

2013-Q3 Report  
// Los Angeles, West Side  
and Metropolitan Residential  
3rd Quarter in Review

2013-Q3 Report  
// Los Angeles  
3rd Quarter in Review

## 2013 - Q3 LOS ANGELES REAL ESTATE REPORT | STATISTICS & TRENDS

### LOS ANGELES // WESTSIDE AREAS // METRO REAL ESTATE MARKET (SINGLE FAMILY HOMES & CONDOS)

#### BEVERLY HILLS:

**Q3 2013 home sales** have jumped to 48 from 36 in 2012. The average sold price increased from \$4,158,662 in 2012 to \$5,039,717 in 2013 (+21.19%). The average days on market spiked from 81 in 2012 to 87 in 2013 for Q3.

**Q3 2013 condo sales** dipped to 23 from 31 in 2012. The average sold price dipped from \$1,635,691 in 2012 to \$1,346,083 in 2013 (-17.70%). The average days on market dropped from 108 in 2012 to 60 in 2013 for Q3.

#### BEVERLY HILLS P.O.:

**Q3 2013 home sales** jumped to 47 from 37 in 2012. The average sold price increased from \$2,215,668 in 2012 to \$2,860,753 in 2013 (+29.11%). The average days on market dropped from 113 in 2012 to 57 in 2013 for Q3.

**Q3 2013 & 2012 contained no data on condos.**

#### BEL AIR - HOLMBY HILLS:

**Q3 2013 home sales** dipped to 34 from 35 in 2012. The average sold price increased from \$2,335,183 in 2012 to \$4,000,394 in 2013 (+71.31%). The average days on market spiked from 81 in 2012 to 91 in 2013 for Q3.

**Q3 2013 condo sales** dipped to 1 from 3 in 2012. The average sold price increased from \$570,667 in 2012 to \$594,500 in 2013 (+4.18%). The average days on market spiked from 38 in 2012 to 66 in 2013 for Q3.

#### BEVERLYWOOD:

**Q3 2013 home sales** dipped to 37 from 54 in 2012. The average sold price increased from \$952,128 in 2012 to \$1,064,881 in 2013 (+11.84%). The average days on market fell from 59 in 2012 to 53 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 14 from 11 in 2012. The average sold price increased from \$478,091 in 2012 to \$617,393 in 2013 (+29.14%). The average days on market spiked from 40 in 2012 to 64 in 2013 for Q3.

#### BEVERLY CENTER - MIRACLE MILE:

**Q3 2013 home sales** jumped to 59 from 56 in 2012. The average sold price increased from \$1,081,269 in 2012 to \$1,296,131 in 2013 (+19.87%). The average days on market fell from 56 in 2012 to 53 in 2013 for Q3.

**Q3 2013 condo sales** dipped to 21 from 22 in 2012. The average sold price increased from \$550,269 in 2012 to \$690,310 in 2013 (+25.45%). The average days on market spiked from 53 in 2012 to 72 in 2013 for Q3.

## 2013 - Q3 LOS ANGELES REAL ESTATE REPORT | STATISTICS & TRENDS

### LOS ANGELES // WESTSIDE AREAS // METRO REAL ESTATE MARKET (SINGLE FAMILY HOMES & CONDOS)

#### **BRENTWOOD:**

**Q3 2013 home sales** dipped to 60 from 65 in 2012. The average sold price decreased from \$3,370,611 in 2012 to \$3,109,235 in 2013 (-7.75%). The average days on market fell from 74 in 2012 to 53 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 58 from 44 in 2012. The average sold price increased from \$706,109 in 2012 to \$760,610 in 2013 (+7.72%). The average days on market spiked from 53 in 2012 to 54 in 2013 for Q3.

#### **CHEVIOT HILLS - RANCHO PARK:**

**Q3 2013 home sales** have jumped to 25 from 15 in 2012. The average sold price increased from \$1,387,494 in 2012 to \$1,681,520 in 2013 (+21.19%). The average days on market fell from 53 in 2012 to 43 in 2013 for Q3.

**Q3 2013 & 2012 contained no data on condos.**

#### **CULVER CITY:**

**Q3 2013 home sales** jumped to 63 from 56 in 2012. The average sold price increased from \$719,635 in 2012 to \$853,290 in 2013 (+18.57%). The average days on market fell from 49 in 2012 to 34 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 63 from 34 in 2012. The average sold price increased from \$302,585 in 2012 to \$436,988 in 2013 (+44.42%). The average days on market fell from 76 in 2012 to 46 for Q3.

#### **DOWNTOWN L.A.:**

**Q3 2013 home sales** dipped to 11 from 20 in 2012. The average sold price jumped from \$158,619 in 2012 to \$315,058 in 2013 (+98.63%). The average days on market spiked from 42 in 2012 to 92 in 2013 for Q3.

**Q3 2013 condo sales** dipped to 74 from 98 in 2012. The average sold price jumped from \$486,421 in 2012 to \$596,923 in 2013 (+22.72%). The average days on market fell from 72 in 2012 to 52 in 2013 for Q3.

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

**Q3 2013 home sales** jumped to 69 from 65 in 2012. The average sold price increased from \$1,228,031 in 2012 to \$1,478,905 in 2013 (+20.43%). The average days on market spiked from 63 in 2012 to 64 in 2013 for Q3.

**Q3 2013 condo sales** dipped to 36 from 47 in 2012. The average sold price increased from \$425,909 in 2012 to \$461,170 in 2013 (+8.28%). The average days on market fell from 62 in 2012 to 49 in 2013 for Q3.

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### LOS ANGELES // WESTSIDE AREAS // METRO REAL ESTATE MARKET (SINGLE FAMILY HOMES & CONDOS)

#### HOLLYWOOD:

**Q3 2013 home sales** dipped to 10 from 18 in 2012. The average sold price decreased from \$805,300 in 2012 to \$633,733 in 2013 (-21.30%). The average days on market spiked from 36 in 2012 to 48 in 2013 for Q3.

**Q3 2013 condo sales** dipped to 25 from 30 in 2012. The average sold price increased from \$531,033 in 2012 to \$650,460 in 2013 (+22.49%). The average days on market fell from 96 in 2012 to 78 in 2013 for Q3.

#### HOLLYWOOD HILLS EAST:

**Q3 2013 home sales** remained at 37 compared to 2012. The average sold price increased from \$998,792 in 2012 to \$1,192,379 in 2013 (+19.38%). The average days on market fell from 65 in 2012 to 56 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 11 from 9 in 2012. The average sold price jumped from \$302,556 in 2012 to \$413,543 in 2013 (+36.68%). The average days on market fell from 81 in 2012 to 74 in 2013 for Q3.

#### LOS FELIZ:

**Q3 2013 home sales** jumped to 66 from 51 in 2012. The average sold price decreased from \$1,308,232 in 2012 to \$1,265,699 in 2013 (-3.25%). The average days on market spiked from 59 in 2012 to 63 in 2013 for Q3.

**Q3 2013 condo sales** dipped to 5 from 8 in 2012. The average sold price decreased from \$445,062 in 2012 to \$439,600 in 2013 (-1.23%). The average days on market fell from 63 in 2012 to 29 in 2013 for Q3.

#### MALIBU BEACH:

**Q3 2013 home sales** dipped to 10 from 15 in 2012. The average sold price decreased from \$7,034,593 in 2012 to \$6,302,100 in 2013 (-10.41%). The average days on market fell from 342 in 2012 to 192 in 2013 for Q3.

**Q3 2013 condo sales** remained at 6 compared to 2012. The average sold price decreased from \$868,750 in 2012 to \$785,167 in 2013 (-9.62%). The average days on market fell from 188 in 2012 to 154 in 2013 for Q3.

#### MALIBU:

**Q3 2013 home sales** jumped to 45 from 37 in 2012. The average sold price decreased from \$2,425,327 in 2012 to \$2,298,217 in 2013 (-5.24%). The average days on market fell from 163 in 2012 to 138 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 8 from 7 in 2012. The average sold price increased from \$639,143 in 2012 to \$725,438 in 2013 (+13.50%). The average days on market spiked from 73 in 2012 to 149 in 2013 for Q3.

## 2013 - Q3 LOS ANGELES REAL ESTATE REPORT | STATISTICS & TRENDS

### LOS ANGELES // WESTSIDE AREAS // METRO REAL ESTATE MARKET (SINGLE FAMILY HOMES & CONDOS)

#### MARINA DEL REY:

**Q3 2013 home sales** dipped to 9 from 16 in 2012. The average sold price jumped from \$1,340,231 in 2012 to \$1,454,556 in 2013 (+8.53%). The average days on market fell from 92 in 2012 to 46 in 2013 for Q3.

**Q3 2013 condo sales** dipped to 76 from 77 in 2012. The average sold price increased from \$682,782 in 2012 to \$940,792 in 2013 (+37.79%). The average days on market fell from 87 in 2012 to 85 in 2013 for Q3.

#### PACIFIC PALISADES:

**Q3 2013 home sales** jumped to 99 from 83 in 2012. The average sold price decreased from \$2,625,030 in 2012 to \$2,534,511 in 2013 (-3.45%). The average days on market spiked from 54 in 2012 to 64 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 31 from 14 in 2012. The average sold price increased from \$574,535 in 2012 to \$1,033,364 in 2013 (+79.86%). The average days on market fell from 117 in 2012 to 73 in 2013 for Q3.

#### PALMS - MAR VISTA:

**Q3 2013 home sales** dipped to 78 from 86 in 2012. The average sold price increased from \$852,929 in 2012 to \$1,032,780 in 2013 (+21.09%). The average days on market fell from 59 in 2012 to 39 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 31 from 28 in 2012. The average sold price increased from \$368,188 in 2012 to \$468,626 in 2013 (+27.28%). The average days on market fell from 63 in 2012 to 59 in 2013 for Q3.

#### PARK HILLS HEIGHTS:

**Q3 2013 home sales** dipped to 65 from 80 in 2012. The average sold price increased from \$395,931 in 2012 to \$473,759 in 2013 (+19.66%). The average days on market fell from 68 in 2012 to 63 in 2013 for Q3.

**Q3 2013 condo sales** dipped to 15 from 16 in 2012. The average sold price increased from \$200,500 in 2012 to \$266,122 in 2013 (+32.73%). The average days on market spiked from 32 in 2012 to 50 in 2013 for Q3.

#### PLAYA VISTA:

**Q3 2013 home sales** jumped to 6 from 4 in 2012. The average sold price increased from \$1,074,125 in 2012 to \$1,286,000 in 2013 (+19.73%). The average days on market fell from 134 in 2012 to 60 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 46 from 23 in 2012. The average sold price increased from \$534,783 in 2012 to \$668,411 in 2013 (+24.99%). The average days on market fell from 55 in 2012 to 46 in 2013 for Q3.

#### SANTA MONICA:

**Q3 2013 home sales** dipped to 65 from 67 in 2012. The average sold price increased from \$2,432,630 in 2012 to \$2,638,171 in 2013 (+8.45%). The average days on market fell from 58 in 2012 to 47 in 2013 for Q3.

**Q3 2013 condo sales** dipped to 108 from 122 in 2012. The average sold price increased from \$798,887 in 2012 to \$939,642 in 2013 (+17.62%). The average days on market fell from 55 in 2012 to 47 in 2013 for Q3.

## 2013 - Q3 LOS ANGELES REAL ESTATE REPORT | STATISTICS & TRENDS

### LOS ANGELES // WESTSIDE AREAS // METRO REAL ESTATE MARKET (SINGLE FAMILY HOMES & CONDOS)

#### SILVER LAKE - ECHO PARK:

**Q3 2013 home sales** jumped to 67 from 54 in 2012. The average sold price increased from \$710,659 in 2012 to \$737,148 in 2013 (+3.73%). The average days on market spiked from 40 in 2012 to 43 in 2013 for Q3.

**Q3 2013 condo sales** remained at 8 compared to 2012. The average sold price increased from \$407,750 in 2012 to \$479,912 in 2013 (+17.70%). The average days on market fell from 117 in 2012 to 46 in 2013 for Q3.

#### VENICE:

**Q3 2013 home sales** jumped to 61 from 60 in 2012. The average sold price increased from \$1,319,862 in 2012 to \$1,557,757 in 2013 (+18.02%). The average days on market fell from 75 in 2012 to 46 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 12 from 4 in 2012. The average sold price increased from \$818,700 in 2012 to \$1,356,750 in 2013 (+65.72%). The average days on market fell from 69 in 2012 to 68 in 2013 for Q3.

#### WESTWOOD - CENTURY CITY:

**Q3 2013 home sales** dipped to 35 from 46 in 2012. The average sold price increased from \$1,583,489 in 2012 to \$1,936,138 in 2013 (+22.27%). The average days on market fell from 46 in 2012 to 38 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 154 from 129 in 2012. The average sold price increased from \$813,637 in 2012 to \$1,022,456 in 2013 (+25.66%). The average days on market fell from 106 in 2012 to 64 in 2013 for Q3.

#### WEST HOLLYWOOD:

**Q3 2013 home sales** dipped to 23 from 32 in 2012. The average sold price increased from \$1,194,584 in 2012 to \$1,315,783 in 2013 (+10.15%). The average days on market fell from 56 in 2012 to 46 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 103 from 88 in 2012. The average sold price increased from \$538,608 in 2012 to \$609,517 in 2013 (+13.17%). The average days on market fell from 68 in 2012 to 56 in 2013 for Q3.

#### WESTCHESTER:

**Q3 2013 home sales** jumped to 85 from 57 in 2012. The average sold price increased from \$734,216 in 2012 to \$854,231 in 2013 (+16.35%). The average days on market spiked from 40 in 2012 to 45 in 2013 for Q3.

**Q3 2013 condo sales** sales dipped to 3 from 12 in 2012. The average sold price increased from \$329,088 in 2012 to \$448,330 in 2013 (+36.23%). The average days on market fell from 84 in 2012 to 70 in 2013 for Q3.

2013

Los Angeles - Westside // Q3-Quarter in Review

| AREA                          | TYPE  | # OF SALES |      |          | AVG SALES PRICE |             |          | DAYS ON MARKET |      |          |
|-------------------------------|-------|------------|------|----------|-----------------|-------------|----------|----------------|------|----------|
|                               |       | 2012       | 2013 | % CHANGE | 2012            | 2013        | % CHANGE | 2012           | 2013 | % CHANGE |
| BEVERLY HILLS                 | SFR   | 36         | 48   | 33.33%   | \$4,158,662     | \$5,039,717 | 21.19%   | 81             | 87   | 7.41%    |
|                               | CONDO | 31         | 23   | -25.81%  | \$1,635,619     | \$1,346,083 | -17.70%  | 108            | 60   | -44.44%  |
| BEVERLY HILLS P.O.            | SFR   | 37         | 47   | 27.03%   | \$2,215,668     | \$2,860,753 | 29.11%   | 113            | 57   | -49.56%  |
|                               | CONDO | N/A        | N/A  | N/A      | N/A             | N/A         | N/A      | N/A            | N/A  | N/A      |
| BEL AIR - HOLMBY HILLS        | SFR   | 35         | 34   | -2.86%   | \$2,335,183     | \$4,000,394 | 71.31%   | 81             | 91   | 12.35%   |
|                               | CONDO | 3          | 1    | -66.67%  | \$570,667       | \$594,500   | 4.18%    | 38             | 66   | 73.68%   |
| BEVERLYWOOD                   | SFR   | 54         | 37   | -31.48%  | \$952,128       | \$1,064,881 | 11.84%   | 59             | 53   | -10.17%  |
|                               | CONDO | 11         | 14   | 27.27%   | \$478,091       | \$617,393   | 29.14%   | 40             | 64   | 60.00%   |
| BEVERLY CENTER - MIRACLE MILE | SFR   | 56         | 59   | 5.36%    | \$1,081,269     | \$1,296,131 | 19.87%   | 56             | 53   | -5.36%   |
|                               | CONDO | 22         | 21   | -4.55%   | \$550,269       | \$690,310   | 25.45%   | 53             | 72   | 35.85%   |
| BRENTWOOD                     | SFR   | 65         | 60   | -7.69%   | \$3,370,611     | \$3,109,235 | -7.75%   | 74             | 53   | -28.38%  |
|                               | CONDO | 44         | 58   | 31.82%   | \$706,109       | \$760,610   | 7.72%    | 53             | 54   | 1.89%    |
| CHEVIOT HILLS - RANCHO PARK   | SFR   | 15         | 25   | 66.67%   | \$1,387,494     | \$1,681,520 | 21.19%   | 53             | 43   | -18.87%  |
|                               | CONDO | 0          | 0    | N/A      | N/A             | N/A         | N/A      | N/A            | N/A  | N/A      |
| CULVER CITY                   | SFR   | 56         | 63   | 12.50%   | \$719,635       | \$853,290   | 18.57%   | 49             | 34   | -30.61%  |
|                               | CONDO | 34         | 63   | 85.29%   | \$302,585       | \$436,988   | 44.42%   | 76             | 46   | -39.47%  |
| DOWNTOWN L.A.                 | SFR   | 20         | 11   | -45.00%  | \$158,619       | \$315,058   | 98.63%   | 42             | 92   | 119.05%  |
|                               | CONDO | 98         | 74   | -24.49%  | \$486,421       | \$596,923   | 22.72%   | 72             | 52   | -27.78%  |
| HANCOCK PARK - WILSHIRE       | SFR   | 65         | 69   | 6.15%    | \$1,228,031     | \$1,478,905 | 20.43%   | 63             | 64   | 1.59%    |
|                               | CONDO | 47         | 36   | -23.40%  | \$425,909       | \$461,170   | 8.28%    | 62             | 49   | -20.97%  |
| HOLLYWOOD                     | SFR   | 10         | 18   | 80.00%   | \$805,300       | \$633,733   | -21.30%  | 36             | 48   | 33.33%   |
|                               | CONDO | 30         | 25   | -16.67%  | \$531,033       | \$650,460   | 22.49%   | 96             | 78   | -18.75%  |
| HOLLYWOOD HILLS EAST          | SFR   | 37         | 37   | 0.00%    | \$998,792       | \$1,192,379 | 19.38%   | 65             | 56   | -13.85%  |
|                               | CONDO | 9          | 11   | 22.22%   | \$302,556       | \$413,543   | 36.68%   | 81             | 74   | -8.64%   |



2013

Los Angeles - Westside // Q3-Quarter in Review

| AREA                    | TYPE  | # OF SALES |      |          | AVG SALES PRICE |             |          | DAYS ON MARKET |      |          |
|-------------------------|-------|------------|------|----------|-----------------|-------------|----------|----------------|------|----------|
|                         |       | 2012       | 2013 | % CHANGE | 2012            | 2013        | % CHANGE | 2012           | 2013 | % CHANGE |
| LOS FELIZ               | SFR   | 51         | 66   | 29.41%   | \$1,308,232     | \$1,265,699 | -3.25%   | 59             | 63   | 6.78%    |
|                         | CONDO | 8          | 5    | -37.50%  | \$445,062       | \$439,600   | -1.23%   | 63             | 29   | -53.97%  |
| MALIBU BEACH            | SFR   | 15         | 10   | -33.33%  | \$7,034,593     | \$6,302,100 | -10.41%  | 342            | 192  | -43.86%  |
|                         | CONDO | 6          | 6    | 0.00%    | \$868,750       | \$785,167   | -9.62%   | 188            | 154  | -18.09%  |
| MALIBU                  | SFR   | 37         | 45   | 21.62%   | \$2,425,327     | \$2,298,217 | -5.24%   | 163            | 138  | -15.34%  |
|                         | CONDO | 7          | 8    | 14.29%   | \$639,143       | \$725,438   | 13.50%   | 73             | 149  | 104.11%  |
| MARINA DEL REY          | SFR   | 16         | 9    | -43.75%  | \$1,340,231     | \$1,454,556 | 8.53%    | 92             | 46   | -50.00%  |
|                         | CONDO | 77         | 76   | -1.30%   | \$682,782       | \$940,792   | 37.79%   | 87             | 85   | -2.30%   |
| PACIFIC PALISADES       | SFR   | 83         | 99   | 19.28%   | \$2,625,030     | \$2,534,511 | -3.45%   | 54             | 64   | 18.52%   |
|                         | CONDO | 14         | 31   | 121.43%  | \$574,535       | \$1,033,364 | 79.86%   | 117            | 73   | -37.61%  |
| PALMS - MAR VISTA       | SFR   | 86         | 78   | -9.30%   | \$852,929       | \$1,032,780 | 21.09%   | 59             | 39   | -33.90%  |
|                         | CONDO | 28         | 31   | 10.71%   | \$368,188       | \$468,626   | 27.28%   | 63             | 59   | -6.35%   |
| PARK HILLS HEIGHTS      | SFR   | 80         | 65   | -18.75%  | \$395,931       | \$473,759   | 19.66%   | 68             | 63   | -7.35%   |
|                         | CONDO | 16         | 15   | -6.25%   | \$200,500       | \$266,122   | 32.73%   | 32             | 50   | 56.25%   |
| PLAYA VISTA             | SFR   | 4          | 6    | 50.00%   | \$1,074,125     | \$1,286,000 | 19.73%   | 134            | 60   | -55.22%  |
|                         | CONDO | 23         | 46   | 100.00%  | \$534,783       | \$668,411   | 24.99%   | 55             | 46   | -16.36%  |
| SANTA MONICA            | SFR   | 67         | 65   | -2.99%   | \$2,432,630     | \$2,638,171 | 8.45%    | 58             | 47   | -18.97%  |
|                         | CONDO | 122        | 108  | -11.48%  | \$798,887       | \$939,642   | 17.62%   | 55             | 47   | -14.55%  |
| SILVER LAKE - ECHO PARK | SFR   | 54         | 67   | 24.07%   | \$710,659       | \$737,148   | 3.73%    | 40             | 43   | 7.50%    |
|                         | CONDO | 8          | 8    | 0.00%    | \$407,750       | \$479,912   | 17.70%   | 117            | 46   | -60.68%  |
| VENICE                  | SFR   | 60         | 61   | 1.67%    | \$1,319,862     | \$1,557,757 | 18.02%   | 75             | 46   | -38.67%  |
|                         | CONDO | 4          | 12   | 200.00%  | \$818,700       | \$1,356,750 | 65.72%   | 69             | 68   | -1.45%   |
| WESTWOOD - CENTURY CITY | SFR   | 46         | 35   | -23.91%  | \$1,583,489     | \$1,936,138 | 22.27%   | 46             | 38   | -17.39%  |
|                         | CONDO | 129        | 154  | 19.38%   | \$813,637       | \$1,022,456 | 25.66%   | 106            | 64   | -39.62%  |
| WEST HOLLYWOOD          | SFR   | 32         | 23   | -28.13%  | \$1,194,584     | \$1,315,783 | 10.15%   | 56             | 46   | -17.86%  |
|                         | CONDO | 88         | 103  | 17.05%   | \$538,608       | \$609,517   | 13.17%   | 68             | 56   | -17.65%  |
| WESTCHESTER             | SFR   | 57         | 85   | 49.12%   | \$734,216       | \$854,231   | 16.35%   | 40             | 45   | 12.50%   |
|                         | CONDO | 12         | 3    | -75.00%  | \$329,088       | \$448,330   | 36.23%   | 84             | 70   | -16.67%  |

2013-Q3 Report  
// San Fernando Valley  
3rd Quarter in Review

## 2013 - Q3 SAN FERNANDO VALLEY REAL ESTATE REPORT | STATISTICS & TRENDS

### SAN FERNANDO REAL ESTATE MARKET (SINGLE FAMILY HOMES & CONDOS)

#### AGOORA:

**Q3 2013 home sales** remained at 5 compared to 2012. The average sold price increased from \$784,800 in 2012 to \$1,581,140 in 2013 (+101.47%). The average days on market fell from 153 in 2012 to 142 in 2013 for Q3.

**Q3 2013 condo sales** remained at 1 compared to 2012. The average sold price increased from \$244,000 in 2012 to \$287,500 in 2013 (+17.83%). The average days on market spiked from 3 in 2012 to 68 in 2013 for Q3.

#### CALABASAS:

**Q3 2013 home sales** jumped to 8 from 7 in 2012. The average sold price increased from \$862,571 in 2012 to \$1,251,039 in 2013 (+45.04%). The average days on market fell from 106 in 2012 to 88 in 2013 for Q3.

**Q3 2013 condo sales** total was 2, while the total for Q3 2012 ceased at 0. The average sold price was \$455,000 with the average days on market at 25 for Q3 2013.

#### CHATSWORTH:

**Q3 2013 home sales** jumped to 4 from 2 in 2012. The average sold price decreased from \$1,146,000 in 2012 to \$419,750 in 2013 (-63.37%). The average days on market spiked from 32 in 2012 to 178 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 8 from 1 in 2012. The average sold price increased from \$269,000 in 2012 to \$288,250 in 2013 (+7.16%). The average days on market spiked from 17 in 2012 to 52 in 2013 for Q3.

#### ENCINO:

**Q3 2013 home sales** jumped to 23 from 15 in 2012. The average sold price increased from \$886,150 in 2012 to \$1,214,707 in 2013 (+37.08%). The average days on market fell from 124 in 2012 to 60 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 14 from 5 in 2012. The average sold price increased from \$214,800 in 2012 to \$317,321 in 2013 (+47.73%). The average days on market fell from 63 in 2012 to 45 in 2013 for Q3.

#### HIDDEN HILLS:

**Q3 2013 home sales** total was 1, while the total for Q2 2012 ceased at 0. The sold price was \$2,150,000 with days on market at 294 for Q3 2013.

**Q3 2013 & 2012 contained no data on condos.**

## 2013 - Q3 SAN FERNANDO VALLEY REAL ESTATE REPORT | STATISTICS & TRENDS

### SAN FERNANDO REAL ESTATE MARKET (SINGLE FAMILY HOMES & CONDOS)

#### NORTHRIDGE:

**Q3 2013 home sales** jumped to 13 from 9 in 2012. The average sold price increased from \$500,000 in 2012 to \$621,723 in 2013 (+24.34%). The average days on market fell from 132 in 2012 to 40 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 10 from 5 in 2012. The average sold price increased from \$248,200 in 2012 to \$356,000 in 2013 (+43.43%). The average days on market fell from 139 in 2012 to 51 in 2013 for Q3.

#### SHERMAN OAKS:

**Q3 2013 home sales** jumped to 67 from 53 in 2012. The average sold price increased from \$812,406 in 2012 to \$1,049,772 in 2013 (+29.22%). The average days on market fell from 50 in 2012 to 49 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 20 from 12 in 2012. The average sold price increased from \$339,308 in 2012 to \$414,625 in 2013 (+22.20%). The average days on market fell from 72 in 2012 to 48 in 2013 for Q3.

#### STUDIO CITY:

**Q3 2013 home sales** jumped to 51 from 31 in 2012. The average sold price increased from \$1,052,464 in 2012 to \$1,324,899 in 2013 (+25.89%). The average days on market fell from 70 in 2012 to 55 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 20 from 12 in 2012. The average sold price increased from \$367,067 in 2012 to \$516,062 in 2013 (+40.59%). The average days on market fell from 121 in 2012 to 43 in 2013 for Q3.

#### TARZANA:

**Q3 2013 home sales** dipped to 11 from 12 in 2012. The average sold price increased from \$1,014,292 in 2012 to \$1,068,909 in 2013 (+5.38%). The average days on market fell from 111 in 2012 to 54 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 7 from 4 in 2012. The average sold price increased from \$170,429 in 2012 to \$308,250 in 2013 (+80.87%). The average days on market fell from 70 in 2012 to 26 in 2013 for Q3.

#### TOLUCA LAKE:

**Q3 2013 home sales** dipped to 8 from 11 in 2012. The average sold price decreased from \$1,604,327 in 2012 to \$1,111,875 in 2013 (-30.70%). The average days on market fell from 123 in 2012 to 69 in 2013 for Q3.

**Q3 2013 condo sales** dropped to 5 from 15 in 2012. The average sold price increased from \$443,800 in 2012 to \$471,800 in 2013 (+6.31%). The average days on market spiked from 52 in 2012 to 63 in 2013 for Q3.

## 2013 - Q3 SAN FERNANDO VALLEY REAL ESTATE REPORT | STATISTICS & TRENDS

### SAN FERNANDO REAL ESTATE MARKET (SINGLE FAMILY HOMES & CONDOS)

#### WESTLAKE VILLAGE:

**Q3 2013 home sales** jumped to 3 from 1 in 2012. The average sold price increased from \$545,000 in 2012 to \$4,441,667 in 2013 (+714.98%). The average days on market fell from 83 in 2012 to 45 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 2 from 1 in 2012. The average sold price increased from \$295,000 in 2012 to \$491,000 in 2013 (+66.44%). The average days on market spiked from 5 in 2012 to 38 in 2013 for Q3.

#### WOODLAND HILLS:

**Q3 2013 home sales** dipped to 13 from 22 in 2012. The average sold price increased from \$582,182 in 2012 to \$724,038 in 2013 (+24.37%). The average days on market fell from 76 in 2012 to 49 in 2013 for Q3.

**Q3 2013 condo sales** dipped to 6 from 38 in 2012. The average sold price increased from \$260,829 in 2012 to \$355,517 in 2013 (+36.30%). The average days on market remained at 23 compared to 2012.

2013

San Fernando Valley // Q3-Quarter in Review

| AREA             | TYPE  | # OF SALES |      |          | AVG SALES PRICE |             |          | DAYS ON MARKET |      |          |
|------------------|-------|------------|------|----------|-----------------|-------------|----------|----------------|------|----------|
|                  |       | 2012       | 2013 | % CHANGE | 2012            | 2013        | % CHANGE | 2012           | 2013 | % CHANGE |
| AGOURA           | SFR   | 5          | 5    | 0.00%    | \$784,800       | \$1,581,140 | 101.47%  | 153            | 142  | -7.19%   |
|                  | CONDO | 1          | 1    | 0.00%    | \$244,000       | \$287,500   | 17.83%   | 3              | 68   | 2166.67% |
| CALABASAS        | SFR   | 7          | 8    | 14.29%   | \$862,571       | \$1,251,039 | 45.04%   | 106            | 88   | -16.98%  |
|                  | CONDO | 0          | 2    | N/A      | N/A             | \$455,000   | N/A      | N/A            | 25   | N/A      |
| CHATSWORTH       | SFR   | 2          | 4    | 100.00%  | \$1,146,000     | \$419,750   | -63.37%  | 32             | 178  | 456.25%  |
|                  | CONDO | 1          | 8    | 700.00%  | \$269,000       | \$288,250   | 7.16%    | 17             | 52   | 205.88%  |
| ENCINO           | SFR   | 15         | 23   | 53.33%   | \$886,150       | \$1,214,707 | 37.08%   | 124            | 60   | -51.61%  |
|                  | CONDO | 5          | 14   | 180.00%  | \$214,800       | \$317,321   | 47.73%   | 63             | 45   | -28.57%  |
| HIDDEN HILLS     | SFR   | 0          | 1    | N/A      | N/A             | \$2,150,000 | N/A      | N/A            | 294  | N/A      |
|                  | CONDO | N/A        | N/A  | N/A      | N/A             | N/A         | N/A      | N/A            | N/A  | N/A      |
| NORTHRIDGE       | SFR   | 9          | 13   | 44.44%   | \$500,000       | \$621,723   | 24.34%   | 132            | 40   | -69.70%  |
|                  | CONDO | 5          | 10   | 100.00%  | \$248,200       | \$356,000   | 43.43%   | 139            | 51   | -63.31%  |
| SHERMAN OAKS     | SFR   | 53         | 67   | 26.42%   | \$812,406       | \$1,049,772 | 29.22%   | 50             | 49   | -2.00%   |
|                  | CONDO | 12         | 20   | 66.67%   | \$339,308       | \$414,625   | 22.20%   | 72             | 48   | -33.33%  |
| STUDIO CITY      | SFR   | 31         | 51   | 64.52%   | \$1,052,464     | \$1,324,899 | 25.89%   | 70             | 55   | -21.43%  |
|                  | CONDO | 12         | 20   | 66.67%   | \$367,067       | \$516,062   | 40.59%   | 121            | 43   | -64.46%  |
| TARZANA          | SFR   | 12         | 11   | -8.33%   | \$1,014,292     | \$1,068,909 | 5.38%    | 111            | 54   | -51.35%  |
|                  | CONDO | 7          | 4    | -42.86%  | \$170,429       | \$308,250   | 80.87%   | 70             | 26   | -62.86%  |
| TOLUCA LAKE      | SFR   | 11         | 8    | -27.27%  | \$1,604,327     | \$1,111,875 | -30.70%  | 123            | 69   | -43.90%  |
|                  | CONDO | 15         | 5    | -66.67%  | \$443,800       | \$471,800   | 6.31%    | 52             | 63   | 21.15%   |
| WESTLAKE VILLAGE | SFR   | 1          | 3    | 200.00%  | \$545,000       | \$4,441,667 | 714.98%  | 83             | 45   | -45.78%  |
|                  | CONDO | 1          | 2    | 100.00%  | \$295,000       | \$491,000   | 66.44%   | 5              | 38   | 660.00%  |
| WOODLAND HILLS   | SFR   | 22         | 13   | -40.91%  | \$582,182       | \$724,038   | 24.37%   | 76             | 49   | -35.53%  |
|                  | CONDO | 38         | 6    | -84.21%  | \$260,829       | \$355,517   | 36.30%   | 23             | 23   | 0.00%    |

2013-Q3 Report  
// San Gabriel Valley  
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## 2013 - Q3 PASADENA REAL ESTATE REPORT | STATISTICS & TRENDS

### PASADENA AREA REAL ESTATE MARKET (SINGLE FAMILY HOMES & CONDOS)

#### PASADENA (CITY):

**Q3 2013 home sales** jumped to 181 from 155 in 2012. The average sold price increased from \$836,670 in 2012 to \$1,096,057 in 2013 (+31%). The average days on market fell from 63 in 2012 to 42 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 112 from 79 in 2012. The average sold price increased from \$476,525 in 2012 to \$574,457 in 2013 (+20.55%). The average days on market fell from 76 in 2012 to 56 in 2013 for Q3.

#### ALTADENA (CITY):

**Q3 2013 home sales** jumped to 84 from 52 in 2012. The average sold price increased from \$674,458 in 2012 to \$744,402 in 2013 (+10.37%). The average days on market fell from 54 in 2012 to 45 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 2 from 1 in 2012. The average sold price decreased from \$290,000 in 2012 to \$235,000 in 2013 (-18.97%). The average days on market fell from 31 in 2012 to 19 in 2013 for Q3.

#### LA CAÑADA (CITY):

**Q2 2013 home sales** jumped to 66 from 59 in 2012. The average sold price increased from \$1,305,814 in 2012 to \$1,485,295 in 2013 (+13.74%). The average days on market fell from 65 in 2012 to 45 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 1 while the total for Q3 2012 ceased at 0. The sold price was \$770,000 with average days on market at 83 for Q3 2013.

#### SAN MARINO (CITY):

**Q3 2013 home sales** dipped to 32 from 39 in 2012. The average sold price increased from \$1,892,277 in 2012 to \$2,545,534 in 2013 (+34.52%). The average days on market fell from 56 in 2012 to 43 in 2013 for Q3.

**Q3 2013 condo sales** climbed to 1 while the total for Q3 2012 ceased at 0. The sold price was \$1,460,000 with average days on market at 30 for Q3 2013.

#### SOUTH PASADENA (CITY):

**Q3 2013 home sales** jumped to 31 from 22 in 2012. The average sold price increased from \$866,284 in 2012 to \$1,128,122 in 2013 (+30.23%). The average days on market fell from 38 in 2012 to 35 in 2013 for Q3.

**Q3 2013 condo sales** remained at 9, which matched the 2012 total for the same quarter. The average sold price decreased from \$593,878 in 2012 to \$542,828 in 2013 (-8.60%). The average days on market fell from 41 in 2012 to 28 in 2013 for Q3.



## 2013 - Q3 PASADENA REAL ESTATE REPORT | STATISTICS & TRENDS

### PASADENA AREA REAL ESTATE MARKET (SINGLE FAMILY HOMES & CONDOS)

#### ALHAMBRA:

**Q3 2013 home sales** dipped to 14 from 16 in 2012. The average sold price increased from \$515,781 in 2012 to \$594,684 in 2013 (+15.30%). The average days on market fell from 55 in 2012 to 38 in 2013 for Q3.

**Q3 2013 condo sales** remained at 4, which matched the 2012 total for the same quarter. The average sold price increased from \$378,750 in 2012 to \$382,250 in 2013 (+0.92%). The average days on market fell from 100 in 2012 to 41 in 2013 for Q3.

#### ALTADENA:

**Q3 2013 home sales** jumped to 85 from 52 in 2012. The average sold price increased from \$674,458 in 2012 to \$748,115 in 2013 (+10.92%). The average days on market fell from 54 in 2012 to 44 in 2013 for Q3.

**Q3 2013 condo sales** sales climbed to 1 while the total for Q3 2012 ceased at 0. The sold price was \$300,000 with average days on market at 194 for Q3 2013.

#### ARCADIA:

**Q3 2013 home sales** remained at 16, which matched the 2012 total for the same quarter. The average sold price increased from \$973,375 in 2012 to \$1,957,738 in 2013 (+101.13%). The average days on market fell from 55 in 2012 to 45 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 9 from 7 in 2012. The average sold price increased from \$459,270 in 2012 to 619,111 in 2013 (+34.80%). The average days on market fell from 72 in 2012 to 50 in 2013 for Q3.

#### ATWATER:

**Q3 2013 home sales** dipped to 2 from 3 in 2012. The average sold price increased from \$325,500 in 2012 to \$587,500 in 2013 (+80.49%). The average days on market spiked from 61 in 2012 to 62 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 9 from 7 in 2012. The average sold price increased from \$459,270 in 2012 to 619,111 in 2013 (+34.80%). The average days on market fell from 72 in 2012 to 50 in 2013 for Q3.

#### AZUSA:

**Q3 2013 home sales** jumped to 5 from 3 in 2012. The average sold price increased from \$349,000 in 2012 to \$402,580 in 2013 (+15.35%). The average days on market spiked from 50 in 2012 to 69 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 4 from 2 in 2012. The average sold price increased from \$282,600 in 2012 to \$368,000 in 2013 (+30.22%). The average days on market fell from 68 in 2012 to 66 in 2013 for Q3.

## 2013 - Q3 PASADENA REAL ESTATE REPORT | STATISTICS & TRENDS

### PASADENA AREA REAL ESTATE MARKET (SINGLE FAMILY HOMES & CONDOS)

#### BRADBURY:

**Q3 2013 home sales** climbed to 1 while the total for Q3 2012 ceased at 0. The sold price was \$11,155,480 with the days on market at 374 for Q3 2012.

**Q3 2013 & 2012 contained no data on condos.**

#### EAGLE ROCK:

**Q3 2013 home sales** jumped to 17 from 12 in 2012. The average sold price increased from \$476,334 in 2012 to \$594,004 in 2013 (+24.70%). The average days on market fell from 59 in 2012 to 45 in 2013 for Q3.

**Q3 2013 & 2012 contained no data on condos.**

#### DUARTE:

**Q3 2013 home sales** dropped to 4 from 11 in 2012. The average sold price increased from \$408,364 in 2012 to \$487,375 in 2013 (+19.35%). The average days on market fell from 59 in 2012 to 34 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 2 from 1 in 2012. The average sold price increased from \$250,000 in 2012 to \$294,000 in 2013 (+17.60%). The average days on market fell from 144 in 2012 to 108 in Q3.

#### GLENDALE (ALL AREAS):

**Q3 2013 home sales** dipped to 105 from 106 in 2012. The average sold price increased from \$668,004 in 2012 to \$831,346 in 2013 (+24.44%). The average days on market fell from 70 in 2012 to 49 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 74 from 48 in 2012. The average sold price increased from \$313,808 in 2012 to \$371,441 in 2013 (+18.37%). The average days on market fell from 77 in 2012 to 56 in 2013 for Q3.

#### GLENDORA:

**Q3 2013 home sales** jumped to 4 from 3 in 2012. The average sold price increased from \$271,667 in 2012 to \$552,500 in 2013 (+103.37%). The average days on market fell from 136 in 2012 to 52 in 2013 for Q3.

**Q3 2013 condo sales** climbed to 4 while the total for Q3 2012 ceased at 0. The average sold price was \$356,750 with average days on market at 28 for Q3 2013.

## 2013 - Q3 PASADENA REAL ESTATE REPORT | STATISTICS & TRENDS

### PASADENA AREA REAL ESTATE MARKET (SINGLE FAMILY HOMES & CONDOS)

#### HIGHLAND PARK:

**Q3 2013 home sales** jumped to 31 from 21 in 2012. The average sold price increased from \$413,554 in 2012 to \$459,355 in 2013 (+11.07%). The average days on market fell from 55 in 2012 to 39 in 2013 for Q3.

**Q3 2013 condo sales** dipped to 4 from 6 in 2012. The average sold price increased from \$141,467 in 2012 to \$250,500 in 2013 (+77.07%). The average days on market spiked from 48 in 2012 to 60 in 2013 for Q3.

#### LA CAÑADA FLINTRIDGE:

**Q3 2013 home sales** jumped to 66 from 59 in 2012. The average sold price increased from \$1,305,814 in 2012 to \$1,485,295 in 2013 (+13.74%). The average days on market fell from 65 in 2012 to 45 in 2013 for Q3.

**Q3 2013 condo sales** climbed to 1 while the total for Q3 2012 ceased at 0. The sold price was \$770,000 with days on market at 83 for Q3 2013.

#### LA CRESCENTA/GLENDALE/MONTROSE/SPARR HEIGHTS:

**Q3 2013 home sales** dipped to 67 from 71 in 2012. The average sold price increased from \$578,529 in 2012 to \$634,010 in 2013 (+9.59%). The average days on market fell from 80 in 2012 to 39 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 16 from 9 in 2012. The average sold price increased from \$368,274 in 2012 to \$408,425 in 2013 (+10.90%). The average days on market spiked from 37 in 2012 to 42 in 2013 for Q3.

#### MONROVIA:

**Q3 2013 home sales** jumped to 16 from 11 in 2012. The average sold price increased from \$555,000 in 2012 to \$584,662 in 2013 (+5.34%). The average days on market fell from 74 in 2012 to 50 in 2013 for Q3.

**Q3 2013 condo sales** climbed to 5 while the total for Q3 2012 ceased at 0. The average sold price was \$364,140 with the average days on market at 57 for Q3 2013.

#### MONTEREY HILLS:

**Q3 2013 home sales** climbed to 2 while the total for Q3 2012 ceased at 0. The average sold price was \$387,500 with the average days on market at 25 for Q3 2013.

**Q3 2013 condo sales** dipped to 11 from 14 in 2012. The average sold price increased from \$287,857 in 2012 to \$323,727 in 2013 (+12.46%). The average days on market fell from 92 in 2012 to 31 in 2013 for Q3.

## 2013 - Q3 PASADENA REAL ESTATE REPORT | STATISTICS & TRENDS

### PASADENA AREA REAL ESTATE MARKET (SINGLE FAMILY HOMES & CONDOS)

#### MONTEREY PARK:

**Q3 2013 home sales** remained at 5, which matched the 2012 total for the same quarter. The average sold price increased from \$546,020 in 2012 to \$576,600 in 2013 (+5.60%). The average days on market spiked from 30 in 2012 to 87 in 2013 for Q3.

**Q3 2013 condo sales** climbed to 2 while the total for Q3 2012 ceased at 0. The average sold price was \$370,350 with the average days on market at 15 for Q3 2013.

#### MOUNT WASHINGTON:

**Q3 2013 home sales** jumped to 11 from 8 in 2012. The average sold price increased from \$486,875 in 2012 to \$613,955 in 2013 (+26.10%). The average days on market fell from 44 in 2012 to 41 in 2013 for Q3.

**Q3 2013 & 2012 contained no data on condos.**

#### ROSEMEAD/S. SAN GABRIEL:

**Q3 2013 home sales** remained at 5, which matched the 2012 total for the same quarter. The average sold price increased from \$429,200 in 2012 to \$443,300 in 2013 (+3.29%). The average days on market fell from 55 in 2012 to 19 in 2013 for Q3.

**Q3 2013 & 2012 contained no data on condos.**

#### SAN GABRIEL:

**Q3 2013 home sales** jumped to 18 from 17 in 2012. The average sold price increased from \$596,448 in 2012 to \$848,327 in 2013 (+42.23%). The average days on market fell from 70 in 2012 to 50 in 2013 for Q3.

**Q3 2013 condo sales** dipped to 1 from 2 in 2012. The average sold price increased from \$286,500 in 2012 to \$520,000 in 2013 (+81.50%). The average days on market spiked from 37 in 2012 to 40 in 2013 for Q3.

#### SAN MARINO:

**Q3 2013 home sales** jumped to 32 from 38 in 2012. The average sold price increased from \$1,903,205 in 2012 to \$2,545,534 in 2013 (+33.75%). The average days on market fell from 57 in 2012 to 43 in 2013 for Q3.

**Q3 2013 & 2012 contained no data on condos.**

#### SIERRA MADRE:

## 2013 - Q3 PASADENA REAL ESTATE REPORT | STATISTICS & TRENDS

### PASADENA AREA REAL ESTATE MARKET (SINGLE FAMILY HOMES & CONDOS)

**Q3 2013 home sales** jumped to 12 from 11 in 2012. The average sold price increased from \$928,273 in 2012 to \$993,292 in 2013 (+7.00%). The average days on market fell from 120 in 2012 to 44 in 2013 for Q3.

**Q3 2013 condo sales** jumped to 2 from 1 in 2012. The average sold price increased from \$395,000 in 2012 to \$480,000 in 2013 (+21.52%). The average days on market fell from 164 in 2012 to 72 in 2013 for Q3.

### SILVER LAKE - ECHO PARK:

**Q3 2013 home sales** remained at 7, which matched the 2012 total for the same quarter. The average sold price decreased from \$595,817 in 2012 to \$541,755 in 2013 (-9.07%). The average days on market spiked from 58 in 2012 to 72 in 2013 for Q3.

**Q3 2013 condo sales** climbed to 2 from 1 in 2012. The average sold price increased from \$400,000 in 2012 to \$466,250 in 2013 (+16.56%). The average days on market fell from 47 in 2012 to 34 in 2013 for Q3.

### SOUTH PASADENA:

**Q3 2013 home sales** jumped to 31 from 22 in 2012. The average sold price increased from \$866,284 in 2012 to \$1,128,122 in 2013 (+30.23%). The average days on market fell from 38 in 2012 to 35 in 2013 for Q3.

**Q3 2013 condo sales** remained at 9, which matched the 2012 total for the same quarter. The sold price decreased from \$593,878 in 2012 to \$542,828 in 2013 (-8.60%). The average days on market fell from 41 in 2012 to 28 in 2013 Q3.

### SUNLAND/TUJUNGA:

**Q3 2013 home sales** jumped to 78 from 68 in 2012. The average sold price increased from \$383,150 in 2012 to \$448,378 in 2013 (+17.02%). The average days on market fell from 67 in 2012 to 43 in 2013 for Q3.

**Q3 2013 condo sales** dipped to 12 from 14 in 2012. The average sold price increased from \$237,786 in 2012 to \$296,458 in 2013 (+24.67%). The average days on market fell from 104 in 2012 to 34 in 2013 for Q3.

### TEMPLE CITY:

**Q3 2013 home sales** jumped to 8 from 6 in 2012. The average sold price increased from \$523,917 in 2012 to \$809,312 in 2013 (+54.47%). The average days on market fell from 78 in 2012 to 59 in 2013 for Q3.

**Q3 2013 condo sales** climbed to 2 while the total for Q3 2012 ceased at 0. The average sold price was \$435,000 with the average days on market at 34 for Q3 2013.

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Pasadena // Q3-Quarter in Review

| CITY           | TYPE  | # OF SALES |      |          | AVG SALES PRICE |             |          | DAYS ON MARKET |      |          |
|----------------|-------|------------|------|----------|-----------------|-------------|----------|----------------|------|----------|
|                |       | 2012       | 2013 | % CHANGE | 2012            | 2013        | % CHANGE | 2012           | 2013 | % CHANGE |
| PASADENA       | SFR   | 155        | 181  | 16.77%   | \$836,670       | \$1,096,057 | 31.00%   | 63             | 42   | -33.33%  |
|                | CONDO | 79         | 112  | 41.77%   | \$476,525       | \$574,457   | 20.55%   | 76             | 56   | -26.32%  |
| ALTADENA       | SFR   | 52         | 84   | 61.54%   | \$674,458       | \$744,402   | 10.37%   | 54             | 45   | -16.67%  |
|                | CONDO | 1          | 2    | 100.00%  | \$290,000       | \$235,000   | -18.97%  | 31             | 19   | -38.71%  |
| LA CANADA      | SFR   | 59         | 66   | 11.86%   | \$1,305,814     | \$1,485,295 | 13.74%   | 65             | 45   | -30.77%  |
|                | CONDO | 0          | 1    | N/A      | N/A             | \$770,000   | N/A      | N/A            | 83   | N/A      |
| SAN MARINO     | SFR   | 39         | 32   | -17.95%  | \$1,892,277     | \$2,545,534 | 34.52%   | 56             | 43   | -23.21%  |
|                | CONDO | 0          | 1    | N/A      | N/A             | \$1,460,000 | N/A      | N/A            | 30   | N/A      |
| SOUTH PASADENA | SFR   | 22         | 31   | 40.91%   | \$866,284       | \$1,128,122 | 30.23%   | 38             | 35   | -7.89%   |
|                | CONDO | 9          | 9    | 0.00%    | \$593,878       | \$542,828   | -8.60%   | 41             | 28   | -31.71%  |

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Pasadena // Q3-Quarter in Review

| AREA                 | TYPE  | # OF SALES |      |          | AVG SALES PRICE |             |          | DAYS ON MARKET |      |          |
|----------------------|-------|------------|------|----------|-----------------|-------------|----------|----------------|------|----------|
|                      |       | 2012       | 2013 | % CHANGE | 2012            | 2013        | % CHANGE | 2012           | 2013 | % CHANGE |
| ALHAMBRA             | SFR   | 16         | 14   | -12.50%  | \$515,781       | \$594,684   | 15.30%   | 55             | 38   | -30.91%  |
|                      | CONDO | 4          | 4    | 0.00%    | \$378,750       | \$382,250   | 0.92%    | 100            | 41   | -59.00%  |
| ALTADENA             | SFR   | 52         | 85   | 63.46%   | \$674,458       | \$748,115   | 10.92%   | 54             | 44   | -18.52%  |
|                      | CONDO | 1          | 2    | 100.00%  | \$290,000       | \$235,000   | -18.97%  | 31             | 19   | -38.71%  |
| ARCADIA              | SFR   | 16         | 16   | 0.00%    | \$973,375       | \$1,957,738 | 101.13%  | 55             | 45   | -18.18%  |
|                      | CONDO | 7          | 9    | 28.57%   | \$459,270       | \$619,111   | 34.80%   | 72             | 50   | -30.56%  |
| ATWATER              | SFR   | 3          | 2    | -33.33%  | \$325,500       | \$587,500   | 80.49%   | 61             | 62   | 1.64%    |
|                      | CONDO | 0          | 1    | N/A      | N/A             | \$300,000   | N/A      | N/A            | 194  | N/A      |
| AZUSA                | SFR   | 3          | 5    | 66.67%   | \$349,000       | \$402,580   | 15.35%   | 50             | 69   | 38.00%   |
|                      | CONDO | 2          | 4    | 100.00%  | \$282,600       | \$368,000   | 30.22%   | 68             | 66   | -2.94%   |
| BRADBURY             | SFR   | 2          | 0    | N/A      | \$11,155,480    | N/A         | N/A      | 374            | N/A  | N/A      |
|                      | CONDO | N/A        | N/A  | N/A      | N/A             | N/A         | N/A      | N/A            | N/A  | N/A      |
| EAGLE ROCK           | SFR   | 12         | 17   | 41.67%   | \$476,334       | \$594,004   | 24.70%   | 59             | 45   | -23.73%  |
|                      | CONDO | N/A        | N/A  | N/A      | N/A             | N/A         | N/A      | N/A            | N/A  | N/A      |
| DUARTE               | SFR   | 11         | 4    | -63.64%  | \$408,364       | \$487,375   | 19.35%   | 59             | 34   | -42.37%  |
|                      | CONDO | 1          | 2    | 100.00%  | \$250,000       | \$294,000   | 17.60%   | 144            | 108  | -25.00%  |
| GLENDALE (ALL AREAS) | SFR   | 106        | 105  | -0.94%   | \$668,044       | \$831,346   | 24.44%   | 70             | 49   | -30.00%  |
|                      | CONDO | 48         | 74   | 54.17%   | \$313,808       | \$371,441   | 18.37%   | 77             | 56   | -27.27%  |
| GLENDDORA            | SFR   | 3          | 4    | 33.33%   | \$271,667       | \$552,500   | 103.37%  | 136            | 52   | -61.76%  |
|                      | CONDO | 0          | 4    | N/A      | N/A             | \$356,750   | N/A      | N/A            | 28   | N/A      |
| HIGHLAND PARK        | SFR   | 21         | 31   | 47.62%   | \$413,554       | \$459,355   | 11.07%   | 55             | 39   | -29.09%  |
|                      | CONDO | 6          | 4    | -33.33%  | \$141,467       | \$250,500   | 77.07%   | 48             | 60   | 25.00%   |
| LA CANADA FLINTRIDGE | SFR   | 59         | 66   | 11.86%   | \$1,305,814     | \$1,485,295 | 13.74%   | 65             | 45   | -30.77%  |
|                      | CONDO | 0          | 1    | N/A      | N/A             | \$770,000   | N/A      | N/A            | 83   | N/A      |

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| AREA   | TYPE  | # OF SALES |      |          | AVG SALES PRICE |             |          | DAYS ON MARKET |      |          |
|--|-------|------------|------|----------|-----------------|-------------|----------|----------------|------|----------|
|  |       | 2012       | 2013 | % CHANGE | 2012            | 2013        | % CHANGE | 2012           | 2013 | % CHANGE |
| LA CRESCENTA/GLENDALE/<br>MONTROSE/SPARR HEIGHTS | SFR   | 71         | 67   | -5.63%   | \$578,529       | \$634,010   | 9.59%    | 80             | 39   | -51.25%  |
|  | CONDO | 9          | 16   | 77.78%   | \$368,274       | \$408,425   | 10.90%   | 37             | 42   | 13.51%   |
| MONROVIA   | SFR   | 11         | 16   | 45.45%   | \$555,000       | \$584,662   | 5.34%    | 74             | 50   | -32.43%  |
|  | CONDO | 0          | 5    | N/A      | N/A             | \$364,140   | N/A      | N/A            | 57   | N/A      |
| MONTEREY HILLS                                   | SFR   | 0          | 2    | N/A      | N/A             | \$387,500   | N/A      | N/A            | 25   | N/A      |
|  | CONDO | 14         | 11   | -21.43%  | \$287,857       | \$323,727   | 12.46%   | 92             | 31   | -66.30%  |
| MONTEREY PARK                                    | SFR   | 5          | 5    | 0.00%    | \$546,020       | \$576,600   | 5.60%    | 30             | 87   | 190.00%  |
|  | CONDO | 0          | 2    | N/A      | N/A             | \$370,350   | N/A      | N/A            | 15   | N/A      |
| MOUNT WASHINGTON                                 | SFR   | 8          | 11   | 37.50%   | \$486,875       | \$613,955   | 26.10%   | 44             | 41   | -6.82%   |
|  | CONDO | N/A        | N/A  | N/A      | N/A             | N/A         | N/A      | N/A            | N/A  | N/A      |
| PASADENA (ALL AREAS)                             | SFR   | 156        | 180  | 15.38%   | \$840,775       | \$1,096,258 | 30.39%   | 62             | 42   | -32.26%  |
|  | CONDO | 79         | 113  | 43.04%   | \$476,525       | \$582,294   | 22.20%   | 76             | 56   | -26.32%  |
| ROSEMEAD/S. SAN GABRIEL                          | SFR   | 5          | 5    | 0.00%    | \$429,200       | \$443,300   | 3.29%    | 55             | 19   | -65.45%  |
|  | CONDO | 0          | 0    | N/A      | N/A             | N/A         | N/A      | N/A            | N/A  | N/A      |
| SAN GABRIEL                                      | SFR   | 17         | 18   | 5.88%    | \$596,448       | \$848,327   | 42.23%   | 70             | 50   | -28.57%  |
|  | CONDO | 2          | 1    | -50.00%  | \$286,500       | \$520,000   | 81.50%   | 37             | 40   | 8.11%    |
| SAN MARINO                                       | SFR   | 38         | 32   | -15.79%  | \$1,903,205     | \$2,545,534 | 33.75%   | 57             | 43   | -24.56%  |
|  | CONDO | N/A        | N/A  | N/A      | N/A             | N/A         | N/A      | N/A            | N/A  | N/A      |
| SIERRA MADRE                                     | SFR   | 11         | 12   | 9.09%    | \$928,273       | \$993,292   | 7.00%    | 120            | 44   | -63.33%  |
|  | CONDO | 1          | 2    | 100.00%  | \$395,000       | \$480,000   | 21.52%   | 164            | 72   | -56.10%  |
| SILVER LAKE - ECHO PARK                          | SFR   | 7          | 7    | 0.00%    | \$595,817       | \$541,755   | -9.07%   | 58             | 72   | 24.14%   |
|  | CONDO | 1          | 2    | 100.00%  | \$400,000       | \$466,250   | 16.56%   | 47             | 34   | -27.66%  |
| SOUTH PASADENA                                   | SFR   | 22         | 31   | 40.91%   | \$866,284       | \$1,128,122 | 30.23%   | 38             | 35   | -7.89%   |
|  | CONDO | 9          | 9    | 0.00%    | \$593,878       | \$542,828   | -8.60%   | 41             | 28   | -31.71%  |
| SUNLAND/TUJUNGA                                  | SFR   | 68         | 78   | 14.71%   | \$383,150       | \$448,378   | 17.02%   | 67             | 43   | -35.82%  |
|  | CONDO | 14         | 12   | -14.29%  | \$237,786       | \$296,458   | 24.67%   | 104            | 34   | -67.31%  |
| TEMPLE CITY                                      | SFR   | 6          | 8    | 33.33%   | \$523,917       | \$809,312   | 54.47%   | 78             | 59   | -24.36%  |
|  | CONDO | 0          | 2    | N/A      | N/A             | \$435,000   | #VALUE!  | N/A            | 34   | N/A      |