



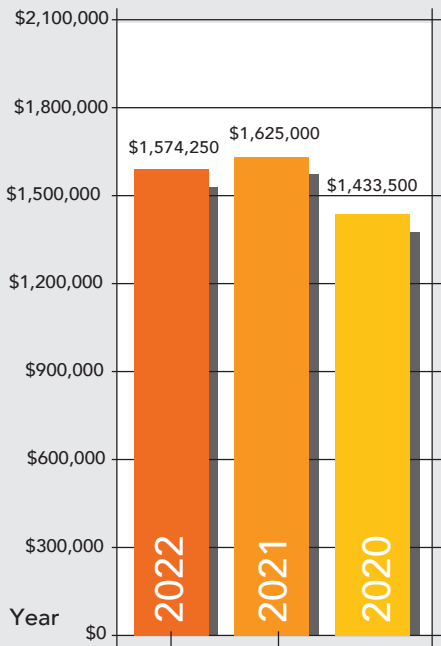
2022 Q3 Market Report

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

SINGLE-FAMILY HOMES MARKET STATISTICS

Comparative 3rd Quarter 2022, 2021, vs 2020 (QOQ)

MEDIAN PRICE



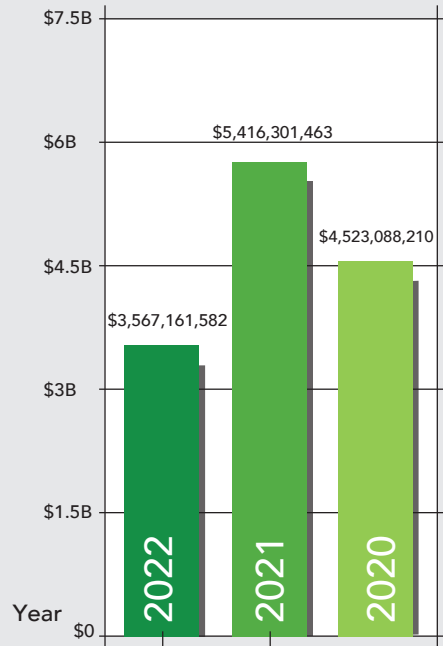
-3.1% Decrease*

2022 2021 2020

3rd Quarter

*-3.1% decrease in 2022 vs. 2021

SALES VOLUME



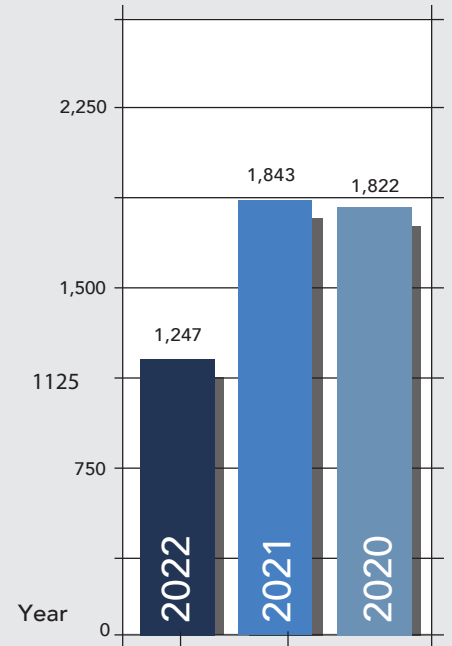
-34.14% Decrease*

2022 2021 2020

3rd Quarter

*-34.14% decrease in 2022 vs. 2021

SOLD LISTINGS



-32.3% Decrease*

2022 2021 2020

3rd Quarter

*-32.3% decrease in 2022 vs. 2021



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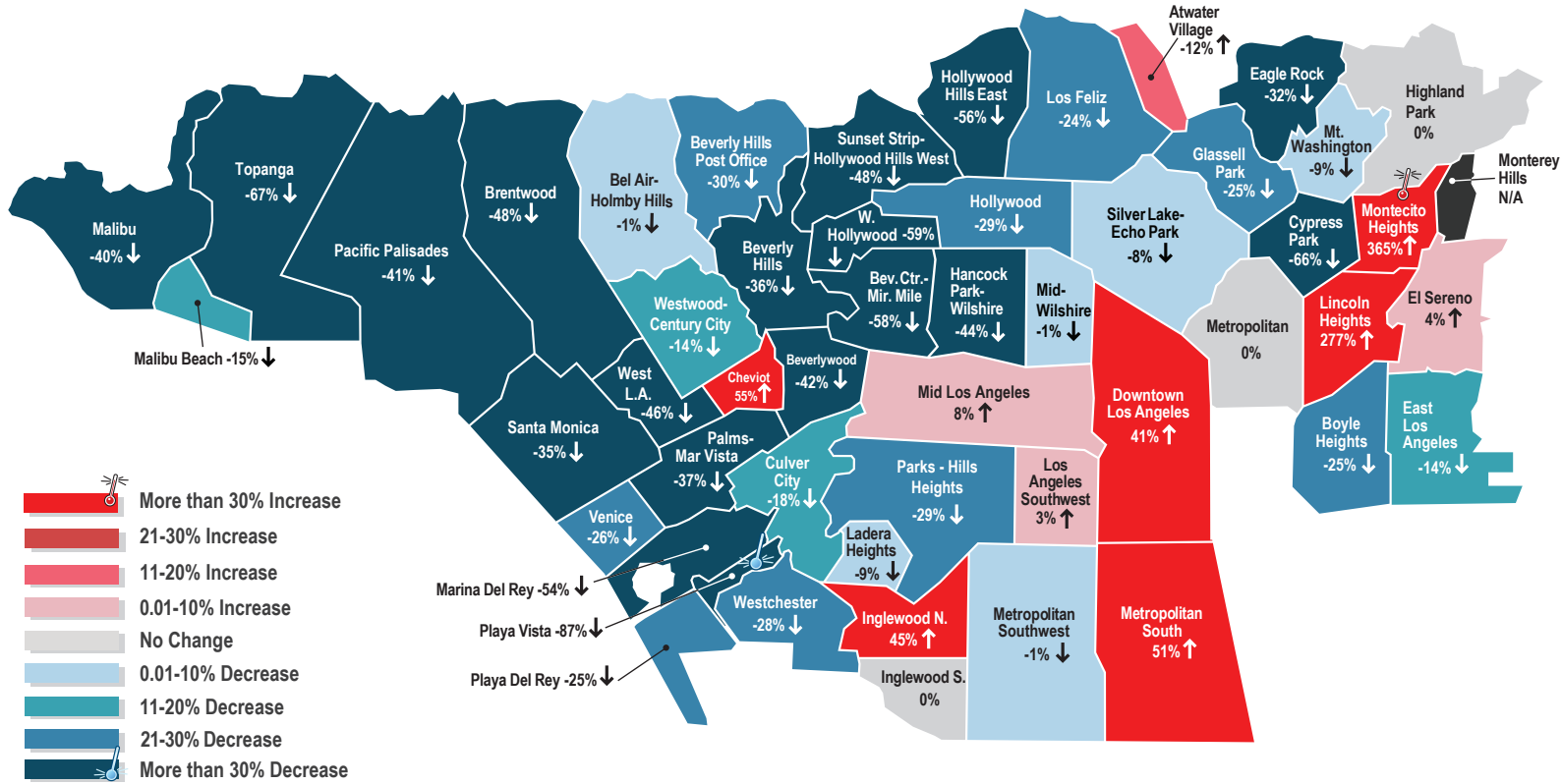
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SINGLE FAMILY HOMES

MARKET CLIMATE MAP

Sales Volume 3rd Quarter 2022 vs. 2021



SINGLE-FAMILY HOMES - SALES VOLUME & # OF SOLD LISTINGS					
AREA	Q3 - 2022 SALES VOLUME	Q3 - 2022 # SOLD LISTINGS	Q3 - 2021 SALES VOLUME	Q3 - 2021 # SOLD LISTINGS	% CHANGE
MONTECITO HEIGHTS	\$8,855,000	6	\$1,901,488	2	365%
LINCOLN HEIGHTS	\$5,319,500	6	\$1,410,000	1	277%
CHEVIOT HILLS - RANCHO PARK	\$52,871,000	18	\$34,006,408	13	55%
METROPOLITAN SOUTH	\$11,271,000	21	\$7,432,000	14	51%
INGLEWOOD NORTH	\$15,881,589	15	\$10,944,000	11	45%
DOWNTOWN L.A.	\$8,120,000	11	\$5,736,000	12	41%
ATWATER VILLAGE	\$19,165,558	12	\$17,015,431	12	12%
MID LOS ANGELES	\$64,456,950	50	\$59,256,607	47	8%
EL SERENO	\$16,344,301	17	\$15,696,625	17	4%
LOS ANGELES SOUTHWEST	\$9,642,550	11	\$9,346,000	14	3%
METROPOLITAN					0%
HIGHLAND PARK	\$42,801,406	36	\$42,760,902	37	0%
INGLEWOOD SOUTH	\$1,662,000	2	\$1,675,000	2	0%
BEL AIR - HOLMBY HILLS	\$212,779,000	32	\$215,559,392	40	-1%
MID-WILSHIRE	\$10,528,500	7	\$10,735,000	8	-1%
METROPOLITAN SOUTHWEST	\$19,924,250	27	\$20,228,000	28	-1%
SILVER LAKE - ECHO PARK	\$116,896,840	71	\$127,480,468	83	-8%
LADERA HEIGHTS	\$12,934,388	8	\$14,255,000	9	-9%
MOUNT WASHINGTON	\$32,937,278	26	\$36,271,875	30	-9%
EAST LOS ANGELES	\$3,070,000	4	\$3,594,500	6	-14%
MALIBU BEACH	\$101,095,000	12	\$119,350,000	13	-15%
WESTWOOD - CENTURY CITY	\$117,201,500	33	\$137,777,097	39	-14%
CULVER CITY	\$83,604,473	48	\$102,486,472	57	-18%
LOS FELIZ	\$103,403,733	38	\$137,069,080	49	-24%
PLAYA DEL REY	\$26,673,750	11	\$35,982,000	16	-25%

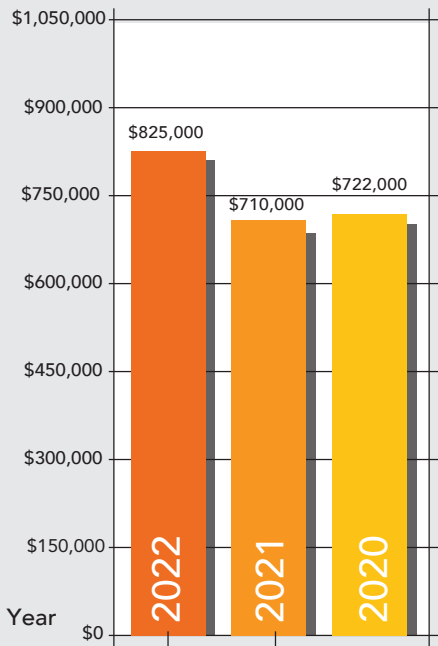
SINGLE-FAMILY HOMES - SALES VOLUME & # OF SOLD LISTINGS					
AREA	Q3 - 2022 SALES VOLUME	Q3 - 2022 # SOLD LISTINGS	Q3 - 2021 SALES VOLUME	Q3 - 2021 # SOLD LISTINGS	% CHANGE
VENICE	\$129,375,499	48	\$174,942,681	69	-26%
BOYLE HEIGHTS	\$2,814,000	4	\$3,795,000	5	-25%
GLASSELL PARK	\$18,001,000	15	\$24,248,600	21	-25%
PARKS - HILLS - HEIGHTS	\$71,338,007	60	\$100,954,447	86	-29%
WESTCHESTER	\$101,539,185	54	\$142,244,148	85	-28%
HOLLYWOOD	\$25,085,850	12	\$35,791,500	23	-29%
BEVERLY HILLS POST OFFICE	\$172,086,500	29	\$247,865,300	47	-30%
EAGLE ROCK	\$24,796,400	16	\$36,797,255	27	-32%
SANTA MONICA	\$233,025,250	52	\$361,425,603	86	-35%
BEVERLY HILLS	\$291,425,255	29	\$459,113,180	50	-36%
PALMS - MAR VISTA	\$96,786,690	44	\$154,765,482	73	-37%
MALIBU	\$170,913,675	30	\$288,126,379	50	-40%
BEVERLYWOOD VICINITY	\$43,676,927	19	\$75,597,844	38	-42%
PACIFIC PALISADES	\$283,305,418	53	\$488,300,511	85	-41%
HANCOCK PARK-WILSHIRE	\$130,860,463	46	\$235,953,393	81	-44%
WEST L.A.	\$29,139,700	18	\$54,103,700	33	-46%
SUNSET STRIP - HOLLYWOOD HILLS WEST	\$229,138,749	62	\$446,094,138	122	-48%
BRENTWOOD	\$198,271,095	34	\$386,257,702	69	-48%
MARINA DEL REY	\$29,057,500	17	\$63,935,500	26	-54%
HOLLYWOOD HILLS EAST	\$39,522,945	21	\$91,285,298	43	-56%
BEVERLY CENTER-MIRACLE MILE	\$63,987,468	24	\$153,950,500	63	-58%
WEST HOLLYWOOD VICINITY	\$56,724,615	22	\$139,980,879	56	-59%
TOPANGA	\$19,407,000	10	\$59,490,578	27	-67%
CYPRESS PARK	\$598,000	1	\$1,810,000	2	-66%
PLAYA VISTA	\$5,021,825	2	\$40,398,000	16	-87%
MONTEREY HILLS	\$3,823,000	3			N/A

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CONDOS / CO-OPS MARKET STATISTICS

Comparative 3rd Quarter 2022, 2021, vs 2020 (QOQ)

MEDIAN PRICE



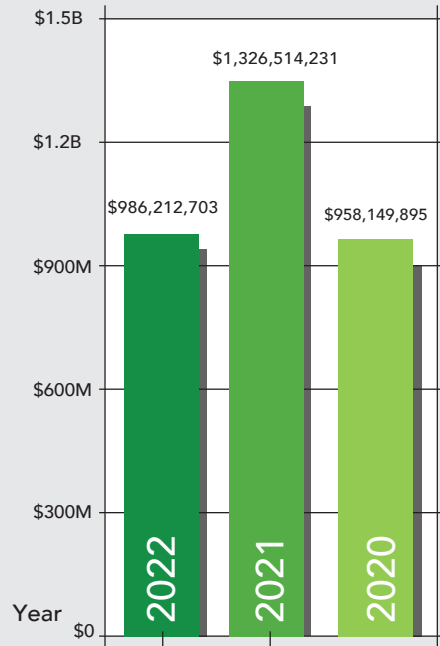
16.2% Increase*

2022 2021 2020

3rd Quarter

*16.2% increase in 2022 vs. 2021

SALES VOLUME



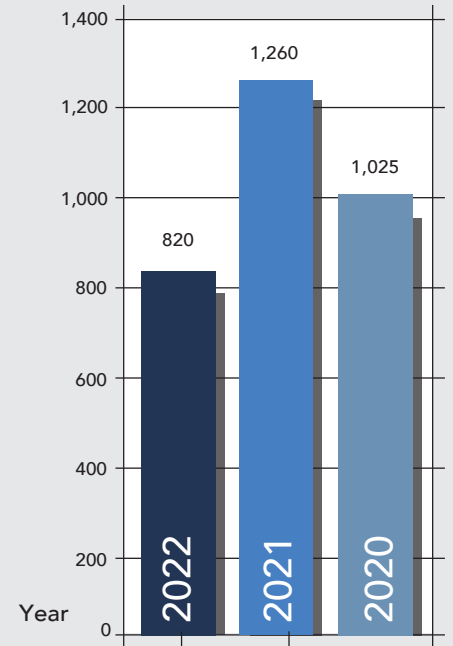
-25.65% Decrease*

2022 2021 2020

3rd Quarter

*-25.65% increase in 2022 vs. 2021

SOLD LISTINGS



-34.9% Decrease*

2022 2021 2020

3rd Quarter

*-34.9% decrease in 2022 vs. 2021



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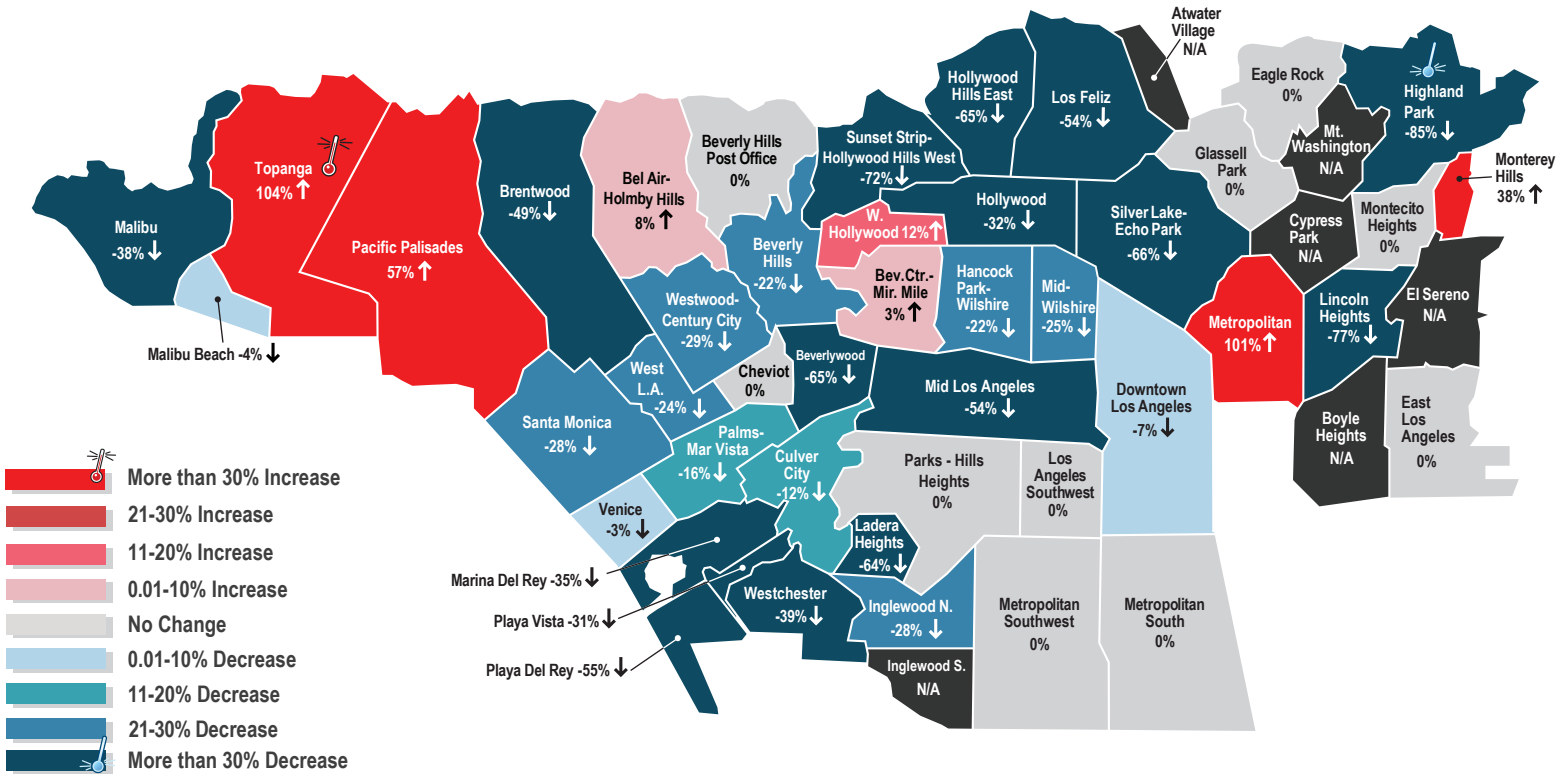
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CONDOS/CO-OPS

MARKET CLIMATE MAP Sales Volume 3rd Quarter 2022 vs. 2021



CONDOS / CO-OPS - SALES VOLUME & # OF SOLD LISTINGS					
AREA	Q3 - 2022 SALES VOLUME	Q3 - 2022 # SOLD LISTINGS	Q3 - 2021 SALES VOLUME	Q3 - 2021 # SOLD LISTINGS	% CHANGE
TOPANGA	\$1,767,000.00	2	\$865,000.00	1	104%
METROPOLITAN	\$3,335,000.00	4	\$1,658,000.00	3	101%
PACIFIC PALISADES	\$55,671,300.00	27	\$35,391,500.00	22	57%
MONTEREY HILLS	\$4,129,000.00	6	\$2,971,000.00	5	38%
WEST HOLLYWOOD VICINITY	\$131,553,477.00	78	\$116,428,713.00	91	12%
BEL AIR - HOLMBY HILLS	\$3,005,000.00	2	\$2,781,000.00	3	8%
BEVERLY CENTER-MIRACLE MILE	\$38,045,000.00	29	\$36,830,200.00	39	3%
PARKS - HILLS - HEIGHTS	\$8,136,800.00	11	\$8,095,300.00	14	0%
LOS ANGELES SOUTHWEST					0%
METROPOLITAN SOUTHWEST					0%
METROPOLITAN SOUTH					0%
BEVERLY HILLS POST OFFICE					0%
CHEVIOT HILLS - RANCHO PARK					0%
MONTECITO HEIGHTS					0%
EAST LOS ANGELES					0%
EAGLE ROCK					0%
GLASSELL PARK					0%
VENICE	\$12,989,000.00	7	\$13,396,800.00	10	-3%
MALIBU BEACH	\$3,536,500.00	3	\$3,700,000.00	3	-4%
DOWNTOWN L.A.	\$61,571,700.00	68	\$66,381,308.00	97	-7%
CULVER CITY	\$32,372,007.00	43	\$36,846,200.00	52	-12%
PALMS - MAR VISTA	\$17,762,000.00	19	\$21,371,500.00	24	-16%
HANCOCK PARK-WILSHIRE	\$23,387,443.00	24	\$30,077,300.00	40	-22%
BEVERLY HILLS	\$35,083,000.00	18	\$45,305,000.00	31	-22%
WEST L.A.	\$26,201,500.00	26	\$34,682,000.00	38	-24%

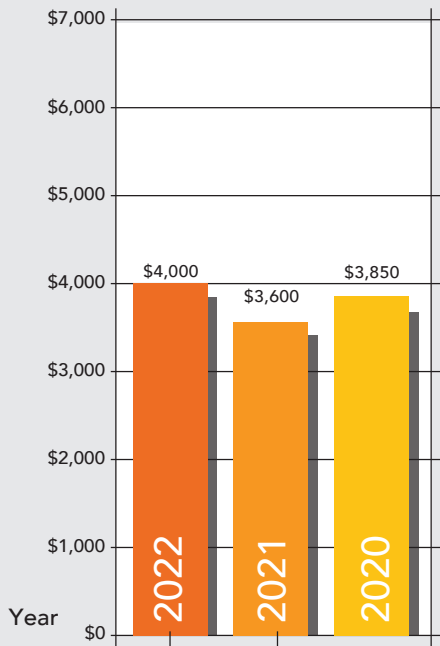
CONDOS / CO-OPS - SALES VOLUME & # OF SOLD LISTINGS					
AREA	Q3 - 2022 SALES VOLUME	Q3 - 2022 # SOLD LISTINGS	Q3 - 2021 SALES VOLUME	Q3 - 2021 # SOLD LISTINGS	% CHANGE
MID-WILSHIRE	\$15,987,500.00	23	\$21,330,000.00	35	-25%
SANTA MONICA	\$130,083,092.00	92	\$181,758,538.00	134	-28%
INGLEWOOD NORTH	\$7,218,108.00	13	\$10,164,500.00	20	-28%
WESTWOOD - CENTURY CITY	\$136,643,957.00	105	\$195,166,630.00	147	-29%
PLAYA VISTA	\$32,212,499.00	27	\$47,337,500.00	39	-31%
HOLLYWOOD	\$17,795,000.00	22	\$26,543,324.00	34	-32%
MARINA DEL REY	\$80,305,920.00	67	\$125,090,545.00	105	-35%
MALIBU	\$12,320,000.00	9	\$20,039,350.00	16	-38%
WESTCHESTER	\$2,405,000.00	3	\$3,983,000.00	6	-39%
BRENTWOOD	\$35,976,400.00	30	\$71,834,300.00	67	-49%
MID LOS ANGELES	\$965,000.00	1	\$2,128,999.00	4	-54%
LOS FELIZ	\$3,479,500.00	4	\$7,668,000.00	9	-54%
PLAYA DEL REY	\$13,412,500.00	17	\$30,172,150.00	39	-55%
LADERA HEIGHTS	\$705,000.00	1	\$1,990,000.00	3	-64%
BEVERLYWOOD VICINITY	\$5,886,000.00	7	\$16,864,400.00	20	-65%
SILVER LAKE - ECHO PARK	\$10,204,000.00	11	\$30,048,809.00	37	-66%
HOLLYWOOD HILLS EAST	\$3,245,000.00	4	\$9,437,000.00	10	-65%
SUNSET STRIP - HOLLYWOOD HILLS WEST	\$16,327,500.00	14	\$60,130,365.00	48	-72%
LINCOLN HEIGHTS	\$510,000.00	1	\$2,309,000.00	4	-77%
HIGHLAND PARK	\$470,000.00	1	\$3,222,000.00	5	-85%
MOUNT WASHINGTON			\$620,000.00	2	N/A
ATWATER VILLAGE			\$680,000.00	1	N/A
BOYLE HEIGHTS			\$720,000.00	1	N/A
CYPRESS PARK	\$865,000.00	1			N/A
EL SERENO			\$495,000.00	1	N/A
INGLEWOOD SOUTH	\$650,000.00				N/A

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LEASES MARKET STATISTICS

Comparative 3rd Quarter 2022, 2021, vs 2020 (QOQ)

MEDIAN PRICE



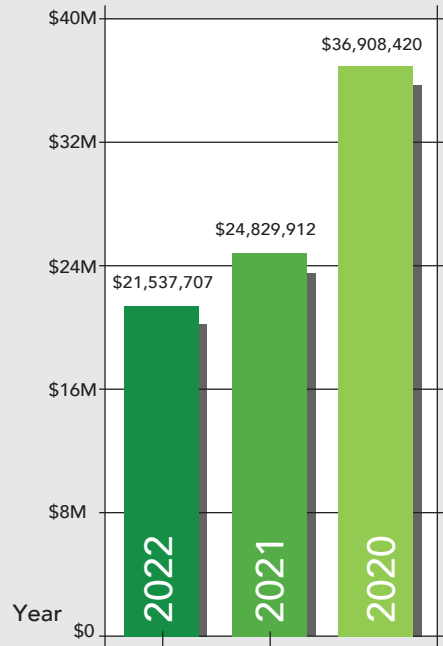
11.1% Increase*

2022 2021 2020

3rd Quarter

*11.1% increase in 2022 vs. 2021

LEASE VOLUME



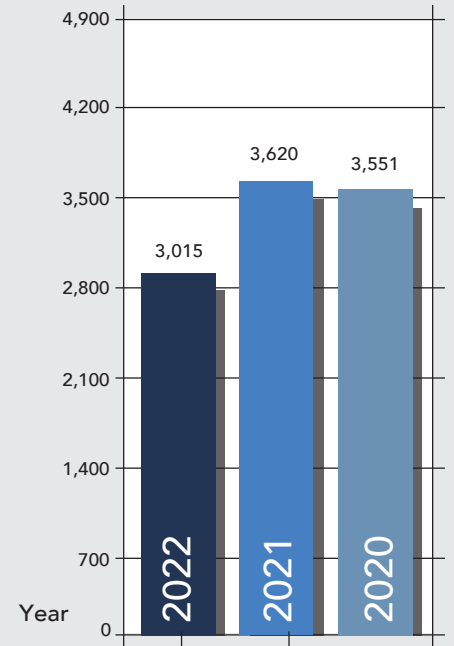
-13.26% Decrease*

2022 2021 2020

3rd Quarter

*-13.26% decrease in 2022 vs. 2021

LEASED LISTINGS



-16.7% Decrease*

2022 2021 2020

3rd Quarter

*-16.7% decrease in 2022 vs. 2021



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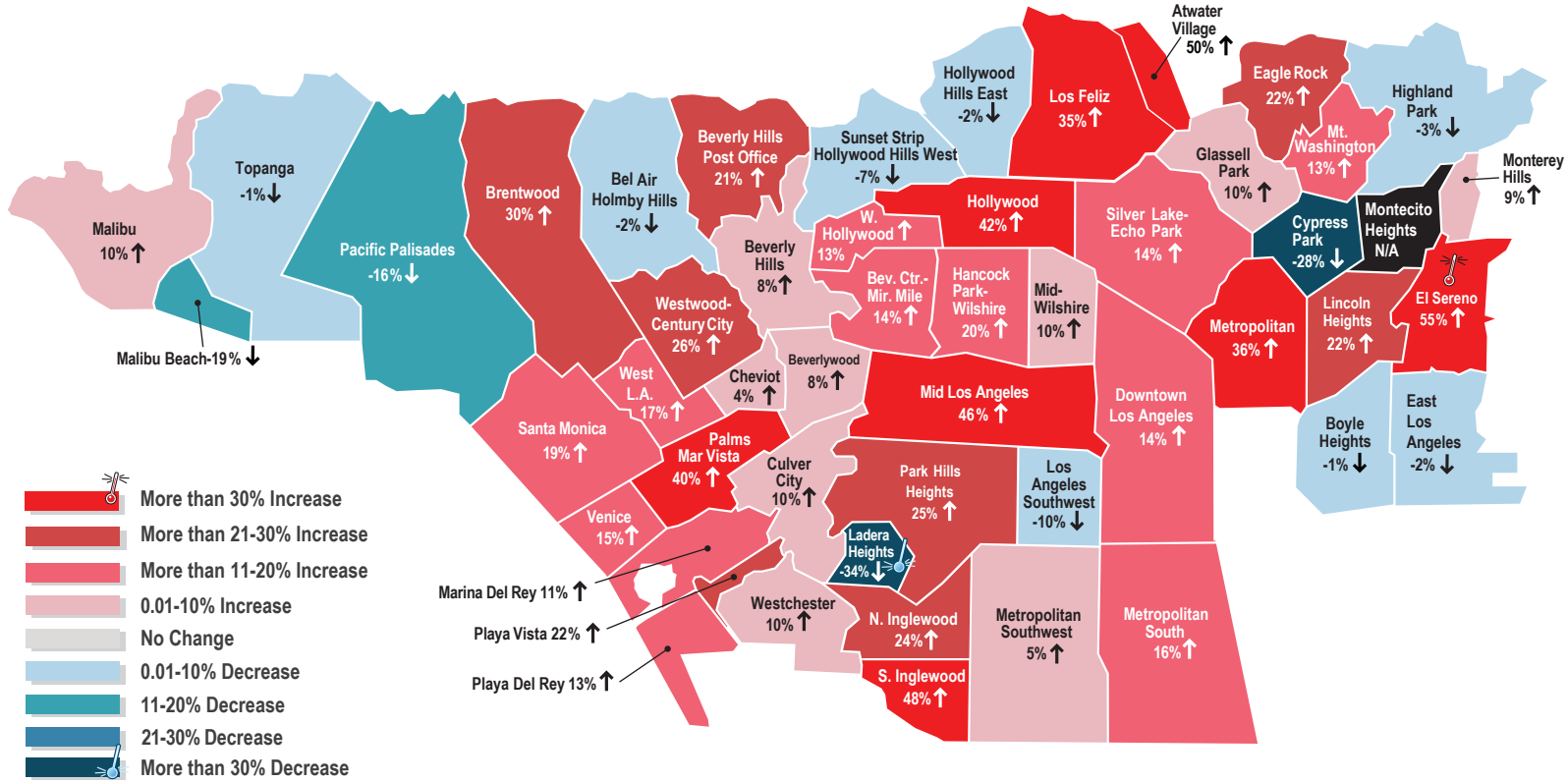
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LEASES

MARKET CLIMATE MAP Median Price 3rd Quarter 2022 vs. 2021



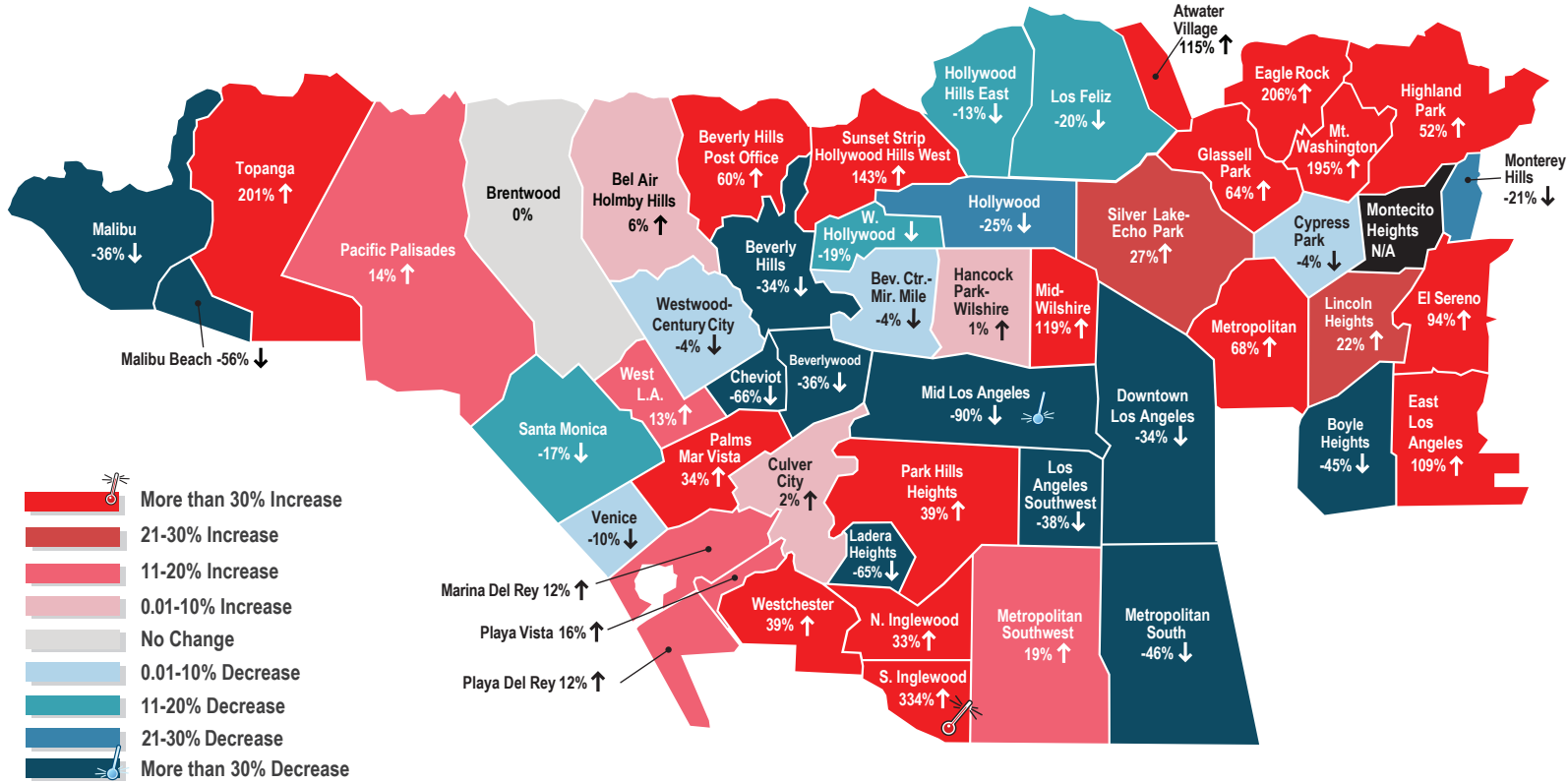
LEASES - MEDIAN PRICE & # OF LEASES					
AREA	Q3 - 2022 MEDIAN PRICE	Q3 - 2022 # OF LEASES	Q3 - 2021 MEDIAN PRICE	Q3 - 2021 # OF LEASES	% CHANGE
EL SERENO	\$3,250	9	\$2,095	7	55%
ATWATER	\$3,900	22	\$2,600	15	50%
INGLEWOOD SOUTH	\$3,350	12	\$2,259	4	48%
MID LOS ANGELES	\$3,865	92	\$2,650	93	46%
HOLLYWOOD	\$3,995	109	\$2,810	188	42%
PALMS - MAR VISTA	\$4,195	75	\$3,000	83	40%
METROPOLITAN	\$3,400	14	\$2,500	11	36%
LOS FELIZ	\$4,800	34	\$3,550	47	35%
BRENTWOOD	\$6,500	83	\$4,990	112	30%
WESTWOOD - CENTURY CITY	\$5,000	198	\$3,973	262	26%
PARKS - HILLS - HEIGHTS	\$3,200	44	\$2,550	41	25%
INGLEWOOD NORTH	\$3,075	36	\$2,475	32	24%
PLAYA VISTA	\$5,750	37	\$4,700	39	22%
EAGLE ROCK	\$4,875	23	\$4,000	10	22%
LINCOLN HEIGHTS	\$2,400	7	\$1,975	6	22%
BEVERLY HILLS POST OFFICE	\$14,500	33	\$12,000	26	21%
HANCOCK PARK-WILSHIRE	\$3,950	106	\$3,300	126	20%
SANTA MONICA	\$5,225	228	\$4,400	329	19%
WEST L.A.	\$4,225	150	\$3,600	152	17%
METROPOLITAN SOUTH	\$2,500	6	\$2,148	12	16%
VENICE	\$6,000	98	\$5,195	121	15%
SILVER LAKE - ECHO PARK	\$4,000	89	\$3,495	93	14%
BEVERLY CENTER-MIRACLE MILE	\$4,500	157	\$3,950	188	14%
DOWNTOWN L.A.	\$3,073	199	\$2,700	322	14%
PLAYA DEL REY	\$4,000	28	\$3,550	30	13%

LEASES - MEDIAN PRICE & # OF LEASES					
AREA	Q3 - 2022 MEDIAN PRICE	Q3 - 2022 # OF LEASES	Q3 - 2021 MEDIAN PRICE	Q3 - 2021 # OF LEASES	% CHANGE
WEST HOLLYWOOD VICINITY	\$4,500	201	\$4,000	252	13%
MOUNT WASHINGTON	\$4,500	7	\$4,000	3	13%
MARINA DEL REY	\$5,200	97	\$4,700	96	11%
MALIBU	\$7,950	52	\$7,200	77	10%
GLASSELL PARK	\$3,300	17	\$2,995	13	10%
MID-WILSHIRE	\$3,079	123	\$2,800	127	10%
CULVER CITY	\$3,848	60	\$3,500	65	10%
WESTCHESTER	\$5,000	46	\$4,550	39	10%
MONTEREY HILLS	\$2,795	9	\$2,575	12	9%
BEVERLY HILLS	\$5,950	120	\$5,518	144	8%
BEVERLYWOOD VICINITY	\$4,148	62	\$3,850	84	8%
METROPOLITAN SOUTHWEST	\$2,725	10	\$2,600	8	5%
CHEVIOT HILLS - RANCHO PARK	\$7,500	5	\$7,200	12	4%
BOYLE HEIGHTS	\$2,575	8	\$2,600	15	-1%
TOPANGA	\$6,400	11	\$6,495	3	-1%
BEL AIR - HOLMBY HILLS	\$9,100	29	\$9,258	34	-2%
HOLLYWOOD HILLS EAST	\$5,300	21	\$5,400	29	-2%
EAST LOS ANGELES	\$2,438	12	\$2,500	6	-2%
HIGHLAND PARK	\$3,500	25	\$3,598	18	-3%
SUNSET STRIP - HOLLYWOOD HILLS WEST	\$7,900	98	\$8,500	102	-7%
LOS ANGELES SOUTHWEST	\$2,525	16	\$2,800	25	-10%
PACIFIC PALISADES	\$9,250	69	\$11,000	65	-16%
MALIBU BEACH	\$11,500	18	\$14,250	30	-19%
CYPRESS PARK	\$2,750	3	\$3,800	3	-28%
LADERA HEIGHTS	\$2,950	5	\$4,500	9	-34%
MONTECITO HEIGHTS	\$3,900	2	N/A	N/A	N/A

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LEASES

MARKET CLIMATE MAP Lease Volume 3rd Quarter 2022 vs. 2021



LEASES - LEASE VOLUME & # OF LEASES					
AREA	Q3 - 2022 LEASE VOLUME	Q3 - 2022 # OF LEASES	Q3 - 2021 LEASE VOLUME	Q3 - 2021 # OF LEASES	% CHANGE
INGLEWOOD SOUTH	\$42,869	12	\$9,873	4	334%
EAGLE ROCK	\$119,598	23	\$39,070	10	206%
TOPANGA	\$77,950	11	\$25,895	3	201%
MOUNT WASHINGTON	\$33,600	7	\$11,400	3	195%
SUNSET STRIP - HOLLYWOOD HILLS WEST	\$2,991,852	98	\$1,231,415	102	143%
MID-WILSHIRE	\$788,681	123	\$360,438	127	119%
ATWATER	\$94,810	22	\$44,180	15	115%
EAST LOS ANGELES	\$30,450	12	\$14,595	6	109%
EL SERENO	\$27,750	9	\$14,315	7	94%
METROPOLITAN	\$46,880	14	\$27,914	11	68%
GLASSELL PARK	\$61,995	17	\$37,715	13	64%
BEVERLY HILLS POST OFFICE	\$742,845	33	\$465,650	26	60%
HIGHLAND PARK	\$97,899	25	\$64,240	18	52%
WESTCHESTER	\$250,200	46	\$180,405	39	39%
PARKS - HILLS - HEIGHTS	\$150,275	44	\$108,404	41	39%
PALMS - MAR VISTA	\$442,865	75	\$330,945	83	34%
INGLEWOOD NORTH	\$112,070	36	\$84,070	32	33%
SILVER LAKE - ECHO PARK	\$444,410	89	\$349,295	93	27%
LINCOLN HEIGHTS	\$16,300	7	\$13,350	6	22%
METROPOLITAN SOUTHWEST	\$25,670	10	\$21,490	8	19%
PLAYA VISTA	\$222,664	37	\$192,538	39	16%
PACIFIC PALISADES	\$1,097,026	69	\$959,244	65	14%
WEST L.A.	\$674,264	150	\$599,262	152	13%
PLAYA DEL REY	\$162,130	28	\$144,160	30	12%
MARINA DEL REY	\$566,940	97	\$506,220	96	12%

LEASES - LEASE VOLUME & # OF LEASES					
AREA	Q3 - 2022 LEASE VOLUME	Q3 - 2022 # OF LEASES	Q3 - 2021 LEASE VOLUME	Q3 - 2021 # OF LEASES	% CHANGE
BEL AIR - HOLMBY HILLS	\$520,781	29	\$489,287	34	6%
CULVER CITY	\$264,090	60	\$257,872	65	2%
HANCOCK PARK-WILSHIRE	\$499,197	106	\$495,049	126	1%
BRENTWOOD	\$933,400	83	\$932,155	112	0%
BEVERLY CENTER-MIRACLE MILE	\$834,916	157	\$865,764	188	-4%
CYPRESS PARK	\$9,545	3	\$9,950	3	-4%
WESTWOOD - CENTURY CITY	\$1,312,117	198	\$1,368,795	262	-4%
VENICE	\$712,093	98	\$790,975	121	-10%
HOLLYWOOD HILLS EAST	\$162,840	21	\$187,230	29	-13%
SANTA MONICA	\$1,611,823	228	\$1,938,500	329	-17%
WEST HOLLYWOOD VICINITY	\$1,120,685	201	\$1,376,176	252	-19%
LOS FELIZ	\$241,820	34	\$302,175	47	-20%
MONTEREY HILLS	\$25,785	9	\$32,635	12	-21%
HOLLYWOOD	\$470,088	109	\$625,591	188	-25%
BEVERLY HILLS	\$1,109,443	120	\$1,678,644	144	-34%
DOWNTOWN L.A.	\$686,664	199	\$1,039,230	322	-34%
BEVERLYWOOD VICINITY	\$293,142	62	\$460,177	84	-36%
MALIBU	\$617,573	52	\$970,505	77	-36%
LOS ANGELES SOUTHWEST	\$44,264	16	\$71,588	25	-38%
BOYLE HEIGHTS	\$20,695	8	\$37,365	15	-45%
METROPOLITAN SOUTH	\$15,225	6	\$28,302	12	-46%
MALIBU BEACH	\$490,385	18	\$1,123,185	30	-56%
LADERA HEIGHTS	\$14,350	5	\$41,098	9	-65%
CHEVIOT HILLS - RANCHO PARK	\$34,100	5	\$99,040	12	-66%
MID LOS ANGELES	\$360,893	92	\$3,772,537	93	-90%
MONTECITO HEIGHTS	\$7,800	2	N/A	N/A	N/A

Information contained herein deemed reliable but not guaranteed. Questions regarding this information may be sent by e-mail to marketing@hemls.com.