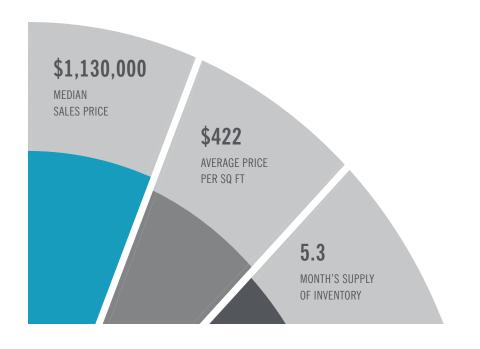


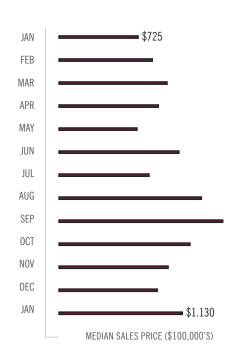
#### **SHADOW HILLS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$725,000	\$825,000	\$1,200,000	\$1,130,000	55.9%
Average Price per Square Foot	\$404	\$382	\$418	\$422	4.5%
Properties Sold	1	6	3	3	200.0%
Properties Pending Sale	1	2	4	2	100.0%
Properties For Sale	20	17	22	16	-20.0%
Days on Market (Pending Sale)	63	110	74	46	-27.8%
Month's Supply of Inventory	20	2.8	7.3	5.3	-73.3%
Percent Under Contract	5.0%	11.8%	18.2%	12.5%	150.0%
Average Median Price for Last 12 Months	\$894,955	\$1,172,417	\$1,010,000	\$1,011,750	13.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Shadow Hills Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



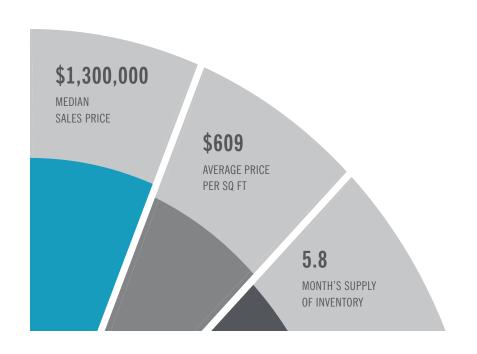


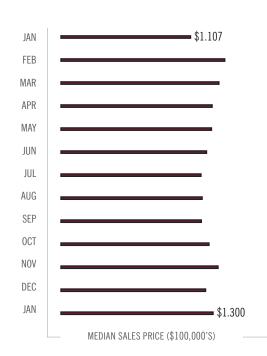
#### **SHERMAN OAKS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,107,500	\$1,196,500	\$1,265,000	\$1,300,000	17.4%
Average Price per Square Foot	\$544	\$566	\$596	\$609	11.9%
Properties Sold	31	63	57	33	6.5%
Properties Pending Sale	29	72	60	48	65.5%
Properties For Sale	207	302	291	190	-8.2%
Days on Market (Pending Sale)	79	55	51	48	-39.8%
Month's Supply of Inventory	6.7	4.8	5.1	5.8	-13.8%
Percent Under Contract	14.0%	23.8%	20.6%	25.3%	80.3%
Average Median Price for Last 12 Months	\$1,222,379	\$1,258,333	\$1,292,833	\$1,263,577	3.4%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Sherman Oaks Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



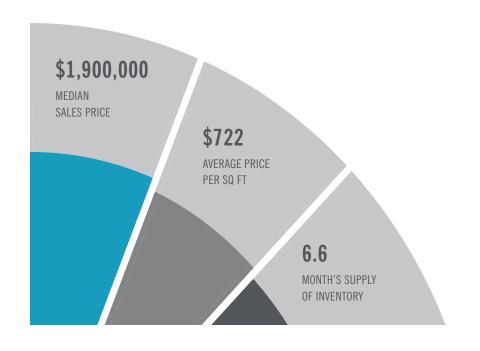


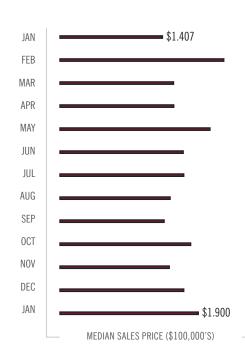
#### **STUDIO CITY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,407,500	\$1,700,000	\$1,795,000	\$1,900,000	35.0%
Average Price per Square Foot	\$737	\$653	\$679	\$722	-2.0%
Properties Sold	14	27	32	17	21.4%
Properties Pending Sale	27	32	29	26	-3.7%
Properties For Sale	145	158	141	113	-22.1%
Days on Market (Pending Sale)	70	64	48	55	-20.4%
Month's Supply of Inventory	10.4	5.9	4.4	6.6	-35.8%
Percent Under Contract	18.6%	20.3%	20.6%	23.0%	23.6%
Average Median Price for Last 12 Months	\$1,517,854	\$1,639,750	\$1,700,333	\$1,697,808	11.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Studio City Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



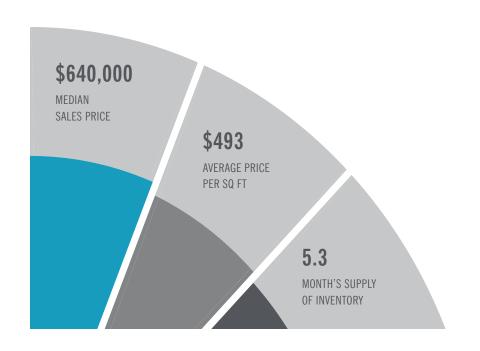


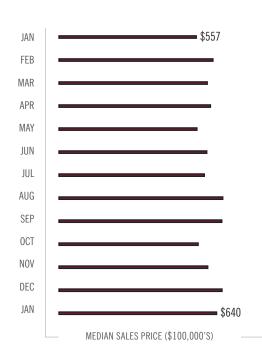
#### **SUN VALLEY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$557,500	\$590,000	\$565,000	\$640,000	14.8%
Average Price per Square Foot	\$445	\$420	\$454	\$493	10.8%
Properties Sold	10	11	7	7	-30.0%
Properties Pending Sale	8	13	11	10	25.0%
Properties For Sale	64	54	53	37	-42.2%
Days on Market (Pending Sale)	70	34	43	15	-79.0%
Month's Supply of Inventory	6.4	4.9	7.6	5.3	-17.4%
Percent Under Contract	12.5%	24.1%	20.8%	27.0%	116.2%
Average Median Price for Last 12 Months	\$564,633	\$632,833	\$635,333	\$611,269	8.3%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Sun Valley Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



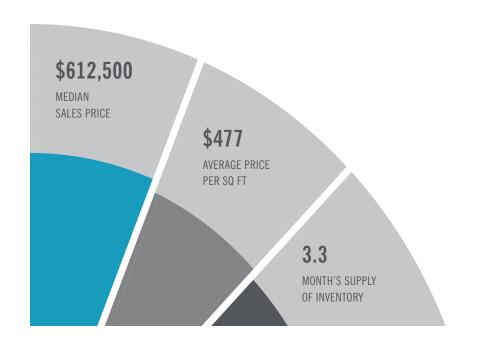


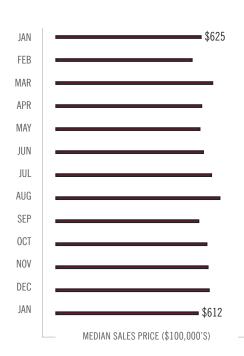
#### **SUNLAND/TUJUNGA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$625,000	\$670,000	\$650,000	\$612,500	-2.0%
Average Price per Square Foot	\$425	\$428	\$480	\$477	12.2%
Properties Sold	27	36	33	28	3.7%
Properties Pending Sale	21	35	39	38	81.0%
Properties For Sale	127	153	128	92	-27.6%
Days on Market (Pending Sale)	50	40	41	32	-36.1%
Month's Supply of Inventory	4.7	4.2	3.9	3.3	-30.1%
Percent Under Contract	16.5%	22.9%	30.5%	41.3%	149.8%
Average Median Price for Last 12 Months	\$619,896	\$649,750	\$642,500	\$641,327	3.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Sunland/Tujunga Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



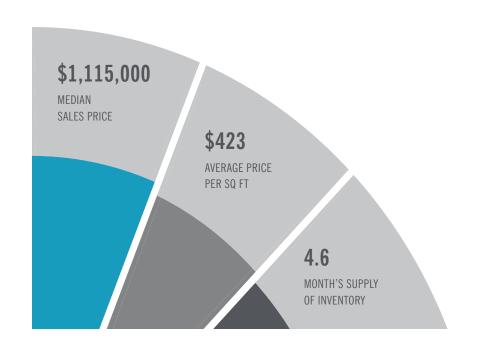


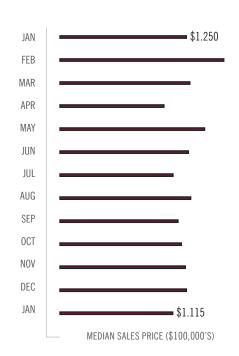
#### **TARZANA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,250,000	\$1,118,000	\$1,200,013	\$1,115,000	-10.8%
Average Price per Square Foot	\$404	\$435	\$445	\$423	4.7%
Properties Sold	15	28	30	22	46.7%
Properties Pending Sale	12	28	35	21	75.0%
Properties For Sale	139	178	140	102	-26.6%
Days on Market (Pending Sale)	85	59	57	40	-53.2%
Month's Supply of Inventory	9.3	6.4	4.7	4.6	-50.0%
Percent Under Contract	8.6%	15.7%	25.0%	20.6%	138.5%
Average Median Price for Last 12 Months	\$1,147,230	\$1,210,657	\$1,201,477	\$1,251,073	9.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Tarzana Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



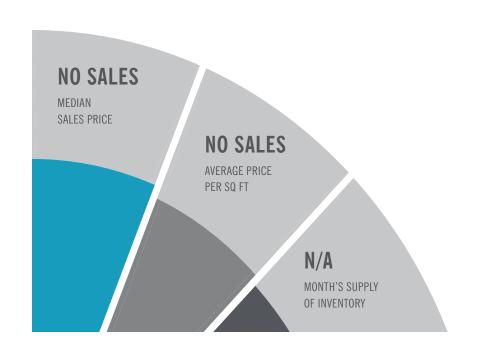


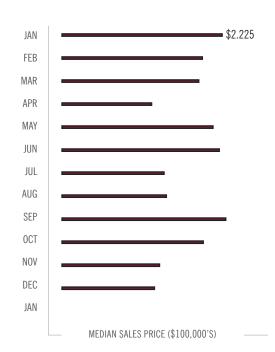
## **TOLUCA LAKE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$2,225,000	\$1,417,500	\$1,962,500	\$0	-100.0%
Average Price per Square Foot	\$651	\$929	\$954	\$0	-100.0%
Properties Sold	4	4	2	0	-100.0%
Properties Pending Sale	3	7	4	5	66.7%
Properties For Sale	30	36	29	22	-26.7%
Days on Market (Pending Sale)	48	47	95	90	86.2%
Month's Supply of Inventory	7.5	9	14.5	n/a	n/a
Percent Under Contract	10.0%	19.4%	13.8%	22.7%	127.3%
Average Median Price for Last 12 Months	\$1,561,375	\$1,665,375	\$1,319,688	\$1,778,906	13.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Toluca Lake Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



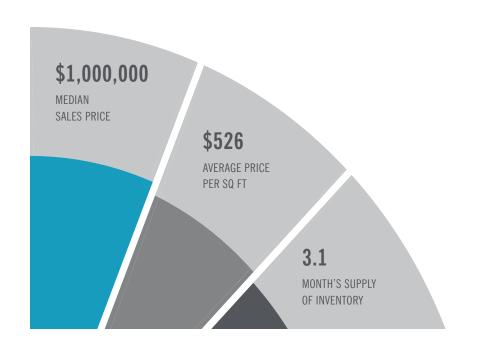


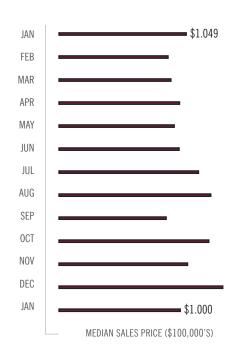
## **VALLEY VILLAGE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,049,000	\$1,150,000	\$1,235,000	\$1,000,000	-4.7%
Average Price per Square Foot	\$577	\$558	\$600	\$526	-8.8%
Properties Sold	9	15	11	17	88.9%
Properties Pending Sale	8	18	14	18	125.0%
Properties For Sale	47	60	51	52	10.6%
Days on Market (Pending Sale)	23	43	49	42	84.3%
Month's Supply of Inventory	5.2	4	4.6	3.1	-41.4%
Percent Under Contract	17.0%	30.0%	27.5%	34.6%	103.4%
Average Median Price for Last 12 Months	\$1,075,137	\$1,129,917	\$1,136,667	\$1,056,462	-1.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Valley Village Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



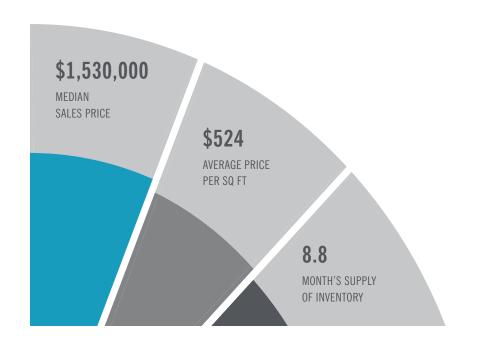


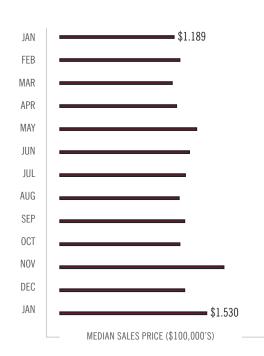
## **WESTLAKE VILLAGE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,189,500	\$1,307,500	\$1,250,000	\$1,530,000	28.6%
Average Price per Square Foot	\$519	\$527	\$442	\$524	1.0%
Properties Sold	17	40	25	16	-5.9%
Properties Pending Sale	12	37	28	27	125.0%
Properties For Sale	157	211	188	140	-10.8%
Days on Market (Pending Sale)	79	70	62	60	-23.7%
Month's Supply of Inventory	9.2	5.3	7.5	8.8	-5.3%
Percent Under Contract	7.6%	17.5%	14.9%	19.3%	152.3%
Average Median Price for Last 12 Months	\$1,277,329	\$1,388,667	\$1,513,167	\$1,326,096	3.8%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Westlake Village Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



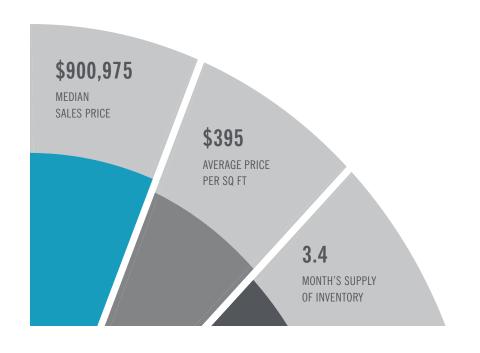


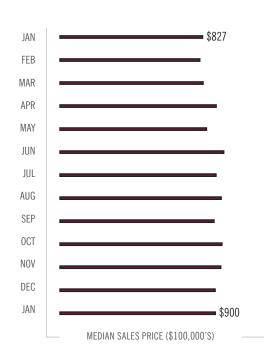
## **WOODLAND HILLS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$827,075	\$905,000	\$939,000	\$900,975	8.9%
Average Price per Square Foot	\$392	\$415	\$408	\$395	0.8%
Properties Sold	30	82	72	58	93.3%
Properties Pending Sale	45	70	64	56	24.4%
Properties For Sale	250	339	300	199	-20.4%
Days on Market (Pending Sale)	66	53	60	56	-16.2%
Month's Supply of Inventory	8.3	4.1	4.2	3.4	-58.8%
Percent Under Contract	18.0%	20.6%	21.3%	28.1%	56.3%
Average Median Price for Last 12 Months	\$861,940	\$916,829	\$911,158	\$890,773	3.3%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Woodland Hills Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



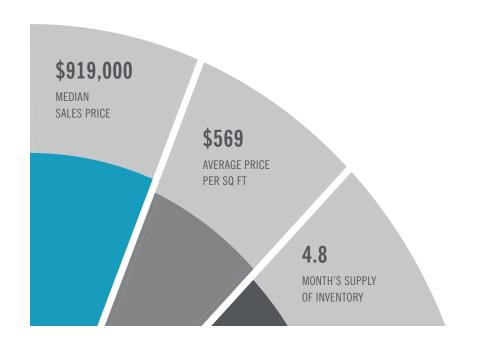


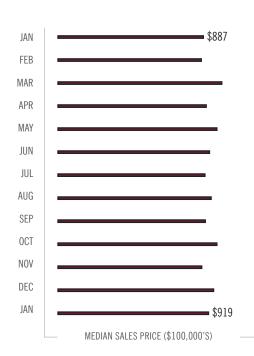
# SAN GABRIEL VALLEY MACRO MARKET

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$887,500	\$897,000	\$970,000	\$919,000	3.5%
Average Price per Square Foot	\$522	\$580	\$580	\$569	9.0%
Properties Sold	138	306	275	173	25.4%
Properties Pending Sale	149	268	260	241	61.7%
Properties For Sale	1,160	1,409	1,257	828	-28.6%
Days on Market (Pending Sale)	63	48	52	60	-4.3%
Month's Supply of Inventory	8.4	4.6	4.6	4.8	-43.1%
Percent Under Contract	12.8%	19.0%	20.7%	29.1%	126.6%
Average Median Price for Last 12 Months	\$919,750	\$925,158	\$915,500	\$923,881	0.4%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Gabriel Valley Macro Market Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



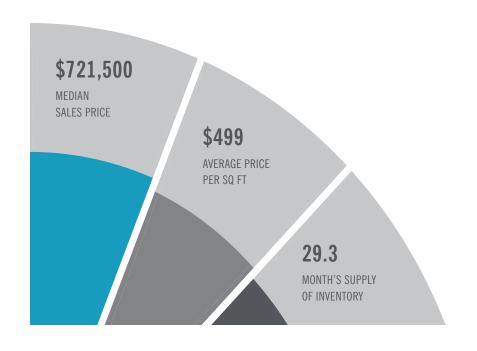


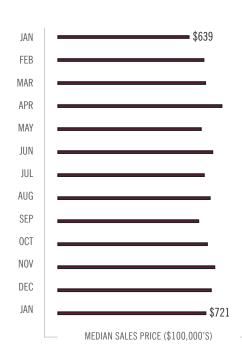
### **ALHAMBRA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$639,500	\$713,750	\$729,000	\$721,500	12.8%
Average Price per Square Foot	\$445	\$512	\$512	\$499	12.1%
Properties Sold	2	22	23	8	300.0%
Properties Pending Sale	4	20	15	14	250.0%
Properties For Sale	63	87	53	50	-20.6%
Days on Market (Pending Sale)	55	21	35	32	-41.9%
Month's Supply of Inventory	36.6	18.9	40.9	29.3	-19.9%
Percent Under Contract	6.3%	23.0%	28.3%	28.0%	341.0%
Average Median Price for Last 12 Months	\$741,568	\$732,083	\$744,833	\$725,519	-2.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Alhambra Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



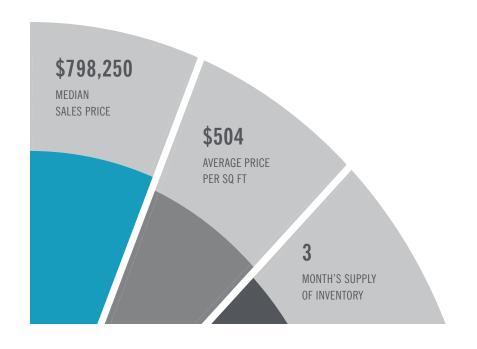


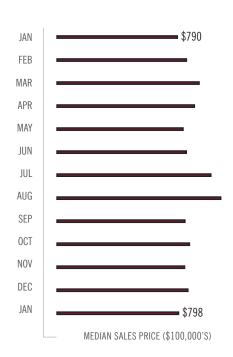
### **ALTADENA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$790,000	\$1,010,000	\$869,500	\$798,250	1.0%
Average Price per Square Foot	\$515	\$572	\$565	\$504	-2.1%
Properties Sold	23	39	40	22	-4.3%
Properties Pending Sale	23	32	31	35	52.2%
Properties For Sale	112	118	115	67	-40.2%
Days on Market (Pending Sale)	55	37	37	60	8.2%
Month's Supply of Inventory	4.9	3	2.9	3	-37.5%
Percent Under Contract	20.5%	27.1%	27.0%	52.2%	154.4%
Average Median Price for Last 12 Months	\$828,292	\$879,949	\$831,731	\$880,092	6.3%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Altadena Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



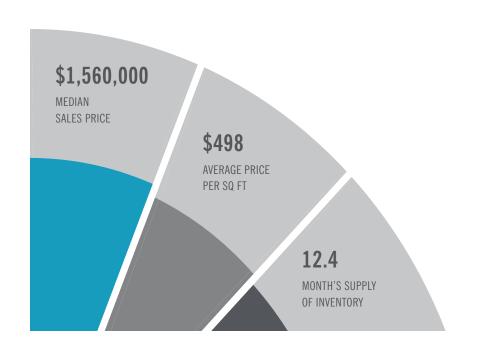


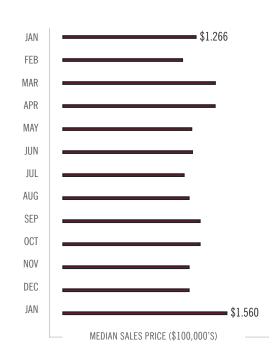
#### **ARCADIA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,266,500	\$1,152,500	\$1,304,825	\$1,560,000	23.2%
Average Price per Square Foot	\$521	\$553	\$527	\$498	-4.4%
Properties Sold	26	38	36	17	-34.6%
Properties Pending Sale	25	31	33	35	40.0%
Properties For Sale	282	328	297	210	-25.5%
Days on Market (Pending Sale)	98	69	68	64	-35.4%
Month's Supply of Inventory	10.8	8.6	8.2	12.4	13.9%
Percent Under Contract	8.9%	9.5%	11.1%	16.7%	88.0%
Average Median Price for Last 12 Months	\$1,347,708	\$1,294,971	\$1,320,000	\$1,283,179	-4.8%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Arcadia Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



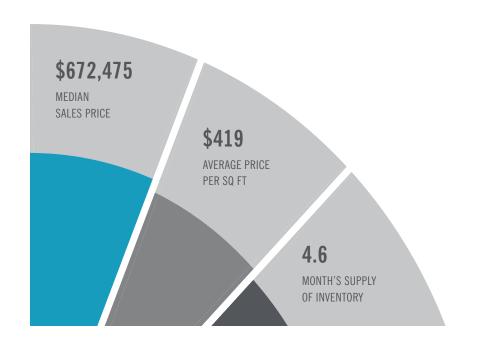


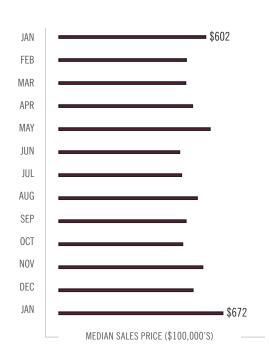
### **DUARTE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$602,000	\$503,000	\$507,500	\$672,475	11.7%
Average Price per Square Foot	\$387	\$440	\$493	\$419	8.3%
Properties Sold	7	15	8	8	14.3%
Properties Pending Sale	8	11	13	16	100.0%
Properties For Sale	48	53	55	37	-22.9%
Days on Market (Pending Sale)	49	39	51	58	17.0%
Month's Supply of Inventory	6.9	3.5	6.9	4.6	-32.6%
Percent Under Contract	16.7%	20.8%	23.6%	43.2%	159.5%
Average Median Price for Last 12 Months	\$554,708	\$568,121	\$604,158	\$555,344	0.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Duarte Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



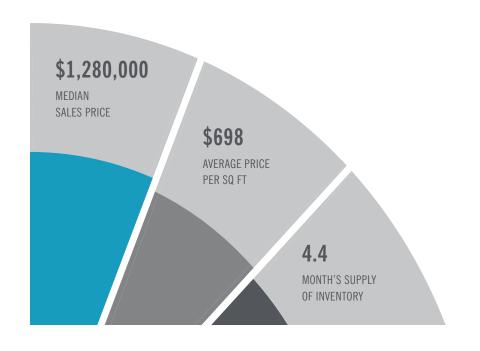


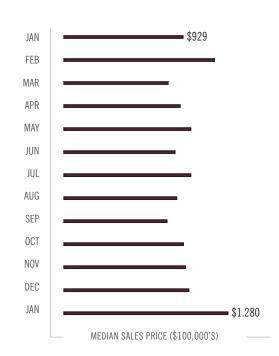
## **EAGLE ROCK**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$929,538	\$990,000	\$932,500	\$1,280,000	37.7%
Average Price per Square Foot	\$592	\$536	\$615	\$698	17.9%
Properties Sold	10	19	12	9	-10.0%
Properties Pending Sale	9	15	18	19	111.1%
Properties For Sale	62	66	62	40	-35.5%
Days on Market (Pending Sale)	31	26	26	50	57.5%
Month's Supply of Inventory	6.2	3.5	5.2	4.4	-28.3%
Percent Under Contract	14.5%	22.7%	29.0%	47.5%	227.2%
Average Median Price for Last 12 Months	\$925,149	\$970,075	\$1,068,000	\$960,884	3.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Eagle Rock Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



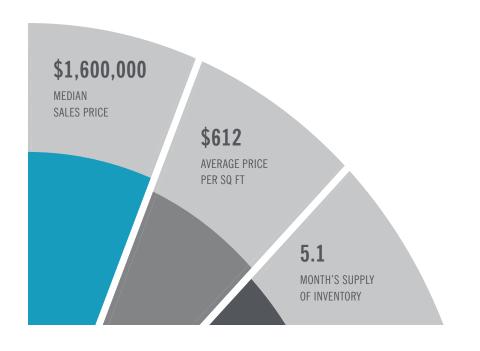


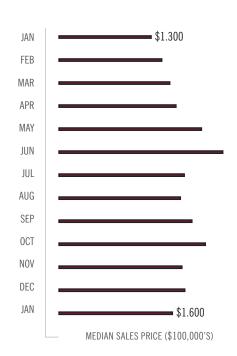
## LA CANADA FLINTRIDGE

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,300,000	\$1,767,500	\$2,065,000	\$1,600,000	23.1%
Average Price per Square Foot	\$625	\$653	\$621	\$612	-2.1%
Properties Sold	5	28	22	14	180.0%
Properties Pending Sale	9	23	23	14	55.6%
Properties For Sale	74	123	115	71	-4.1%
Days on Market (Pending Sale)	91	45	71	66	-27.9%
Month's Supply of Inventory	14.8	4.4	5.2	5.1	-65.7%
Percent Under Contract	12.2%	18.7%	20.0%	19.7%	62.1%
Average Median Price for Last 12 Months	\$1,720,496	\$1,793,583	\$1,703,000	\$1,754,769	2.0%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in La Canada Flintridge Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



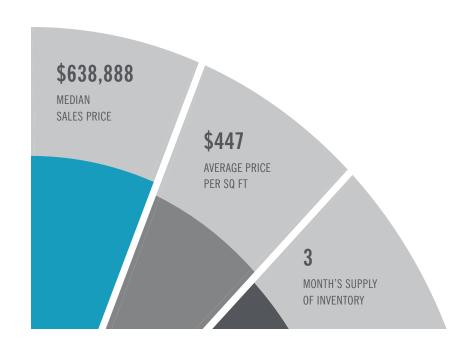


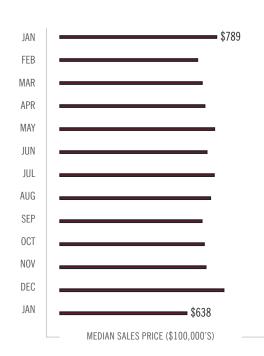
## **MONROVIA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$789,000	\$776,500	\$726,500	\$638,888	-19.0%
Average Price per Square Foot	\$452	\$492	\$505	\$447	-1.1%
Properties Sold	14	28	26	19	35.7%
Properties Pending Sale	15	22	21	23	53.3%
Properties For Sale	84	87	83	57	-32.1%
Days on Market (Pending Sale)	43	44	47	71	65.2%
Month's Supply of Inventory	6	3.1	3.2	3	-50.0%
Percent Under Contract	17.9%	25.3%	25.3%	40.4%	126.0%
Average Median Price for Last 12 Months	\$763,200	\$733,098	\$733,029	\$740,046	-3.0%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Monrovia Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



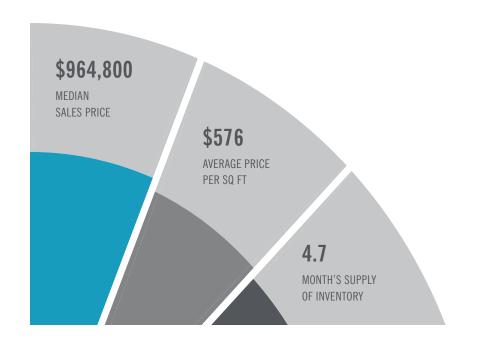


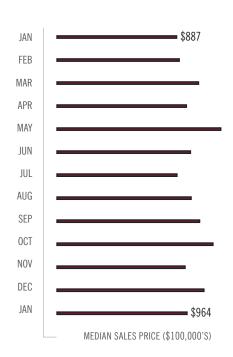
### **PASADENA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$887,500	\$889,900	\$1,157,000	\$964,800	8.7%
Average Price per Square Foot	\$518	\$608	\$625	\$576	11.2%
Properties Sold	38	96	79	45	18.4%
Properties Pending Sale	36	88	85	62	72.2%
Properties For Sale	315	408	336	213	-32.4%
Days on Market (Pending Sale)	56	56	58	65	15.3%
Month's Supply of Inventory	8.3	4.2	4.3	4.7	-42.9%
Percent Under Contract	11.4%	21.6%	25.3%	29.1%	154.7%
Average Median Price for Last 12 Months	\$1,001,417	\$1,035,800	\$1,001,600	\$1,008,781	0.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Pasadena Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



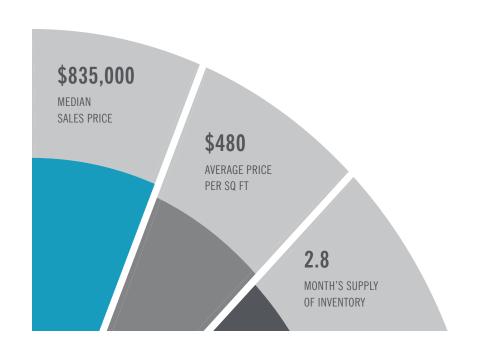


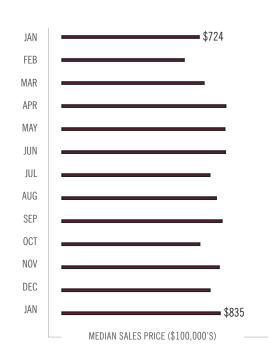
### **SAN GABRIEL**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$724,425	\$781,000	\$727,500	\$835,000	15.3%
Average Price per Square Foot	\$489	\$474	\$472	\$480	-1.8%
Properties Sold	8	26	24	21	162.5%
Properties Pending Sale	16	27	28	20	25.0%
Properties For Sale	78	114	112	58	-25.6%
Days on Market (Pending Sale)	47	42	42	48	2.3%
Month's Supply of Inventory	9.8	4.4	4.7	2.8	-71.7%
Percent Under Contract	20.5%	23.7%	25.0%	34.5%	68.1%
Average Median Price for Last 12 Months	\$788,951	\$805,667	\$815,500	\$794,033	0.6%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Gabriel Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



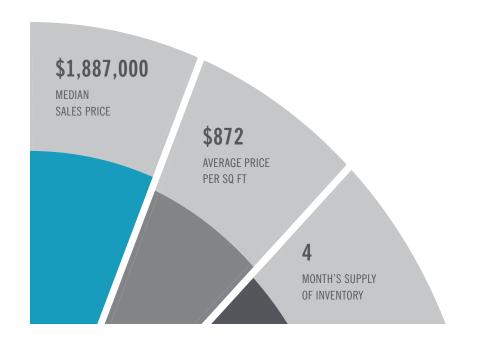


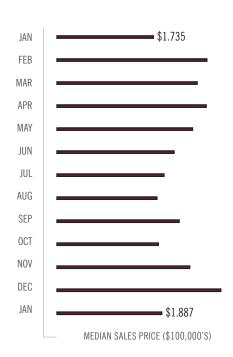
### **SAN MARINO**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,735,000	\$1,926,944	\$1,825,000	\$1,887,000	8.8%
Average Price per Square Foot	\$845	\$878	\$815	\$872	3.2%
Properties Sold	4	16	7	15	275.0%
Properties Pending Sale	5	18	12	11	120.0%
Properties For Sale	66	105	87	60	-9.1%
Days on Market (Pending Sale)	135	59	66	72	-47.0%
Month's Supply of Inventory	16.5	6.6	12.4	4	-75.8%
Percent Under Contract	7.6%	17.1%	13.8%	18.3%	142.0%
Average Median Price for Last 12 Months	\$2,103,287	\$2,175,250	\$2,409,000	\$2,244,129	6.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Marino Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



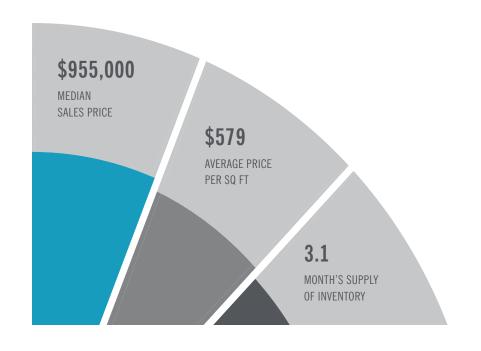


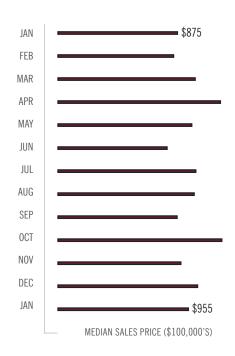
### **SIERRA MADRE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$875,000	\$1,009,500	\$1,200,000	\$955,000	9.1%
Average Price per Square Foot	\$600	\$555	\$603	\$579	-3.5%
Properties Sold	5	8	14	9	80.0%
Properties Pending Sale	5	10	7	10	100.0%
Properties For Sale	39	42	44	28	-28.2%
Days on Market (Pending Sale)	37	28	50	52	41.8%
Month's Supply of Inventory	7.8	5.2	3.1	3.1	-60.1%
Percent Under Contract	12.8%	23.8%	15.9%	35.7%	178.6%
Average Median Price for Last 12 Months	\$1,064,250	\$991,282	\$959,167	\$973,323	-8.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Sierra Madre Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



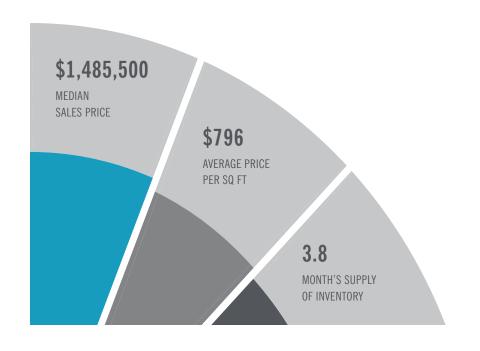


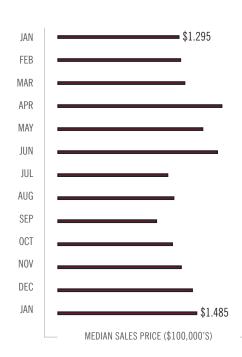
## **SOUTH PASADENA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,295,000	\$1,175,000	\$1,225,000	\$1,485,500	14.7%
Average Price per Square Foot	\$561	\$744	\$737	\$796	41.9%
Properties Sold	6	9	12	8	33.3%
Properties Pending Sale	7	4	11	9	28.6%
Properties For Sale	38	45	49	30	-21.1%
Days on Market (Pending Sale)	45	26	36	61	36.5%
Month's Supply of Inventory	6.3	5	4.1	3.8	-40.8%
Percent Under Contract	18.4%	8.9%	22.4%	30.0%	62.9%
Average Median Price for Last 12 Months	\$1,363,410	\$1,294,083	\$1,414,833	\$1,378,240	1.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in South Pasadena Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**





### **ORANGE COUNTY**

ORANGE COUNTY MACRO LADERA RANCH NEWPORT HEIGHTS

ALISO VIEJO LAGUNA BEACH RANCHO SANTA MARGARITA

BALBOA PENINSULA LAGUNA HILLS SAN CLEMENTE

CORONA DEL MAR - SPYGLASS LAGUNA NIGUEL SAN JUAN CAPISTRANO

COTO DE CAZA LAGUNA WOODS SEAL BEACH

CRYSTAL COVE LAKE FOREST SHADY CANYON

DANA POINT LANTERN VILLAGE IN DANA POINT TURTLE RIDGE

EAST BLUFF - HARBOR VIEW LOWER NEWPORT BAY - BALBOA ISLAND TURTLE ROCK

EAST COSTA MESA MISSION VIEJO WESTMINSTER

COSTA MESA MONARCH BEACH WEST BAY - SANTA ANA HEIGHTS

FOUNTAIN VALLEY NELLE GAIL WEST NEWPORT - LIDO

HUNTINGTON BEACH NEWPORT BEACH YORBA LINDA

IRVINE NEWPORT COAST

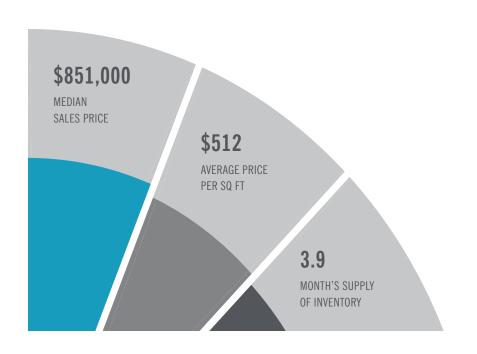


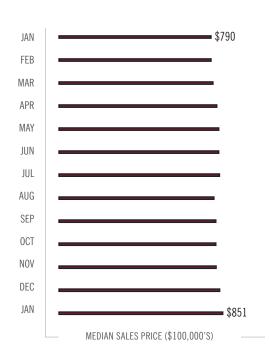
## **ORANGE COUNTY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$790,000	\$834,000	\$815,000	\$851,000	7.7%
Average Price per Square Foot	\$480	\$486	\$504	\$512	6.7%
Properties Sold	921	1866	1620	1129	22.6%
Properties Pending Sale	1133	1758	1561	1407	24.2%
Properties For Sale	5,979	7,804	6,433	4,397	-26.5%
Days on Market (Pending Sale)	59	45	49	53	-10.4%
Month's Supply of Inventory	6.5	4.2	4	3.9	-40.0%
Percent Under Contract	18.9%	22.5%	24.3%	32.0%	68.9%
Average Median Price for Last 12 Months	\$810,781	\$822,938	\$834,208	\$817,817	0.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Orange County Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



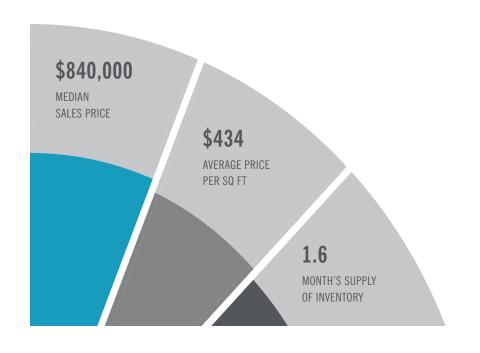


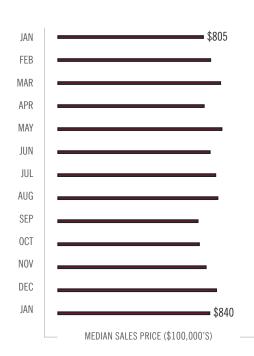
## **ALISO VIEJO**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$805,000	\$873,000	\$782,500	\$840,000	4.3%
Average Price per Square Foot	\$392	\$415	\$399	\$434	10.7%
Properties Sold	9	16	18	20	122.2%
Properties Pending Sale	10	12	16	12	20.0%
Properties For Sale	44	65	53	32	-27.3%
Days on Market (Pending Sale)	102	40	45	44	-57.5%
Month's Supply of Inventory	4.9	4.1	2.9	1.6	-67.3%
Percent Under Contract	22.7%	18.5%	30.2%	37.5%	65.0%
Average Median Price for Last 12 Months	\$852,700	\$830,000	\$845,833	\$843,192	-1.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Aliso Viejo Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



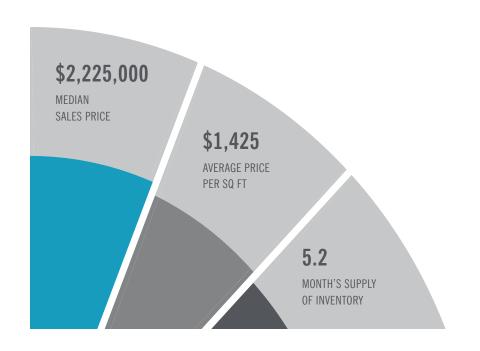


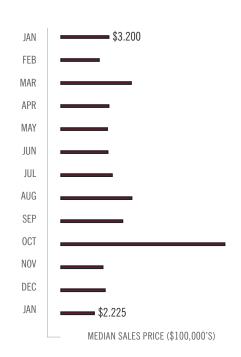
### **BALBOA PENINSULA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$3,200,000	\$3,425,000	\$10,965,000	\$2,225,000	-30.5%
Average Price per Square Foot	\$1,308	\$1,931	\$3,514	\$1,425	8.9%
Properties Sold	4	6	2	8	100.0%
Properties Pending Sale	3	7	8	7	133.3%
Properties For Sale	40	54	57	42	5.0%
Days on Market (Pending Sale)	19	23	110	187	867.2%
Month's Supply of Inventory	10	9	28.5	5.2	-47.5%
Percent Under Contract	7.5%	13.0%	14.0%	16.7%	122.2%
Average Median Price for Last 12 Months	\$4,420,500	\$4,633,750	\$2,658,333	\$3,931,755	-11.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Balboa Peninsula Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



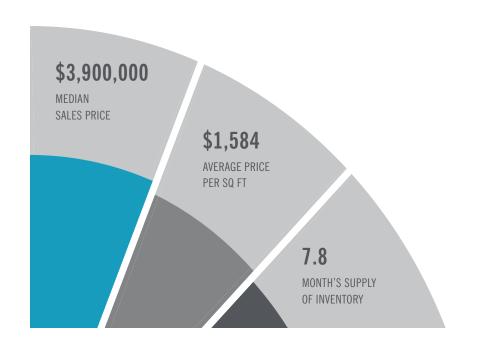


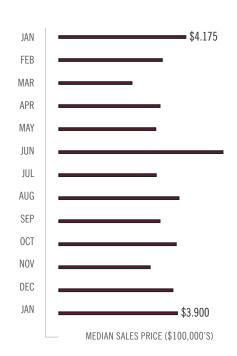
## **CORONA DEL MAR - SPYGLASS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$4,175,000	\$3,200,000	\$3,860,000	\$3,900,000	-6.6%
Average Price per Square Foot	\$1,171	\$1,289	\$1,213	\$1,584	35.3%
Properties Sold	9	15	11	11	22.2%
Properties Pending Sale	8	12	7	9	12.5%
Properties For Sale	74	114	110	86	16.2%
Days on Market (Pending Sale)	104	79	82	81	-22.6%
Month's Supply of Inventory	8.2	7.6	10	7.8	-4.9%
Percent Under Contract	10.8%	10.5%	6.4%	10.5%	-3.2%
Average Median Price for Last 12 Months	\$3,383,969	\$3,630,833	\$3,550,000	\$3,605,308	6.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Corona del Mar - Spyglass Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



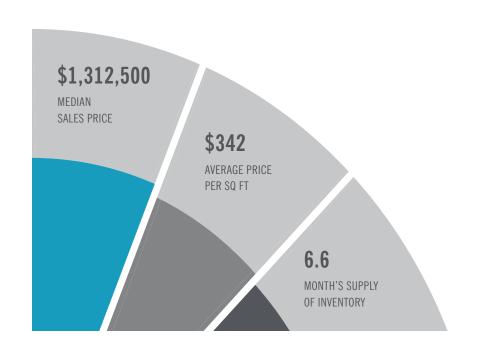


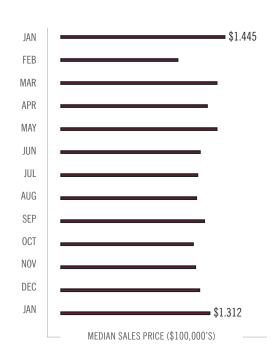
## **COTO DE CAZA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,445,000	\$1,205,000	\$1,166,563	\$1,312,500	-9.2%
Average Price per Square Foot	\$365	\$383	\$357	\$342	-6.3%
Properties Sold	12	22	24	12	0.0%
Properties Pending Sale	24	19	21	16	-33.3%
Properties For Sale	104	141	115	79	-24.0%
Days on Market (Pending Sale)	115	64	102	69	-39.9%
Month's Supply of Inventory	8.7	6.4	4.8	6.6	-24.0%
Percent Under Contract	23.1%	13.5%	18.3%	20.3%	-12.2%
Average Median Price for Last 12 Months	\$1,385,290	\$1,224,677	\$1,240,500	\$1,253,505	-9.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Coto de Caza Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



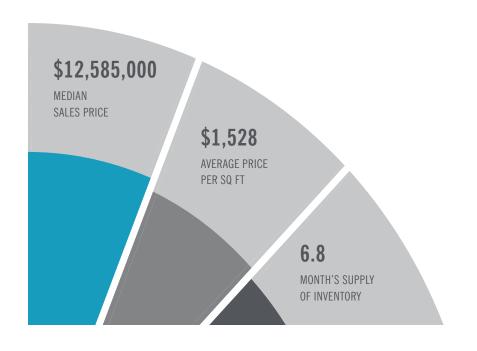


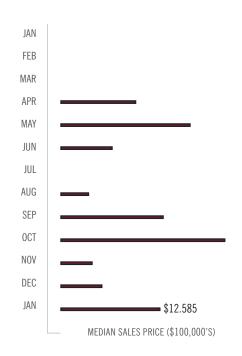
## **CRYSTAL COVE**

% CHANGE
n/a
n/a
n/a
n/a
28.6%
n/a
n/a
n/a
24.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Crystal Cove Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



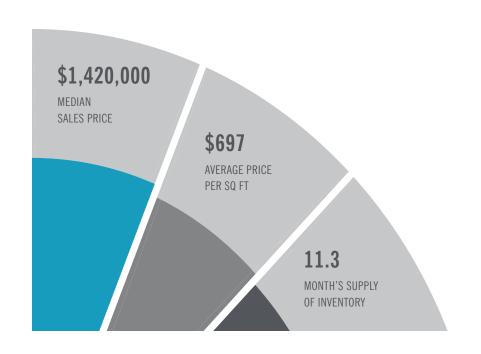


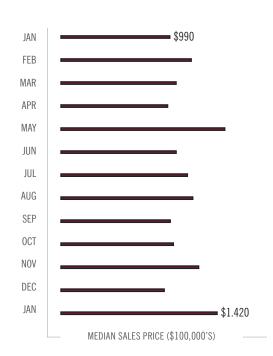
### **DANA POINT**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$990,000	\$1,150,000	\$1,022,500	\$1,420,000	43.4%
Average Price per Square Foot	\$548	\$647	\$639	\$697	27.2%
Properties Sold	21	27	36	15	-28.6%
Properties Pending Sale	15	20	31	29	93.3%
Properties For Sale	172	224	220	169	-1.7%
Days on Market (Pending Sale)	75	74	67	75	-0.9%
Month's Supply of Inventory	8.2	8.3	6.1	11.3	37.6%
Percent Under Contract	8.7%	8.9%	14.1%	17.2%	96.8%
Average Median Price for Last 12 Months	\$1,164,313	\$1,137,825	\$1,203,817	\$1,131,265	-2.8%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Dana Point Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



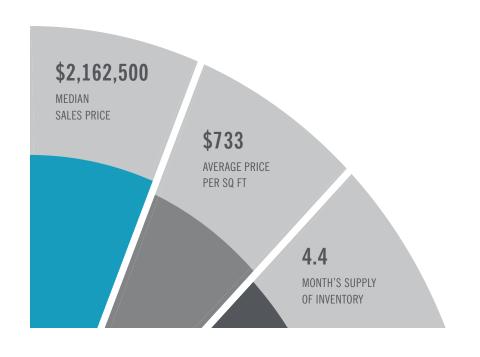


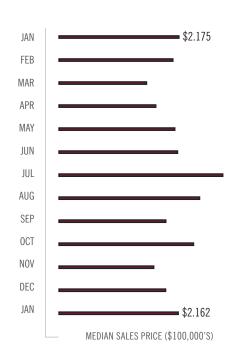
## **EAST BLUFF - HARBOR VIEW**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$2,175,000	\$2,970,000	\$2,440,000	\$2,162,500	-0.6%
Average Price per Square Foot	\$769	\$780	\$723	\$733	-4.7%
Properties Sold	11	29	19	18	63.6%
Properties Pending Sale	10	27	19	14	40.0%
Properties For Sale	103	151	131	79	-23.3%
Days on Market (Pending Sale)	45	57	65	98	116.3%
Month's Supply of Inventory	9.4	5.2	6.9	4.4	-53.1%
Percent Under Contract	9.7%	17.9%	14.5%	17.7%	82.5%
Average Median Price for Last 12 Months	\$2,147,667	\$2,123,667	\$1,938,167	\$2,118,808	-1.3%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in East Bluff - Harbor View Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



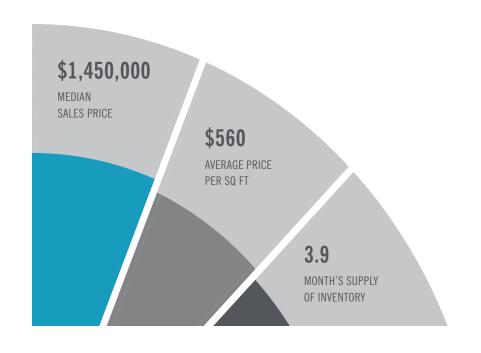


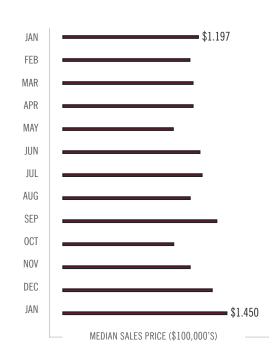
### **EAST COSTA MESA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,197,500	\$1,230,000	\$979,000	\$1,450,000	21.1%
Average Price per Square Foot	\$557	\$631	\$637	\$560	0.5%
Properties Sold	6	14	12	15	150.0%
Properties Pending Sale	7	18	18	19	171.4%
Properties For Sale	52	97	89	59	13.5%
Days on Market (Pending Sale)	50	52	56	67	33.4%
Month's Supply of Inventory	8.7	6.9	7.4	3.9	-54.6%
Percent Under Contract	13.5%	18.6%	20.2%	32.2%	139.2%
Average Median Price for Last 12 Months	\$1,123,585	\$1,226,625	\$1,298,333	\$1,184,340	5.4%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in East Costa Mesa Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



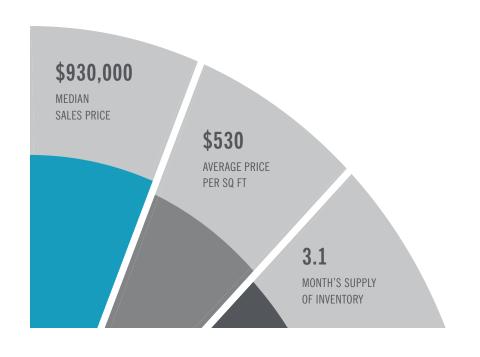


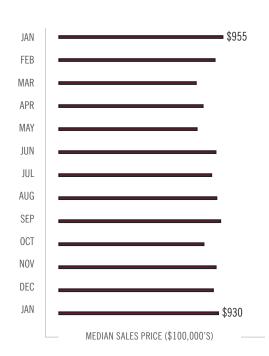
## **COSTA MESA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$955,745	\$890,000	\$845,000	\$930,000	-2.7%
Average Price per Square Foot	\$509	\$520	\$500	\$530	4.1%
Properties Sold	28	69	43	41	46.4%
Properties Pending Sale	31	56	54	53	71.0%
Properties For Sale	174	245	201	128	-26.4%
Days on Market (Pending Sale)	50	47	42	46	-7.0%
Month's Supply of Inventory	6.2	3.6	4.7	3.1	-49.8%
Percent Under Contract	17.8%	22.9%	26.9%	41.4%	132.4%
Average Median Price for Last 12 Months	\$891,796	\$908,921	\$915,342	\$889,944	-0.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Costa Mesa Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



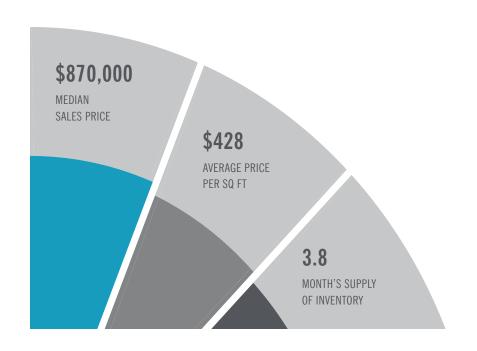


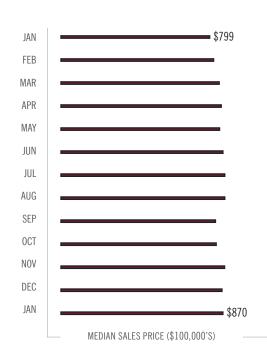
### **FOUNTAIN VALLEY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$799,000	\$880,000	\$834,000	\$870,000	8.9%
Average Price per Square Foot	\$441	\$425	\$439	\$428	-2.9%
Properties Sold	16	30	30	13	-18.8%
Properties Pending Sale	13	31	23	23	76.9%
Properties For Sale	65	69	62	49	-24.6%
Days on Market (Pending Sale)	20	22	23	36	80.8%
Month's Supply of Inventory	4.1	2.3	2.1	3.8	-7.2%
Percent Under Contract	20.0%	44.9%	37.1%	46.9%	134.7%
Average Median Price for Last 12 Months	\$830,492	\$859,667	\$871,333	\$853,077	2.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Fountain Valley Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



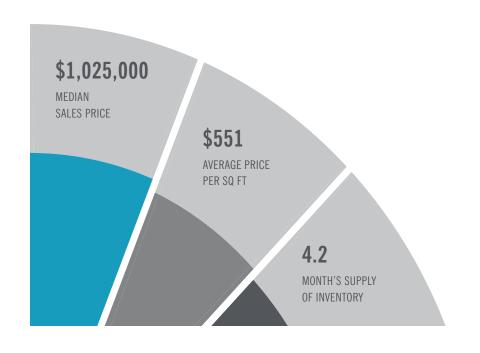


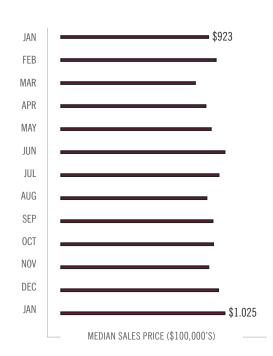
### **HUNTINGTON BEACH**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$923,000	\$987,500	\$953,500	\$1,025,000	11.1%
Average Price per Square Foot	\$508	\$528	\$539	\$551	8.5%
Properties Sold	64	114	124	61	-4.7%
Properties Pending Sale	68	104	93	88	29.4%
Properties For Sale	327	467	351	254	-22.3%
Days on Market (Pending Sale)	58	34	48	42	-27.9%
Month's Supply of Inventory	5.1	4.1	2.8	4.2	-18.5%
Percent Under Contract	20.8%	22.3%	26.5%	34.6%	66.6%
Average Median Price for Last 12 Months	\$906,292	\$958,208	\$977,917	\$949,212	4.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Huntington Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



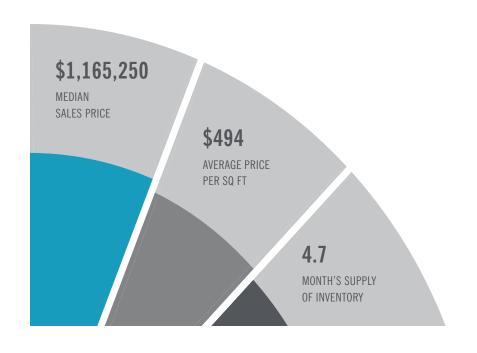


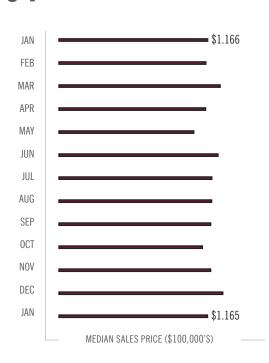
## **IRVINE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,166,479	\$1,199,000	\$1,125,000	\$1,165,250	-0.1%
Average Price per Square Foot	\$518	\$503	\$518	\$494	-4.6%
Properties Sold	57	114	107	81	42.1%
Properties Pending Sale	52	120	118	86	65.4%
Properties For Sale	460	656	609	380	-17.4%
Days on Market (Pending Sale)	53	51	55	71	34.4%
Month's Supply of Inventory	8.1	5.8	5.7	4.7	-41.9%
Percent Under Contract	11.3%	18.3%	19.4%	22.6%	100.2%
Average Median Price for Last 12 Months	\$1,232,283	\$1,192,125	\$1,213,417	\$1,183,825	-3.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Irvine Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



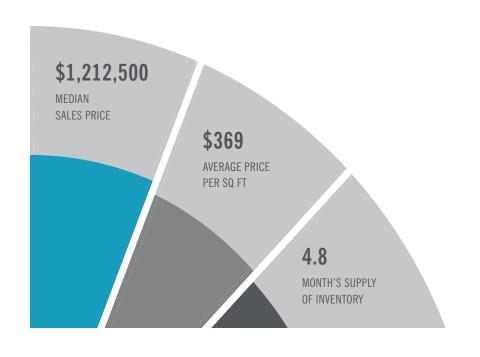


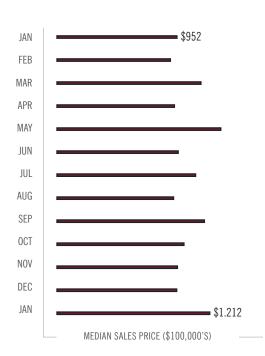
### **LADERA RANCH**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$952,000	\$1,100,000	\$1,007,500	\$1,212,500	27.4%
Average Price per Square Foot	\$367	\$374	\$377	\$369	0.5%
Properties Sold	13	33	12	18	38.5%
Properties Pending Sale	18	26	16	31	72.2%
Properties For Sale	89	134	101	86	-3.4%
Days on Market (Pending Sale)	63	35	40	29	-54.3%
Month's Supply of Inventory	6.8	4.1	8.4	4.8	-30.2%
Percent Under Contract	20.2%	19.4%	15.8%	36.0%	78.2%
Average Median Price for Last 12 Months	\$1,009,411	\$1,036,833	\$1,039,500	\$1,039,173	2.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Ladera Ranch Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



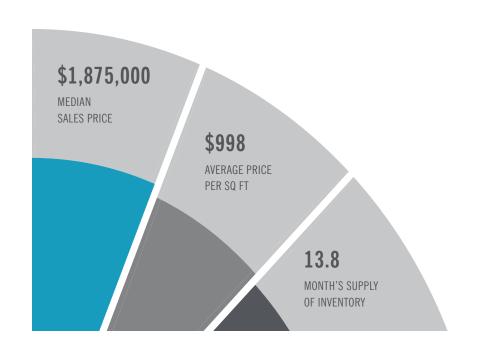


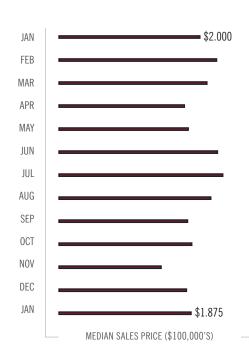
### **LAGUNA BEACH**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$2,000,000	\$2,325,000	\$1,885,000	\$1,875,000	-6.2%
Average Price per Square Foot	\$1,248	\$1,380	\$1,196	\$998	-20.0%
Properties Sold	20	29	34	15	-25.0%
Properties Pending Sale	23	29	24	35	52.2%
Properties For Sale	266	350	281	207	-22.2%
Days on Market (Pending Sale)	101	136	91	122	21.1%
Month's Supply of Inventory	13.3	12.1	8.3	13.8	3.8%
Percent Under Contract	8.6%	8.3%	8.5%	16.9%	95.5%
Average Median Price for Last 12 Months	\$2,113,395	\$1,833,333	\$1,711,667	\$1,963,654	-7.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Laguna Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



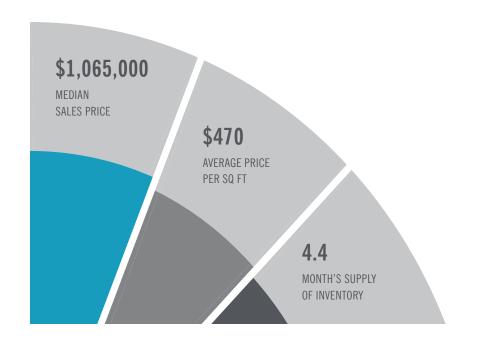


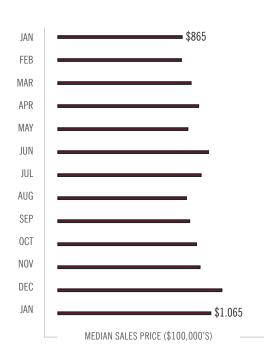
## **LAGUNA NIGUEL**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$865,000	\$997,500	\$965,000	\$1,065,000	23.1%
Average Price per Square Foot	\$441	\$458	\$459	\$470	6.6%
Properties Sold	34	69	51	39	14.7%
Properties Pending Sale	34	55	48	54	58.8%
Properties For Sale	229	315	244	172	-24.9%
Days on Market (Pending Sale)	73	55	67	59	-18.9%
Month's Supply of Inventory	6.7	4.6	4.8	4.4	-34.5%
Percent Under Contract	14.8%	17.5%	19.7%	31.4%	111.5%
Average Median Price for Last 12 Months	\$980,118	\$995,833	\$1,065,833	\$966,078	-1.4%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Laguna Niguel Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



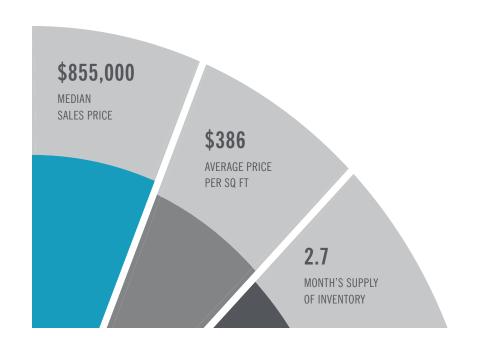


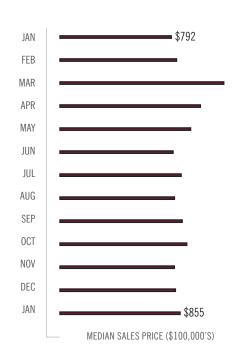
## **LAGUNA HILLS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$792,500	\$862,500	\$902,500	\$855,000	7.9%
Average Price per Square Foot	\$404	\$388	\$411	\$386	-4.5%
Properties Sold	12	25	24	22	83.3%
Properties Pending Sale	19	23	21	21	10.5%
Properties For Sale	86	116	102	59	-31.4%
Days on Market (Pending Sale)	64	52	65	45	-29.3%
Month's Supply of Inventory	7.2	4.6	4.2	2.7	-62.6%
Percent Under Contract	22.1%	19.8%	20.6%	35.6%	61.1%
Average Median Price for Last 12 Months	\$870,229	\$846,500	\$830,500	\$881,904	1.3%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Laguna Hills Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



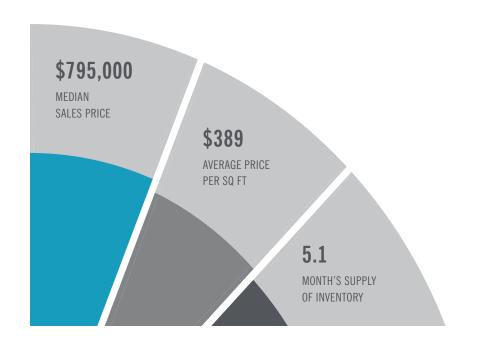


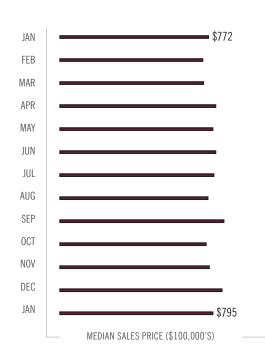
#### **LAKE FOREST**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$772,500	\$800,000	\$759,900	\$795,000	2.9%
Average Price per Square Foot	\$368	\$378	\$376	\$389	5.7%
Properties Sold	36	87	53	27	-25.0%
Properties Pending Sale	36	62	52	46	27.8%
Properties For Sale	211	251	201	138	-34.6%
Days on Market (Pending Sale)	54	29	43	57	4.6%
Month's Supply of Inventory	5.9	2.9	3.8	5.1	-12.8%
Percent Under Contract	17.1%	24.7%	25.9%	33.3%	95.4%
Average Median Price for Last 12 Months	\$797,725	\$799,275	\$804,667	\$790,162	-0.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Lake Forest Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



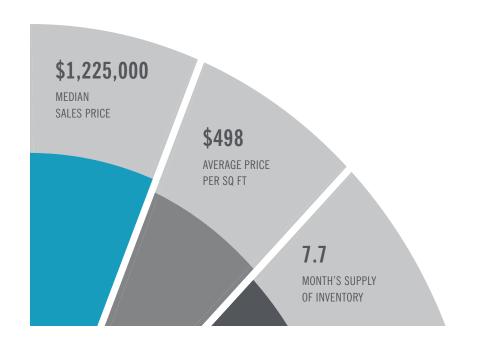


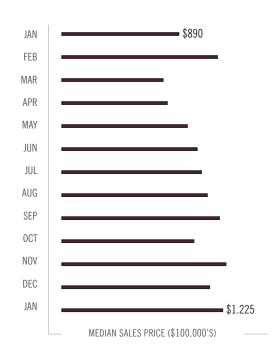
### LANTERN VILLAGE IN DANA POINT

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
			ı		
Median Price	\$890,000	\$1,062,500	\$1,005,000	\$1,225,000	37.6%
Average Price per Square Foot	\$585	\$459	\$477	\$498	-14.9%
Properties Sold	2	2	4	3	50.0%
Properties Pending Sale	3	4	7	6	100.0%
Properties For Sale	23	27	28	23	0.0%
Days on Market (Pending Sale)	24	111	53	80	234.7%
Month's Supply of Inventory	11.5	13.5	7	7.7	-33.3%
Percent Under Contract	13.0%	14.8%	25.0%	26.1%	100.0%
Average Median Price for Last 12 Months	\$1,132,250	\$1,152,067	\$1,199,967	\$1,046,685	-7.6%
Average Median Frice for East 12 Months	φ1,132,230	φι,ιυΖ,007		φ1,040,000	-7.0 /0

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Lantern Village in Dana Point Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



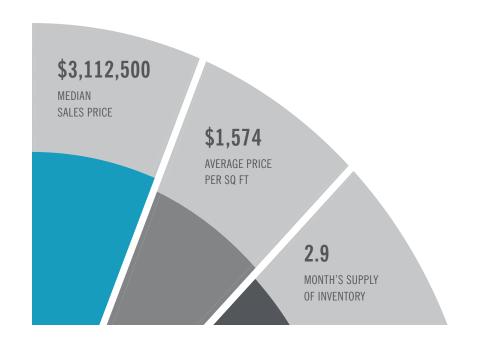


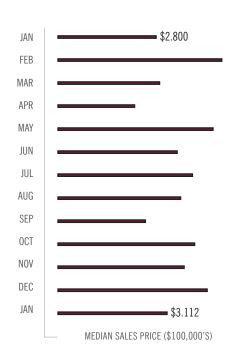
### **LOWER NEWPORT BAY - BALBOA ISLAND**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$2,800,000	\$3,837,500	\$3,900,000	\$3,112,500	11.2%
Average Price per Square Foot	\$1,670	\$1,454	\$1,773	\$1,574	-5.7%
Properties Sold	1	6	9	10	900.0%
Properties Pending Sale	8	6	6	10	25.0%
Properties For Sale	36	48	41	29	-19.4%
Days on Market (Pending Sale)	37	112	170	146	291.7%
Month's Supply of Inventory	36	8	4.6	2.9	-91.9%
Percent Under Contract	22.2%	12.5%	14.6%	34.5%	55.2%
Average Median Price for Last 12 Months	\$3,882,625	\$3,477,500	\$3,656,667	\$3,468,346	-10.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Lower Newport Bay - Balboa Island Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



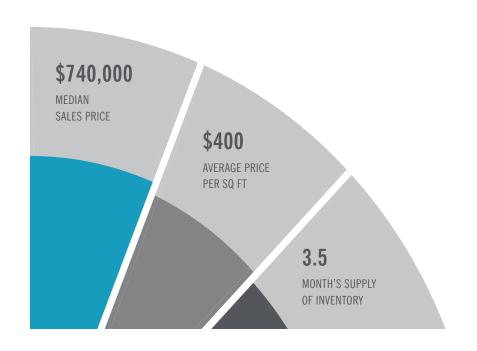


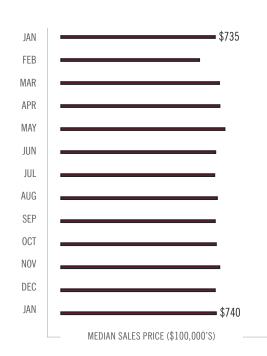
### MISSION VIEJO

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$735,000	\$732,250	\$740,000	\$740,000	0.7%
Average Price per Square Foot	\$388	\$374	\$392	\$400	3.1%
Properties Sold	44	116	86	47	6.8%
Properties Pending Sale	43	93	93	67	55.8%
Properties For Sale	262	349	250	164	-37.4%
Days on Market (Pending Sale)	56	49	44	45	-19.5%
Month's Supply of Inventory	6	3	2.9	3.5	-41.4%
Percent Under Contract	16.4%	26.6%	37.2%	40.9%	148.9%
Average Median Price for Last 12 Months	\$751,533	\$741,875	\$743,750	\$739,115	-1.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Mission Viejo Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



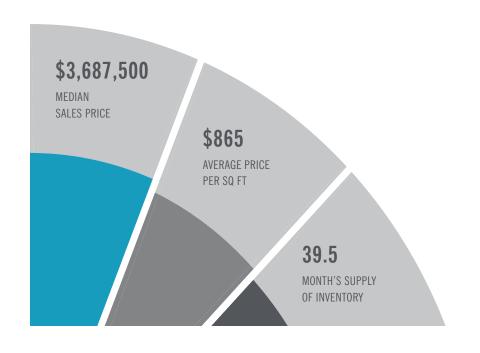


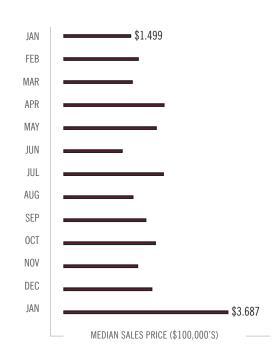
#### **MONARCH BEACH**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,499,000	\$2,235,000	\$2,055,000	\$3,687,500	146.0%
Average Price per Square Foot	\$676	\$851	\$904	\$865	28.0%
Properties Sold	7	10	7	2	-71.4%
Properties Pending Sale	4	8	7	13	225.0%
Properties For Sale	76	98	89	79	3.9%
Days on Market (Pending Sale)	72	49	48	85	19.1%
Month's Supply of Inventory	10.9	9.8	12.7	39.5	263.8%
Percent Under Contract	5.3%	8.2%	7.9%	16.5%	212.7%
Average Median Price for Last 12 Months	\$1,989,625	\$2,127,083	\$2,439,167	\$1,948,769	-2.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Monarch Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



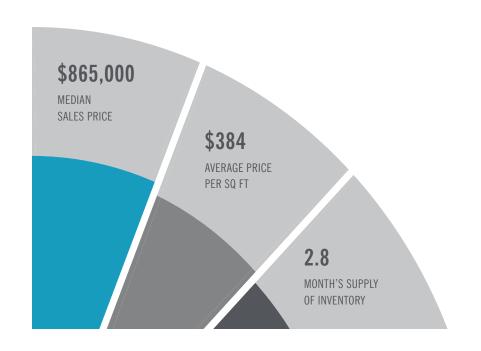


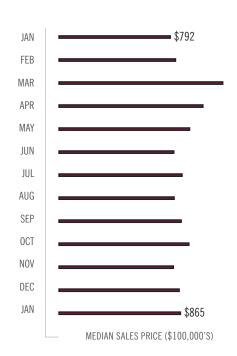
### **NELLIE GAIL**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$792,500	\$876,250	\$925,000	\$865,000	9.1%
Average Price per Square Foot	\$404	\$387	\$410	\$384	-5.0%
Properties Sold	12	24	23	20	66.7%
Properties Pending Sale	19	23	21	19	0.0%
Properties For Sale	84	116	100	57	-32.1%
Days on Market (Pending Sale)	64	52	65	49	-23.3%
Month's Supply of Inventory	7	4.8	4.3	2.8	-59.3%
Percent Under Contract	22.6%	19.8%	21.0%	33.3%	47.4%
Average Median Price for Last 12 Months	\$877,688	\$858,417	\$845,167	\$891,385	1.6%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Nellie Gail Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



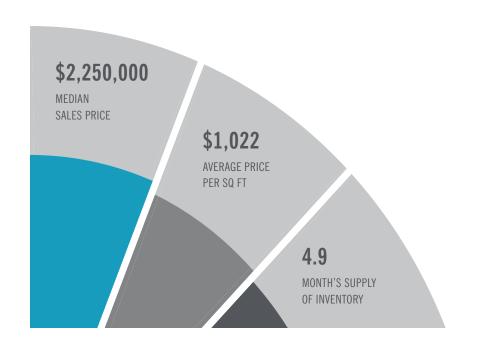


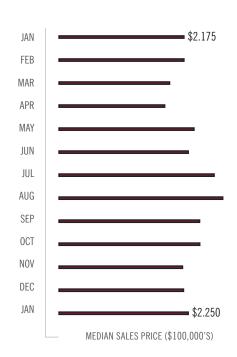
#### **NEWPORT BEACH**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$2,175,000	\$2,700,000	\$2,450,000	\$2,250,000	3.4%
Average Price per Square Foot	\$946	\$975	\$1,059	\$1,022	8.0%
Properties Sold	29	65	63	54	86.2%
Properties Pending Sale	37	61	62	56	51.4%
Properties For Sale	296	420	364	263	-11.1%
Days on Market (Pending Sale)	53	59	86	95	76.9%
Month's Supply of Inventory	10.2	6.5	5.8	4.9	-52.3%
Percent Under Contract	12.5%	14.5%	17.0%	21.3%	70.3%
Average Median Price for Last 12 Months	\$2,282,125	\$2,385,833	\$2,189,167	\$2,286,923	0.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Newport Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



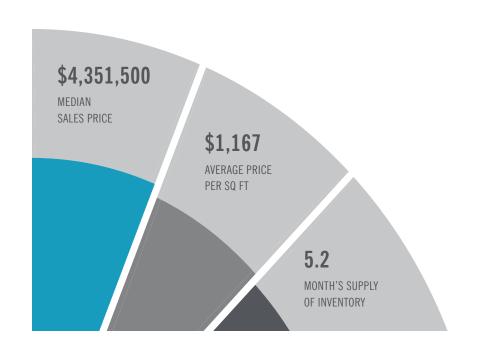


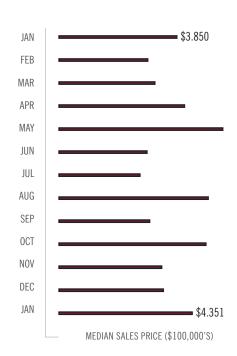
#### **NEWPORT COAST**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$3,850,000	\$2,645,000	\$4,800,000	\$4,351,500	13.0%
Average Price per Square Foot	\$882	\$783	\$1,522	\$1,167	32.3%
Properties Sold	5	10	5	16	220.0%
Properties Pending Sale	4	9	8	14	250.0%
Properties For Sale	90	119	119	84	-6.7%
Days on Market (Pending Sale)	72	105	91	163	127.8%
Month's Supply of Inventory	18	11.9	23.8	5.2	-70.8%
Percent Under Contract	4.4%	7.6%	6.7%	16.7%	275.0%
Average Median Price for Last 12 Months	\$3,846,063	\$3,959,000	\$3,705,500	\$3,738,961	-2.8%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Newport Coast Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



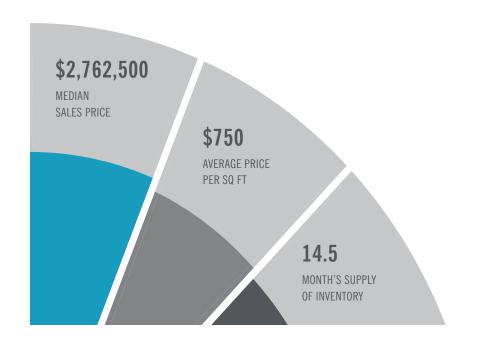


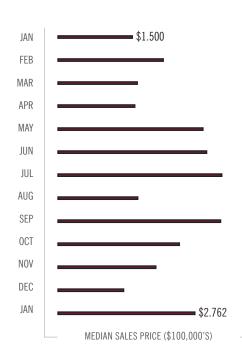
#### **NEWPORT HEIGHTS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,500,000	\$3,306,000	\$2,450,000	\$2,762,500	84.2%
Average Price per Square Foot	\$755	\$744	\$728	\$750	-0.7%
Properties Sold	3	6	7	2	-33.3%
Properties Pending Sale	1	6	7	7	600.0%
Properties For Sale	27	40	27	29	7.4%
Days on Market (Pending Sale)	145	63	94	65	-55.3%
Month's Supply of Inventory	9	6.7	3.9	14.5	61.1%
Percent Under Contract	3.7%	15.0%	25.9%	24.1%	551.7%
Average Median Price for Last 12 Months	\$2,027,917	\$2,234,083	\$2,020,833	\$2,262,423	11.6%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Newport Heights Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



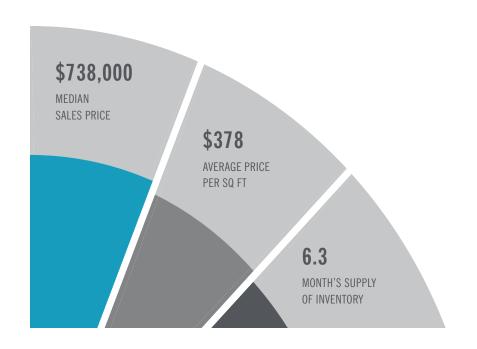


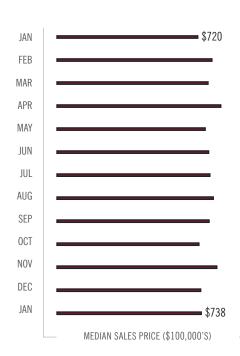
#### **RANCHO SANTA MARGARITA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$720,000	\$782,000	\$726,000	\$738,000	2.5%
Average Price per Square Foot	\$353	\$378	\$386	\$378	7.1%
Properties Sold	23	45	46	12	-47.8%
Properties Pending Sale	28	48	33	42	50.0%
Properties For Sale	111	155	101	76	-31.5%
Days on Market (Pending Sale)	61	56	38	37	-39.9%
Month's Supply of Inventory	4.8	3.4	2.2	6.3	31.2%
Percent Under Contract	25.2%	31.0%	32.7%	55.3%	119.1%
Average Median Price for Last 12 Months	\$797,146	\$765,650	\$763,500	\$771,704	-3.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Rancho Santa Margarita Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



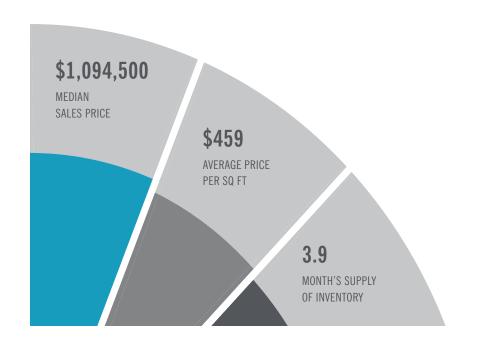


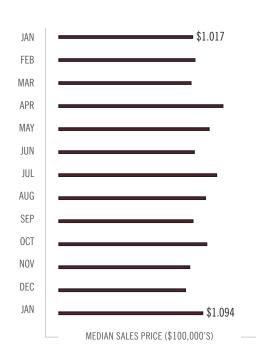
#### **SAN CLEMENTE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,017,500	\$1,200,000	\$1,125,000	\$1,094,500	7.6%
Average Price per Square Foot	\$553	\$482	\$496	\$459	-17.0%
Properties Sold	32	84	61	50	56.2%
Properties Pending Sale	54	52	54	67	24.1%
Properties For Sale	242	331	282	197	-18.6%
Days on Market (Pending Sale)	89	58	49	55	-38.3%
Month's Supply of Inventory	7.6	3.9	4.6	3.9	-47.9%
Percent Under Contract	22.3%	15.7%	19.1%	34.0%	52.4%
Average Median Price for Last 12 Months	\$1,069,333	\$1,052,000	\$1,017,333	\$1,076,192	0.6%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Clemente Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



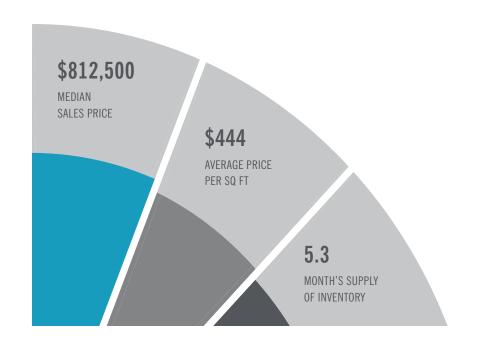


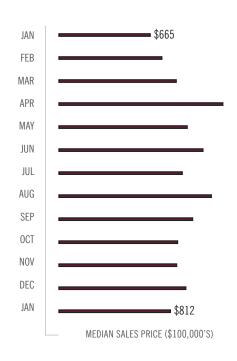
#### **SAN JUAN CAPISTRANO**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$665,000	\$899,000	\$865,000	\$812,500	22.2%
Average Price per Square Foot	\$341	\$429	\$420	\$444	30.2%
Properties Sold	8	29	19	21	162.5%
Properties Pending Sale	21	20	20	26	23.8%
Properties For Sale	117	166	164	112	-4.3%
Days on Market (Pending Sale)	83	72	58	74	-10.7%
Month's Supply of Inventory	14.6	5.7	8.6	5.3	-63.5%
Percent Under Contract	17.9%	12.0%	12.2%	23.2%	29.3%
Average Median Price for Last 12 Months	\$971,095	\$924,375	\$865,167	\$915,019	-5.8%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Juan Capistrano Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



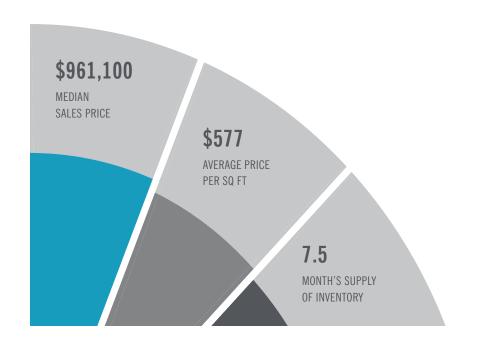


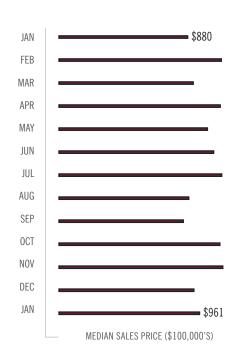
#### **SEAL BEACH**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$880,000	\$1,112,500	\$1,100,000	\$961,100	9.2%
Average Price per Square Foot	\$403	\$491	\$522	\$577	43.2%
Properties Sold	4	12	5	4	0.0%
Properties Pending Sale	9	6	6	9	0.0%
Properties For Sale	29	30	34	30	3.4%
Days on Market (Pending Sale)	49	72	38	56	14.7%
Month's Supply of Inventory	7.2	2.5	6.8	7.5	3.4%
Percent Under Contract	31.0%	20.0%	17.6%	30.0%	-3.3%
Average Median Price for Last 12 Months	\$1,048,375	\$973,517	\$1,001,200	\$1,002,815	-4.3%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Seal Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



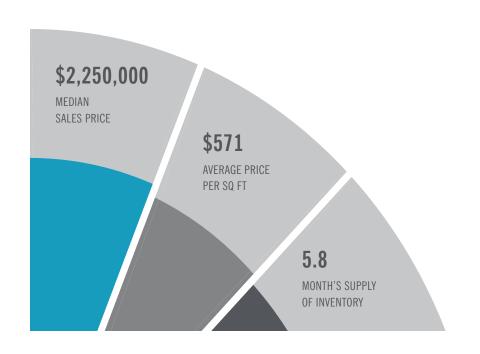


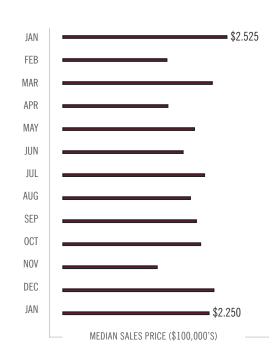
#### **SHADY CANYON**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$2,525,000	\$2,180,500	\$2,120,000	\$2,250,000	-10.9%
Average Price per Square Foot	\$736	\$692	\$661	\$571	-22.4%
Properties Sold	5	14	10	11	120.0%
Properties Pending Sale	7	11	13	6	-14.3%
Properties For Sale	84	114	108	64	-23.8%
Days on Market (Pending Sale)	112	61	51	135	20.7%
Month's Supply of Inventory	16.8	8.1	10.8	5.8	-65.4%
Percent Under Contract	8.3%	9.6%	12.0%	9.4%	12.5%
Average Median Price for Last 12 Months	\$2,267,870	\$2,027,083	\$2,008,333	\$2,019,846	-10.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Shady Canyon Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



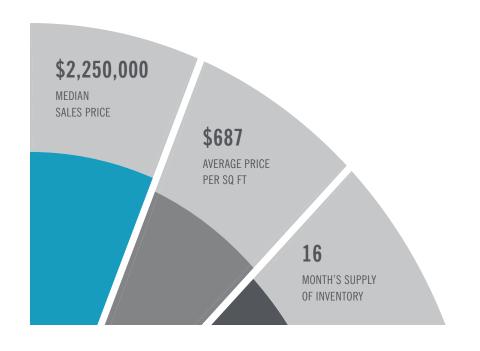


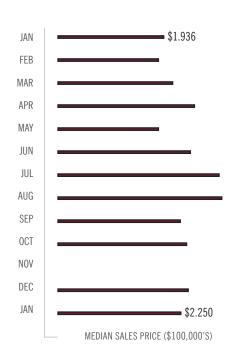
### **TURTLE RIDGE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,936,944	\$2,950,000	\$2,355,000	\$2,250,000	16.2%
Average Price per Square Foot	\$622	\$725	\$740	\$687	10.5%
Properties Sold	2	1	1	1	-50.0%
Properties Pending Sale	0	2	1	2	n/a
Properties For Sale	20	20	24	16	-20.0%
Days on Market (Pending Sale)	0	38	46	110	n/a
Month's Supply of Inventory	10	20	24	16	60.0%
Percent Under Contract	0.0%	10.0%	4.2%	12.5%	n/a
Average Median Price for Last 12 Months	\$2,443,644	\$2,446,000	\$2,317,500	\$2,318,495	-5.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Turtle Ridge Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



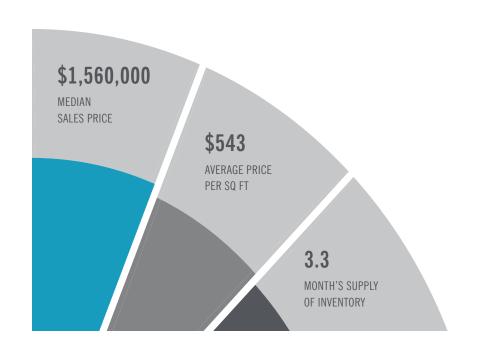


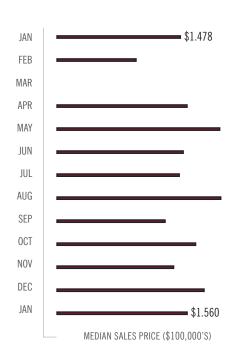
### **TURTLE ROCK**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,478,888	\$1,465,000	\$1,661,000	\$1,560,000	5.5%
Average Price per Square Foot	\$510	\$638	\$624	\$543	6.5%
Properties Sold	1	7	8	7	600.0%
Properties Pending Sale	3	5	10	2	-33.3%
Properties For Sale	29	44	45	23	-20.7%
Days on Market (Pending Sale)	154	84	49	56	-63.7%
Month's Supply of Inventory	29	6.3	5.6	3.3	-88.7%
Percent Under Contract	10.3%	11.4%	22.2%	8.7%	-15.9%
Average Median Price for Last 12 Months	\$1,721,556	\$1,606,417	\$1,573,333	\$1,545,928	-10.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Turtle Rock Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



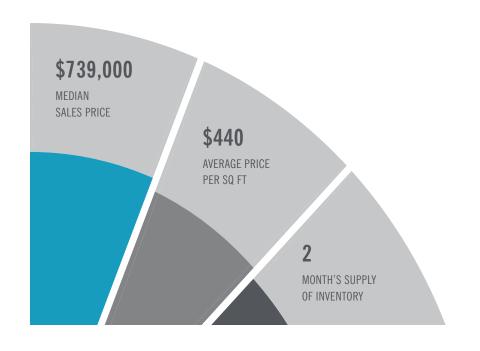


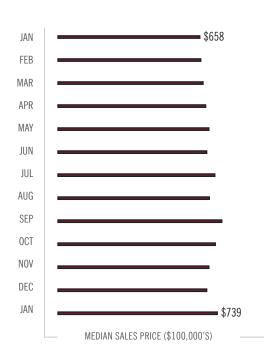
### **WESTMINSTER**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$658,000	\$727,500	\$730,000	\$739,000	12.3%
Average Price per Square Foot	\$379	\$425	\$394	\$440	16.1%
Properties Sold	17	29	19	27	58.8%
Properties Pending Sale	20	28	25	26	30.0%
Properties For Sale	76	93	78	54	-28.9%
Days on Market (Pending Sale)	38	29	24	39	3.1%
Month's Supply of Inventory	4.5	3.2	4.1	2	-55.3%
Percent Under Contract	26.3%	30.1%	32.1%	48.1%	83.0%
Average Median Price for Last 12 Months	\$677,750	\$720,250	\$709,667	\$701,346	3.5%
Average Median Price for Last 12 Months	\$677,750	\$720,250	\$/09,66/	\$/01,346	3.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Westminster Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



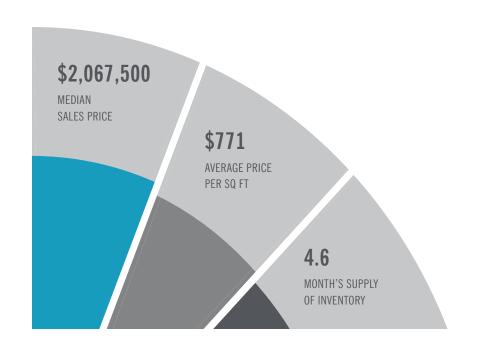


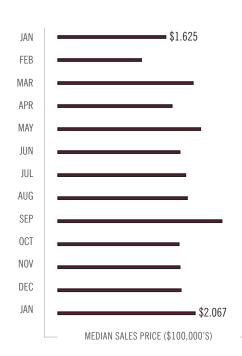
#### **WEST BAY - SANTA ANA HEIGHTS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,625,000	\$1,925,000	\$1,825,000	\$2,067,500	27.2%
Average Price per Square Foot	\$729	\$748	\$850	\$771	5.8%
Properties Sold	5	7	18	10	100.0%
Properties Pending Sale	12	7	13	13	8.3%
Properties For Sale	48	67	60	46	-4.2%
Days on Market (Pending Sale)	73	44	58	20	-72.0%
Month's Supply of Inventory	9.6	9.6	3.3	4.6	-52.1%
Percent Under Contract	25.0%	10.4%	21.7%	28.3%	13.0%
Average Median Price for Last 12 Months	\$1,762,738	\$2,001,417	\$1,920,500	\$1,889,317	7.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in West Bay - Santa Ana Heights Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



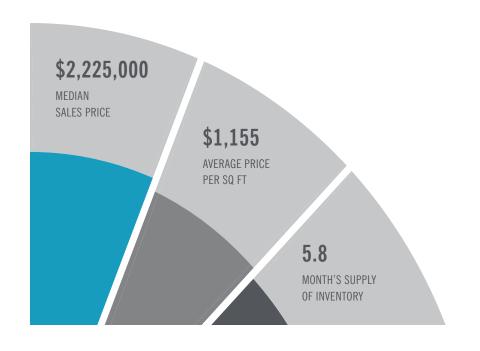


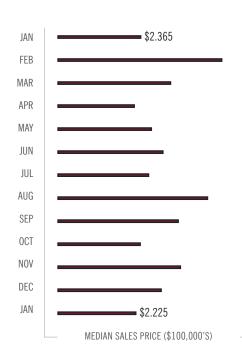
# **WEST NEWPORT - LIDO**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$2,365,000	\$2,590,000	\$2,350,000	\$2,225,000	-5.9%
Average Price per Square Foot	\$1,403	\$1,194	\$1,011	\$1,155	-17.7%
Properties Sold	5	10	7	6	20.0%
Properties Pending Sale	3	8	8	5	66.7%
Properties For Sale	37	56	44	35	-5.4%
Days on Market (Pending Sale)	49	70	100	87	78.4%
Month's Supply of Inventory	7.4	5.6	6.3	5.8	-21.2%
Percent Under Contract	8.1%	14.3%	18.2%	14.3%	76.2%
Average Median Price for Last 12 Months	\$2,819,802	\$3,122,917	\$2,891,667	\$3,034,096	7.6%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in West Newport - Lido Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



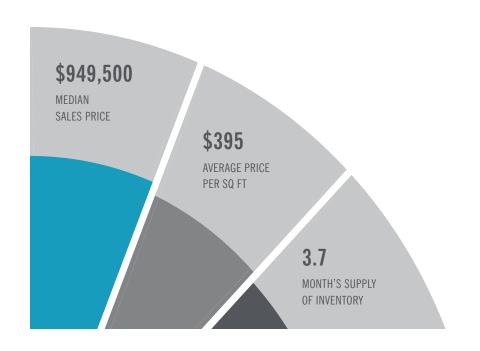


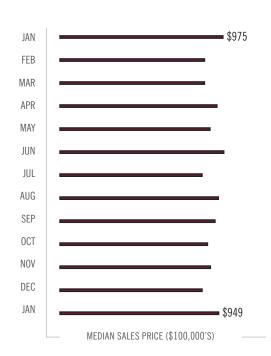
### YORBA LINDA

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
DATA	JAN 2013	O MONTH	3 MONTH	JAN 2020	/6 UIIANUL
Median Price	\$975,000	\$849,900	\$882,500	\$949,500	-2.6%
Average Price per Square Foot	\$396	\$392	\$387	\$395	-0.3%
Properties Sold	31	77	52	46	48.4%
Properties Pending Sale	57	64	50	57	0.0%
Properties For Sale	259	291	254	170	-34.4%
Days on Market (Pending Sale)	84	43	50	45	-45.9%
Month's Supply of Inventory	8.4	3.8	4.9	3.7	-55.8%
Percent Under Contract	22.0%	22.0%	19.7%	33.5%	52.4%
Average Median Price for Last 12 Months	\$895,950	\$909,500	\$899,833	\$909,838	1.6%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Yorba Linda Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**





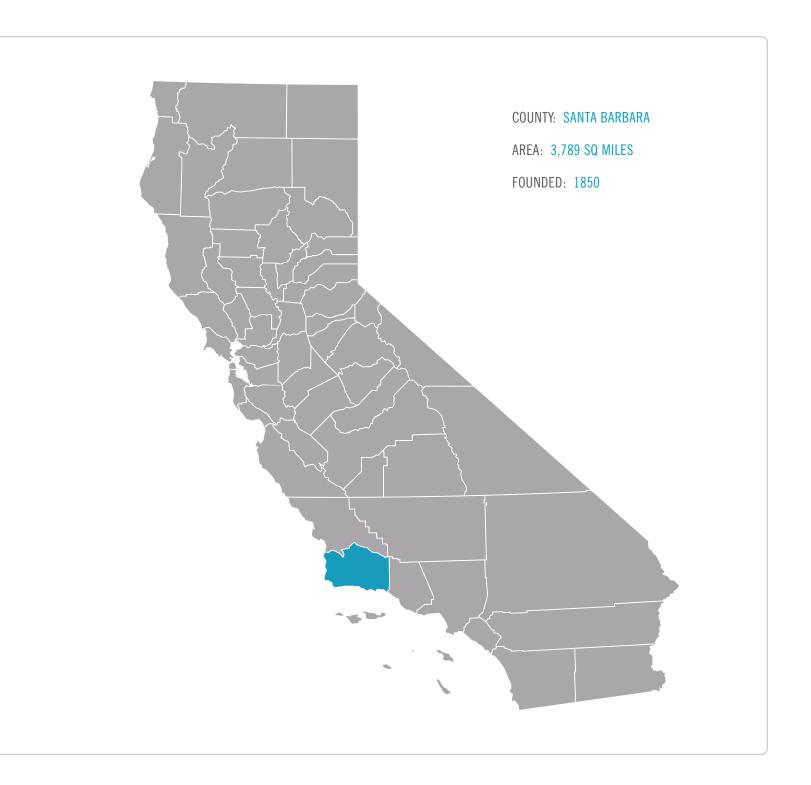
# SANTA BARBARA COUNTY

CARPINTERIA SANTA BARBARA EAST OF STATE

GOLETA SANTA BARBARA WEST OF STATE

HOPE RANCH SANTA YNEZ

MONTECITO

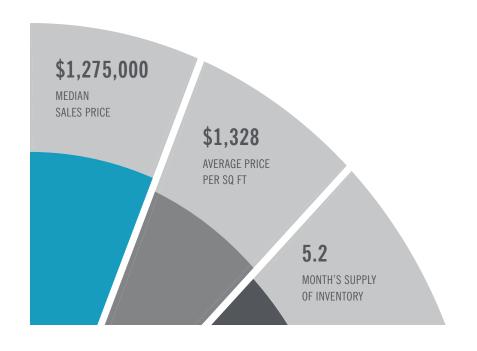


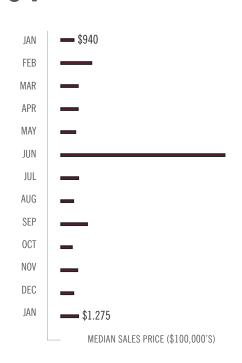
### CARPINTERIA

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$940,000	\$1,278,000	\$814,500	\$1,275,000	35.6%
Average Price per Square Foot	\$597	\$1,667	\$968	\$1,328	122.4%
Properties Sold	9	8	4	5	-44.4%
Properties Pending Sale	7	9	5	6	-14.3%
Properties For Sale	29	41	35	26	-10.3%
Days on Market (Pending Sale)	53	76	24	76	42.7%
Month's Supply of Inventory	3.2	5.1	8.8	5.2	61.4%
Percent Under Contract	24.1%	22.0%	14.3%	23.1%	-4.4%
Average Median Price for Last 12 Months	\$1,137,754	\$1,176,102	\$1,135,000	\$2,083,047	83.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Carpinteria Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



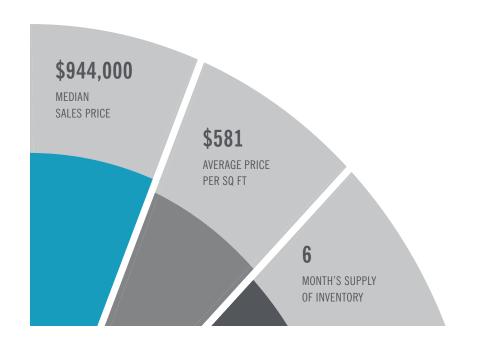


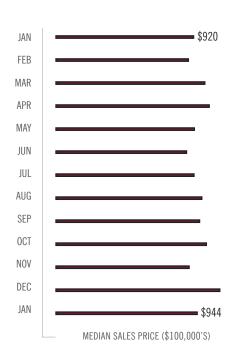
### **GOLETA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$920,000	\$922,500	\$1,005,250	\$944,000	2.6%
Average Price per Square Foot	\$605	\$565	\$453	\$581	-4.0%
Properties Sold	5	13	10	4	-20.0%
Properties Pending Sale	7	9	10	6	-14.3%
Properties For Sale	23	39	33	24	4.3%
Days on Market (Pending Sale)	38	7	49	23	-38.8%
Month's Supply of Inventory	4.6	3	3.3	6	30.4%
Percent Under Contract	30.4%	23.1%	30.3%	25.0%	-17.9%
Average Median Price for Last 12 Months	\$893,283	\$978,208	\$976,333	\$954,912	6.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Goleta Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



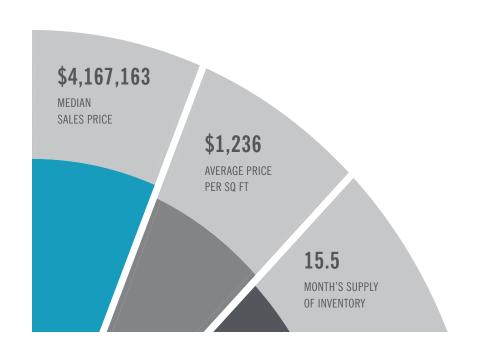


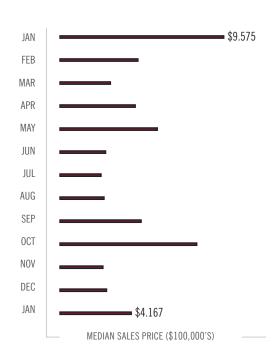
### **HOPE RANCH**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$9,575,000	\$2,400,000	\$7,995,000	\$4,167,163	-56.5%
Average Price per Square Foot	\$1,320	\$699	\$1,492	\$1,236	-6.4%
Properties Sold	4	3	1	2	-50.0%
Properties Pending Sale	4	3	2	2	-50.0%
Properties For Sale	26	37	35	31	19.2%
Days on Market (Pending Sale)	2	43	345	6	200.0%
Month's Supply of Inventory	6.5	12.3	35	15.5	138.5%
Percent Under Contract	15.4%	8.1%	5.7%	6.5%	-58.1%
Average Median Price for Last 12 Months	\$5,141,100	\$4,118,798	\$3,133,429	\$4,380,645	-14.8%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Hope Ranch Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



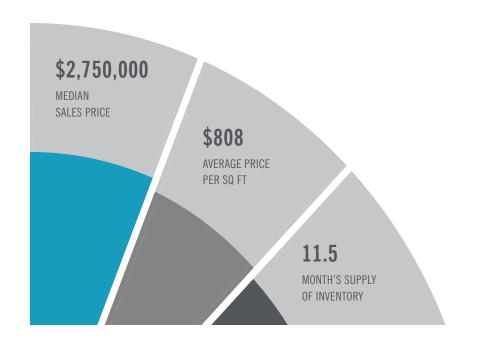


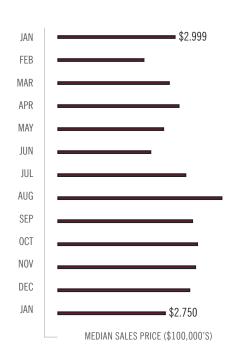
### **MONTECITO**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$2,999,000	\$3,273,529	\$3,575,000	\$2,750,000	-8.3%
Average Price per Square Foot	\$1,628	\$1,044	\$908	\$808	-50.4%
Properties Sold	7	17	24	14	100.0%
Properties Pending Sale	7	19	16	10	42.9%
Properties For Sale	137	225	225	161	17.5%
Days on Market (Pending Sale)	81	96	79	111	36.9%
Month's Supply of Inventory	19.6	13.2	9.4	11.5	-41.2%
Percent Under Contract	5.1%	8.4%	7.1%	6.2%	21.6%
Average Median Price for Last 12 Months	\$2,846,939	\$3,478,750	\$3,216,667	\$3,105,845	9.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Montecito Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



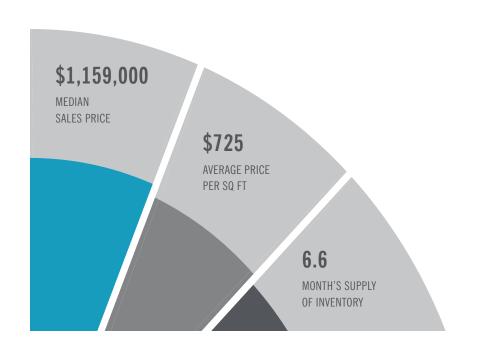


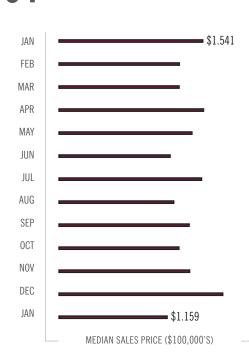
#### **SANTA BARBARA EAST OF STATE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,541,000	\$1,528,005	\$1,285,325	\$1,159,000	-24.8%
Average Price per Square Foot	\$734	\$827	\$684	\$725	-1.2%
Properties Sold	20	22	22	17	-15.0%
Properties Pending Sale	20	25	27	28	40.0%
Properties For Sale	120	131	140	112	-6.7%
Days on Market (Pending Sale)	67	49	60	87	28.4%
Month's Supply of Inventory	6	6	6.4	6.6	9.8%
Percent Under Contract	16.7%	19.1%	19.3%	25.0%	50.0%
Average Median Price for Last 12 Months	\$1,374,281	\$1,370,721	\$1,438,000	\$1,387,314	0.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Santa Barbara East of State Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



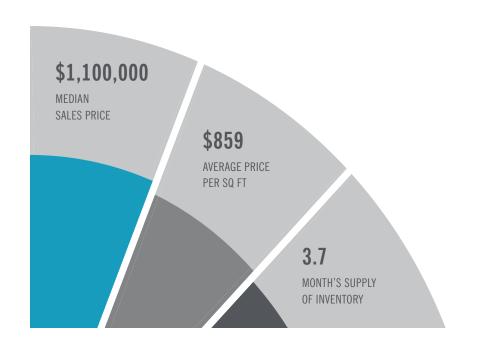


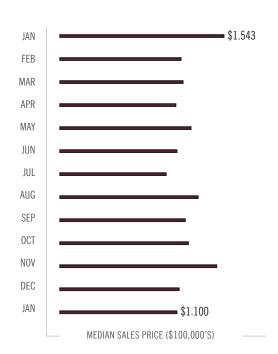
#### **SANTA BARBARA WEST OF STATE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,543,000	\$999,000	\$1,208,000	\$1,100,000	-28.7%
Average Price per Square Foot	\$927	\$724	\$704	\$859	-7.3%
Properties Sold	12	21	20	15	25.0%
Properties Pending Sale	17	21	20	19	11.8%
Properties For Sale	80	89	79	55	-31.2%
Days on Market (Pending Sale)	51	34	48	109	114.9%
Month's Supply of Inventory	6.7	4.2	4	3.7	-45.0%
Percent Under Contract	21.2%	23.6%	25.3%	34.5%	62.6%
Average Median Price for Last 12 Months	\$1,257,697	\$1,230,383	\$1,232,000	\$1,203,329	-4.3%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Santa Barbara West of State Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



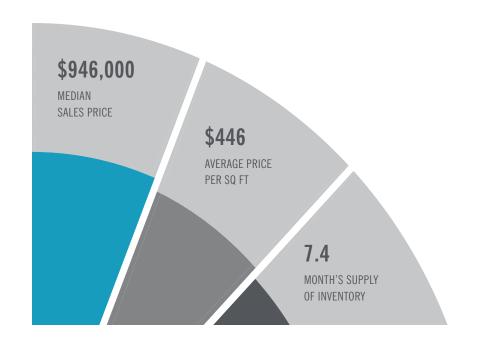


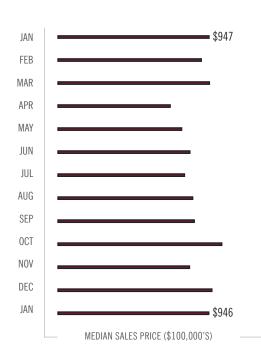
#### **SANTA YNEZ**

			3 MONTH	JAN 2020	% CHANGE
Median Price	\$947,500	\$793,500	\$1,027,600	\$946,000	-0.2%
Average Price per Square Foot	\$446	\$384	\$477	\$446	0.0%
Properties Sold	10	26	13	14	40.0%
Properties Pending Sale	11	21	20	23	109.1%
Properties For Sale	105	142	121	104	-1.0%
Days on Market (Pending Sale)	135	112	105	119	-11.3%
Month's Supply of Inventory	10.5	5.5	9.3	7.4	-29.3%
Percent Under Contract	10.5%	14.8%	16.5%	22.1%	111.1%
Average Median Price for Last 12 Months	\$871,167	\$910,683	\$912,167	\$873,931	0.3%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Santa Ynez Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**





### **MONTEREY COUNTY**

CARMEL PACIFIC GROVE

CARMEL VALLEY PEBBLE BEACH

MARINA SALINAS

MONTEREY SEASIDE

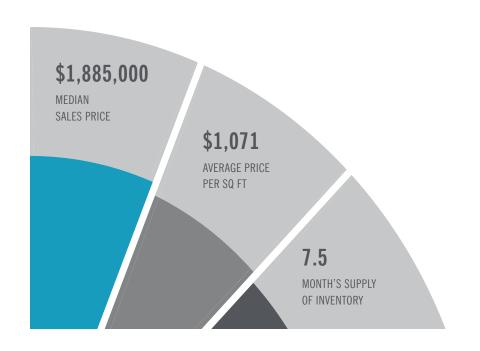


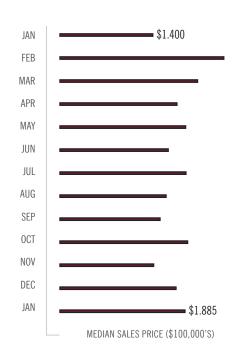
#### **CARMEL**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,400,000	\$1,900,000	\$1,925,000	\$1,885,000	34.6%
Average Price per Square Foot	\$1,189	\$810	\$1,082	\$1,071	-9.9%
Properties Sold	13	17	20	18	38.5%
Properties Pending Sale	15	20	32	24	60.0%
Properties For Sale	144	223	196	135	-6.2%
Days on Market (Pending Sale)	82	84	75	148	79.0%
Month's Supply of Inventory	11.1	13.1	9.8	7.5	-32.3%
Percent Under Contract	10.4%	9.0%	16.3%	17.8%	70.7%
Average Median Price for Last 12 Months	\$1,766,273	\$1,680,189	\$1,682,378	\$1,786,039	1.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Carmel Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



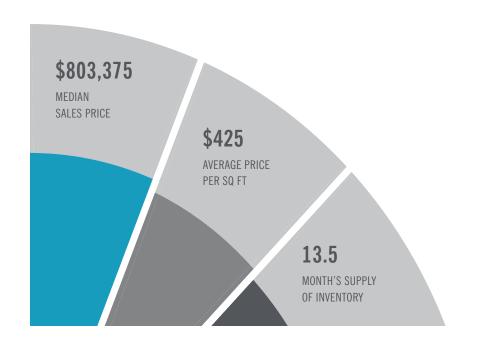


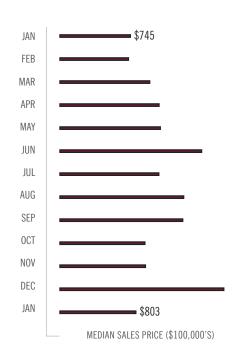
### **CARMEL VALLEY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$745,000	\$1,046,500	\$899,000	\$803,375	7.8%
Average Price per Square Foot	\$399	\$563	\$692	\$425	6.5%
Properties Sold	4	6	9	4	0.0%
Properties Pending Sale	9	6	13	7	-22.2%
Properties For Sale	54	69	76	54	0.0%
Days on Market (Pending Sale)	143	164	98	140	-1.9%
Month's Supply of Inventory	13.5	11.5	8.4	13.5	0.0%
Percent Under Contract	16.7%	8.7%	17.1%	13.0%	-22.2%
Average Median Price for Last 12 Months	\$1,081,152	\$1,158,729	\$1,147,792	\$1,079,260	-0.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Carmel Valley Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



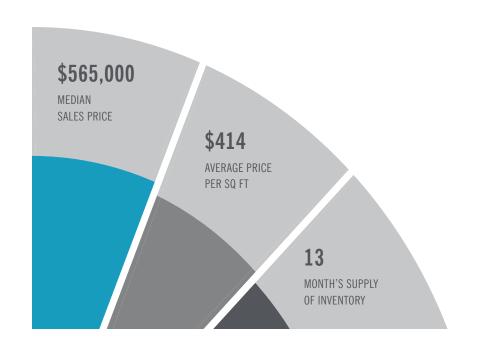


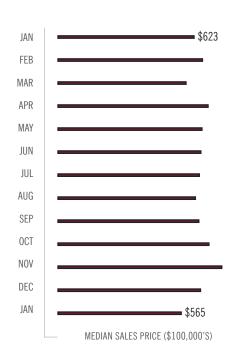
#### **MARINA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$623,765	\$648,000	\$692,000	\$565,000	-9.4%
Average Price per Square Foot	\$376	\$349	\$380	\$414	10.1%
Properties Sold	10	20	13	3	-70.0%
Properties Pending Sale	17	11	10	5	-70.6%
Properties For Sale	44	37	44	39	-11.4%
Days on Market (Pending Sale)	60	44	50	64	6.6%
Month's Supply of Inventory	4.4	1.8	3.4	13	195.5%
Percent Under Contract	38.6%	29.7%	22.7%	12.8%	-66.8%
Average Median Price for Last 12 Months	\$609,396	\$656,191	\$656,479	\$650,889	6.8%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Marina Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



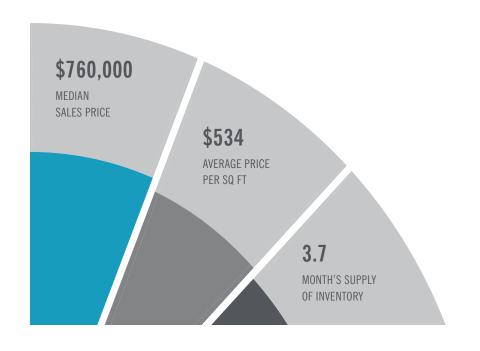


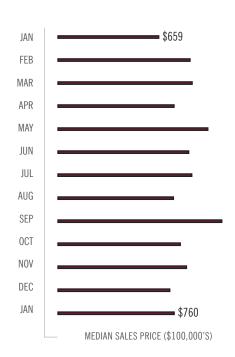
# MONTEREY

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$659,000	\$875,000	\$800,000	\$760,000	15.3%
Average Price per Square Foot	\$456	\$492	\$482	\$534	17.1%
Properties Sold	13	23	21	17	30.8%
Properties Pending Sale	12	19	18	18	50.0%
Properties For Sale	79	100	93	63	-20.3%
Days on Market (Pending Sale)	79	56	70	75	-4.3%
Month's Supply of Inventory	6.1	4.3	4.4	3.7	-39.0%
Percent Under Contract	15.2%	19.0%	19.4%	28.6%	88.1%
Average Median Price for Last 12 Months	\$853,867	\$826,307	\$777,138	\$832,850	-2.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Monterey Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



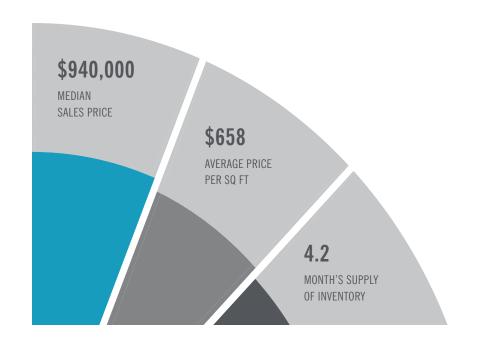


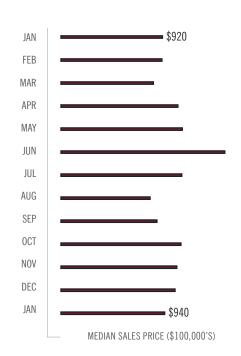
#### **PACIFIC GROVE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$920,000	\$1,095,000	\$1,087,250	\$940,000	2.2%
Average Price per Square Foot	\$593	\$717	\$778	\$658	11.0%
Properties Sold	9	15	14	9	0.0%
Properties Pending Sale	10	12	16	7	-30.0%
Properties For Sale	54	61	59	38	-29.6%
Days on Market (Pending Sale)	85	60	50	48	-43.0%
Month's Supply of Inventory	6	4.1	4.2	4.2	-29.6%
Percent Under Contract	18.5%	19.7%	27.1%	18.4%	-0.5%
Average Median Price for Last 12 Months	\$939,583	\$964,792	\$1,008,000	\$1,015,519	8.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Pacific Grove Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



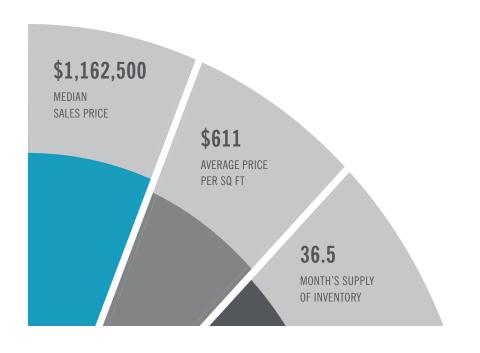


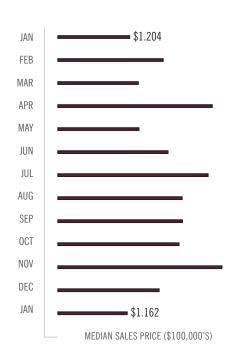
#### **PEBBLE BEACH**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,204,500	\$2,525,000	\$2,035,500	\$1,162,500	-3.5%
Average Price per Square Foot	\$762	\$794	\$733	\$611	-19.8%
Properties Sold	10	11	8	2	-80.0%
Properties Pending Sale	13	9	11	11	-15.4%
Properties For Sale	83	90	92	73	-12.0%
Days on Market (Pending Sale)	149	128	140	119	-20.2%
Month's Supply of Inventory	8.3	8.2	11.5	36.5	339.8%
Percent Under Contract	15.7%	10.0%	12.0%	15.1%	-3.8%
Average Median Price for Last 12 Months	\$1,903,488	\$1,972,583	\$1,873,333	\$1,883,688	-1.0%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Pebble Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



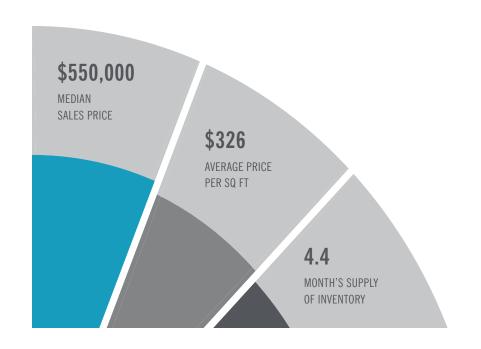


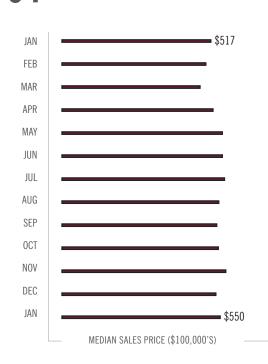
#### **SALINAS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$517,500	\$565,000	\$543,500	\$550,000	6.3%
Average Price per Square Foot	\$289	\$357	\$325	\$326	12.8%
Properties Sold	46	59	62	29	-37.0%
Properties Pending Sale	40	52	33	50	25.0%
Properties For Sale	174	189	163	127	-27.0%
Days on Market (Pending Sale)	56	34	41	59	4.7%
Month's Supply of Inventory	3.8	3.2	2.6	4.4	15.8%
Percent Under Contract	23.0%	27.5%	20.2%	39.4%	71.3%
Average Median Price for Last 12 Months	\$511,344	\$546,833	\$551,500	\$537,185	5.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Salinas Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



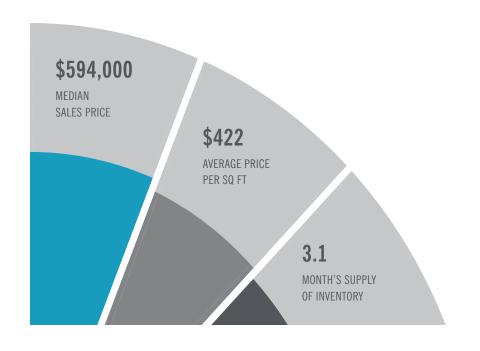


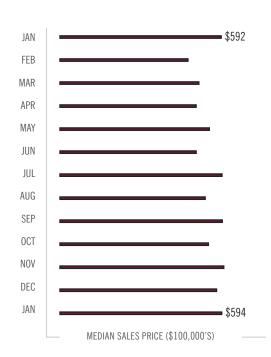
#### **SEASIDE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$592,000	\$595,000	\$545,000	\$594,000	0.3%
Average Price per Square Foot	\$404	\$408	\$407	\$422	4.5%
Properties Sold	13	16	19	9	-30.8%
Properties Pending Sale	11	14	16	17	54.5%
Properties For Sale	47	48	43	28	-40.4%
Days on Market (Pending Sale)	59	49	51	40	-32.5%
Month's Supply of Inventory	3.6	3	2.3	3.1	-13.9%
Percent Under Contract	23.4%	29.2%	37.2%	60.7%	159.4%
Average Median Price for Last 12 Months	\$537,395	\$574,125	\$590,167	\$550,788	2.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Seaside Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**





#### **RIVERSIDE COUNTY**

BERMUDA DUNES LA QUINTA

CATHEDRAL CITY PALM DESERT

COACHELLA PALM SPRINGS

DESERT HOT SPRINGS RANCHO MIRAGE

INDIAN WELLS THOUSAND PALMS

INDIO

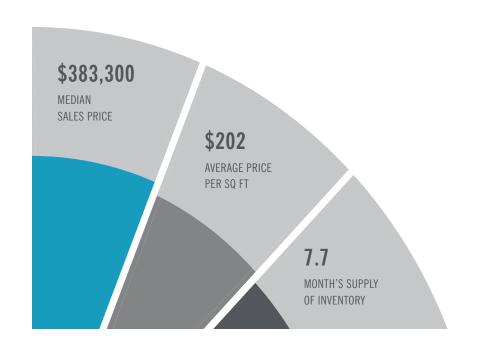


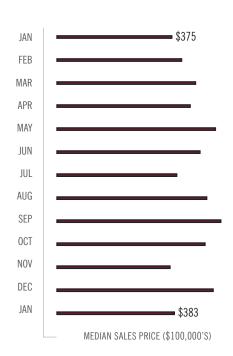
#### **BERMUDA DUNES**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$375,000	\$391,000	\$483,500	\$383,300	2.2%
Average Price per Square Foot	\$181	\$168	\$216	\$202	11.6%
Properties Sold	7	16	10	7	0.0%
Properties Pending Sale	11	14	5	10	-9.1%
Properties For Sale	75	78	66	54	-28.0%
Days on Market (Pending Sale)	92	88	100	92	0.3%
Month's Supply of Inventory	10.7	4.9	6.6	7.7	-28.0%
Percent Under Contract	14.7%	17.9%	7.6%	18.5%	26.3%
Average Median Price for Last 12 Months	\$414,913	\$461,633	\$420,767	\$447,292	7.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Bermuda Dunes Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



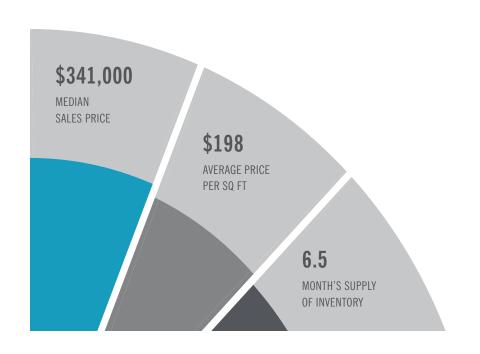


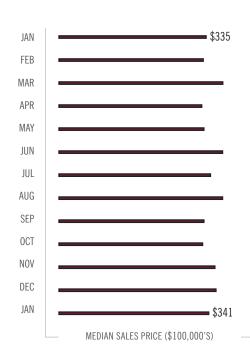
#### **CATHEDRAL CITY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$335,000	\$345,000	\$327,000	\$341,000	1.8%
Average Price per Square Foot	\$209	\$196	\$205	\$198	-5.3%
Properties Sold	38	78	39	43	13.2%
Properties Pending Sale	41	69	50	71	73.2%
Properties For Sale	343	303	319	281	-18.1%
Days on Market (Pending Sale)	64	62	61	74	14.4%
Month's Supply of Inventory	9	3.9	8.2	6.5	-27.6%
Percent Under Contract	12.0%	22.8%	15.7%	25.3%	111.4%
Average Median Price for Last 12 Months	\$325,167	\$347,167	\$351,167	\$345,538	5.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Cathedral City Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



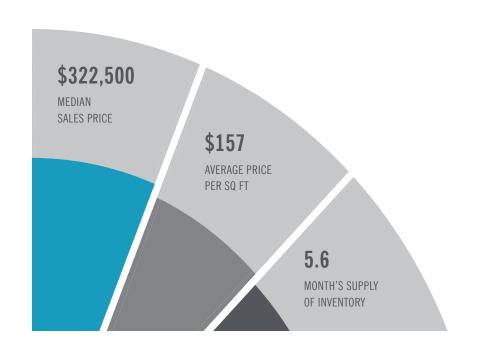


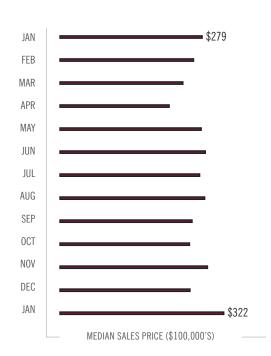
#### **COACHELLA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$279,900	\$275,000	\$255,000	\$322,500	15.2%
Average Price per Square Foot	\$149	\$145	\$171	\$157	5.4%
Properties Sold	17	15	20	14	-17.6%
Properties Pending Sale	20	17	24	28	40.0%
Properties For Sale	108	115	105	79	-26.9%
Days on Market (Pending Sale)	74	48	104	39	-47.6%
Month's Supply of Inventory	6.4	7.7	5.2	5.6	-11.2%
Percent Under Contract	18.5%	14.8%	22.9%	35.4%	91.4%
Average Median Price for Last 12 Months	\$255,224	\$278,133	\$289,633	\$269,842	5.4%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Coachella Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



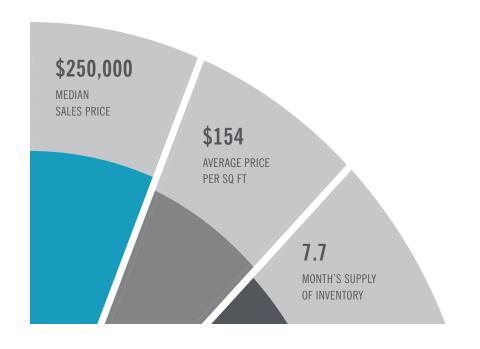


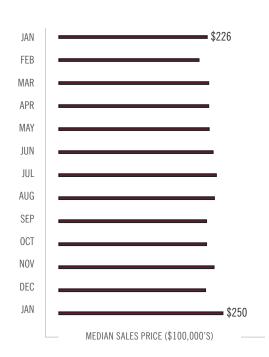
#### **DESERT HOT SPRINGS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$226,000	\$240,000	\$225,000	\$250,000	10.6%
Average Price per Square Foot	\$147	\$147	\$154	\$154	4.8%
Properties Sold	52	73	47	45	-13.5%
Properties Pending Sale	58	71	55	70	20.7%
Properties For Sale	443	420	381	346	-21.9%
Days on Market (Pending Sale)	67	79	71	55	-18.1%
Month's Supply of Inventory	8.5	5.8	8.1	7.7	-9.7%
Percent Under Contract	13.1%	16.9%	14.4%	20.2%	54.5%
Average Median Price for Last 12 Months	\$220,371	\$232,825	\$236,650	\$230,535	4.4%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Desert Hot Springs Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



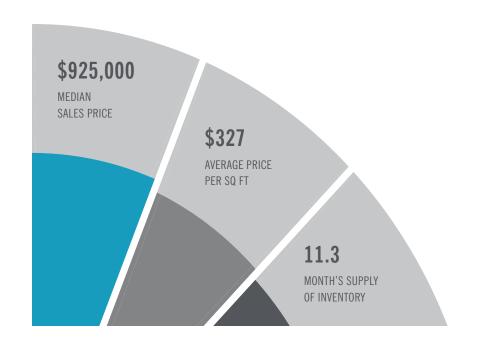


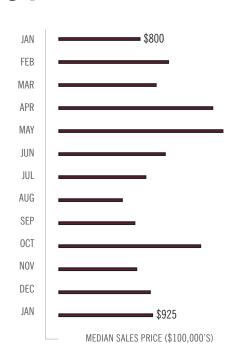
#### **INDIAN WELLS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$800,000	\$857,500	\$1,400,000	\$925,000	15.6%
Average Price per Square Foot	\$331	\$279	\$394	\$327	-1.2%
Properties Sold	13	20	9	21	61.5%
Properties Pending Sale	12	16	11	40	233.3%
Properties For Sale	267	226	198	238	-10.9%
Days on Market (Pending Sale)	82	207	156	88	7.5%
Month's Supply of Inventory	20.5	11.3	22	11.3	-44.8%
Percent Under Contract	4.5%	7.1%	5.6%	16.8%	273.9%
Average Median Price for Last 12 Months	\$965,125	\$894,750	\$864,833	\$1,019,923	5.4%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Indian Wells Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



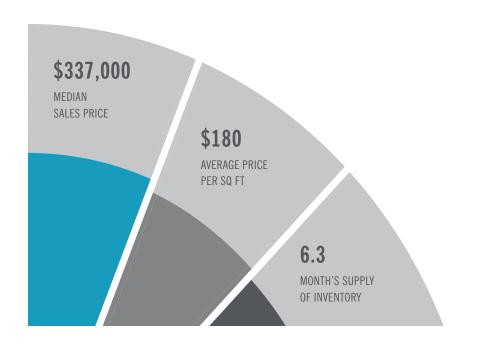


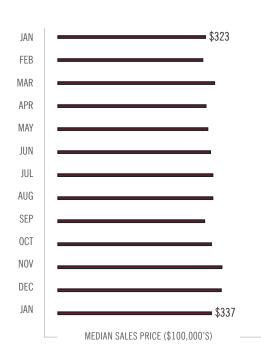
#### INDIO

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$323,800	\$340,000	\$337,000	\$337,000	4.1%
Average Price per Square Foot	\$178	\$173	\$177	\$180	1.1%
Properties Sold	84	131	106	86	2.4%
Properties Pending Sale	84	106	115	148	76.2%
Properties For Sale	735	650	614	545	-25.9%
Days on Market (Pending Sale)	100	74	69	61	-38.6%
Month's Supply of Inventory	8.8	5	5.8	6.3	-27.6%
Percent Under Contract	11.4%	16.3%	18.7%	27.2%	137.6%
Average Median Price for Last 12 Months	\$323,059	\$342,417	\$351,833	\$336,088	3.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Indio Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



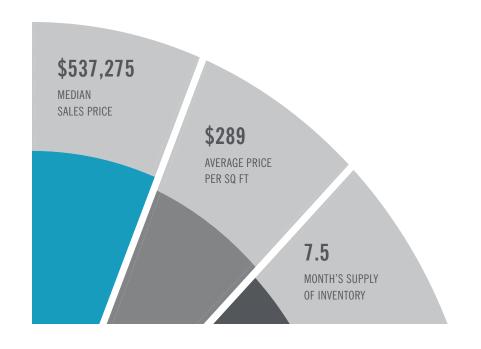


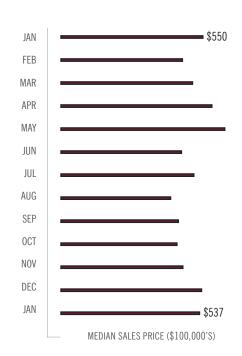
#### **LA QUINTA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$550,000	\$515,000	\$449,500	\$537,275	-2.3%
Average Price per Square Foot	\$311	\$248	\$264	\$289	-7.1%
Properties Sold	81	107	94	102	25.9%
Properties Pending Sale	103	96	89	175	69.9%
Properties For Sale	998	818	783	766	-23.2%
Days on Market (Pending Sale)	100	86	90	82	-18.1%
Month's Supply of Inventory	12.3	7.6	8.3	7.5	-39.0%
Percent Under Contract	10.3%	11.7%	11.4%	22.8%	121.4%
Average Median Price for Last 12 Months	\$492,146	\$480,704	\$518,242	\$509,009	3.3%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in La Quinta Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



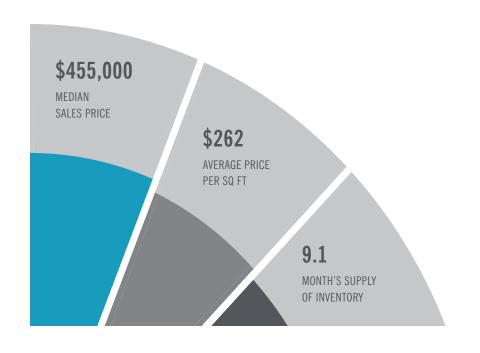


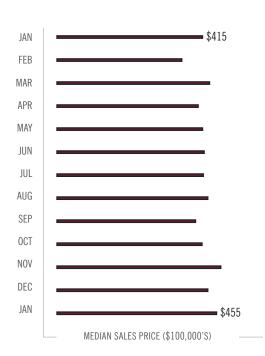
#### **PALM DESERT**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$415,000	\$417,150	\$413,500	\$455,000	9.6%
Average Price per Square Foot	\$273	\$233	\$234	\$262	-4.0%
Properties Sold	89	146	101	69	-22.5%
Properties Pending Sale	91	125	94	158	73.6%
Properties For Sale	793	691	652	625	-21.2%
Days on Market (Pending Sale)	77	80	62	61	-19.7%
Month's Supply of Inventory	8.9	4.7	6.5	9.1	1.7%
Percent Under Contract	11.5%	18.1%	14.4%	25.3%	120.3%
Average Median Price for Last 12 Months	\$409,475	\$431,750	\$450,667	\$419,272	2.3%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Palm Desert Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



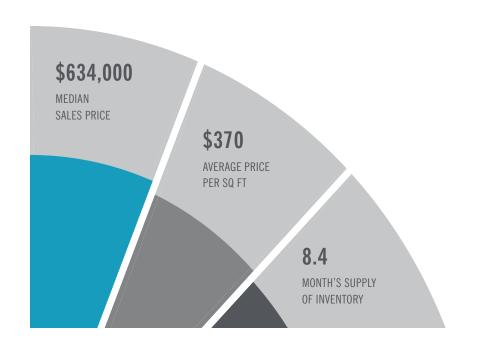


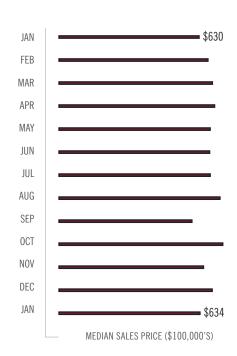
#### **PALM SPRINGS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$630,000	\$679,995	\$736,556	\$634,000	0.6%
Average Price per Square Foot	\$365	\$333	\$367	\$370	1.4%
Properties Sold	100	149	63	76	-24.0%
Properties Pending Sale	133	125	61	135	1.5%
Properties For Sale	899	758	668	641	-28.7%
Days on Market (Pending Sale)	66	59	69	66	-0.8%
Month's Supply of Inventory	9	5.1	10.6	8.4	-6.2%
Percent Under Contract	14.8%	16.5%	9.1%	21.1%	42.4%
Average Median Price for Last 12 Months	\$631,795	\$671,884	\$657,667	\$673,746	6.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Palm Springs Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



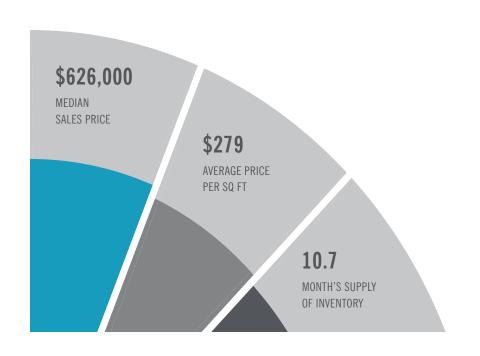


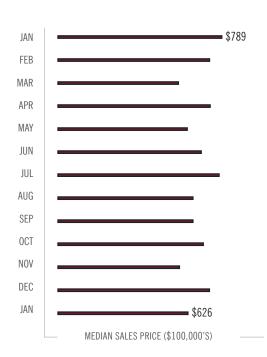
#### **RANCHO MIRAGE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$789,000	\$776,000	\$700,000	\$626,000	-20.7%
Average Price per Square Foot	\$273	\$277	\$282	\$279	2.2%
Properties Sold	43	54	53	46	7.0%
Properties Pending Sale	47	57	61	80	70.2%
Properties For Sale	635	547	518	492	-22.5%
Days on Market (Pending Sale)	107	117	105	91	-15.6%
Month's Supply of Inventory	14.8	10.1	9.8	10.7	-27.6%
Percent Under Contract	7.4%	10.4%	11.8%	16.3%	119.7%
Average Median Price for Last 12 Months	\$659,656	\$656,750	\$646,833	\$681,615	3.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Rancho Mirage Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



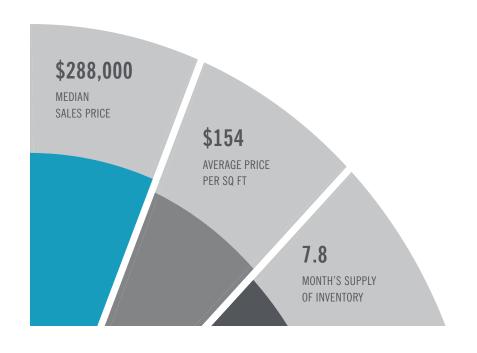


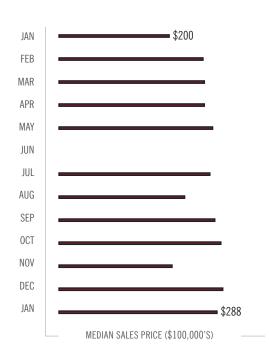
#### **THOUSAND PALMS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$200,850	\$275,000	\$295,000	\$288,000	43.4%
Average Price per Square Foot	\$164	\$164	\$179	\$154	-6.1%
Properties Sold	7	11	7	4	-42.9%
Properties Pending Sale	4	6	5	9	125.0%
Properties For Sale	40	34	41	31	-22.5%
Days on Market (Pending Sale)	233	85	111	36	-84.6%
Month's Supply of Inventory	10	5.7	8.2	7.8	-22.5%
Percent Under Contract	10.0%	17.6%	12.2%	29.0%	190.3%
Average Median Price for Last 12 Months	\$245,271	\$266,750	\$264,167	\$262,396	6.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Thousand Palms Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**





#### **SAN DIEGO COUNTY**

SAN DIEGO MACRO LA MESA

BAY PARK / OLD TOWN / MIDWAY DISTRICT LINDA VISTA / CLAIREMONT MESA EAST

CARLSBAD LEMON GROVE

CARMEL VALLEY NATIONAL CITY

CHULA VISTA OCEANSIDE

CLAIREMONT / BAY HO / BAY PARK POWAY

CORONADO RANCHO BERNARDO

DEL MAR SAN MARCOS

EL CAJON SAN DIEGO

ENCINITAS SANTEE

ESCONDIDO SOLANA BEACH

IMPERIAL BEACH SPRING VALLEY

LA JOLLA VISTA

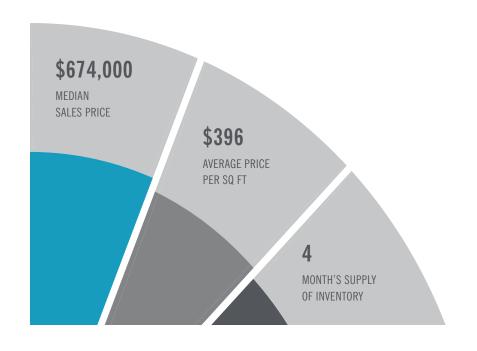


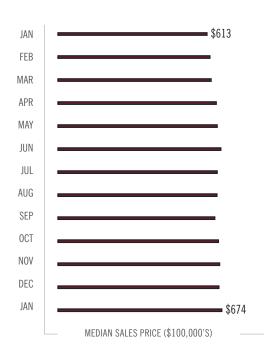
#### **SAN DIEGO COUNTY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$613,000	\$655,000	\$660,000	\$674,000	10.0%
Average Price per Square Foot	\$372	\$392	\$393	\$396	n/a
Properties Sold	1211	2169	1911	1239	2.3%
Properties Pending Sale	1518	2133	1934	1728	13.8%
Properties For Sale	7,365	8,114	6,999	4,960	-32.7%
Days on Market (Pending Sale)	46	36	37	41	-10.0%
Month's Supply of Inventory	6.1	3.7	3.7	4	-34.2%
Percent Under Contract	20.6%	26.3%	27.6%	34.8%	69.0%
Average Median Price for Last 12 Months	\$638,596	\$660,000	\$667,000	\$650,692	1.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Diego County Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



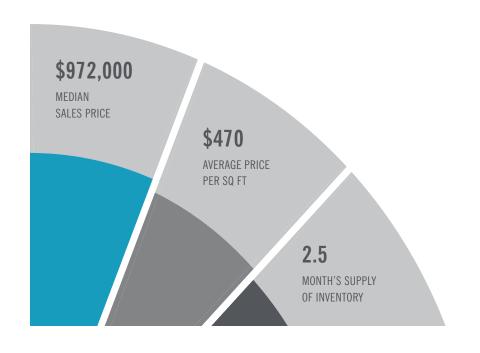


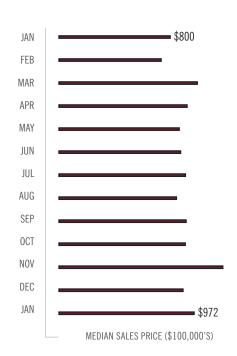
#### **BAY PARK/OLD TOWN/MIDWAY DISTRICT**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$800,000	\$910,000	\$908,500	\$972,000	21.5%
Average Price per Square Foot	\$584	\$609	\$580	\$470	n/a
Properties Sold	6	10	12	8	33.3%
Properties Pending Sale	9	9	9	8	-11.1%
Properties For Sale	35	41	25	20	-42.9%
Days on Market (Pending Sale)	20	25	16	10	-49.4%
Month's Supply of Inventory	5.8	4.1	2.1	2.5	-57.1%
Percent Under Contract	25.7%	22.0%	36.0%	40.0%	55.6%
Average Median Price for Last 12 Months	\$842,717	\$951,817	\$1,014,300	\$908,642	7.3%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Bay Park/Old Town/Midway District Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



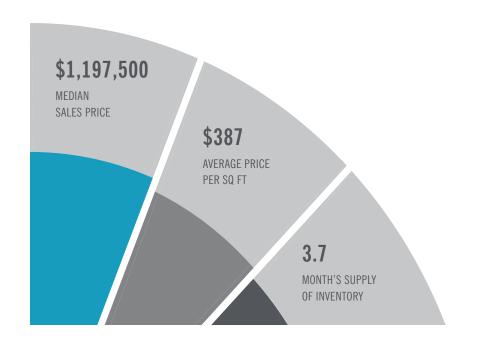


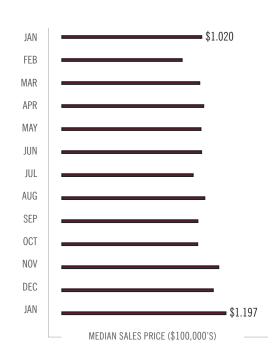
#### **CARLSBAD**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
	<b>*</b> 4 <b>*** ***</b>	40=0.000		<b>*</b> 4 40 <b>7 5</b> 00	47.00/
Median Price	\$1,020,700	\$958,000	\$991,000	\$1,197,500	17.3%
Average Price per Square Foot	\$367	\$402	\$401	\$387	n/a
Properties Sold	61	98	81	52	-14.8%
Properties Pending Sale	71	91	79	73	2.8%
Properties For Sale	274	350	294	193	-29.6%
Days on Market (Pending Sale)	44	28	37	37	-14.8%
Month's Supply of Inventory	4.5	3.6	3.6	3.7	-17.4%
Percent Under Contract	25.9%	26.0%	26.9%	37.8%	46.0%
Average Median Price for Last 12 Months	\$1,019,433	\$1,078,991	\$1,149,167	\$1,031,203	1.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Carlsbad Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



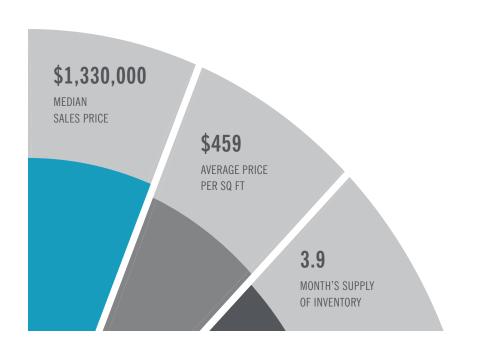


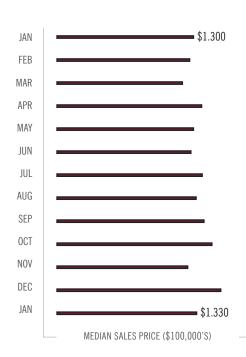
#### **CARMEL VALLEY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,300,000	\$1,383,000	\$1,475,549	\$1,330,000	2.3%
Average Price per Square Foot	\$444	\$470	\$466	\$459	n/a
Properties Sold	22	55	38	25	13.6%
Properties Pending Sale	25	48	36	33	32.0%
Properties For Sale	120	183	150	98	-18.3%
Days on Market (Pending Sale)	51	35	36	42	-17.6%
Month's Supply of Inventory	5.5	3.3	3.9	3.9	-28.1%
Percent Under Contract	20.8%	26.2%	24.0%	33.7%	61.6%
Average Median Price for Last 12 Months	\$1,323,042	\$1,389,258	\$1,378,333	\$1,340,696	1.3%
_	•	- •		,	

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Carmel Valley Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



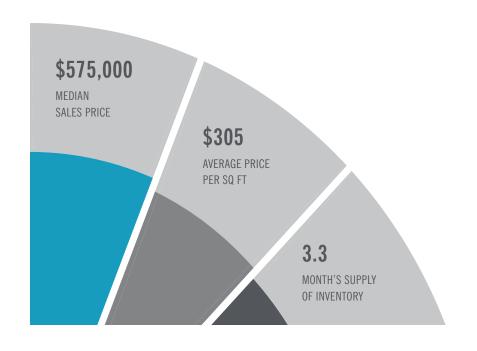


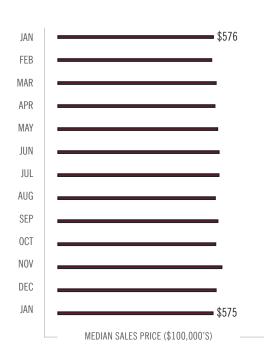
#### **CHULA VISTA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$576,350	\$597,000	\$584,950	\$575,000	-0.2%
Average Price per Square Foot	\$270	\$292	\$296	\$305	n/a
Properties Sold	98	138	128	77	-21.4%
Properties Pending Sale	113	133	139	108	-4.4%
Properties For Sale	480	399	381	251	-47.7%
Days on Market (Pending Sale)	47	33	33	35	-25.4%
Month's Supply of Inventory	4.9	2.9	3	3.3	-33.4%
Percent Under Contract	23.5%	33.3%	36.5%	43.0%	82.8%
Average Median Price for Last 12 Months	\$574,896	\$588,464	\$589,778	\$587,095	2.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Chula Vista Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



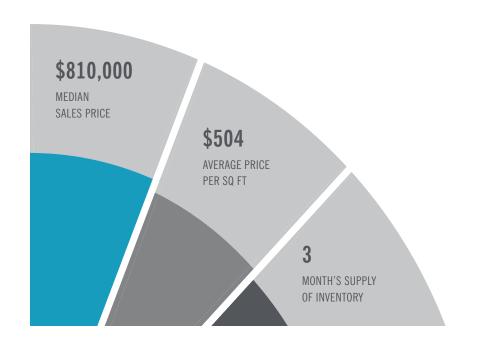


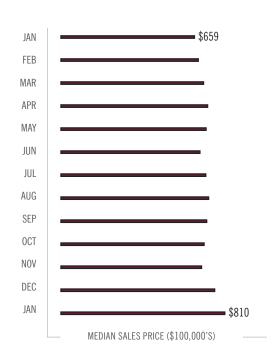
#### **CLAIREMONT/BAY HO/BAY PARK**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$660,000	\$715,875	\$707,500	\$810,000	22.7%
Average Price per Square Foot	\$477	\$498	\$482	\$504	n/a
Properties Sold	24	46	38	25	4.2%
Properties Pending Sale	42	35	38	54	28.6%
Properties For Sale	109	120	106	75	-31.2%
Days on Market (Pending Sale)	31	18	21	26	-17.9%
Month's Supply of Inventory	4.5	2.6	2.8	3	-33.9%
Percent Under Contract	38.5%	29.2%	35.8%	72.0%	86.9%
Average Median Price for Last 12 Months	\$692,625	\$737,167	\$755,000	\$716,337	3.3%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Clairemont/Bay Ho/Bay Park Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



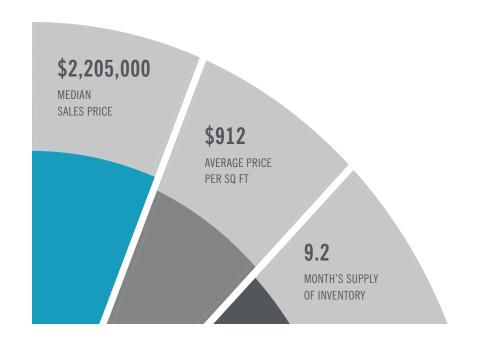


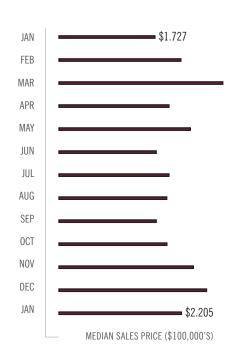
#### **CORONADO**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,727,500	\$1,980,000	\$1,942,500	\$2,205,000	27.6%
Average Price per Square Foot	\$853	\$856	\$953	\$912	n/a
Properties Sold	12	12	14	8	-33.3%
Properties Pending Sale	10	14	14	13	30.0%
Properties For Sale	99	127	107	74	-25.3%
Days on Market (Pending Sale)	84	88	54	90	7.3%
Month's Supply of Inventory	8.2	10.6	7.6	9.2	12.1%
Percent Under Contract	10.1%	11.0%	13.1%	17.6%	73.9%
Average Median Price for Last 12 Months	\$2,080,729	\$2,152,500	\$2,427,500	\$2,143,269	2.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Coronado Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



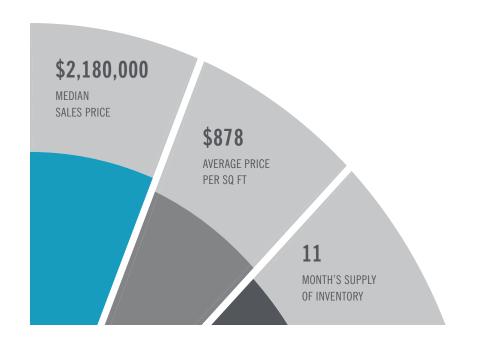


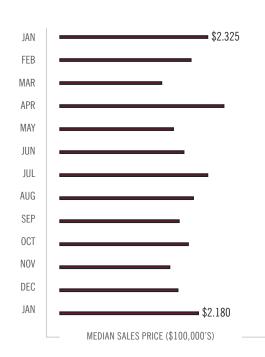
#### **DEL MAR**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$2,325,000	\$2,325,000	\$2,020,000	\$2,180,000	-6.2%
Average Price per Square Foot	\$861	\$1,449	\$1,134	\$878	n/a
Properties Sold	8	20	13	7	-12.5%
Properties Pending Sale	6	16	10	11	83.3%
Properties For Sale	106	98	93	77	-27.4%
Days on Market (Pending Sale)	78	56	88	105	34.3%
Month's Supply of Inventory	13.2	4.9	7.2	11	-17.0%
Percent Under Contract	5.7%	16.3%	10.8%	14.3%	152.4%
Average Median Price for Last 12 Months	\$2,082,417	\$1,959,750	\$1,921,167	\$2,029,692	-2.6%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Del Mar Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



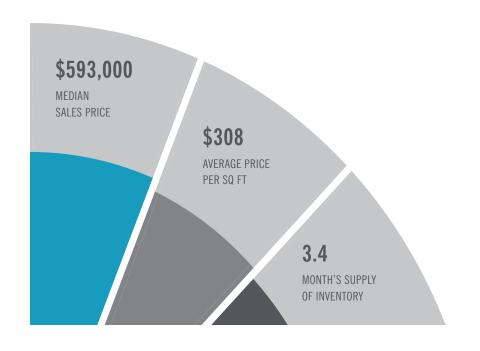


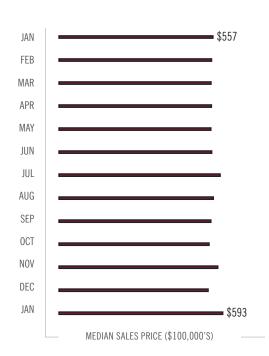
#### **EL CAJON**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$557,500	\$583,500	\$543,500	\$593,000	6.4%
Average Price per Square Foot	\$288	\$312	\$316	\$308	n/a
Properties Sold	58	126	116	60	3.4%
Properties Pending Sale	78	110	122	88	12.8%
Properties For Sale	401	366	357	204	-49.1%
Days on Market (Pending Sale)	47	35	27	38	-18.9%
Month's Supply of Inventory	6.9	2.9	3.1	3.4	-50.8%
Percent Under Contract	19.5%	30.1%	34.2%	43.1%	121.8%
Average Median Price for Last 12 Months	\$547,667	\$560,083	\$569,333	\$558,423	1.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in El Cajon Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



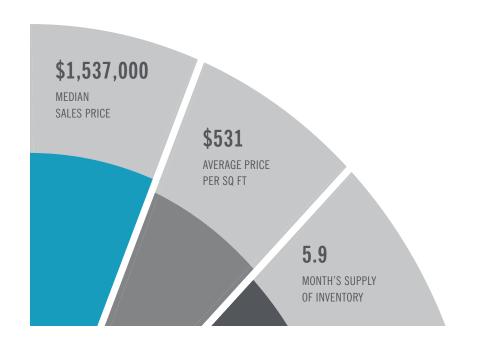


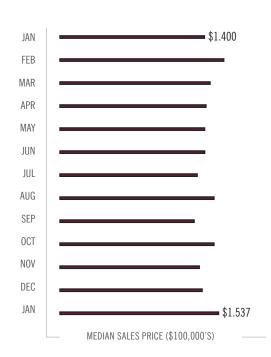
#### **ENCINITAS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,400,221	\$1,329,500	\$1,492,500	\$1,537,000	9.8%
Average Price per Square Foot	\$465	\$607	\$614	\$531	n/a
Properties Sold	20	36	30	19	-5.0%
Properties Pending Sale	24	53	33	22	-8.3%
Properties For Sale	119	190	160	112	-5.9%
Days on Market (Pending Sale)	41	24	37	55	35.1%
Month's Supply of Inventory	6	5.3	5.3	5.9	-0.9%
Percent Under Contract	20.2%	27.9%	20.6%	19.6%	-2.6%
Average Median Price for Last 12 Months	\$1,285,435	\$1,424,917	\$1,421,500	\$1,426,206	9.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Encinitas Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



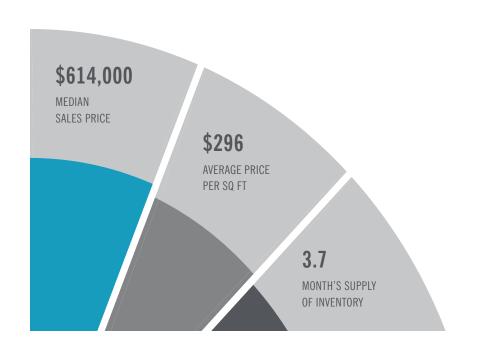


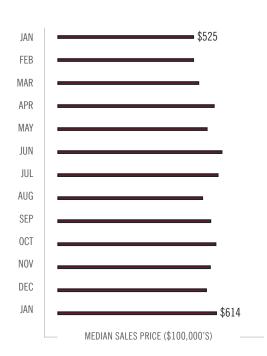
#### **ESCONDIDO**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$525,000	\$620,000	\$611,500	\$614,000	17.0%
Average Price per Square Foot	\$302	\$293	\$293	\$296	n/a
Properties Sold	79	145	136	89	12.7%
Properties Pending Sale	102	161	107	120	17.6%
Properties For Sale	481	578	458	326	-32.2%
Days on Market (Pending Sale)	50	35	41	52	2.9%
Month's Supply of Inventory	6.1	4	3.4	3.7	-39.8%
Percent Under Contract	21.2%	27.9%	23.4%	36.8%	73.6%
Average Median Price for Last 12 Months	\$561,038	\$590,333	\$593,000	\$582,654	3.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Escondido Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



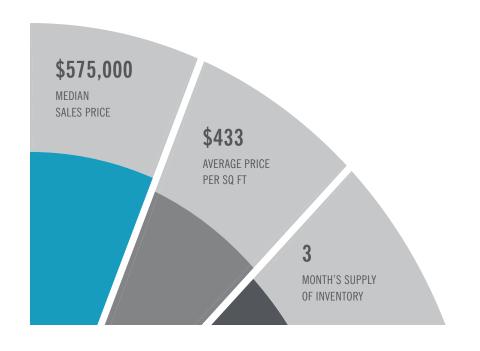


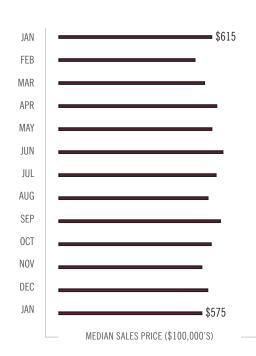
#### **IMPERIAL-BEACH**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$615,000	\$632,500	\$613,000	\$575,000	-6.5%
Average Price per Square Foot	\$445	\$477	\$424	\$433	n/a
Properties Sold	13	6	8	9	-30.8%
Properties Pending Sale	4	13	7	14	250.0%
Properties For Sale	43	43	36	27	-37.2%
Days on Market (Pending Sale)	39	36	35	46	15.9%
Month's Supply of Inventory	3.3	7.2	4.5	3	-9.3%
Percent Under Contract	9.3%	30.2%	19.4%	51.9%	457.4%
Average Median Price for Last 12 Months	\$599,688	\$602,000	\$583,000	\$607,961	1.4%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Imperial-Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



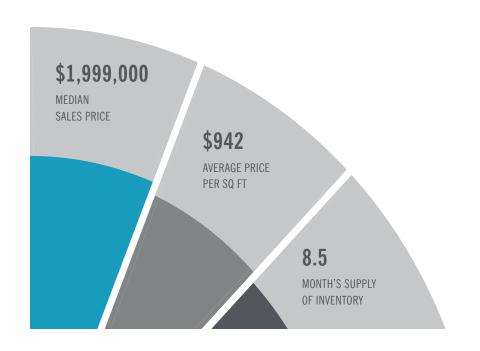


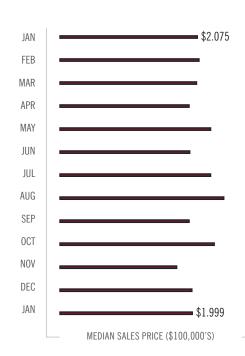
#### LA JOLLA

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$2,075,000	\$2,275,000	\$2,330,000	\$1,999,000	-3.7%
Average Price per Square Foot	\$908	\$805	\$821	\$942	n/a
Properties Sold	16	31	31	22	37.5%
Properties Pending Sale	20	30	26	24	20.0%
Properties For Sale	249	265	244	187	-24.9%
Days on Market (Pending Sale)	90	88	67	88	-2.4%
Month's Supply of Inventory	15.6	8.5	7.9	8.5	-45.4%
Percent Under Contract	8.0%	11.3%	10.7%	12.8%	59.8%
Average Median Price for Last 12 Months	\$2,076,521	\$2,084,642	\$1,917,950	\$2,092,719	0.8%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in La Jolla Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



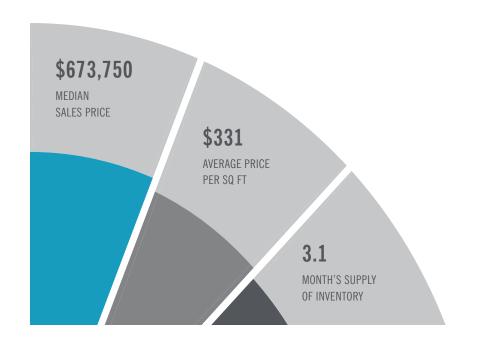


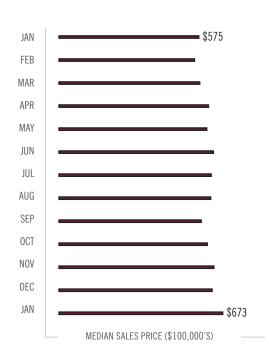
#### **LA MESA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$575,000	\$626,000	\$610,000	\$673,750	17.2%
Average Price per Square Foot	\$349	\$363	\$352	\$331	n/a
Properties Sold	42	60	53	34	-19.0%
Properties Pending Sale	39	71	44	43	10.3%
Properties For Sale	150	185	162	105	-30.0%
Days on Market (Pending Sale)	38	37	34	36	-4.7%
Month's Supply of Inventory	3.8	2.6	3.7	3.1	-19.7%
Percent Under Contract	26.0%	38.4%	27.2%	41.0%	57.5%
Average Median Price for Last 12 Months	\$593,208	\$626,625	\$646,917	\$611,923	3.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in La Mesa Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



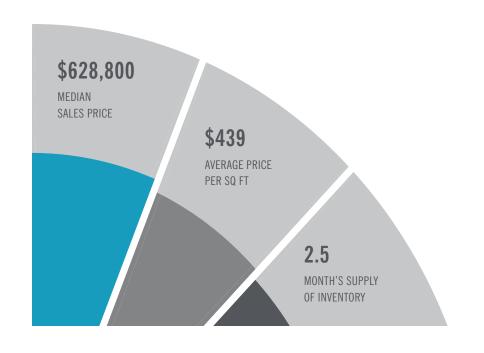


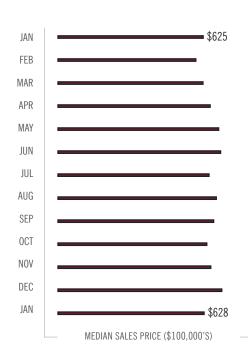
# LINDA VISTA/CLAIREMONT MESA EAST

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$625,000	\$650,000	\$640,500	\$628,800	0.6%
Average Price per Square Foot	\$450	\$432	\$446	\$439	n/a
Properties Sold	13	24	22	13	0.0%
Properties Pending Sale	18	28	17	15	-16.7%
Properties For Sale	57	57	30	33	-42.1%
Days on Market (Pending Sale)	28	23	16	13	-52.7%
Month's Supply of Inventory	3.2	2	1.8	2.5	-19.8%
Percent Under Contract	31.6%	49.1%	56.7%	45.5%	43.9%
Average Median Price for Last 12 Months	\$625,000	\$663,883	\$663,767	\$655,535	4.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Linda Vista/Clairemont Mesa East Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



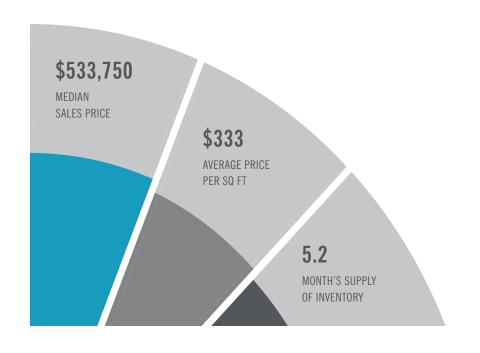


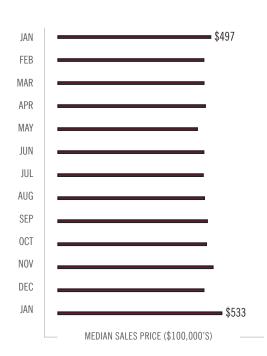
### **LEMON GROVE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$497,500	\$473,000	\$483,500	\$533,750	7.3%
Average Price per Square Foot	\$354	\$324	\$336	\$333	n/a
Properties Sold	16	17	25	8	-50.0%
Properties Pending Sale	9	21	16	20	122.2%
Properties For Sale	38	55	42	42	10.5%
Days on Market (Pending Sale)	27	17	40	30	9.4%
Month's Supply of Inventory	4.2	2.6	2.6	5.2	24.3%
Percent Under Contract	23.7%	38.2%	38.1%	47.6%	101.1%
Average Median Price for Last 12 Months	\$469,875	\$493,500	\$504,667	\$483,923	2.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Lemon Grove Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



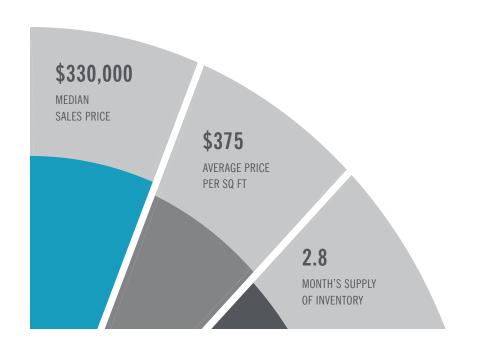


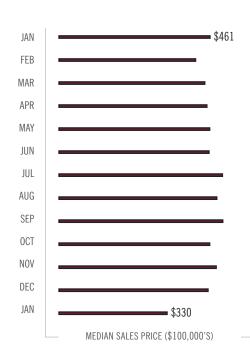
#### **NATIONAL CITY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$461,000	\$499,000	\$460,000	\$330,000	-28.4%
Average Price per Square Foot	\$290	\$326	\$380	\$375	n/a
Properties Sold	12	11	9	11	-8.3%
Properties Pending Sale	11	10	13	12	9.1%
Properties For Sale	48	22	30	31	-35.4%
Days on Market (Pending Sale)	73	40	31	28	-61.8%
Month's Supply of Inventory	4.4	2.2	2.3	2.8	-35.4%
Percent Under Contract	22.9%	45.5%	43.3%	38.7%	68.9%
Average Median Price for Last 12 Months	\$438,042	\$451,125	\$421,667	\$453,712	3.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in National City Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



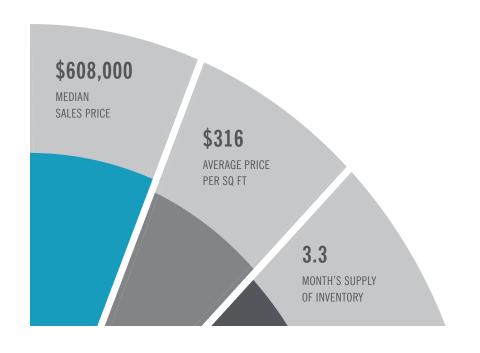


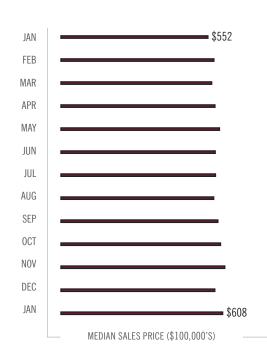
### **OCEANSIDE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
M. P.	<b>ΦΕΕΩ ΕΩΩ</b>	ΦΕ04.000	<b>#</b> 000 000	<b>#</b> 000 000	10.00/
Median Price	\$552,500	\$581,000	\$600,000	\$608,000	10.0%
Average Price per Square Foot	\$304	\$316	\$320	\$316	n/a
Properties Sold	70	125	96	64	-8.6%
Properties Pending Sale	94	128	109	101	7.4%
Properties For Sale	327	394	318	213	-34.9%
Days on Market (Pending Sale)	45	33	35	40	-10.0%
Month's Supply of Inventory	4.7	3.2	3.3	3.3	-28.8%
Percent Under Contract	28.7%	32.5%	34.3%	47.4%	65.0%
Average Median Price for Last 12 Months	\$1,138,000	\$594,458	\$600,833	\$584,383	-94.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Oceanside Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



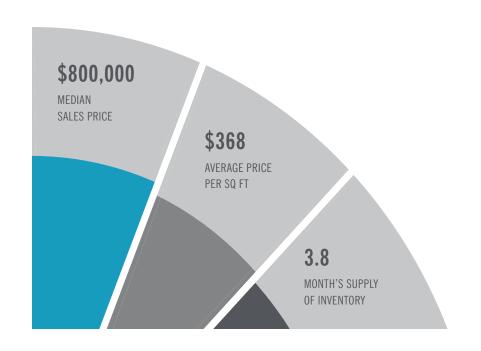


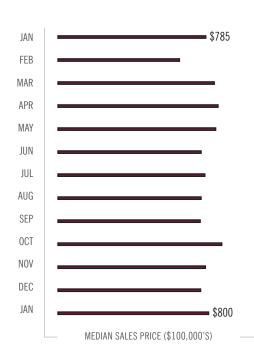
#### **POWAY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$785,000	\$780,000	\$870,000	\$800,000	1.9%
Average Price per Square Foot	\$348	\$383	\$365	\$368	n/a
Properties Sold	27	53	37	25	-7.4%
Properties Pending Sale	47	52	33	33	-29.8%
Properties For Sale	170	174	141	95	-44.1%
Days on Market (Pending Sale)	58	41	32	28	-51.4%
Month's Supply of Inventory	6.3	3.3	3.8	3.8	-39.6%
Percent Under Contract	27.6%	29.9%	23.4%	34.7%	25.6%
Average Median Price for Last 12 Months	\$796,000	\$787,625	\$780,167	\$785,635	-1.3%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Poway Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



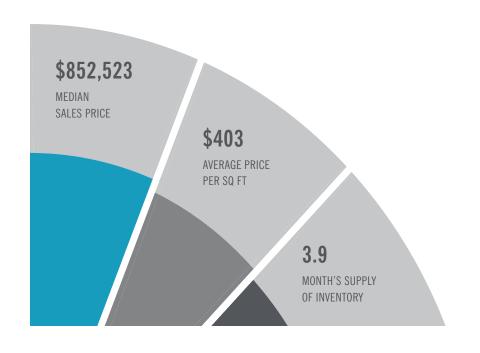


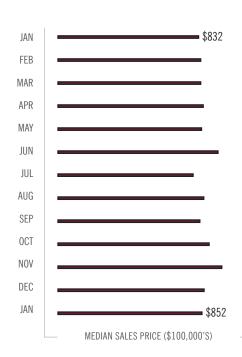
# **RANCHO BERNARDO**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$832,500	\$800,000	\$895,000	\$852,523	2.4%
Average Price per Square Foot	\$380	\$385	\$394	\$403	n/a
Properties Sold	46	97	89	44	-4.3%
Properties Pending Sale	68	112	97	66	-2.9%
Properties For Sale	320	403	287	173	-45.9%
Days on Market (Pending Sale)	47	34	34	47	-0.2%
Month's Supply of Inventory	4.2	4.3	5	3.9	-7.0%
Percent Under Contract	21.2%	27.8%	33.8%	38.2%	79.5%
Average Median Price for Last 12 Months	\$845,621	\$880,962	\$895,841	\$866,588	2.4%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Rancho Bernardo Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



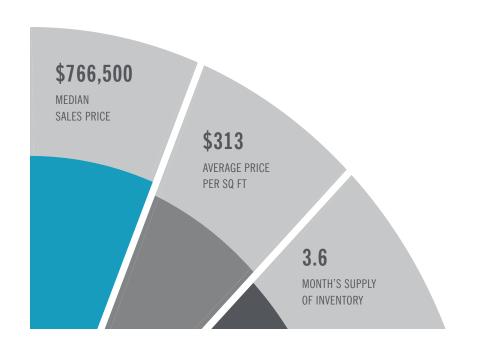


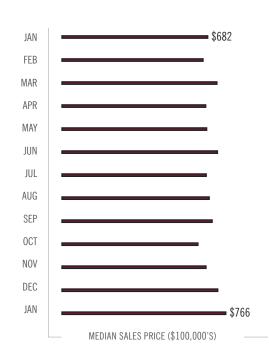
### **SAN MARCOS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$682,000	\$674,950	\$636,000	\$766,500	12.4%
Average Price per Square Foot	\$295	\$313	\$347	\$313	n/a
Properties Sold	33	78	68	34	3.0%
Properties Pending Sale	56	73	68	54	-3.6%
Properties For Sale	237	281	217	124	-47.7%
Days on Market (Pending Sale)	47	37	37	50	6.4%
Month's Supply of Inventory	7.2	3.6	3.2	3.6	-49.2%
Percent Under Contract	23.6%	26.0%	31.3%	43.5%	84.3%
Average Median Price for Last 12 Months	\$695,777	\$699,483	\$723,133	\$693,527	-0.3%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Marcos Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



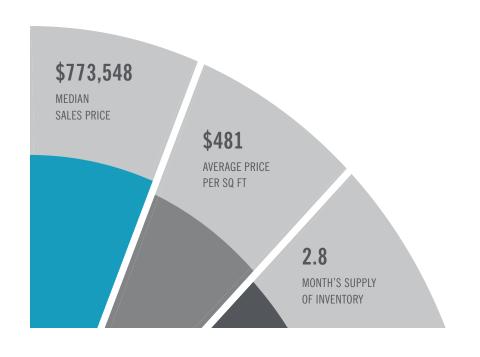


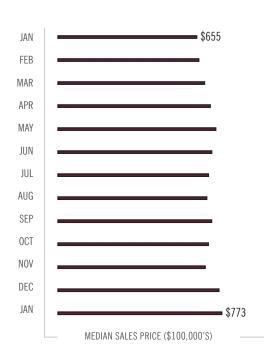
#### **SAN DIEGO**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$655,000	\$710,500	\$710,000	\$773,548	18.1%
Average Price per Square Foot	\$485	\$492	\$487	\$481	n/a
Properties Sold	43	80	72	46	7.0%
Properties Pending Sale	69	72	64	77	11.6%
Properties For Sale	201	218	161	128	-36.3%
Days on Market (Pending Sale)	29	21	19	22	-25.4%
Month's Supply of Inventory	4.7	2.7	2.2	2.8	-40.5%
Percent Under Contract	34.3%	33.0%	39.8%	60.2%	75.2%
Average Median Price for Last 12 Months	\$682,688	\$727,758	\$742,849	\$713,773	4.4%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Diego Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



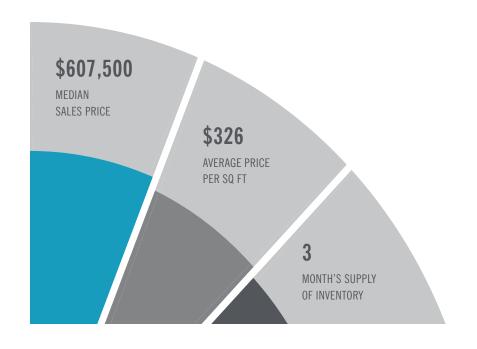


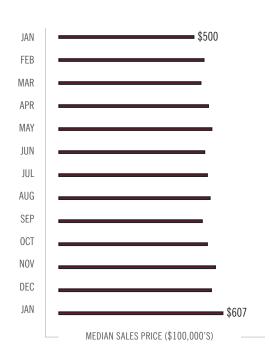
### SANTEE

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$500,000	\$549,950	\$550,000	\$607,500	21.5%
Average Price per Square Foot	\$323	\$334	\$360	\$326	n/a
Properties Sold	45	48	35	20	-55.6%
Properties Pending Sale	45	49	40	32	-28.9%
Properties For Sale	127	120	92	60	-52.8%
Days on Market (Pending Sale)	52	24	25	32	-38.8%
Month's Supply of Inventory	2.8	2.5	2.6	3	6.3%
Percent Under Contract	35.4%	40.8%	43.5%	53.3%	50.5%
Average Median Price for Last 12 Months	\$542,583	\$565,575	\$584,150	\$551,335	1.6%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Santee Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



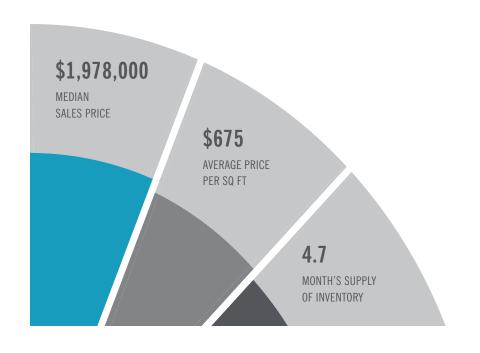


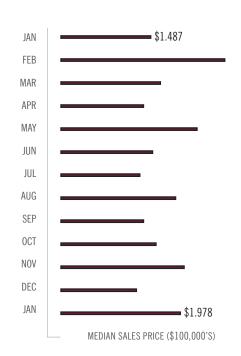
### **SOLANA BEACH**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,487,500	\$1,306,500	\$1,575,000	\$1,978,000	33.0%
Average Price per Square Foot	\$691	\$754	\$1,078	\$675	n/a
Properties Sold	4	9	5	7	75.0%
Properties Pending Sale	2	8	6	5	150.0%
Properties For Sale	29	47	38	33	13.8%
Days on Market (Pending Sale)	57	54	52	93	63.5%
Month's Supply of Inventory	7.2	5.2	7.6	4.7	-35.0%
Percent Under Contract	6.9%	17.0%	15.8%	15.2%	119.7%
Average Median Price for Last 12 Months	\$1,638,458	\$1,685,333	\$1,756,333	\$1,723,792	5.0%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Solana Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



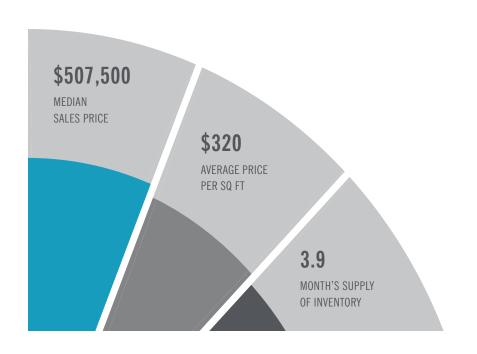


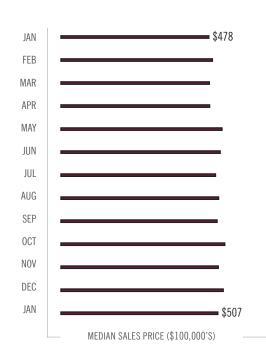
### **SPRING VALLEY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$478,450	\$500,000	\$530,000	\$507,500	6.1%
Average Price per Square Foot	\$294	\$294	\$293	\$320	n/a
Properties Sold	34	57	47	28	-17.6%
Properties Pending Sale	44	54	57	47	6.8%
Properties For Sale	150	152	144	108	-28.0%
Days on Market (Pending Sale)	40	30	26	28	-30.5%
Month's Supply of Inventory	4.4	2.7	3.1	3.9	-12.6%
Percent Under Contract	29.3%	35.5%	39.6%	43.5%	48.4%
Average Median Price for Last 12 Months	\$485,238	\$514,417	\$513,833	\$503,996	3.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Spring Valley Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



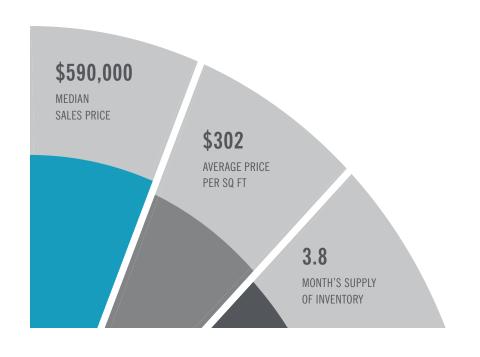


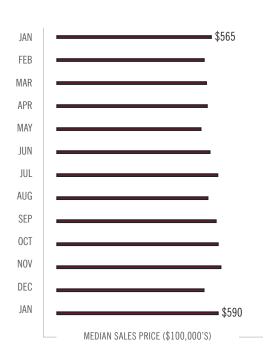
#### **VISTA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$565,000	\$588,500	\$590,000	\$590,000	4.4%
Average Price per Square Foot	\$316	\$299	\$311	\$302	n/a
Properties Sold	38	78	81	43	13.2%
Properties Pending Sale	45	71	73	72	60.0%
Properties For Sale	228	269	222	164	-28.1%
Days on Market (Pending Sale)	47	39	37	36	-24.7%
Month's Supply of Inventory	6	3.4	2.7	3.8	-36.4%
Percent Under Contract	19.7%	26.4%	32.9%	43.9%	122.4%
Average Median Price for Last 12 Months	\$557,596	\$575,492	\$576,000	\$563,785	1.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Vista Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**





### **CONDOMINIUMS**

BEVERLY CENTER - MIRACLE MILE MARINA DEL REY

BEVERLY HILLS SANTA MONICA

BRENTWOOD SHERMAN OAKS

CULVER CITY STUDIO CITY

DOWNTOWN VENICE

ENCINO WEST HOLLYWOOD

MALIBU WEST LA

MALIBU BEACH WESTWOOD - CENTURY CITY

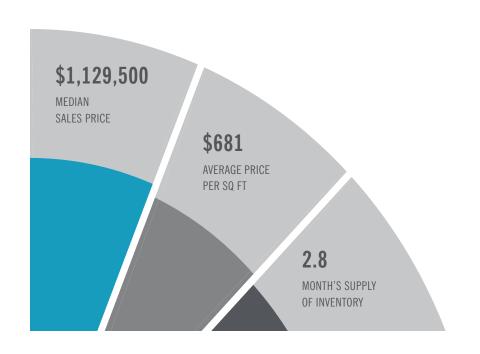


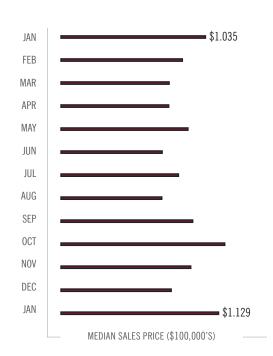
### **BEVERLY CENTER - MIRACLE MILE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,035,500	\$842,000	\$1,173,750	\$1,129,500	9.1%
Average Price per Square Foot	\$638	\$664	\$730	\$681	6.7%
Properties Sold	2	10	4	8	300.0%
Properties Pending Sale	8	6	4	5	-37.5%
Properties For Sale	46	32	39	22	-52.2%
Days on Market (Pending Sale)	57	33	49	37	-35.6%
Month's Supply of Inventory	23	3.2	9.8	2.8	-88.0%
Percent Under Contract	17.4%	18.8%	10.3%	22.7%	30.7%
Average Median Price for Last 12 Months	\$830,021	\$948,292	\$949,833	\$893,788	7.7%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Beverly Center - Miracle Mile Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



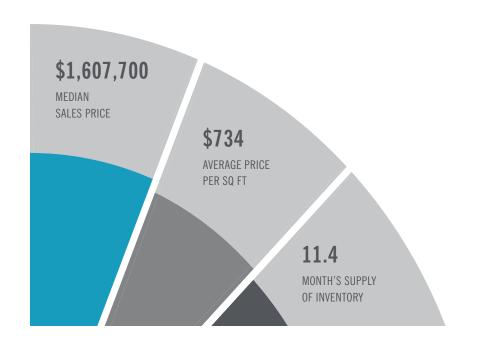


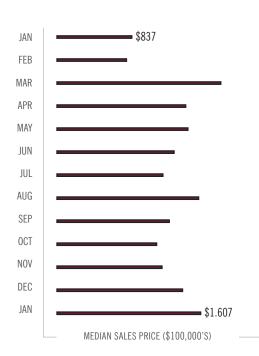
### **BEVERLY HILLS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$837,000	\$1,185,000	\$1,115,000	\$1,607,700	92.1%
Average Price per Square Foot	\$842	\$760	\$783	\$734	-12.8%
Properties Sold	5	7	7	5	0.0%
Properties Pending Sale	4	4	1	10	150.0%
Properties For Sale	63	67	74	57	-9.5%
Days on Market (Pending Sale)	33	84	6	55	66.3%
Month's Supply of Inventory	12.6	9.6	10.6	11.4	-9.5%
Percent Under Contract	6.3%	6.0%	1.4%	17.5%	176.3%
Average Median Price for Last 12 Months	\$1,249,172	\$1,357,367	\$1,395,900	\$1,307,054	4.6%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Beverly Hills Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



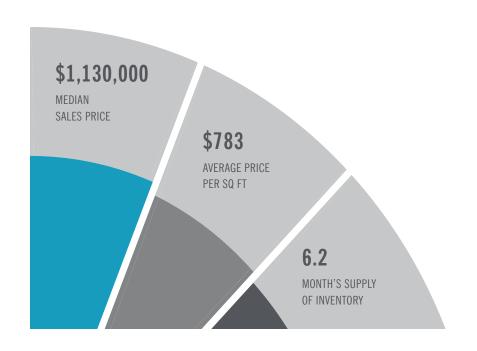


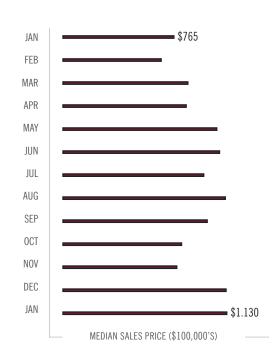
### **BRENTWOOD**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$765,000	\$971,000	\$818,000	\$1,130,000	47.7%
Average Price per Square Foot	\$661	\$670	\$655	\$783	18.5%
Properties Sold	7	14	15	9	28.6%
Properties Pending Sale	11	22	9	12	9.1%
Properties For Sale	57	84	73	56	-1.8%
Days on Market (Pending Sale)	50	37	48	65	29.0%
Month's Supply of Inventory	8.1	6	4.9	6.2	-23.6%
Percent Under Contract	19.3%	26.2%	12.3%	21.4%	11.0%
Average Median Price for Last 12 Months	\$991,185	\$995,500	\$1,013,333	\$941,462	-5.0%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Brentwood Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



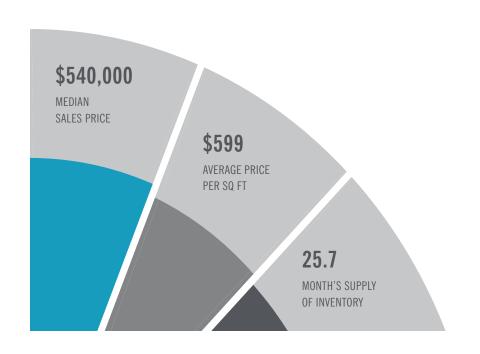


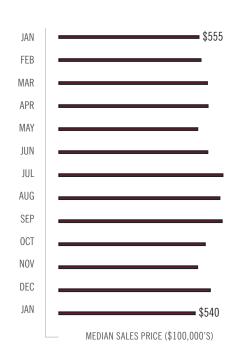
### **CULVER CITY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$555,000	\$650,000	\$580,000	\$540,000	-2.7%
Average Price per Square Foot	\$543	\$585	\$618	\$599	10.3%
Properties Sold	7	10	9	7	0.0%
Properties Pending Sale	13	15	17	18	38.5%
Properties For Sale	46	32	44	34	-26.1%
Days on Market (Pending Sale)	49	44	31	21	-57.1%
Month's Supply of Inventory	26.9	20.5	39.8	25.7	-4.5%
Percent Under Contract	28.3%	46.9%	38.6%	52.9%	87.3%
Average Median Price for Last 12 Months	\$568,354	\$592,396	\$563,167	\$587,837	3.4%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Culver City Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



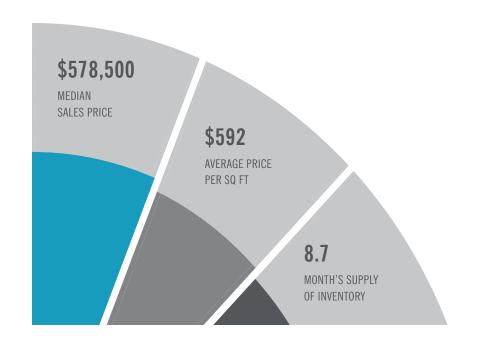


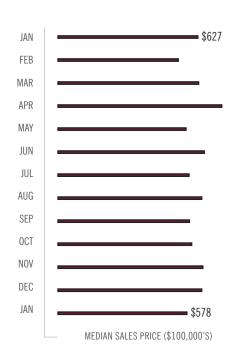
### **DOWNTOWN**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$627,500	\$588,000	\$600,000	\$578,500	-7.8%
Average Price per Square Foot	\$876	\$688	\$659	\$592	-32.4%
Properties Sold	22	27	35	30	36.4%
Properties Pending Sale	23	39	28	34	47.8%
Properties For Sale	243	327	317	261	7.4%
Days on Market (Pending Sale)	96	84	60	70	-27.3%
Month's Supply of Inventory	11	12.1	9.1	8.7	-21.2%
Percent Under Contract	9.5%	11.9%	8.8%	13.0%	37.6%
Average Median Price for Last 12 Months	\$636,153	\$618,063	\$624,500	\$620,087	-2.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Downtown Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



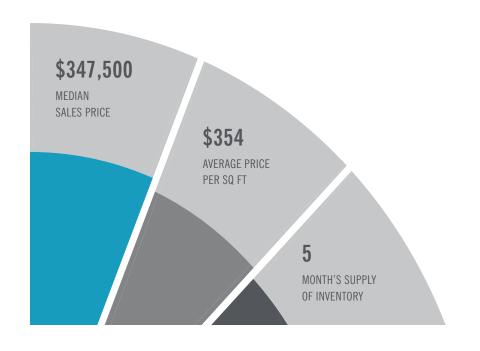


### **ENCINO**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$496,000	\$372,000	\$360,000	\$347,500	-29.9%
Average Price per Square Foot	\$346	\$401	\$379	\$354	2.3%
Properties Sold	12	17	15	10	-16.7%
Properties Pending Sale	15	16	15	14	-6.7%
Properties For Sale	69	69	67	50	-27.5%
Days on Market (Pending Sale)	88	45	46	57	-35.1%
Month's Supply of Inventory	5.8	4.1	4.5	5	-13.0%
Percent Under Contract	21.7%	23.2%	22.4%	28.0%	28.8%
Average Median Price for Last 12 Months	\$417,308	\$376,917	\$385,500	\$383,577	-8.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Encino Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



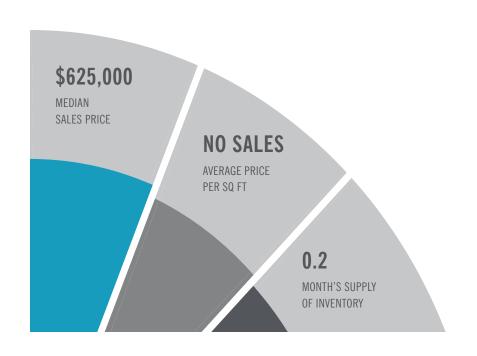


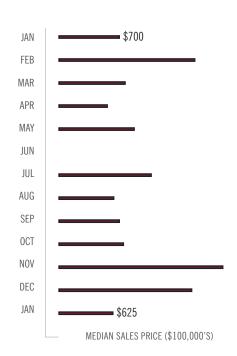
### **MALIBU**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$700,000	\$1,069,500	\$747,500	\$625,000	-10.7%
Average Price per Square Foot	\$695	\$579	\$674	\$0	-100.0%
Properties Sold	1	4	3	1	0.0%
Properties Pending Sale	1	3	3	4	300.0%
Properties For Sale	31	27	25	22	-29.0%
Days on Market (Pending Sale)	38	83	164	134	252.6%
Month's Supply of Inventory	31	6.8	8.3	0.2	-99.5%
Percent Under Contract	3.2%	11.1%	12.0%	18.2%	463.6%
Average Median Price for Last 12 Months	\$1,121,147	\$1,024,479	\$1,354,792	\$974,240	-13.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Malibu Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



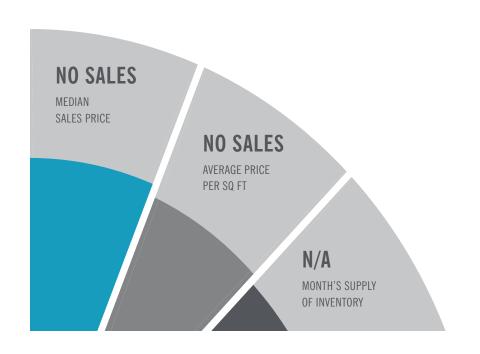


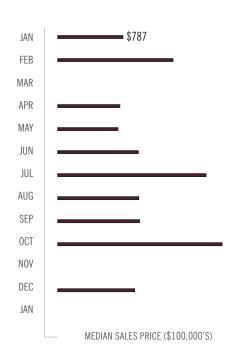
### **MALIBU BEACH**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$787,475	\$1,800,000	\$1,995,000	\$0	-100.0%
Average Price per Square Foot	\$915	\$2,000	\$1,526	\$0	-100.0%
Properties Sold	2	1	3	0	-100.0%
Properties Pending Sale	2	3	2	0	-100.0%
Properties For Sale	20	25	27	17	-15.0%
Days on Market (Pending Sale)	89	75	57	0	-100.0%
Month's Supply of Inventory	10	25	9	n/a	n/a
Percent Under Contract	10.0%	12.0%	7.4%	0.0%	-100.0%
Average Median Price for Last 12 Months	\$1,115,873	\$1,223,750	\$930,000	\$1,133,098	1.5%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Malibu Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



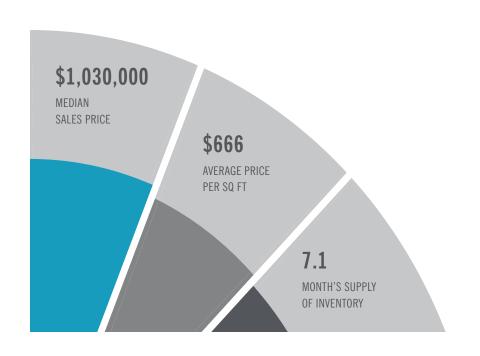


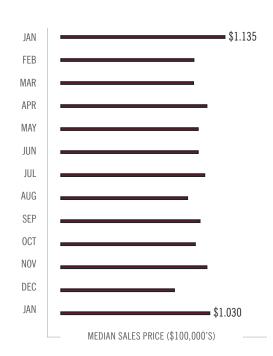
#### **MARINA DEL REY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,135,000	\$995,000	\$930,000	\$1,030,000	-9.3%
Average Price per Square Foot	\$827	\$667	\$671	\$666	-19.5%
Properties Sold	11	17	23	13	18.2%
Properties Pending Sale	14	20	13	16	14.3%
Properties For Sale	112	102	91	92	-17.9%
Days on Market (Pending Sale)	63	42	47	36	-41.8%
Month's Supply of Inventory	10.2	6	4	7.1	-30.5%
Percent Under Contract	12.5%	19.6%	14.3%	17.4%	39.1%
Average Median Price for Last 12 Months	\$1,021,037	\$932,250	\$941,667	\$959,308	-6.0%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Marina Del Rey Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



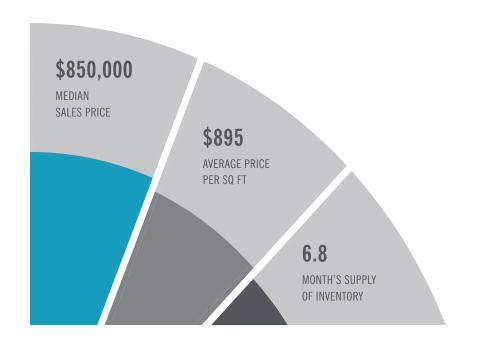


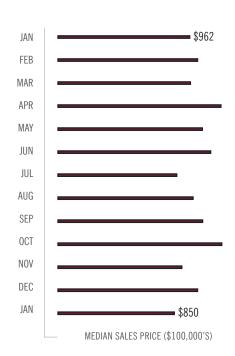
### **SANTA MONICA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$962,500	\$867,750	\$1,197,000	\$850,000	-11.7%
Average Price per Square Foot	\$778	\$970	\$1,146	\$895	15.0%
Properties Sold	10	20	26	16	60.0%
Properties Pending Sale	15	21	41	14	-6.7%
Properties For Sale	115	133	157	108	-6.1%
Days on Market (Pending Sale)	51	48	51	43	-15.4%
Month's Supply of Inventory	11.5	6.6	6	6.8	-41.3%
Percent Under Contract	13.0%	15.8%	26.1%	13.0%	-0.6%
Average Median Price for Last 12 Months	\$1,058,292	\$1,002,660	\$925,000	\$1,014,997	-4.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Santa Monica Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



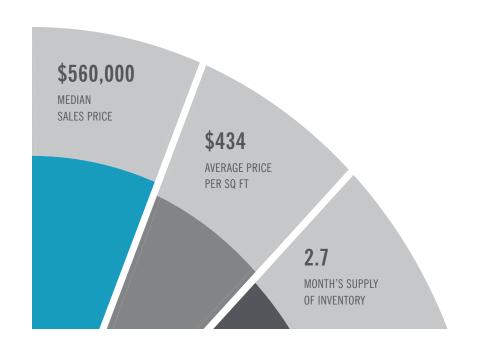


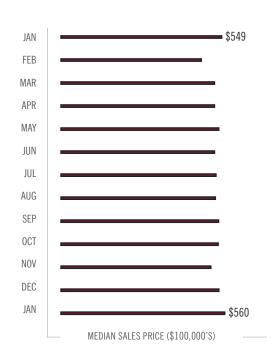
#### **SHERMAN OAKS**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$549,500	\$530,000	\$537,500	\$560,000	1.9%
Average Price per Square Foot	\$400	\$368	\$429	\$434	8.5%
Properties Sold	8	21	25	23	187.5%
Properties Pending Sale	12	25	14	20	66.7%
Properties For Sale	61	96	80	63	3.3%
Days on Market (Pending Sale)	68	59	62	33	-52.0%
Month's Supply of Inventory	7.6	4.6	3.2	2.7	-64.1%
Percent Under Contract	19.7%	26.0%	17.5%	31.7%	61.4%
Average Median Price for Last 12 Months	\$548,142	\$536,167	\$537,500	\$530,077	-3.3%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Sherman Oaks Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



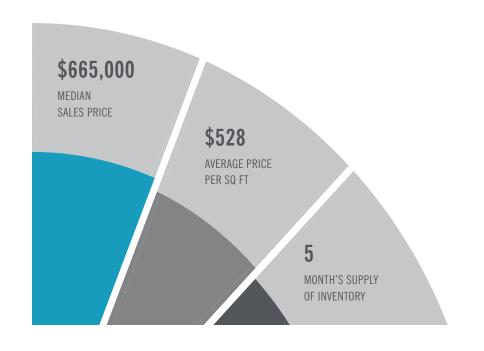


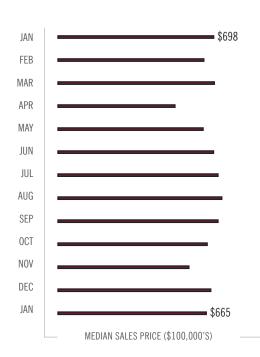
### **STUDIO CITY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$698,125	\$717,500	\$669,000	\$665,000	-4.7%
Average Price per Square Foot	\$445	\$482	\$475	\$528	18.7%
Properties Sold	4	8	7	5	25.0%
Properties Pending Sale	10	12	11	11	10.0%
Properties For Sale	44	40	40	25	-43.2%
Days on Market (Pending Sale)	59	46	56	32	-46.0%
Month's Supply of Inventory	11	5	5.7	5	-54.5%
Percent Under Contract	22.7%	30.0%	27.5%	44.0%	93.6%
Average Median Price for Last 12 Months	\$677,135	\$676,333	\$645,667	\$669,337	-1.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Studio City Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

### **CURRENT MARKET SNAPSHOT**



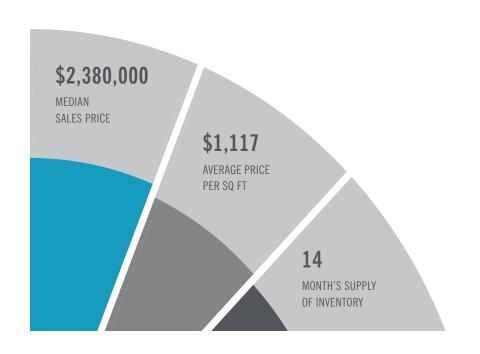


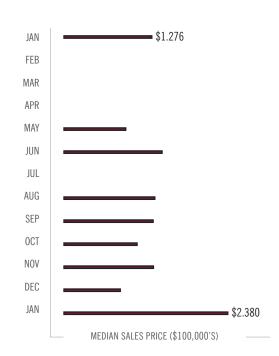
### **VENICE**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$1,276,500	\$0	\$1,062,250	\$2,380,000	86.4%
Average Price per Square Foot	\$1,059	\$0	\$937	\$1,117	5.5%
Properties Sold	2	0	4	1	-50.0%
Properties Pending Sale	0	3	3	0	n/a
Properties For Sale	5	16	15	14	180.0%
Days on Market (Pending Sale)	0	44	35	0	n/a
Month's Supply of Inventory	2.5	n/a	3.8	14	460.0%
Percent Under Contract	0.0%	18.8%	20.0%	0.0%	n/a
Average Median Price for Last 12 Months	\$1,523,705	\$1,362,542	\$1,499,333	\$1,308,250	-14.1%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Venice Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**



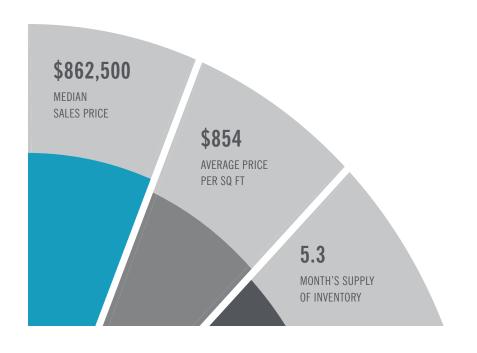


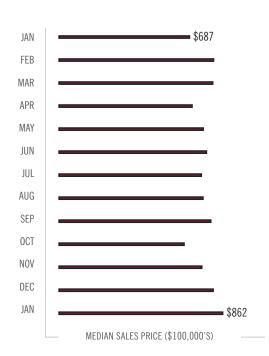
### **WEST HOLLYWOOD**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$687,500	\$750,000	\$659,000	\$862,500	25.5%
Average Price per Square Foot	\$626	\$746	\$713	\$854	36.4%
Properties Sold	24	37	25	22	-8.3%
Properties Pending Sale	13	40	23	24	84.6%
Properties For Sale	151	153	151	116	-23.2%
Days on Market (Pending Sale)	66	39	52	50	-23.3%
Month's Supply of Inventory	6.3	4.1	6	5.3	-16.2%
Percent Under Contract	8.6%	26.1%	15.2%	20.7%	140.3%
Average Median Price for Last 12 Months	\$756,167	\$774,208	\$809,167	\$765,021	1.2%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in West Hollywood Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**



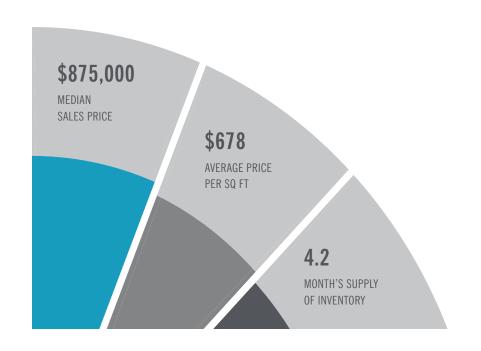


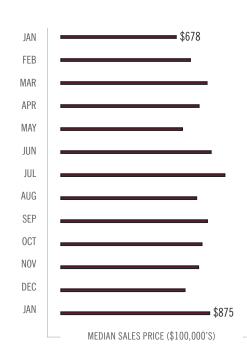
#### **WEST LA**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$678,250	\$965,000	\$830,000	\$875,000	29.0%
Average Price per Square Foot	\$654	\$622	\$670	\$678	3.7%
Properties Sold	7	21	13	5	-28.6%
Properties Pending Sale	7	9	13	5	-28.6%
Properties For Sale	32	34	47	21	-34.4%
Days on Market (Pending Sale)	42	20	34	64	51.9%
Month's Supply of Inventory	4.6	1.6	3.6	4.2	-8.1%
Percent Under Contract	21.9%	26.5%	27.7%	23.8%	8.8%
Average Median Price for Last 12 Months	\$851,039	\$817,667	\$805,000	\$814,088	-4.3%
		'			

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in West LA Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

# **CURRENT MARKET SNAPSHOT**





### **WESTWOOD - CENTURY CITY**

DATA*	JAN 2019	6 MONTH	3 MONTH	JAN 2020	% CHANGE
Median Price	\$890,000	\$887,500	\$980,000	\$1,077,500	21.1%
Average Price per Square Foot	\$781	\$707	\$780	\$864	10.6%
Properties Sold	21	44	41	34	61.9%
Properties Pending Sale	30	44	33	45	50.0%
Properties For Sale	247	305	285	240	-2.8%
Days on Market (Pending Sale)	65	40	46	49	-23.9%
Month's Supply of Inventory	11.8	6.9	7	7.1	-40.0%
Percent Under Contract	12.1%	14.4%	11.6%	18.8%	54.4%
Average Median Price for Last 12 Months	\$983,094	\$974,105	\$1,028,833	\$944,873	-3.9%

<sup>\*</sup>Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Westwood - Century City Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## **CURRENT MARKET SNAPSHOT**

