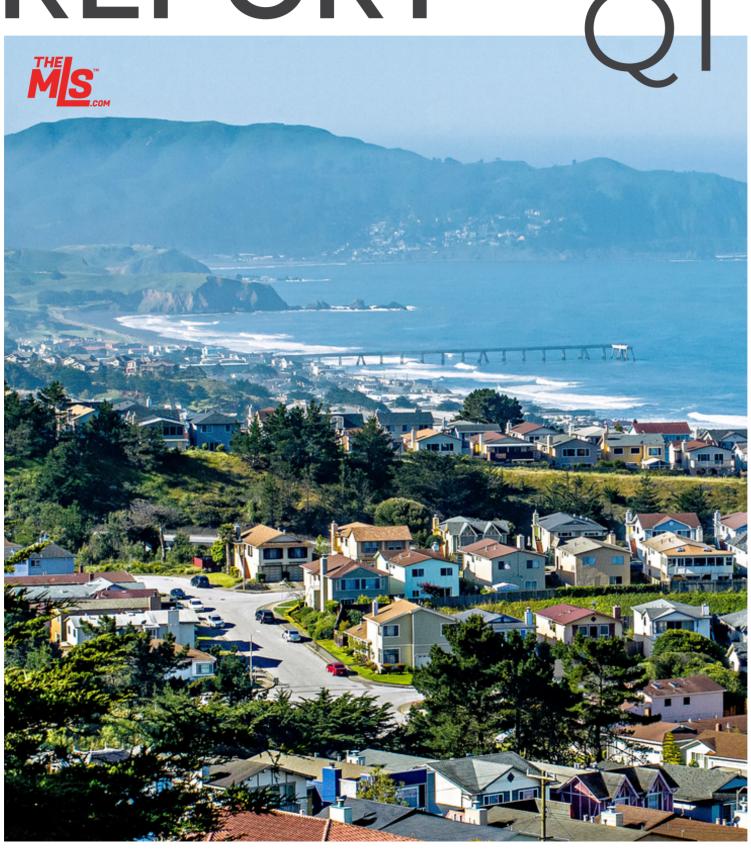
2024

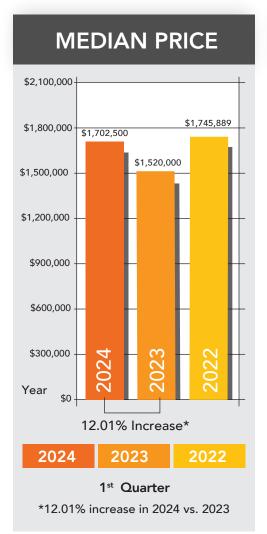


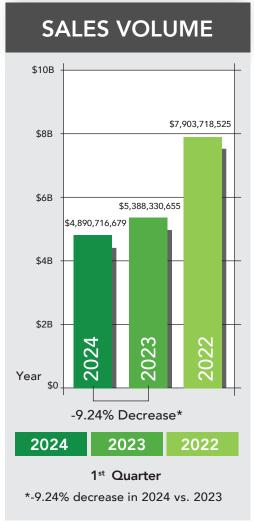


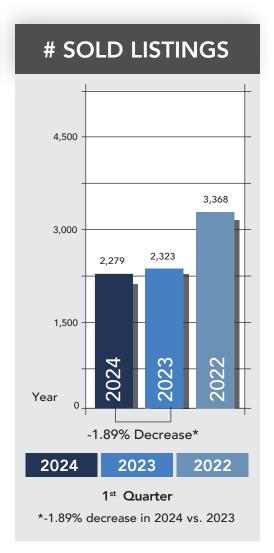
For The MLS™/CLAW Areas (From Pacific Coast Highway to Downtown Los Angeles)

SINGLE-FAMILY HOMES MARKET STATISTICS

Comparative 1st Quarter 2024, 2023, vs 2022 (QOQ)









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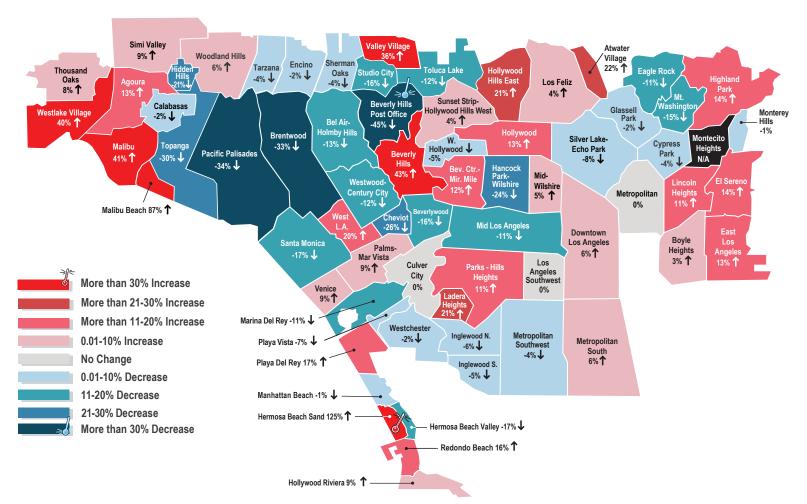






SINGLE FAMILY HOMES

MARKET CLIMATE MAP Median Price 1st Quarter 2024 vs. 2023



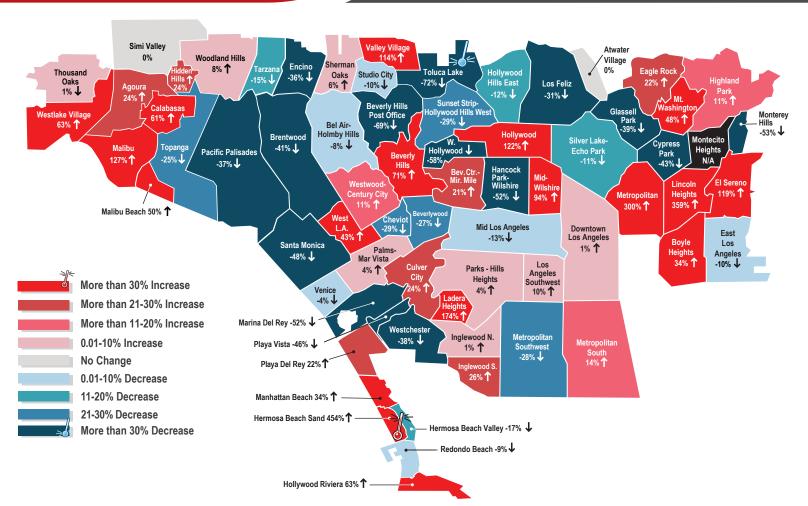
SINGLE-FAMILY	HOMES - MEDI	AN PRICE	& # OF SOLD LI	STINGS	
AREA	Q1 - 2024 MEDIAN PRICE	Q1 - 2024 #SOLD LISTINGS	Q1 - 2023 MEDIAN PRICE	Q1 - 2023 #SOLD LISTINGS	% CHANGE
HERMOSA BEACH SAND	\$3.507.500	10	\$1.557.500	4	125%
MALIBU BEACH	\$14,378,125	8	\$7.687.500	6	87%
BEVERLY HILLS	\$7,937,150	28	\$5.528.000	22	43%
MALIBU	\$3,600,000	38	\$2,544,187	20	41%
WESTLAKE VILLAGE	\$1,920,000	68	\$1,365,000	55	40%
VALLEY VILLAGE	\$1,858,500	33	\$1,360,000	20	36%
ATWATER VILLAGE	\$1,550,000	8	\$1,270,000	11	22%
LADERA HEIGHTS	\$1,827,500	15	\$1,506,000	7	21%
HOLLYWOOD HILLS EAST	\$2,235,000	17	\$1,840,000	23	21%
WEST L.A.	\$1,847,500	18	\$1,529,500	14	20%
PLAYA DEL REY	\$2,055,000	7	\$1,755,000	7	17%
REDONDO BEACH	\$1,745,000	29	\$1,493,600	36	16%
EL SERENO	\$848,000	37	\$737,500	20	14%
HIGHLAND PARK	\$1,183,895	34	\$1,032,500	34	14%
EAST LOS ANGELES	\$675,000	24	\$596,500	28	13%
AGOURA	\$1,352,500	43	\$1,190,500	42	13%
HOLLYWOOD	\$1,475,000	19	\$1,295,000	11	13%
BEVERLY CENTER-MIRACLE MILE	φ=,,	25	\$1,922,500	24	12%
LINCOLN HEIGHTS	\$875,000	12	\$785,000	3	11%
PARKS - HILLS - HEIGHTS	\$970,000	89	\$870,000	87	11%
SIMI VALLEY	\$826,000	103	\$755,000	106	9%
HOLLYWOOD RIVIERA	\$2,005,000	12	\$1,830,000	9	9%
PALMS - MAR VISTA	\$2,180,000	49	\$1,994,843	46	9%
VENICE	\$2,302,000	33	\$2,100,000	37	9%
THOUSAND OAKS	\$1,100,000	91	\$1,012,500	103	8%
METROPOLITAN SOUTH	\$577,500	76	\$539,950	74	6%
DOWNTOWN L.A.	\$599,000	21	\$560,450	22	6%
WOODLAND HILLS	\$1,312,500	112	\$1,230,000	112	6%
MID-WILSHIRE	\$1,030,000	11	\$980,000	6	5%
LOS FELIZ	\$2,500,000	25	\$2,390,000	33	4%
SUNSET STRIP - HOLLYWOOD HILLS WEST	\$2,640,000	59	\$2,530,000	79	4%
BOYLE HEIGHTS	\$650,000	19	\$630,000	15	3%
LOS ANGELES SOUTHWEST	\$631,000	87	\$630,000	79	0%
METROPOLITAN	\$715,000	3	\$715,000	1	0%

SINGLE-FAMILY	/ HOMES - MED	IAN PRICE	& # OF SOLD I	ISTINGS	
AREA	Q1 - 2024 MEDIAN PRICE	Q1 - 2024 #SOLD LISTINGS	Q1 - 2023 MEDIAN PRICE	Q1 - 2023 #SOLD LISTINGS	% CHANGE
CULVER CITY	\$1.524.500	40	\$1.520.000	34	0%
MONTEREY HILLS	\$1,268,150	2	\$1,290,000	5	-1%
MANHATTAN BEACH	\$2,900,000	45	\$2,950,000	34	-1%
GLASSELL PARK	\$1,039,752	14	\$1,062,000	21	-2%
WESTCHESTER	\$1,455,000	47	\$1,499,500	73	-2%
CALABASAS	\$1,852,500	46	\$1,900,000	33	-2%
ENCINO	\$2,417,500	54	\$2,490,000	69	-2%
METROPOLITAN SOUTHWEST	\$651,500	59	\$683,000	80	-4%
CYPRESS PARK	\$825,000	4	\$865,000	3	-4%
TARZANA	\$1,418,000	31	\$1,480,000	37	-4%
SHERMAN OAKS	\$1,650,000	95	\$1,720,000	95	-4%
INGLEWOOD SOUTH	\$747,500	18	\$792,500	14	-5%
WEST HOLLYWOOD VICINITY	\$1,922,500	12	\$2,045,000	27	-5%
INGLEWOOD NORTH	\$775,000	27	\$825,880	26	-6%
PLAYA VISTA	\$2,550,000	3	\$2,750,000	5	-7%
SILVER LAKE - ECHO PARK	\$1,350,000	45	\$1,475,000	52	-8%
MID LOS ANGELES	\$950,000	54	\$1,072,500	58	-11%
EAGLE ROCK	\$1,241,500	28	\$1,402,500	22	-11%
MARINA DEL REY	\$1,640,000	11	\$1,850,000	15	-11%
TOLUCA LAKE	\$1,800,000	7	\$2,067,500	15	-12%
WESTWOOD - CENTURY CITY	\$2,550,000	27	\$2,900,000	25	-12%
BEL AIR - HOLMBY HILLS	\$3,100,000	33	\$3,602,500	34	-13%
MOUNT WASHINGTON	\$1,100,000	27	\$1,300,000	15	-15%
BEVERLYWOOD VICINITY	\$1,507,000	30	\$1,807,500	36	-16%
STUDIO CITY	\$2,000,000	47	\$2,400,000	45	-16%
SANTA MONICA	\$3,071,500	33	\$3,712,500	48	-17%
HERMOSA BEACH VALLEY	\$3,350,000	2	\$4,052,500	2	-17%
HIDDEN HILLS	\$5,700,000	9	\$7,275,000	5	-21%
HANCOCK PARK-WILSHIRE	\$2,147,500	34	\$2,850,000	34	-24%
CHEVIOT HILLS - RANCHO PARK	\$2,059,000	14	\$2,809,440	12	-26%
TOPANGA	\$1,660,000	15	\$2,387,500	16	-30%
BRENTWOOD	\$3,500,000	39	\$5,275,000	51	-33%
PACIFIC PALISADES	\$3,792,500	36	\$5,812,500	48	-34%
BEVERLY HILLS POST OFFICE	\$3,510,000	28	\$6,395,000	31	-45%
MONTECITO HEIGHTS			\$697,500	7	



SINGLE FAMILY HOMES

MARKET CLIMATE MAP Sales Volume 1st Quarter 2024 vs. 2023



SINGLE-FAMILY	HOMES - SALE	S VOLUME	& # OF SOLD I	LISTINGS	
AREA	Q1 - 2024	Q1 - 2024	Q1 - 2023	Q1 - 2023	% CHANGE
AREA	SALES VOLUME	# SOLD LISTINGS	SALES VOLUME	# SOLD LISTINGS	% CHANGE
HERMOSA BEACH SAND	\$36,394,995	10	\$6,558,900	4	454%
LINCOLN HEIGHTS	\$9,889,500	12	\$2,150,000	3	359%
METROPOLITAN	\$2,860,000	3	\$715,000	1	300%
LADERA HEIGHTS	\$28,805,225	15	\$10,508,100	7	174%
MALIBU	\$184,816,328	38	\$81,292,930	20	127%
HOLLYWOOD	\$33,056,650	19	\$14,886,000	11	122%
EL SERENO	\$33,563,287	37	\$15,285,800	20	119%
VALLEY VILLAGE	\$65,965,853	33	\$30,745,750	20	114%
MID-WILSHIRE	\$11,612,014	11	\$5,974,670	6	94%
BEVERLY HILLS	\$308,824,486	28	\$180,082,500	22	71%
HOLLYWOOD RIVIERA	\$26,564,200	12	\$16,221,250	9	63%
WESTLAKE VILLAGE	\$173,709,963	68	\$106,061,550	55	63%
CALABASAS	\$116,072,500	46	\$71,739,350	33	61%
MALIBU BEACH	\$116,906,250	8	\$77,720,000	6	50%
MOUNT WASHINGTON	\$30,285,036	27	\$20,387,763	15	48%
WEST L.A.	\$33,716,688	18	\$23,428,125	14	43%
MANHATTAN BEACH	\$153,854,622	45	\$113,982,221	34	34%
BOYLE HEIGHTS	\$12,605,300	19	\$9,371,688	15	34%
INGLEWOOD SOUTH	\$13,743,500	18	\$10,904,000	14	26%
AGOURA	\$73,699,755	43	\$59,192,853	42	24%
HIDDEN HILLS	\$69,170,000	9	\$55,538,750	5	24%
CULVER CITY	\$70,270,325	40	\$56,352,150	34	24%
PLAYA DEL REY	\$16,055,000	7	\$13,096,000	7	22%
EAGLE ROCK	\$40,772,192	28	\$33,192,700	22	22%
BEVERLY CENTER-MIRACLE MILE	\$62,096,100	25	\$51,158,116	24	21%
CYPRESS PARK	\$3,361,000	4	\$2,855,000	3	17%
METROPOLITAN SOUTH	\$44,991,687	76	\$39,296,925	74	14%
WESTWOOD - CENTURY CITY	\$91,181,990	27	\$81,538,000	25	11%
HIGHLAND PARK	\$42,914,950	34	\$38,500,990	34	11%
LOS ANGELES SOUTHWEST	\$57,002,825	87	\$51,663,911	79	10%
WOODLAND HILLS	\$166,719,756	112	\$152,974,919	112	8%
SHERMAN OAKS	\$200,789,729	95	\$187,881,395	95	6%
PARKS - HILLS - HEIGHTS	\$96,318,039	89	\$91,969,981	87	4%
PALMS - MAR VISTA	\$109,022,456	49	\$104,105,013	46	4%

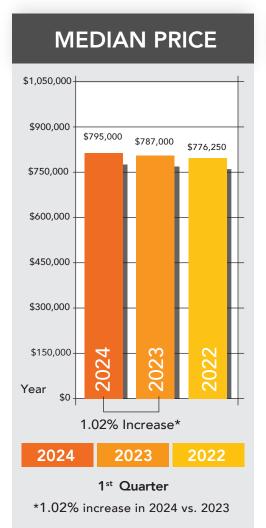
SINGLE-FAMILY	HOMES - SAL	ES VOLUM	E & # OF SOLD	LISTINGS	
AREA	Q1 - 2024 SALES VOLUME	Q1 - 2024 #SOLD LISTINGS	Q1 - 2023 SALES VOLUME	Q1 - 2023 # SOLD LISTINGS	% CHANGE
DOWNTOWN L.A.	\$13.627.077	21	\$13,466,900	22	1%
THOUSAND OAKS	\$110,962,488	91	\$109.846.651	103	1%
INGLEWOOD NORTH	\$22,305,258	27	\$22,080,760	26	1%
ATWATER VILLAGE	\$13,788,285	8	\$13,902,200	11	0%
SIMI VALLEY	\$90,441,298	103	\$90,986,274	106	0%
VENICE	\$85,210,864	33	\$89,188,999	37	-4%
BEL AIR - HOLMBY HILLS	\$161,875,200	33	\$176,083,890	34	-8%
REDONDO BEACH	\$52,519,000	29	\$57,742,632	36	-9%
STUDIO CITY	\$113,006,600	47	\$125,633,790	45	-10%
EAST LOS ANGELES	\$16,095,000	24	\$18,064,450	28	-10%
HOLLYWOOD HILLS EAST	\$37,281,195	17	\$42,411,534	23	-12%
SILVER LAKE - ECHO PARK	\$73,769,245	45	\$83,501,830	52	-11%
MID LOS ANGELES	\$56,008,595	54	\$64,480,129	58	-13%
TARZANA	\$58,678,194	31	\$69,468,673	37	-15%
HERMOSA BEACH VALLEY	\$6,700,000	2	\$8,105,000	2	-17%
TOPANGA	\$27,937,500	15	\$37,257,313	16	-25%
BEVERLYWOOD VICINITY	\$52,458,970	30	\$71,993,980	36	-27%
METROPOLITAN SOUTHWEST	\$39,486,100	59	\$54,850,924	80	-28%
SUNSET STRIP - HOLLYWOOD HILLS WEST	\$213,541,259	59	\$302,858,552	79	-29%
CHEVIOT HILLS - RANCHO PARK	\$29,550,000	14	\$42,091,880	12	-29%
LOS FELIZ	\$69,602,870	25	\$100,890,515	33	-31%
ENCINO	\$152,459,100	54	\$241,320,427	69	-36%
WESTCHESTER	\$78,712,484	47	\$127,864,031	73	-38%
PACIFIC PALISADES	\$181,515,449	36	\$292,663,960	48	-37%
GLASSELL PARK	\$15,062,004	14	\$24,945,672	21	-39%
BRENTWOOD	\$193,817,681	39	\$330,891,593	51	-41%
PLAYA VISTA	\$9,235,000	3	\$17,178,500	5	-46%
SANTA MONICA	\$127,454,506	33	\$249,095,686	48	-48%
HANCOCK PARK-WILSHIRE	\$76,157,051	34	\$159,659,860	34	-52%
MARINA DEL REY	\$20,243,680	11	\$42,807,500	15	-52%
MONTEREY HILLS	\$2,536,300	2	\$5,437,000	5	-53%
WEST HOLLYWOOD VICINITY	\$24,983,000	12	\$60,078,000	27	-58%
BEVERLY HILLS POST OFFICE	\$110,428,625	28	\$362,180,250	31	-69%
TOLUCA LAKE	\$15,654,600	7	\$56,787,500	15	-72%
MONTECITO HEIGHTS			\$5,181,500	7	N/A

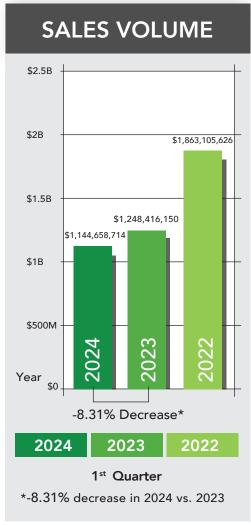


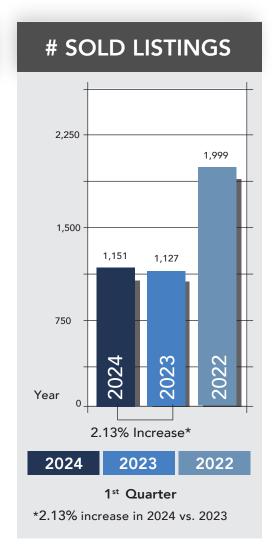
For The MLS™/CLAW Areas (From Pacific Coast Highway to Downtown Los Angeles)

CONDOS / CO-OPS MARKET STATISTICS

Comparative 1st Quarter 2024, 2023, vs 2022 (QOQ)









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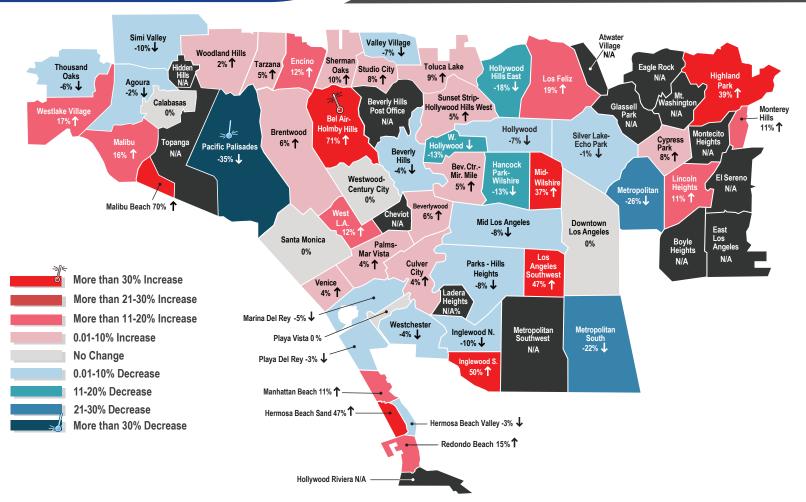






CONDOS/CO-OPS

MARKET CLIMATE MAP Median Price 1st Quarter 2024 vs. 2023



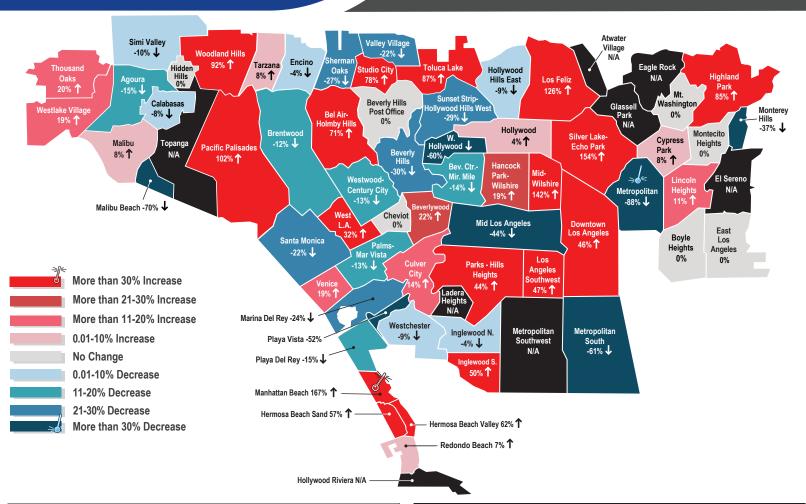
CONDOS / CO	CONDOS / CO-OPS - MEDIAN PRICE & # OF SOLD LISTINGS							
AREA	Q1 - 2024	Q1 - 2024	Q1 - 2023	Q1 - 2023	% CHANGE			
7.11.11.11	MEDIAN PRICE	# SOLD LISTINGS	MEDIAN PRICE	# SOLD LISTINGS				
BEL AIR - HOLMBY HILLS MALIBU BEACH	\$1,527,000	1 1	\$889,000	1 4	71%			
INGLEWOOD SOUTH	\$2,100,000 \$575.000	1	\$1,234,525	1 1	70% 50%			
LOS ANGELES SOUTHWEST	\$650.000		\$383,000 \$440,000		47%			
HERMOSA BEACH SAND	\$2,725,000	5	\$1,846,500	4	47%			
HIGHLAND PARK	\$745,000	4	\$535.500	3	39%			
MID-WILSHIRE	\$802.500	30	\$585,000	16	39% 37%			
LOS FELIZ	\$825.000	6	\$689.500	4	19%			
WESTLAKE VILLAGE	\$950.000	32	\$809,500	28	17%			
MALIBU	\$1.230.000	4	\$1.056.200	4	16%			
REDONDO BEACH	\$1,369,049	53	\$1,190,000	55	15%			
BEVERLYWOOD VICINITY	\$901.000	8	\$800.000	7	12%			
WEST L.A.	\$1.098.000	23	\$975.000	19	12%			
ENCINO	\$592,500	42	\$528.000	41	12%			
MANHATTAN BEACH	\$1,950,000	13	\$1.746.000	5	11%			
LINCOLN HEIGHTS	\$664.000	2	\$595.250	2	11%			
MONTEREY HILLS	\$705,000	6	\$634,000	10	11%			
SHERMAN OAKS	\$722,500	30	\$655,000	44	10%			
TOLUCA LAKE	\$837,500	18	\$762,908	10	9%			
CYPRESS PARK	\$952,500	2	\$880,000	2	8%			
STUDIO CITY	\$837,500	32	\$774,900	19	8%			
BRENTWOOD	\$1,200,000	33	\$1,127,500	36	6%			
BEVERLY CENTER-MIRACLE MILE	\$953,000	22	\$902,000	25	5%			
SUNSET STRIP - HOLLYWOOD HILLS WEST	\$749,250	20	\$709,500	20	5%			
TARZANA	\$532,500	32	\$505,000	32	5%			
CULVER CITY	\$651,000	37	\$621,000	33	4%			
PALMS - MAR VISTA	\$821,000	11	\$787,000	13	4%			
VENICE	\$1,625,000	5	\$1,560,000	4	4%			
WOODLAND HILLS	\$635,000	37	\$617,500	20	2%			
PLAYA VISTA	\$1,301,340	12	\$1,295,000	21	0%			
SANTA MONICA	\$1,305,000	61	\$1,300,000	75	0%			
CALABASAS	\$700,000	14	\$697,500	14	0%			
WESTWOOD - CENTURY CITY	\$1,222,500	86	\$1,218,935	105	0%			
DOWNTOWN L.A.	\$579,000	72	\$578,000	54	0%			

CONDOS / CO	CONDOS / CO-OPS - MEDIAN PRICE & # OF SOLD LISTINGS							
AREA	Q1 - 2024 MEDIAN PRICE	Q1 - 2024 #SOLD LISTINGS	Q1 - 2023 MEDIAN PRICE	Q1 - 2023 # SOLD LISTINGS	% CHANGE			
SILVER LAKE - ECHO PARK	\$835,500	16	\$847,000	6	-1%			
AGOURA	\$578,500	24	\$595,000	28	-2%			
HERMOSA BEACH VALLEY	\$2,035,000	4	\$2,100,000	3	-3%			
PLAYA DEL REY	\$755,500	20	\$780,000	21	-3%			
BEVERLY HILLS	\$1,550,000	17	\$1,620,400	16	-4%			
WESTCHESTER	\$582,611	8	\$610,000	9	-4%			
MARINA DEL REY	\$1,170,000	47	\$1,239,000	61	-5%			
THOUSAND OAKS	\$587,500	34	\$630,000	29	-6%			
VALLEY VILLAGE	\$619,900	11	\$667,000	14	-7%			
HOLLYWOOD	\$730,500	20	\$788,000	19	-7%			
PARKS - HILLS - HEIGHTS	\$590,000	17	\$643,000	12	-8%			
MID LOS ANGELES	\$639,500	2	\$700,000	3	-8%			
SIMI VALLEY	\$475,000	25	\$530,000	29	-10%			
INGLEWOOD NORTH	\$439,000	23	\$492,000	21	-10%			
HANCOCK PARK-WILSHIRE	\$760,545	22	\$880,000	17	-13%			
WEST HOLLYWOOD VICINITY	\$960,000	61	\$1,112,000	84	-13%			
HOLLYWOOD HILLS EAST	\$799,000	9	\$977,500	8	-18%			
METROPOLITAN SOUTH	\$525,000	1	\$675,000	2	-22%			
METROPOLITAN	\$735,000	1	\$1,000,000	7	-26%			
PACIFIC PALISADES	\$1,175,000	15	\$1,821,000	5	-35%			
BEVERLY HILLS POST OFFICE	\$0	0	\$0	0	N/A			
CHEVIOT HILLS - RANCHO PARK	\$0	0	\$0	0	N/A			
TOPANGA	\$633,000	2	\$0	0	N/A			
METROPOLITAN SOUTHWEST	\$462,000	1	\$0	0	N/A			
MONTECITO HEIGHTS	\$0	0	\$0	0	N/A			
HOLLYWOOD RIVIERA	\$1,662,500	3	\$0	0	N/A			
LADERA HEIGHTS	\$846,000	1	\$0	0	N/A			
EL SERENO	\$570,000	6	\$0	0	N/A			
HIDDEN HILLS	\$0	0	\$0	0	N/A			
EAGLE ROCK	\$0	0	\$805,000	1	N/A			
GLASSELL PARK	\$795,000	4	\$0	0	N/A			
MOUNT WASHINGTON	\$0	0	\$0	0	N/A			
EAST LOS ANGELES	\$0	0	\$0	0	N/A			
ATWATER VILLAGE	\$750,000	1	\$0	0	N/A			
BOYLE HEIGHTS					N/A			



CONDOS/CO-OPS

MARKET CLIMATE MAP Sales Volume 1st Quarter 2024 vs. 2023



CONDOS / CO	-OPS - SALES	VOLUME 8	# OF SOLD LI	STINGS	
AREA	Q1 - 2024 SALES VOLUME	Q1 - 2024 #SOLD LISTINGS	Q1 - 2023 SALES VOLUME	Q1 - 2023 #SOLD LISTINGS	% CHANGE
MANHATTAN BEACH	\$30.355.800	13	\$11.343.000	5	167%
SILVER LAKE - ECHO PARK	\$13,120,845	16	\$5,151,500	6	154%
MID-WILSHIRE	\$25,765,750	30	\$10,617,000	16	142%
LOS FELIZ	\$6,228,000	6	\$2,744,000	4	126%
PACIFIC PALISADES	\$17,892,322	15	\$8,821,000	5	102%
WOODLAND HILLS	\$23,589,550	37	\$12,258,905	20	92%
TOLUCA LAKE	\$14,657,567	18	\$7,799,817	10	87%
HIGHLAND PARK	\$3,197,500	4	\$1,721,500	3	85%
STUDIO CITY	\$26,670,100	32	\$14,964,625	19	78%
BEL AIR - HOLMBY HILLS	\$1,527,000	1	\$889,000	1	71%
HERMOSA BEACH VALLEY	\$8,160,000	4	\$5,030,000	3	62%
HERMOSA BEACH SAND	\$12,323,500	5	\$7,819,000	4	57%
INGLEWOOD SOUTH	\$575,000	1	\$383,000	1	50%
LOS ANGELES SOUTHWEST	\$650,000	1 1	\$440,000	1	47%
DOWNTOWN L.A.	\$49,421,850	72	\$33,751,000	54	46%
PARKS - HILLS - HEIGHTS	\$10,128,000	17	\$7,018,000	12	44%
WEST L.A.	\$24,250,500	23	\$18,366,000	19	32%
BEVERLYWOOD VICINITY	\$7,126,000	8	\$5,824,800	7	22%
HANCOCK PARK-WILSHIRE	\$18,572,090	22	\$15,502,380	17	19%
THOUSAND OAKS	\$20,991,539	34	\$17,465,500	29	20%
WESTLAKE VILLAGE	\$30,105,588	32	\$25,290,000	28	19%
VENICE	\$7,749,000	5	\$6,508,153	4	19%
CULVER CITY	\$25,215,491	37	\$21,929,749	33	14%
LINCOLN HEIGHTS	\$1,328,000	2	\$1,190,500	2	11%
TARZANA	\$17,689,000	32	\$16,268,380	32	8%
MALIBU	\$5,215,000	4	\$4,792,400	4	8%
REDONDO BEACH	\$75,484,012	53	\$69,983,737	55	7%
CYPRESS PARK	\$1,905,000	2	\$1,760,000	2	8%
HOLLYWOOD	\$16,307,500	20	\$15,661,500	19	4%
CHEVIOT HILLS - RANCHO PARK	\$0	0	\$0	0	0%
BEVERLY HILLS POST OFFICE	\$0	0	\$0	0	0%
MOUNT WASHINGTON	\$0	0	\$0	0	0%
BOYLE HEIGHTS	\$0	0	\$0	0	0%
EAST LOS ANGELES	\$0	0	\$0	0	0%

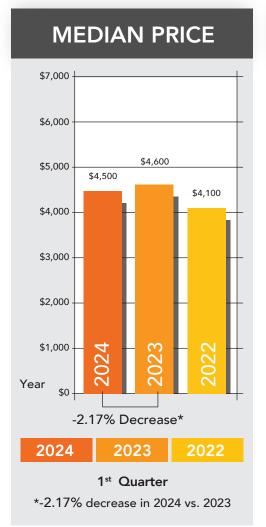
CONDOS / CO	-OPS - SALES	VOLUME 8	# OF SOLD LI	STINGS	
AREA	Q1 - 2024 SALES VOLUME	Q1 - 2024 #SOLD LISTINGS	Q1 - 2023 SALES VOLUME	Q1 - 2023 #SOLD LISTINGS	% CHANGE
MONTECITO HEIGHTS	\$0	0	\$0	0	0%
HIDDEN HILLS	\$0	0	\$0	0	0%
ENCINO	\$23,769,600	42	\$24,774,750	41	-4%
INGLEWOOD NORTH	\$10,599,500	23	\$11,132,500	21	-4%
CALABASAS	\$11,295,000	14	\$12,379,000	14	-8%
WESTCHESTER	\$5,289,223	8	\$5,821,500	9	-9%
HOLLYWOOD HILLS EAST	\$6,928,000	9	\$7,675,000	8	-9%
SIMI VALLEY	\$13,519,850	25	\$15,181,000	29	-10%
BRENTWOOD	\$38,302,080	33	\$43,856,634	36	-12%
PALMS - MAR VISTA	\$8,916,000	11	\$10,262,775	13	-13%
WESTWOOD - CENTURY CITY	\$133,533,485	86	\$154,370,525	105	-13%
BEVERLY CENTER-MIRACLE MILE	\$28,739,999	22	\$33,741,300	25	-14%
PLAYA DEL REY	\$15,358,900	20	\$18,251,150	21	-15%
AGOURA	\$14,359,150	24	\$17,072,300	28	-15%
VALLEY VILLAGE	\$7,034,900	11	\$9,061,000	14	-22%
SANTA MONICA	\$89,662,333	61	\$116,304,805	75	-22%
MARINA DEL REY	\$60,988,250	47	\$80,786,800	61	-24%
SHERMAN OAKS	\$21,524,900	30	\$29,814,000	44	-27%
SUNSET STRIP - HOLLYWOOD HILLS WEST		20	\$26,742,000	20	-29%
BEVERLY HILLS	\$31,334,600	17	\$44,957,800	16	-30%
MONTEREY HILLS	\$4,039,000	6	\$6,425,000	10	-37%
MID LOS ANGELES	\$1,279,000	2	\$2,308,400	3	-44%
PLAYA VISTA	\$14,582,180	12	\$30,733,500	21	-52%
WEST HOLLYWOOD VICINITY	\$71,182,760	61	\$179,445,115	84	-60%
METROPOLITAN SOUTH	\$525,000	1 1	\$1,350,000	2	-61%
MALIBU BEACH	\$2,100,000	1	\$7,205,550	4	-70%
METROPOLITAN	\$735,000	1	\$6,664,300	7	-88%
TOPANGA	\$1,266,000	2	\$0	0	N/A
METROPOLITAN SOUTHWEST	\$462,000	1	\$0	0	N/A
HOLLYWOOD RIVIERA	\$4,661,500	3	\$0	0	N/A
LADERA HEIGHTS	\$846,000	1	\$0	0	N/A
ATWATER VILLAGE	\$750,000	1	\$0	0	N/A
EL SERENO	\$3,184,000	6	\$0	0	N/A
EAGLE ROCK	\$0	0	\$805,000	1 1	N/A
GLASSELL PARK	\$2,930,000	4	\$0	0	N/A

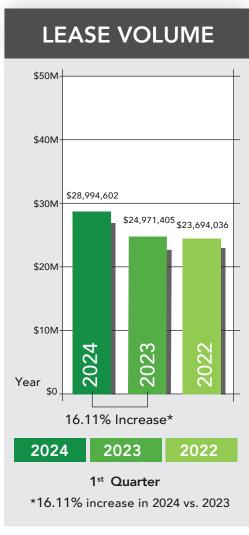


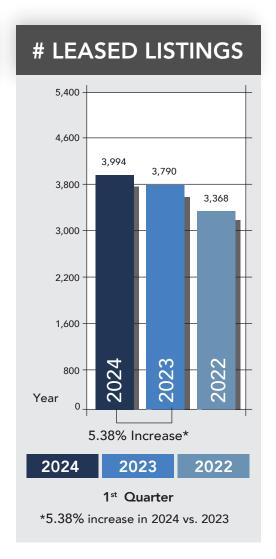
For The MLS™/CLAW Areas (From Pacific Coast Highway to Downtown Los Angeles)

LEASES
MARKET STATISTICS

Comparative 1st Quarter 2024, 2023, vs 2022 (QOQ)









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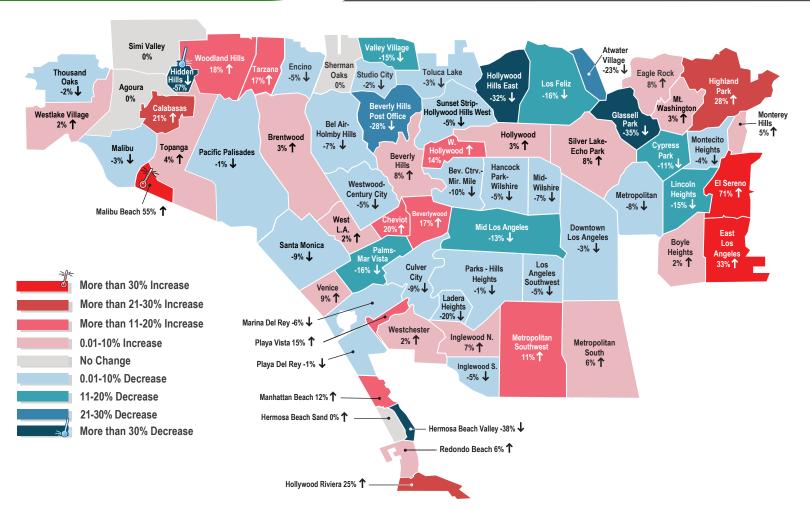






LEASES

MARKET CLIMATE MAP Median Price 1st Quarter 2024 vs. 2023



LEASES	LEASES - MEDIAN PRICE & # OF SOLD LISTINGS							
AREA	Q1 - 2024	Q1 - 2024	Q1 - 2023	Q1 - 2023	% CHANGE			
MALIBU BEACH	MEDIAN PRICE	# SOLD LISTINGS 20	MEDIAN PRICE	#SOLD LISTINGS 25	55%			
EAST LOS ANGELES	\$19,400 \$2,200	9	\$12,500 \$1,650	5	33%			
HIGHLAND PARK	\$3,900	27	\$3,050	14	28%			
HOLLYWOOD RIVIERA	\$5,350	11	\$4,275	12	25%			
CALABASAS	\$6,850	56	\$5,650	42	21%			
CHEVIOT HILLS - RANCHO PARK	\$8,500	9	\$7,100	12	20%			
WOODLAND HILLS	\$4,995	121	\$4,250	120	18%			
BEVERLYWOOD VICINITY	\$4,798	60	\$4,100	70	17%			
TARZANA	\$4,900	53	\$4,200	49	17%			
PLAYA VISTA	\$5,750	29	\$5,000	21	15%			
WEST HOLLYWOOD VICINITY	\$4,998	246	\$4,400	201	14%			
MANHATTAN BEACH	\$8,400	77	\$7,500	72	12%			
METROPOLITAN SOUTHWEST	\$3,050	12	\$2,750	19	11%			
VENICE	\$6,325	98	\$5,800	101	9%			
EL SERENO	\$2,900	9	\$2,670	8	9%			
SILVER LAKE - ECHO PARK	\$3,795	109	\$3,500	135	8%			
BEVERLY HILLS	\$6,500	124	\$6,000	124	8%			
EAGLE ROCK	\$4,295	11	\$3,975	18	8%			
INGLEWOOD NORTH REDONDO BEACH	\$2,875	45	\$2,688	34	7%			
METROPOLITAN SOUTH	\$4,800	81 10	\$4,520	92 19	6% 6%			
MONTEREY HILLS	\$2,750 \$3,200	4	\$2,600 \$3,040	6	5%			
TOPANGA	\$6,500	7	\$6,250	10	4%			
BRENTWOOD	\$6,200	77	\$6,000	84	3%			
HOLLYWOOD	\$3,600	108	\$3,500	121	3%			
MOUNT WASHINGTON	\$5,000	9	\$4,863	6	3%			
WEST L.A.	\$4,085	136	\$4,000	88	2%			
BOYLE HEIGHTS	\$2,550	14	\$2,500	16	2%			
WESTCHESTER	\$5,100	49	\$5,000	23	2%			
WESTLAKE VILLAGE	\$5,500	54	\$5,400	63	2%			
AGOURA	\$3,975	43	\$3,975	62	0%			
HERMOSA BEACH SAND	\$7,500	39	\$7,500	21	0%			
SHERMAN OAKS	\$5,000	97	\$5,000	122	0%			
SIMI VALLEY	\$3,600	31	\$3,600	37	0%			

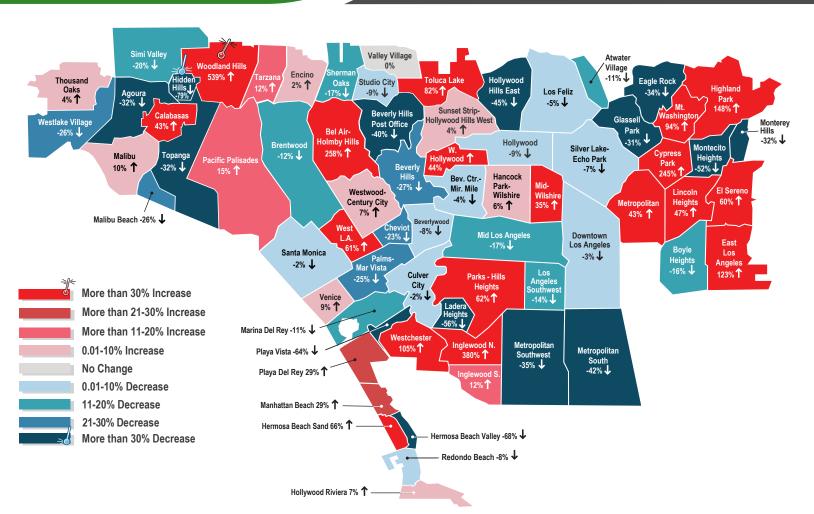
LEASES - MEDIAN PRICE & # OF SOLD LISTINGS							
AREA	Q1 - 2024 MEDIAN PRICE	Q1 - 2024 # SOLD LISTINGS	Q1 - 2023 MEDIAN PRICE	Q1 - 2023 #SOLD LISTINGS	% CHANGE		
PLAYA DEL REY PACIFIC PALISADES PARKS - HILLS - HEIGHTS STUDIO CITY	\$3,800	32	\$3,825	20	-1%		
	\$9,775	70	\$9,850	69	-1%		
	\$3,300	57	\$3,350	38	-1%		
	\$5,650	54	\$5,750	67	-2%		
THOUSAND OAKS TOLUCA LAKE DOWNTOWN L.A. MALIBU	\$4,000	76	\$4,100	59	-2%		
	\$4,750	24	\$4,898	16	-3%		
	\$2,752	212	\$2,850	211	-3%		
	\$7,713	58	\$7,990	55	-3%		
MONTECITO HEIGHTS WESTWOOD - CENTURY CITY ENCINO SUNSET STRIP - HOLLYWOOD HILLS WEST	\$5,500 \$4,748 \$4,600	1 178 79 106	\$5,700 \$4,990 \$4,850 \$8,600	2 165 65 109	-4% -5% -5% -5%		
LOS ANGELES SOUTHWEST HANCOCK PARK-WILSHIRE INGLEWOOD SOUTH MARINA DEL REY	\$3,030 \$3,598 \$2,175	27 96 16 74	\$3,200 \$3,800 \$2,300	23 97	-5% -5% -5% -6%		
MID-WILSHIRE BEL AIR - HOLMBY HILLS METROPOLITAN	\$5,400 \$2,725 \$8,200 \$3,499	117 38 11	\$5,775 \$2,925 \$8,825 \$3,800	78 18 7	-7% -7% -8%		
SANTA MONICA	\$4,800	234	\$5,250	206	-9%		
CULVER CITY	\$3,625	62	\$3,998	58	-9%		
BEVERLY CENTER-MIRACLE MILE	\$4,500	159	\$4,995	156	-10%		
CYPRESS PARK	\$4,075	4	\$4,600	1	-11%		
MID LOS ANGELES VALLEY VILLAGE LINCOLN HEIGHTS PALMS - MAR VISTA	\$3,500	77	\$4,000	81	-13%		
	\$4,250	29	\$5,000	23	-15%		
	\$2,350	9	\$2,775	6	-15%		
	\$3,750	68	\$4,448	66	-16%		
LOS FELIZ	\$4,273	40	\$5,100	41	-16%		
LADERA HEIGHTS	\$4,325	6	\$5,400	10	-20%		
ATWATER	\$2,795	13	\$3,650	13	-23%		
BEVERLY HILLS POST OFFICE	\$11,125	32	\$15,500	29	-28%		
HOLLYWOOD HILLS EAST	\$5,798	28	\$8,500	33	-32%		
GLASSELL PARK	\$3,400	17	\$5,250	19	-35%		
HERMOSA BEACH VALLEY	\$3,720	4	\$5,998	8	-38%		
HIDDEN HILLS	\$15,000	1	\$35,250	2	-57%		



For The MLS™ /CLAW Areas (From Pacific Coast Highway to Downtown Los Angeles)

MARKET CLIMATE MAP Lease Volume 1st Quarter 2024 vs. 2023

LEASES



LEASES - LEASE VOLUME & # OF SOLD LISTINGS								
AREA	Q1 - 2024 LEASE VOLUME	Q1 - 2024 #SOLD LISTINGS	Q1 - 2023 LEASE VOLUME	Q1 - 2023 #SOLD LISTINGS	% CHANGE			
WOODLAND HILLS	\$3,821,261	121	\$597,829	120	539%			
INGLEWOOD NORTH	\$490,382	45	\$102,269	34	380%			
BEL AIR - HOLMBY HILLS	\$582,385	38	\$162,785	18	258%			
CYPRESS PARK	\$15,849	4	\$4,600	1 1	245%			
HIGHLAND PARK	\$114,795	27	\$46,320	14	148%			
EAST LOS ANGELES WESTCHESTER	\$20,500	9 49	\$9,175	5 23	123% 105%			
MOUNT WASHINGTON	\$249,873 \$57,238	9	\$121,865 \$29.520	6	105% 94%			
TOLUCA LAKE	\$165.333	24	\$29,520	16	94% 82%			
HERMOSA BEACH SAND	\$314.500	39	\$190,000	21	66%			
PARKS - HILLS - HEIGHTS	\$207,656	57	\$127,888	38	62%			
WEST L.A.	\$595.180	136	\$369.825	88	61%			
EL SERENO	\$32.050	9	\$20.089	8	60%			
LINCOLN HEIGHTS	\$23.099	9	\$15.690	6	47%			
WEST HOLLYWOOD VICINITY	\$1.667.557	246	\$1,161,280	201	44%			
CALABASAS	\$426,110	56	\$298,498	42	43%			
METROPOLITAN	\$39,510	11	\$27,700	7	43%			
MID-WILSHIRE	\$342,501	117	\$254,062	78	35%			
MANHATTAN BEACH	\$862,010	77	\$666,805	72	29%			
PLAYA DEL REY	\$156,305	32	\$121,120	20	29%			
PACIFIC PALISADES	\$987,793	70	\$855,427	69	15%			
TARZANA	\$313,560	53	\$279,465	49	12%			
INGLEWOOD SOUTH	\$38,945	16	\$34,795	13	12%			
MALIBU	\$817,202	58	\$744,789	55	10%			
VENICE	\$722,183	98	\$660,354	101	9%			
WESTWOOD - CENTURY CITY	\$1,059,457	178	\$985,922	165	7%			
HOLLYWOOD RIVIERA	\$65,990	11 96	\$61,595	12 97	7%			
HANCOCK PARK-WILSHIRE THOUSAND OAKS	\$469,419	76	\$443,571	97 59	6% 4%			
SUNSET STRIP - HOLLYWOOD HILLS WEST	\$313,189 \$1.308.860	106	\$299,759 \$1,252,955	109	4%			
ENCINO	\$574.099	79	\$560.450	65	2%			
VALLEY VILLAGE	\$134,489	29	\$134,265	23	0%			
SANTA MONICA	\$1.515.826	234	\$1.549.301	206	-2%			
CULVER CITY	\$255.755	62	\$261.520	58	-2%			
OULVER OIL I	Ψ200,100	02	Ψ201,320] 30	-2 /0			

LEASE	S - LEASE VOL	UME & # O	F SOLD LISTIN	GS	
AREA	Q1 - 2024 LEASE VOLUME	Q1 - 2024 #SOLD LISTINGS	Q1 - 2023 LEASE VOLUME	Q1 - 2023 #SOLD LISTINGS	% CHANGE
DOWNTOWN L.A.	\$664,475	212	\$682,123	211	-3%
BEVERLY CENTER-MIRACLE MILE	\$898,788	159	\$933,048	156	-4%
LOS FELIZ	\$277,165	40	\$292,955	41	-5%
BEVERLY HILLS	\$1,312,177	124	\$1,392,631	124	-6%
SILVER LAKE - ECHO PARK	\$524,139	109	\$562,150	135	-7%
REDONDO BEACH	\$400,385	81	\$434,455	92	-8%
BEVERLYWOOD VICINITY	\$352,842	60	\$383,733	70	-8%
HOLLYWOOD	\$453,336	108	\$498,627	121	-9%
STUDIO CITY	\$444,679	54	\$489,427	67	-9%
ATWATER	\$41,376	13	\$46,378	13	-11%
MARINA DEL REY	\$428,375	74	\$481,759	74	-11%
BRENTWOOD	\$644,824	77	\$734,228	84	-12%
LOS ANGELES SOUTHWEST	\$77,034	27	\$90,087	23	-14%
BOYLE HEIGHTS	\$36,685	14	\$43,538	16	-16%
MID LOS ANGELES	\$283,448	77	\$341,030	81	-17%
SHERMAN OAKS	\$685,105	97	\$826,753	122	-17%
SIMI VALLEY	\$111,873	31	\$139,790	37	-20%
CHEVIOT HILLS - RANCHO PARK	\$81,475	9	\$105,197	12	-23%
PALMS - MAR VISTA	\$280,635	68	\$373,405	66	-25%
WESTLAKE VILLAGE	\$372,024	54	\$503,625	63	-26%
MALIBU BEACH	\$508,996	20	\$689,395	25	-26%
BEVERLY HILLS POST OFFICE	\$458,450	32	\$629,335	29	-27%
GLASSELL PARK	\$61,380	17	\$89,587	19	-31%
AGOURA	\$190,365	43	\$278,544	62	-32%
TOPANGA	\$50,200	7	\$74,200	10	-32%
MONTEREY HILLS	\$12,495	4	\$18,480	6	-32%
EAGLE ROCK	\$48,539	11	\$73,689	18	-34%
METROPOLITAN SOUTHWEST	\$36,871	12	\$56,303	19	-35%
METROPOLITAN SOUTH	\$29,335	10	\$50,910	19	-42%
HOLLYWOOD HILLS EAST	\$208,515	28	\$378,785	33	-45%
MONTECITO HEIGHTS	\$5,500	1	\$11,400	2	-52%
LADERA HEIGHTS	\$27,140	6	\$61,255	10	-56%
PLAYA VISTA	\$191,775	29	\$533,875	21	-64%
HERMOSA BEACH VALLEY	\$18,340	4	\$57,995	8	-68%
HIDDEN HILLS	\$15,000	1	\$70,500	2	-79%