ELLIMAN *REPORT*

VENICE DASHBOARD

— year-over-year —

SINGLE FAMILY

PRICES
Average Price Per Sq Ft — ▲ **6.5%**

SALES
Closed Sales — ▼ **52.1%**

INVENTORY
Total Inventory — ▲ **8.2%**

MARKETING TIME
Days on Market — ▼ **17** days

CONDO

PRICES
Average Price Per Sq Ft — ▲ **10.9%**

SALES
Closed Sales — ▼ **45.9%**

INVENTORY
Total Inventory — ▲ **88.9%**

MARKETING TIME
Days on Market — ▲ **5** days

Single Family
- The price trend indicators showed essentially flat to rising prices from year-ago levels
- The number of sales fell sharply as listing inventory edged higher

Condo
- Prices trends were skewed higher by the jump in average sales size
- The number of sales declined as inventory doubled

Venice Market Matrix (Single Family)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	$2,539,671	19.4%	$2,126,950	12.5%	$2,257,193
Average Price per Sq Ft	$1,155	3.2%	$1,119	6.5%	$1,085
Median Sales Price	$1,999,000	5.2%	$1,900,000	-0.1%	$2,001,000
Number of Sales (Closed)	35	-34.0%	53	-52.1%	73
Days on Market (From Last List Date)	66	22.2%	54	-20.5%	83
Listing Discount (From Last List Price)	2.9%		3.2%		2.2%
Listing Inventory (Active)	66	15.8%	57	8.2%	61
Months of Supply	5.7	78.1%	3.2	128.0%	2.5
Average Square Feet (Closed)	2,199	15.7%	1,901	5.7%	2,080

MEDIAN SALES PRICE — VENICE SINGLE FAMILY — **NUMBER OF SALES**
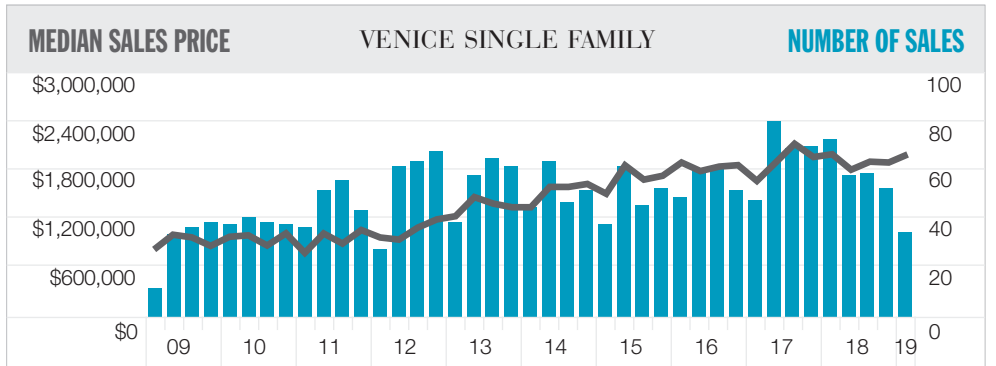
Venice Market Matrix (Condo)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	$1,978,691	11.0%	$1,782,727	33.2%	$1,485,216
Average Price per Sq Ft	$990	5.2%	$941	10.9%	$893
Median Sales Price	$1,848,750	32.1%	$1,400,000	42.2%	$1,300,000
Number of Sales (Closed)	20	33.3%	15	-45.9%	37
Days on Market (From Last List Date)	65	66.7%	39	8.3%	60
Listing Discount (From Last List Price)	4.5%		4.0%		3.1%
Listing Inventory (Active)	17	70.0%	10	88.9%	9
Months of Supply	2.6	30.0%	2.0	271.4%	0.7
Average Square Feet (Closed)	1,999	5.5%	1,895	20.2%	1,663

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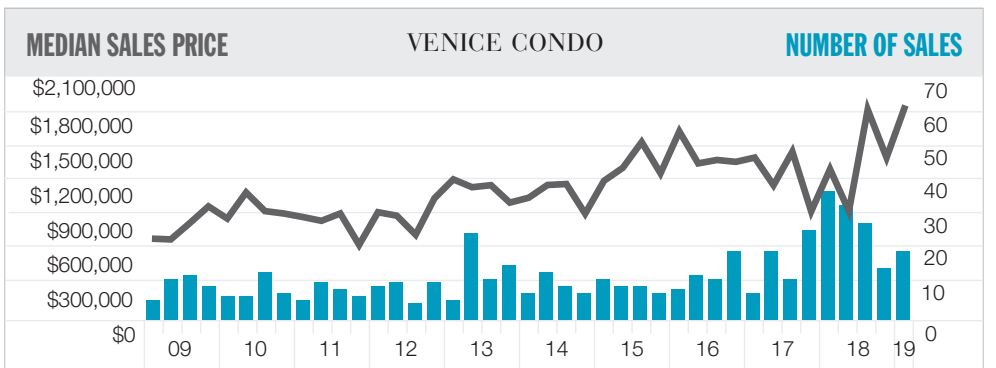
The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and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

MAR VISTA
DASHBOARD
year-over-year

SINGLE FAMILY

PRICES
Average Price Per Sq Ft
10.7% ▲

SALES
Closed Sales
24.5% ▼

INVENTORY
Total Inventory
75.9% ▲

MARKETING TIME
Days on Market
2 days ▼

CONDO

PRICES
Average Price Per Sq Ft
10.1% ▲

SALES
Closed Sales
0.0% ═

INVENTORY
Total Inventory
37.5% ▲

MARKETING TIME
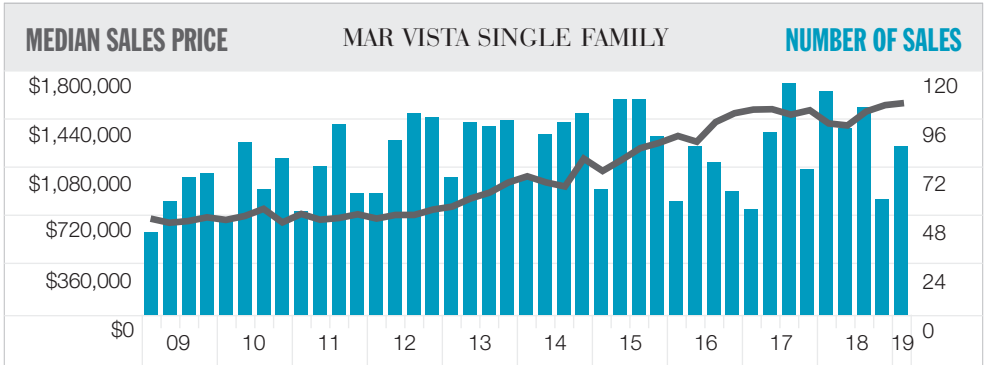Days on Market
17 days ▲

Single Family

- Price trend indicators again rose above year-ago levels
- Sales declined sharply as inventory rose but remained inadequate
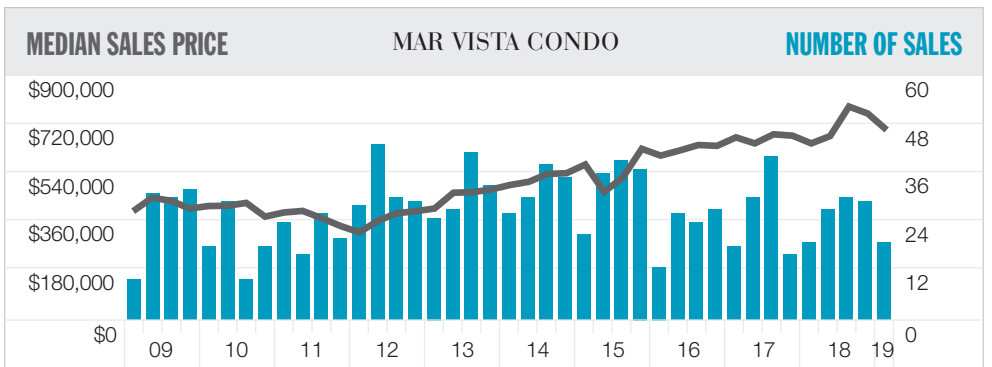
Condo

- Price trend indicators moved higher as sales stabilized
- Listing inventory edged higher but remained chronically low

Mar Vista Market Matrix (Single Family)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	$1,726,380	0.5%	$1,717,312	5.7%	$1,633,000
Average Price per Sq Ft	$880	-7.2%	$948	10.7%	$795
Median Sales Price	$1,565,000	1.0%	$1,550,000	10.6%	$1,415,000
Number of Sales (Closed)	83	45.6%	57	-24.5%	110
Days on Market (From Last List Date)	40	-4.8%	42	-4.8%	42
Listing Discount (From Last List Price)	1.6%		1.4%		-0.7%
Listing Inventory (Active)	51	0.0%	51	75.9%	29
Months of Supply	1.8	-33.3%	2.7	125.0%	0.8
Average Square Feet (Closed)	1,962	8.3%	1,812	-4.5%	2,054

MEDIAN SALES PRICE — MAR VISTA SINGLE FAMILY — NUMBER OF SALES

Mar Vista Market Matrix (Condo)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	$765,842	-0.3%	$767,845	17.3%	$652,842
Average Price per Sq Ft	$677	12.8%	$600	10.1%	$615
Median Sales Price	$699,500	-8.0%	$760,000	7.6%	$650,000
Number of Sales (Closed)	19	-34.5%	29	0.0%	19
Days on Market (From Last List Date)	53	51.4%	35	47.2%	36
Listing Discount (From Last List Price)	-0.6%		-1.0%		-3.9%
Listing Inventory (Active)	11	37.5%	8	37.5%	8
Months of Supply	1.7	112.5%	0.8	30.8%	1.3
Average Square Feet (Closed)	1,131	-11.6%	1,280	6.5%	1,062

MEDIAN SALES PRICE — MAR VISTA CONDO — NUMBER OF SALES