

# ELLI MAN

## REPORT

# Q2 2019

## VENICE/ MAR VISTA SALES

Quarterly Survey of Venice/  
Mar Vista Residential Sales

## VENICE DASHBOARD

year-over-year

### SINGLE FAMILY

#### PRICES

Average Price Per Sq Ft

7.8%

#### SALES

Closed Sales

15.5%

#### INVENTORY

Total Inventory

41.3%

#### MARKETING TIME

Days on Market

8 days

### CONDO

#### PRICES

Average Price Per Sq Ft

114.0%

#### SALES

Closed Sales

69.7%

#### INVENTORY

Total Inventory

100.0%

#### MARKETING TIME

Days on Market

7 days

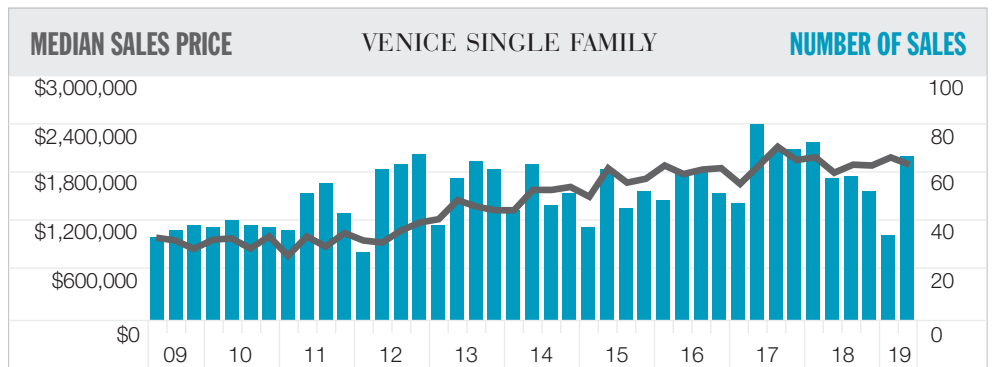
#### Single Family

- The price trend indicators and sales moved higher year over year
- Marketing time expanded annually with greater negotiability

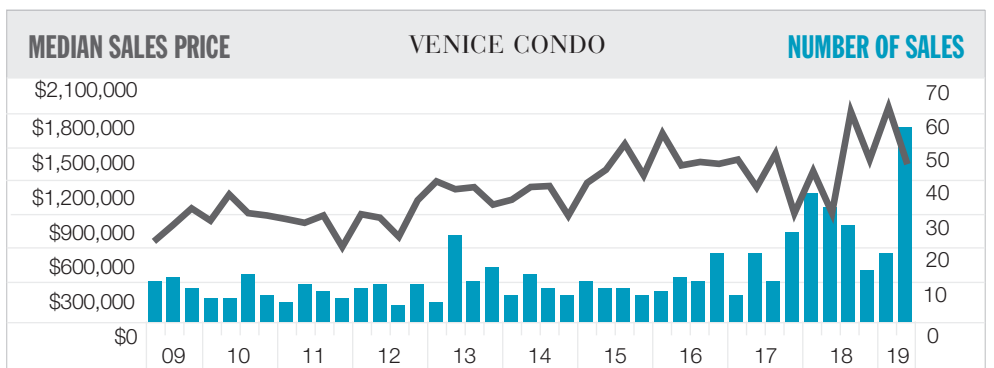
#### Condo

- Price trend indicators surged annually despite sharp decline in sales size
- Highest sales total in at least four years

Venice Market Matrix (Single Family)	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$2,122,954	-16.4%	\$2,539,671	4.9%	\$2,024,422
Average Price per Sq Ft	\$1,126	-2.5%	\$1,155	7.8%	\$1,045
Median Sales Price	\$1,910,000	-4.5%	\$1,999,000	5.5%	\$1,811,250
Number of Sales (Closed)	67	91.4%	35	15.5%	58
Days on Market (From Last List Date)	45	-31.8%	66	21.6%	37
Listing Discount (From Last List Price)	3.2%		2.9%		1.3%
Listing Inventory (Active)	89	34.8%	66	41.3%	63
Months of Supply	4.0	-29.8%	5.7	21.2%	3.3
Average Square Feet (Closed)	1,885	-14.3%	2,199	-2.7%	1,937



Venice Market Matrix (Condo)	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$1,702,302	-14.0%	\$1,978,691	66.3%	\$1,023,894
Average Price per Sq Ft	\$1,010	2.0%	\$990	114.0%	\$472
Median Sales Price	\$1,360,000	-26.4%	\$1,848,750	44.7%	\$940,000
Number of Sales (Closed)	56	180.0%	20	69.7%	33
Days on Market (From Last List Date)	49	-24.6%	65	-12.5%	56
Listing Discount (From Last List Price)	4.2%		4.5%		13.4%
Listing Inventory (Active)	14	-17.6%	17	100.0%	7
Months of Supply	0.8	-69.2%	2.6	33.3%	0.6
Average Square Feet (Closed)	1,685	-15.7%	1,999	-22.3%	2,169



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## MAR VISTA DASHBOARD

year-over-year

### SINGLE FAMILY

#### PRICES

Average Price Per Sq Ft

15.2%

#### SALES

Closed Sales

7.6%

#### INVENTORY

Total Inventory

12.7%

#### MARKETING TIME

Days on Market

8 days

### CONDO

#### PRICES

Average Price Per Sq Ft

24.2%

#### SALES

Closed Sales

22.2%

#### INVENTORY

Total Inventory

50.0%

#### MARKETING TIME

Days on Market

21 days

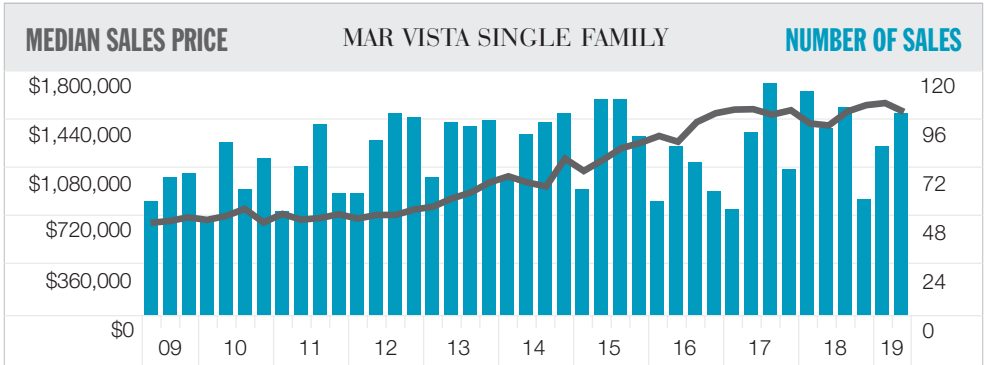
#### Single Family

- The number of sales and price trend indicators rose year over year
- Marketing time expanded but with limited evidence of negotiability

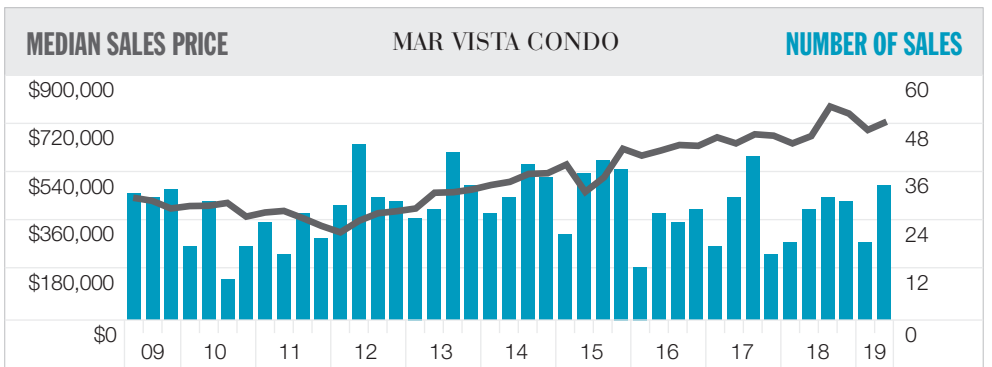
#### Condo

- Price trend indicators rose year over year as sales surged
- Expanded marketing time without negotiability evident

Mar Vista Market Matrix (Single Family)	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$1,750,712	1.4%	\$1,726,380	22.2%	\$1,432,459
Average Price per Sq Ft	\$885	0.6%	\$880	15.2%	\$768
Median Sales Price	\$1,500,000	-4.2%	\$1,565,000	7.1%	\$1,400,000
Number of Sales (Closed)	99	19.3%	83	7.6%	92
Days on Market (From Last List Date)	42	5.0%	40	23.5%	34
Listing Discount (From Last List Price)	0.0%		1.6%		-1.5%
Listing Inventory (Active)	48	-5.9%	51	-12.7%	55
Months of Supply	1.5	-16.7%	1.8	-16.7%	1.8
Average Square Feet (Closed)	1,978	0.8%	1,962	6.1%	1,865



Mar Vista Market Matrix (Condo)	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$804,924	5.1%	\$765,842	24.0%	\$649,005
Average Price per Sq Ft	\$663	-2.1%	\$677	24.2%	\$534
Median Sales Price	\$730,000	4.4%	\$699,500	7.8%	\$677,000
Number of Sales (Closed)	33	73.7%	19	22.2%	27
Days on Market (From Last List Date)	43	-18.9%	53	95.5%	22
Listing Discount (From Last List Price)	-1.0%		-0.6%		-3.3%
Listing Inventory (Active)	9	-18.2%	11	50.0%	6
Months of Supply	0.8	-52.9%	1.7	14.3%	0.7
Average Square Feet (Closed)	1,214	7.3%	1,131	-0.1%	1,215



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