

ELLIMAN

REPORT

2Q 2015
LOS ANGELES SALES

Quarterly Survey of Greater Los Angeles,
including Westside & Downtown Sales

SINGLE FAMILY & CONDOS

DASHBOARD

year-over-year

PRICES

Median Sales Price

4.8%

SALES

Closed Sales

6.5%

MARKETING TIME

Days on Market

5 days

NEGOTIABILITY

Listing Discount

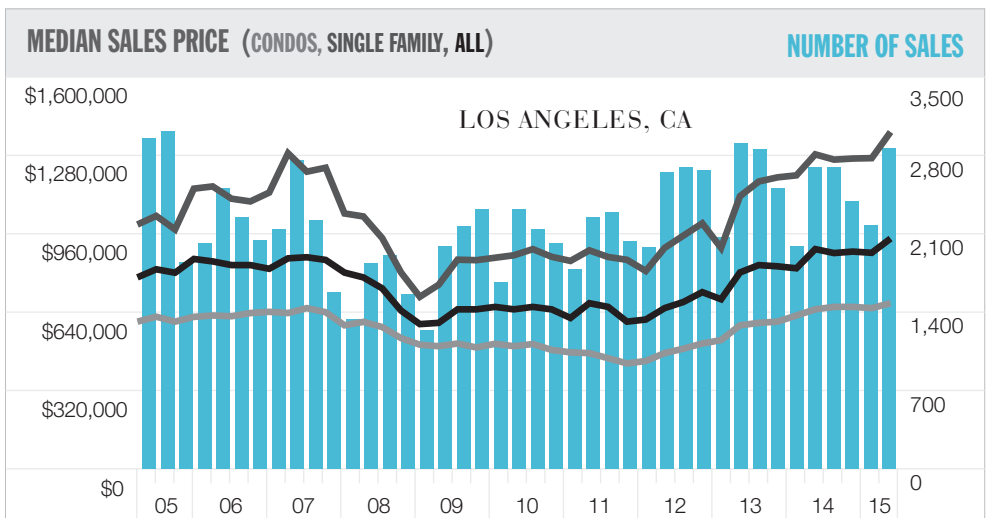
0.7%

- Overall price indicators set records
- Median sales price increased year-over-year for the twelfth consecutive quarter
- Number of sales reached second highest second quarter total in a decade

The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.

Los Angeles Market Matrix	2Q-2015	%Chg (qtr)	1Q-2015	%Chg (yr)	2Q-2014
Average Sales Price	\$1,464,325	5.5%	\$1,387,500	3.3%	\$1,418,194
Average Price per Sq Ft	\$745	4.3%	\$714	3.6%	\$719
Median Sales Price	\$938,000	6.6%	\$880,000	4.8%	\$895,000
Number of Sales (Closed)	2,865	31.8%	2,173	6.5%	2,690
Days on Market (From Last List Date)	56	-21.1%	71	-8.2%	61
Listing Discount (From Last List Price)	1.4%		2.7%		2.1%
Listing Inventory (Active)	2,557	7.4%	2,381	N/A	N/A
Absorption Rate (Months)	2.7	-18.2%	3.3	N/A	N/A
Pending Sales	817	12.8%	724	N/A	N/A
Year-to-Date	2Q-2015	%Chg (qtr)	1Q-2015	%Chg (yr)	2Q-2014
Average Sales Price (YTD)	\$1,431,189	N/A	N/A	0.4%	\$1,425,109
Average Price per Sq Ft (YTD)	\$732	N/A	N/A	2.2%	\$716
Median Sales Price (YTD)	\$899,500	N/A	N/A	5.2%	\$855,000
Number of Sales (YTD)	5,038	N/A	N/A	7.8%	4,675

*The information contained in this report has been compiled from Combined LA/Westside Multiple Listing Service, Inc. and Douglas Elliman.



The Greater Los Angeles housing market showed record prices, more sales activity along with faster marketing times and less negotiability. Median sales price increased 4.8% to \$938,000 from the prior year quarter, a new record for the 11 years the metrics have been tracked. Average sales price expanded 3.3% to a record \$1,464,325 and average price per square foot rose 3.6% to a record

of \$745 respectively from the same period last year. After five consecutive quarters of year-over-year declines, the number of sales increased for the second consecutive quarter to the second highest second quarter total in a decade. There were 2,865 sales, up 6.5% from the prior year quarter. With more sales and record setting price indicators, the negotiability between buyers and sellers fell.

Listing discount, the percentage difference between the list price at time of contract and the sales price declined to 1.4% from

an already low 2.1% in the prior year quarter. Days on market, the number of days between the last list price change to the contract date,

fell 8.2% to 56 days, consistent with the overall tightening of market conditions.

SINGLE FAMILY

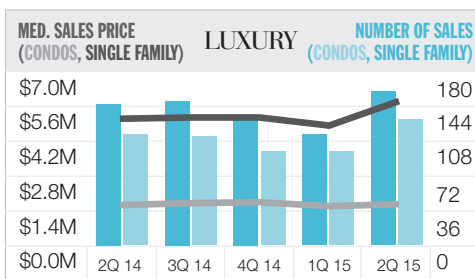
- All price indicators set records
- Sales continued to expand as marketing time fell

CONDOS

- Median sales price and number of sales set record
- Days on market declined

LUXURY

- Luxury single family median sales price set record



NEW DEVELOPMENT

- Price indicators surged as mix shifted to larger units
- Days on market increased

DOWNTOWN

- All price indicators set records
- Number of sales and marketing times declined

BEVERLY HILLS P.O.

- Median sales price set new record
- Marketing time tightened

Single Family Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$2,023,596	7.4%	\$1,884,739	5.9%	\$1,910,711
Average Price Per Sq Ft	\$820	5.3%	\$779	5.1%	\$780
Median Sales Price	\$1,371,500	8.4%	\$1,265,000	7.1%	\$1,280,500
Number of Sales (Closed)	1,548	31.4%	1,178	2.7%	1,508
Days on Market (From Last List Date)	54	-25.0%	72	-11.5%	61

Condo Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$806,958	1.0%	\$798,810	2.2%	\$789,839
Average Price Per Sq Ft	\$588	1.7%	\$578	-8.3%	\$641
Median Sales Price	\$675,000	3.1%	\$655,000	3.8%	\$650,000
Number of Sales (Closed)	1,317	32.4%	995	11.4%	1,182
Days on Market (From Last List Date)	58	-15.9%	69	-4.9%	61

Luxury Single Family Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$7,383,862	10.5%	\$6,683,493	7.7%	\$6,858,960
Average Price Per Square Foot	\$1,285	3.7%	\$1,239	9.0%	\$1,179
Median Sales Price	\$5,912,500	20.1%	\$4,925,000	13.7%	\$5,200,000
Number of Sales (Closed)	164	39.0%	118	8.6%	151
Days on Market (From Last List Date)	88	-11.1%	99	-18.5%	108
Entry Threshold	\$3,850,000	10.0%	\$3,500,000	6.9%	\$3,600,000

Luxury Condo Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$2,032,243	-2.8%	\$2,090,409	-3.7%	\$2,110,786
Average Price Per Square Foot	\$891	-3.3%	\$921	-7.3%	\$961
Median Sales Price	\$1,759,500	4.9%	\$1,677,500	2.2%	\$1,722,000
Number of Sales (Closed)	134	34.0%	100	13.6%	118
Days on Market (From Last List Date)	80	-14.0%	93	-14.9%	94
Entry Threshold	\$1,320,000	0.0%	\$1,320,000	2.7%	\$1,285,000

New Development Condo Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$3,510,000	82.6%	\$1,922,018	104.5%	\$1,715,976
Average Price Per Square Foot	\$1,169	-3.9%	\$1,217	19.3%	\$980
Median Sales Price	\$3,240,000	85.1%	\$1,750,000	161.8%	\$1,237,500
Number of Sales (Closed)	8	-63.6%	22	-89.5%	76
Days on Market (From Last List Date)	152	20.6%	126	87.7%	81

Downtown Condo Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$670,247	1.5%	\$660,375	10.9%	\$604,570
Average Price per Sq Ft	\$584	1.0%	\$578	10.0%	\$531
Median Sales Price	\$601,000	7.3%	\$560,000	9.3%	\$550,000
Number of Sales (Closed)	135	27.4%	106	-2.9%	139
Days on Market (From Last List Date)	61	-14.1%	71	-1.6%	62

Beverly Hills P.O. Single Family	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$3,247,213	32.1%	\$2,458,071	-0.8%	\$3,272,718
Average Price per Sq Ft	\$844	3.4%	\$816	-7.8%	\$915
Median Sales Price	\$2,785,000	60.6%	\$1,734,000	29.4%	\$2,152,500
Number of Sales (Closed)	40	42.9%	28	-9.1%	44
Days on Market (From Last List Date)	86	-14.9%	101	-14.9%	101

BEVERLY HILLS

- Single family price indicators and number of sales expanded
- Single family days on market declined
- Condo price indicators were mixed and number of sales slipped
- Condo days on market and listing discount increased

Beverly Hills Single Family Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$5,869,107	-1.8%	\$5,976,184	15.1%	\$5,099,048
Average Price per Sq Ft	\$1,339	-6.8%	\$1,436	2.4%	\$1,307
Median Sales Price	\$4,487,500	0.8%	\$4,450,000	15.8%	\$3,875,000
Number of Sales (Closed)	52	57.6%	33	2.0%	51
Days on Market (From Last List Date)	72	-31.4%	105	-4.0%	75
Beverly Hills Condo Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$1,092,671	-23.0%	\$1,418,860	-3.8%	\$1,135,740
Average Price per Sq Ft	\$632	-5.5%	\$669	-2.0%	\$645
Median Sales Price	\$1,082,500	-7.5%	\$1,170,000	10.5%	\$980,000
Number of Sales (Closed)	36	12.5%	32	-2.7%	37
Days on Market (From Last List Date)	75	-20.2%	94	11.9%	67

BEL AIR & HOLMBY HILLS

- Price indicators declined as number of sales jumped
- Days on market fell

Bel Air & HH Single Fam. Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$5,442,084	14.9%	\$4,735,867	-0.4%	\$5,462,086
Average Price per Sq Ft	\$1,123	4.9%	\$1,071	-12.5%	\$1,283
Median Sales Price	\$2,355,000	-1.3%	\$2,385,000	-17.6%	\$2,856,900
Number of Sales (Closed)	42	-6.7%	45	40.0%	30
Days on Market (From Last List Date)	68	-36.4%	107	-51.8%	141

BRENTWOOD

- Single family price indicators and number of sales declined
- Single family marketing time fell
- Condo median sales price expanded
- Condo number of sales increased

Brentwood Single Family Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$3,244,210	-2.1%	\$3,312,285	-16.8%	\$3,897,986
Average Price per Sq Ft	\$934	8.1%	\$864	-3.8%	\$971
Median Sales Price	\$2,768,450	-1.1%	\$2,800,000	-0.2%	\$2,775,000
Number of Sales (Closed)	67	103.0%	33	-2.9%	69
Days on Market (From Last List Date)	51	-28.2%	71	-29.2%	72
Brentwood Condo Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$830,219	10.7%	\$749,863	13.1%	\$734,181
Average Price per Sq Ft	\$550	1.9%	\$540	8.1%	\$509
Median Sales Price	\$780,000	6.1%	\$735,000	18.5%	\$658,500
Number of Sales (Closed)	67	48.9%	45	11.7%	60
Days on Market (From Last List Date)	49	-34.7%	75	4.3%	47

CENTURY CITY & WESTWOOD

- Single family price indicators moved higher and number of sales fell
- Single family marketing time declined
- Condo price indicators were mixed as number of sales jumped
- Condo days on market fell

Century City & Westwood Single Fam.	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$2,141,763	-1.7%	\$2,178,288	11.1%	\$1,928,319
Average Price per Sq Ft	\$777	-4.9%	\$817	4.6%	\$743
Median Sales Price	\$1,685,000	0.3%	\$1,680,000	4.7%	\$1,610,000
Number of Sales (Closed)	38	46.2%	26	-15.6%	45
Days on Market (From Last List Date)	34	-50.0%	68	-15.0%	40
Century City & Westwood Condo	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$1,060,668	5.5%	\$1,004,943	-2.7%	\$1,090,614
Average Price per Sq Ft	\$625	7.6%	\$581	-3.3%	\$646
Median Sales Price	\$767,500	2.2%	\$751,000	3.2%	\$744,000
Number of Sales (Closed)	174	58.2%	110	22.5%	142
Days on Market (From Last List Date)	71	-11.3%	80	-9.0%	78

MALIBU

- Single family price indicators and number of sales declined
- Single family days on market and listing discount increased
- Condo price indicators remained mixed as number of sales jumped
- Condo marketing time fell

Malibu Single Family Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$2,778,001	9.7%	\$2,531,490	-11.6%	\$3,143,054
Average Price per Sq Ft	\$791	2.2%	\$774	-11.5%	\$894
Median Sales Price	\$2,280,000	9.4%	\$2,084,625	-7.3%	\$2,459,000
Number of Sales (Closed)	47	20.5%	39	-17.5%	57
Days on Market (From Last List Date)	154	2.0%	151	5.5%	146
Malibu Condo Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$862,425	-10.2%	\$960,444	2.0%	\$845,892
Average Price per Sq Ft	\$581	1.8%	\$571	-10.6%	\$650
Median Sales Price	\$749,500	-14.8%	\$880,000	-17.1%	\$903,750
Number of Sales (Closed)	20	122.2%	9	42.9%	14
Days on Market (From Last List Date)	94	9.3%	86	-29.3%	133

SANTA MONICA

- Single family price indicators and number of sales increased
- Single family days on market declined
- Condo price indicators continued to rise and number of sales edged higher
- Condo marketing time expanded

Santa Monica Single Family Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$2,650,293	2.0%	\$2,598,567	8.1%	\$2,452,197
Average Price per Sq Ft	\$1,113	2.5%	\$1,086	14.7%	\$970
Median Sales Price	\$2,237,500	-2.7%	\$2,300,000	21.6%	\$1,840,000
Number of Sales (Closed)	68	61.9%	42	4.6%	65
Days on Market (From Last List Date)	39	-25.0%	52	-17.0%	47
Santa Monica Condo Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$1,229,458	12.4%	\$1,093,777	5.8%	\$1,161,766
Average Price per Sq Ft	\$869	0.5%	\$865	4.8%	\$829
Median Sales Price	\$1,055,000	17.4%	\$899,000	15.6%	\$913,000
Number of Sales (Closed)	141	30.6%	108	2.2%	138
Days on Market (From Last List Date)	55	-15.4%	65	14.6%	48

SUNSET STRIP & HOLLYWOOD HILLS WEST

- Single family price indicators were mixed as sales increased
- Single family days on market fell sharply
- Condo price indicators were mixed as average sales size fell
- Condo number of sales declined as marketing time increased

SS & HHW Single Family Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$2,226,785	-10.7%	\$2,494,518	0.2%	\$2,221,450
Average Price per Sq Ft	\$869	-3.6%	\$901	4.1%	\$835
Median Sales Price	\$1,643,000	-4.2%	\$1,715,000	-3.3%	\$1,699,000
Number of Sales (Closed)	120	27.7%	94	8.1%	111
Days on Market (From Last List Date)	66	-16.5%	79	-23.3%	86
SS & HHW Condo Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$520,805	-59.6%	\$1,288,051	-29.6%	\$739,687
Average Price per Sq Ft	\$479	-47.7%	\$916	-24.6%	\$635
Median Sales Price	\$488,888	-13.3%	\$563,750	0.8%	\$485,000
Number of Sales (Closed)	27	22.7%	22	-12.9%	31
Days on Market (From Last List Date)	68	1.5%	67	7.9%	63

PACIFIC PALISADES

- Single family price indicators increased
- Single family number of sales increased
- Condo price indicators moved higher
- Condo number of sales fell and days on market increased

Pacific Palisades Single Fam. Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$3,471,945	1.3%	\$3,427,109	11.3%	\$3,119,264
Average Price per Sq Ft	\$1,029	14.1%	\$902	13.7%	\$905
Median Sales Price	\$2,569,000	-17.1%	\$3,100,000	0.7%	\$2,550,000
Number of Sales (Closed)	95	66.7%	57	5.6%	90
Days on Market (From Last List Date)	54	-18.2%	66	-3.6%	56
Pacific Palisades Condo Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$1,113,667	20.4%	\$924,909	35.7%	\$820,770
Average Price per Sq Ft	\$568	-7.8%	\$616	13.1%	\$502
Median Sales Price	\$1,070,000	20.9%	\$885,000	29.7%	\$825,000
Number of Sales (Closed)	12	9.1%	11	-42.9%	21
Days on Market (From Last List Date)	45	-37.5%	72	21.6%	37

WEST HOLLYWOOD

- Single family price indicators surged, as shift towards larger sized sales continued
- Single family number of sales and days on market fell
- Condo price indicators were mixed
- Condo number of sales surged and marketing time expanded

West Hollywood Single Fam. Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$1,638,403	-11.3%	\$1,846,239	75.9%	\$931,341
Average Price per Sq Ft	\$826	-8.6%	\$904	44.4%	\$572
Median Sales Price	\$1,400,000	-12.5%	\$1,600,000	59.1%	\$880,000
Number of Sales (Closed)	31	-11.4%	35	-11.4%	35
Days on Market (From Last List Date)	37	-40.3%	62	-14.0%	43
West Hollywood Condo Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$687,532	-1.3%	\$696,755	7.3%	\$640,471
Average Price per Sq Ft	\$595	4.0%	\$572	27.7%	\$466
Median Sales Price	\$626,000	-3.7%	\$650,000	-3.7%	\$650,000
Number of Sales (Closed)	121	18.6%	102	146.9%	49
Days on Market (From Last List Date)	55	-23.6%	72	12.2%	49

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