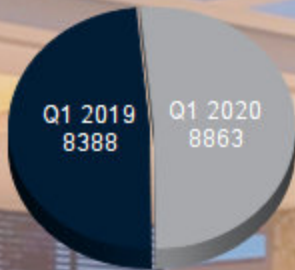


LOS ANGELES (COUNTY) | Q1 2020

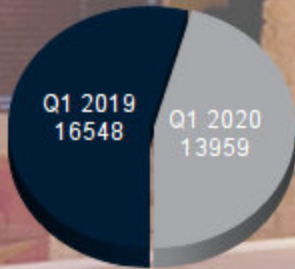
REAL ESTATE SNAPSHOT - Change since this time last year

Single Family Homes

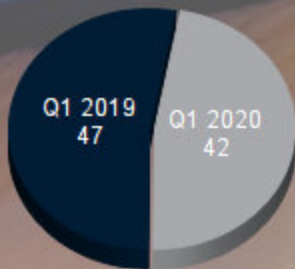
NUMBER OF SALES
5.66% ↑



NEW LISTINGS
-15.65% ↓

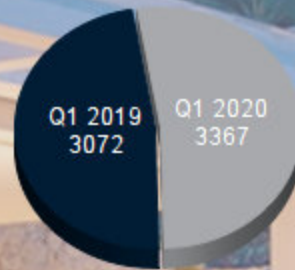


AVERAGE DOM
-10.64% ↓

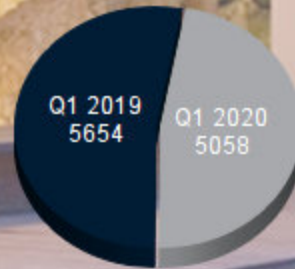


Condo-Townhome

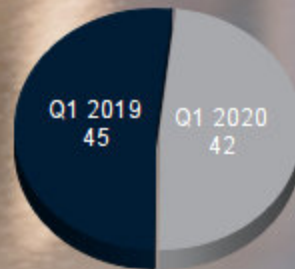
NUMBER OF SALES
9.60% ↑



NEW LISTINGS
-10.54% ↓



AVERAGE DOM
-6.67% ↓



■ Q1 2019 ■ Q1 2020



RODEO REALTY

LOCAL EXPERTISE. GLOBAL PRESENCE.

LOS ANGELES (COUNTY)

REAL ESTATE SNAPSHOT | Q1 2020

Market Summary	Quarter			Year to Date		
	Q1 2020	Q1 2019	% Change	YTD 2020	YTD 2019	% Change
New Listings	19017	22202	-14.35% ▼	19017	22202	-14.35% ▼
Sold Listings	12230	11460	6.72% ▲	12230	11460	6.72% ▲
Median Listing Price	\$649,900	\$610,000	6.54% ▲	\$649,900	\$610,000	6.54% ▲
Median Selling Price	\$650,000	\$609,950	6.57% ▲	\$650,000	\$609,950	6.57% ▲
Median Days on Market	22	30	-26.67% ▼	22	30	-26.67% ▼
Average Listing Price	\$938,518	\$880,891	6.54% ▲	\$938,518	\$880,891	6.54% ▲
Average Selling Price	\$922,353	\$861,754	7.03% ▲	\$922,353	\$861,754	7.03% ▲
Average Days on Market	42	47	-10.64% ▼	42	47	-10.64% ▼
List/Sell Price Ratio	100.1%	99%	1.11% ▲	100.1%	99%	1.11% ▲

LOS ANGELES (COUNTY)

MARKET OVERVIEW

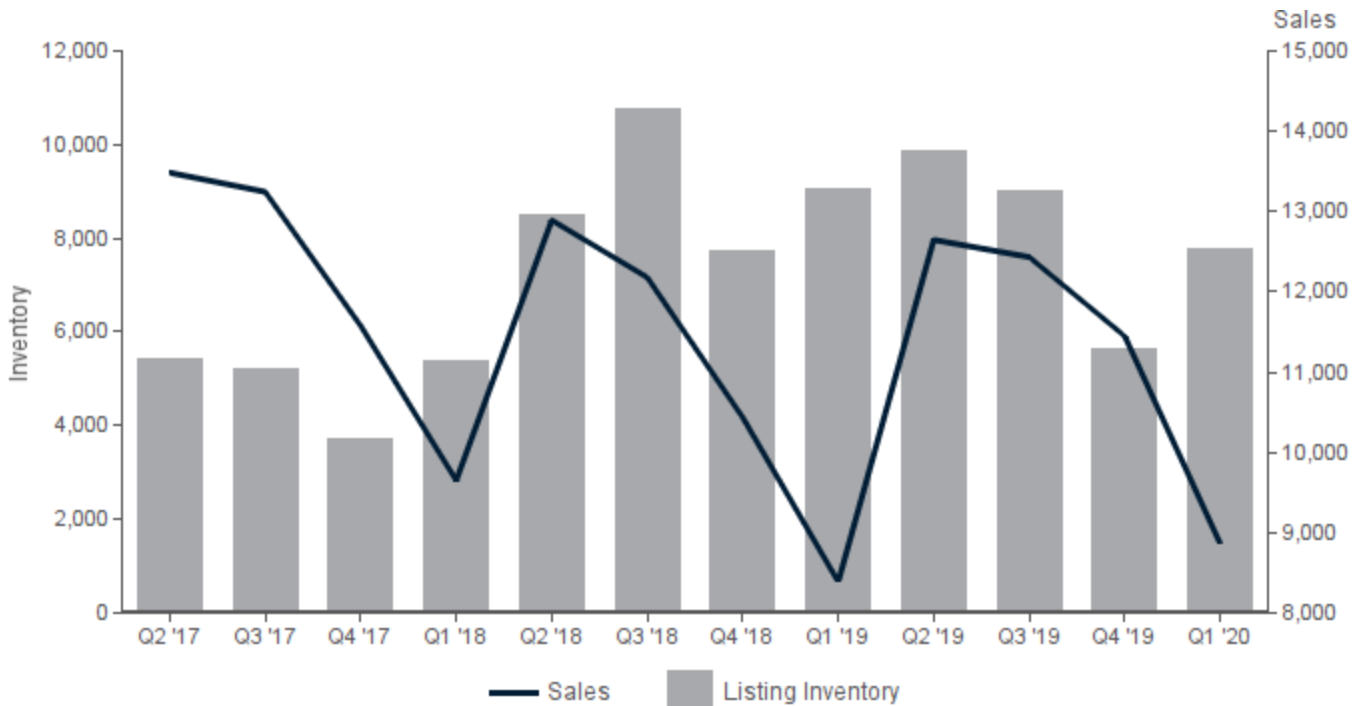
Q1 2020 | SINGLE FAMILY HOMES

Market Summary	Quarter			Year to Date		
	Q1 2020	Q1 2019	% Change	YTD 2020	YTD 2019	% Change
New Listings	13959	16548	-15.65% ▼	13959	16548	-15.65% ▼
Sold Listings	8863	8388	5.66% ▲	8863	8388	5.66% ▲
Median Listing Price	\$699,000	\$649,900	7.56% ▲	\$699,000	\$649,900	7.56% ▲
Median Selling Price	\$700,090	\$647,000	8.21% ▲	\$700,090	\$647,000	8.21% ▲
Median Days on Market	21	30	-30% ▼	21	30	-30% ▼
Average Listing Price	\$1,047,408	\$970,176	7.96% ▲	\$1,047,408	\$970,176	7.96% ▲
Average Selling Price	\$1,027,316	\$947,461	8.43% ▲	\$1,027,316	\$947,461	8.43% ▲
Average Days on Market	42	47	-10.64% ▼	42	47	-10.64% ▼
List/Sell Price Ratio	100.1%	99%	1.17% ▲	100.1%	99%	1.17% ▲

LISTING INVENTORY AND NUMBER OF SALES

Q1 2020 | SINGLE FAMILY HOMES

Quarterly inventory of properties for sale along with number of sales

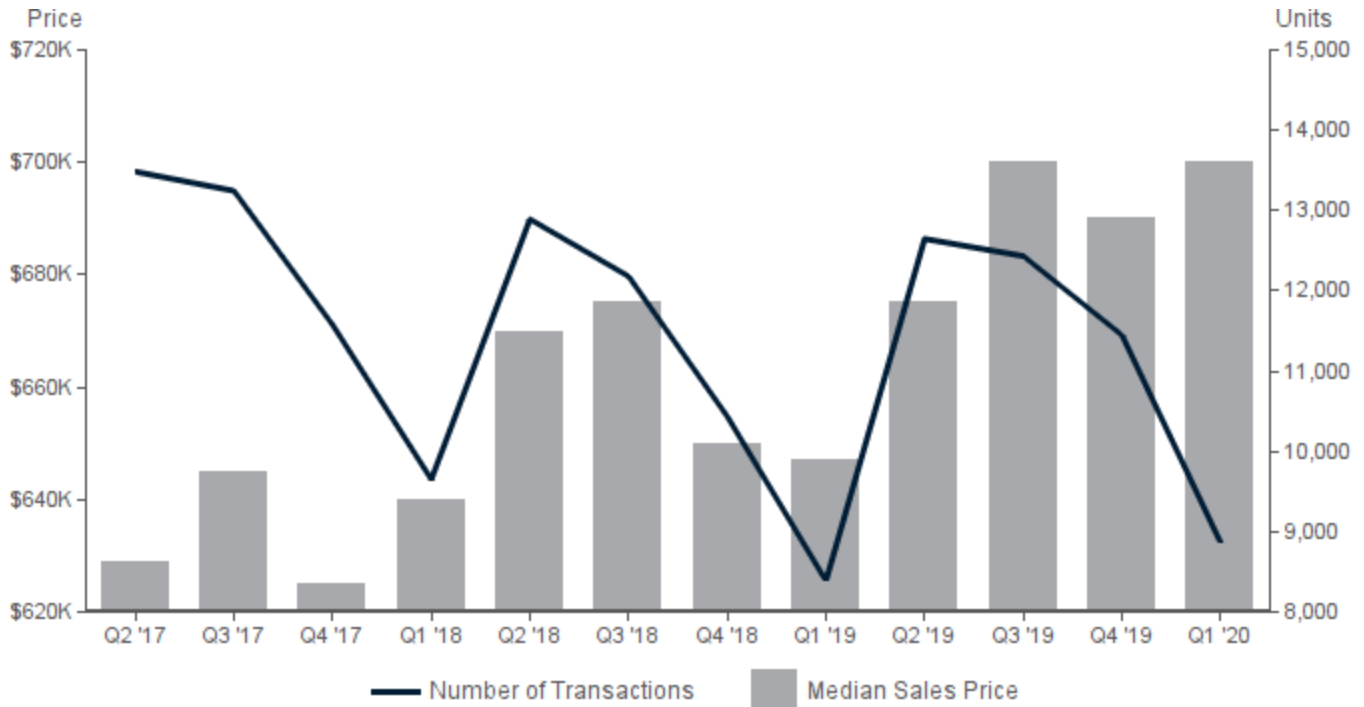


LOS ANGELES (COUNTY)

MEDIAN SALES PRICE AND NUMBER OF SALES

Q1 2020 | SINGLE FAMILY HOMES

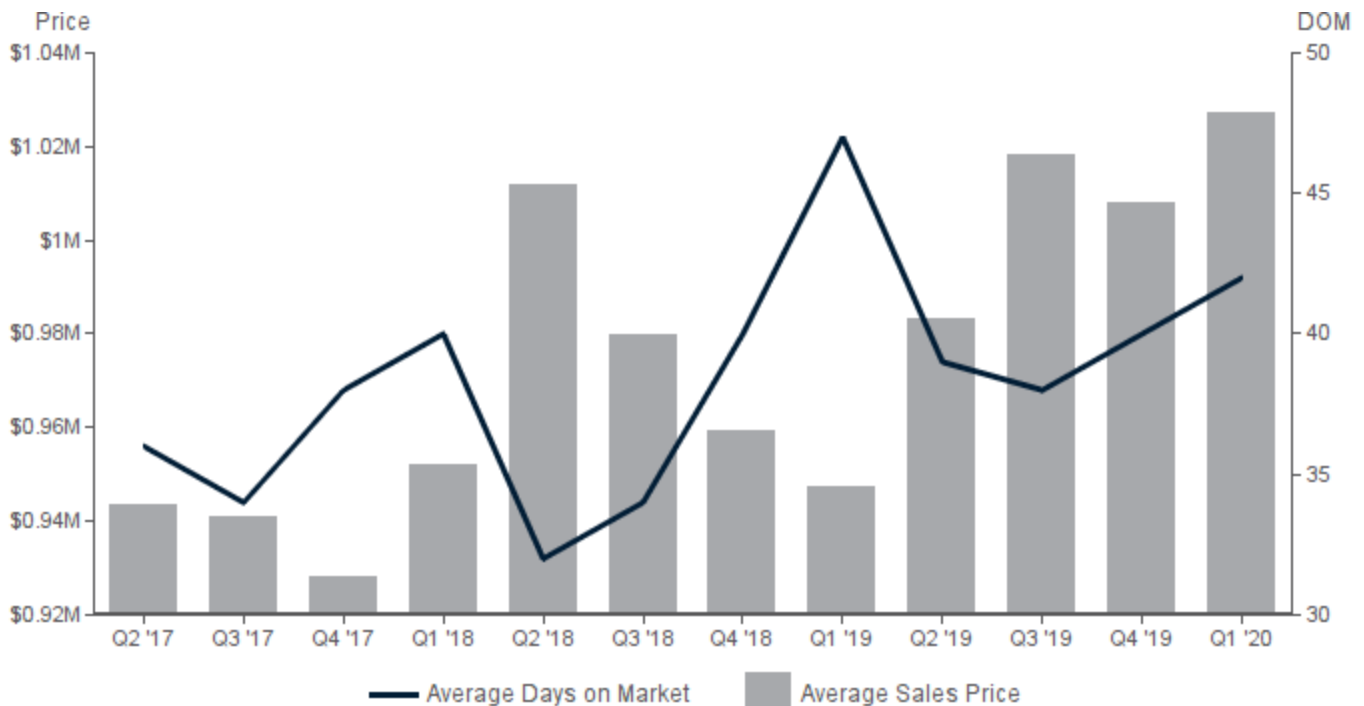
Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.
Number of Sales | Number of properties sold.



AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q1 2020 | SINGLE FAMILY HOMES

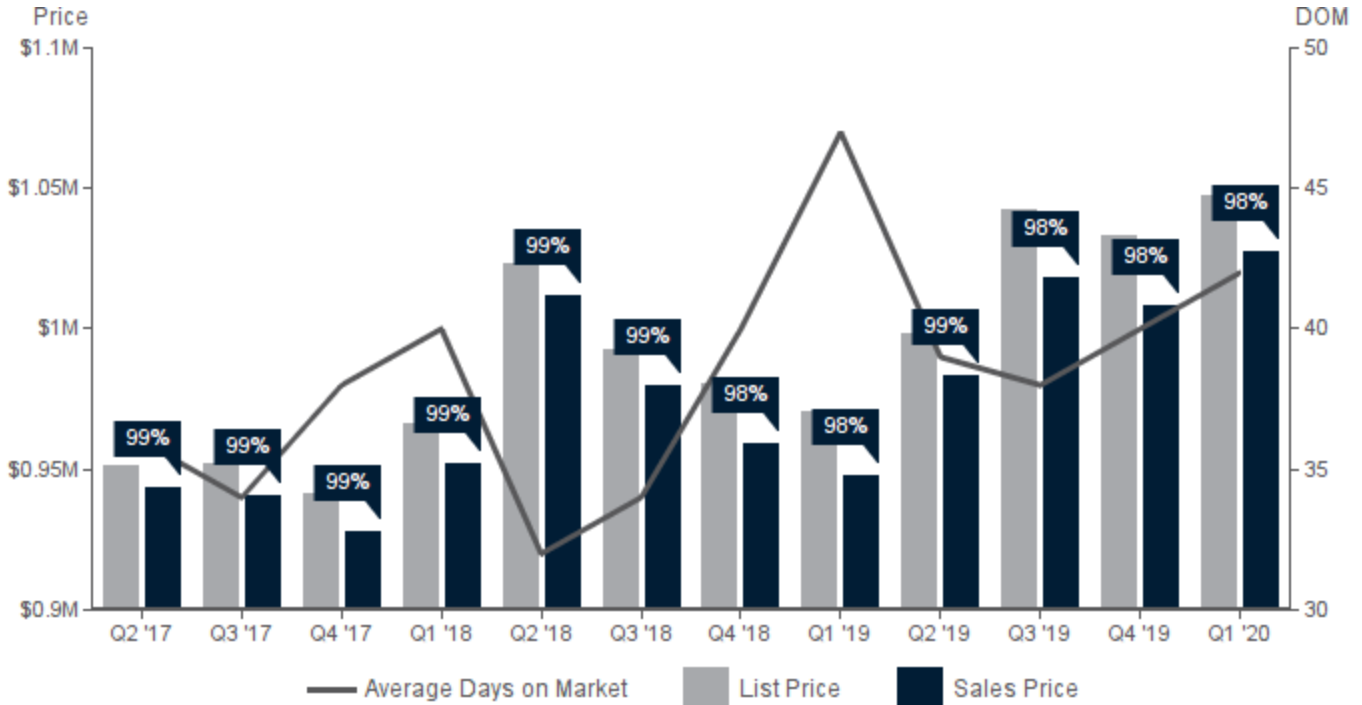
Average Sales Price | Average sales price for all properties sold.
Average Days on Market | Average days on market for all properties sold.



LOS ANGELES (COUNTY)

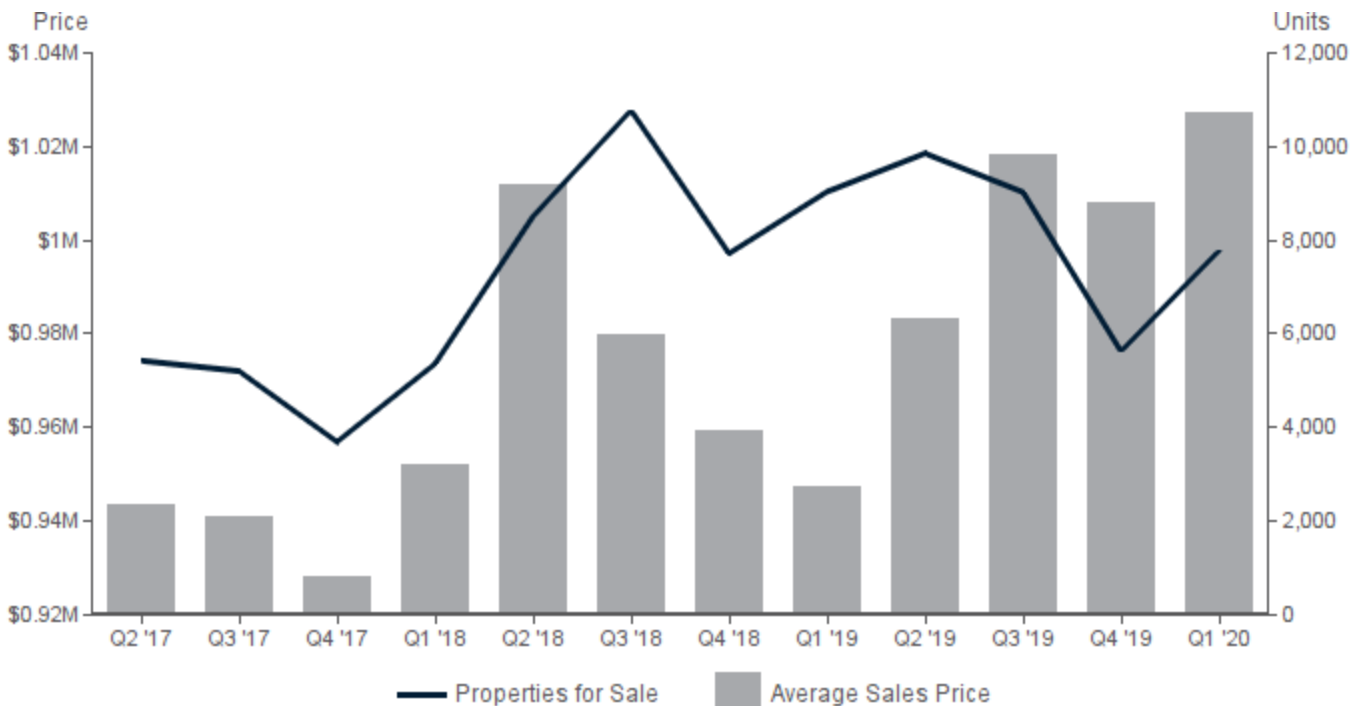
SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM Q1 2020 | SINGLE FAMILY HOMES

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.
Average Days on Market | Average days on market for all properties sold.



AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE Q1 2020 | SINGLE FAMILY HOMES

Average Sales Price | Average sales price for all properties sold.
Properties for Sale | Number of properties listed for sale at the end of quarter.



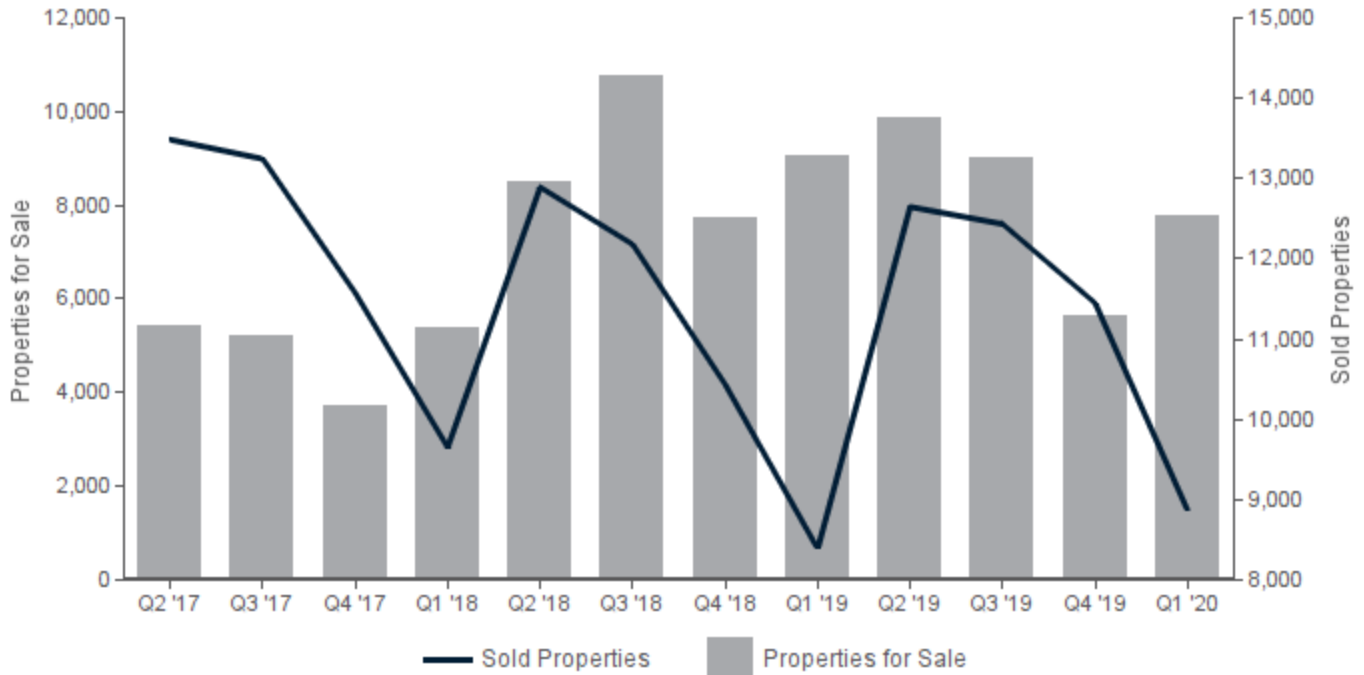
LOS ANGELES (COUNTY)

PROPERTIES FOR SALE AND SOLD PROPERTIES

Q1 2020 | SINGLE FAMILY HOMES

Properties for Sale | Number of properties listed for sale at the end of quarter.

Sold Properties | Number of properties sold.



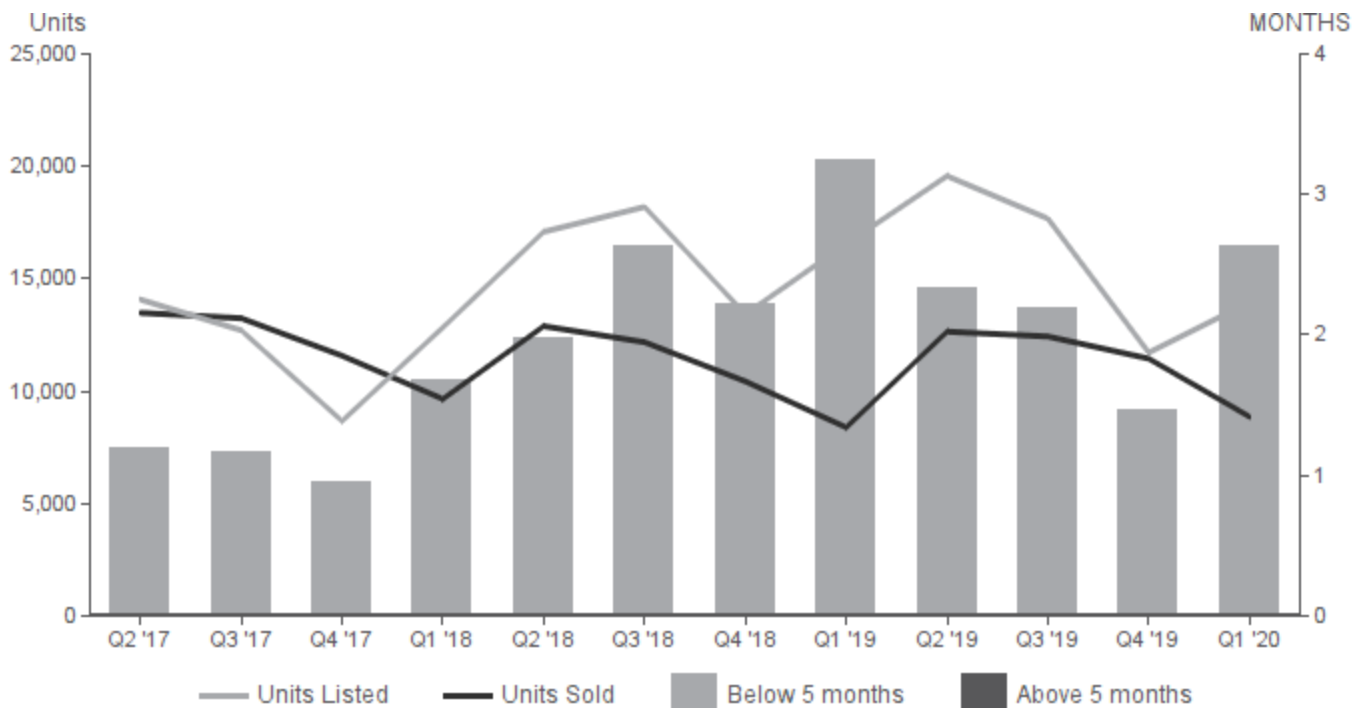
MONTHS SUPPLY OF INVENTORY

Q1 2020 | SINGLE FAMILY HOMES

Months Supply of Inventory | Properties for sale divided by number of properties sold.

Units Listed | Number of properties listed for sale at the end of month.

Units Sold | Number of properties sold.

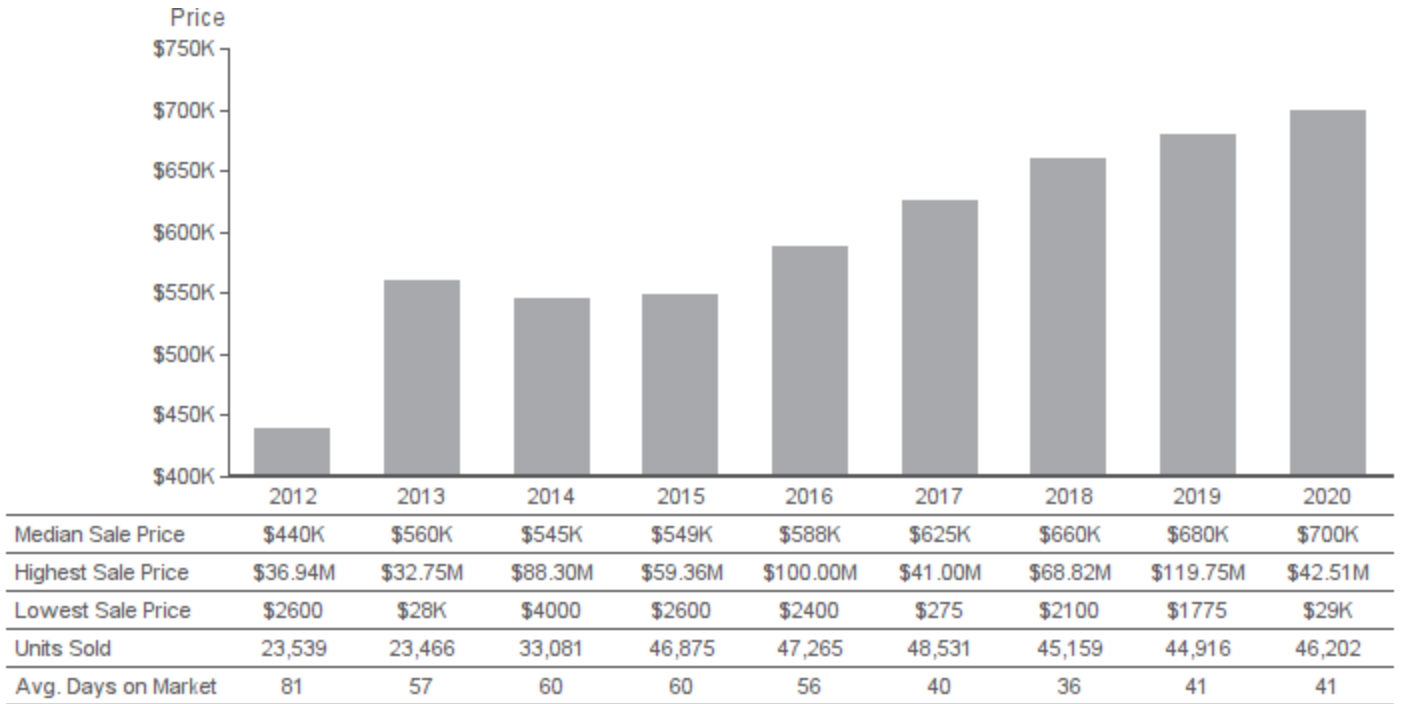


LOS ANGELES (COUNTY)

MEDIAN SALE PRICE

Q1 2020 | SINGLE FAMILY HOMES

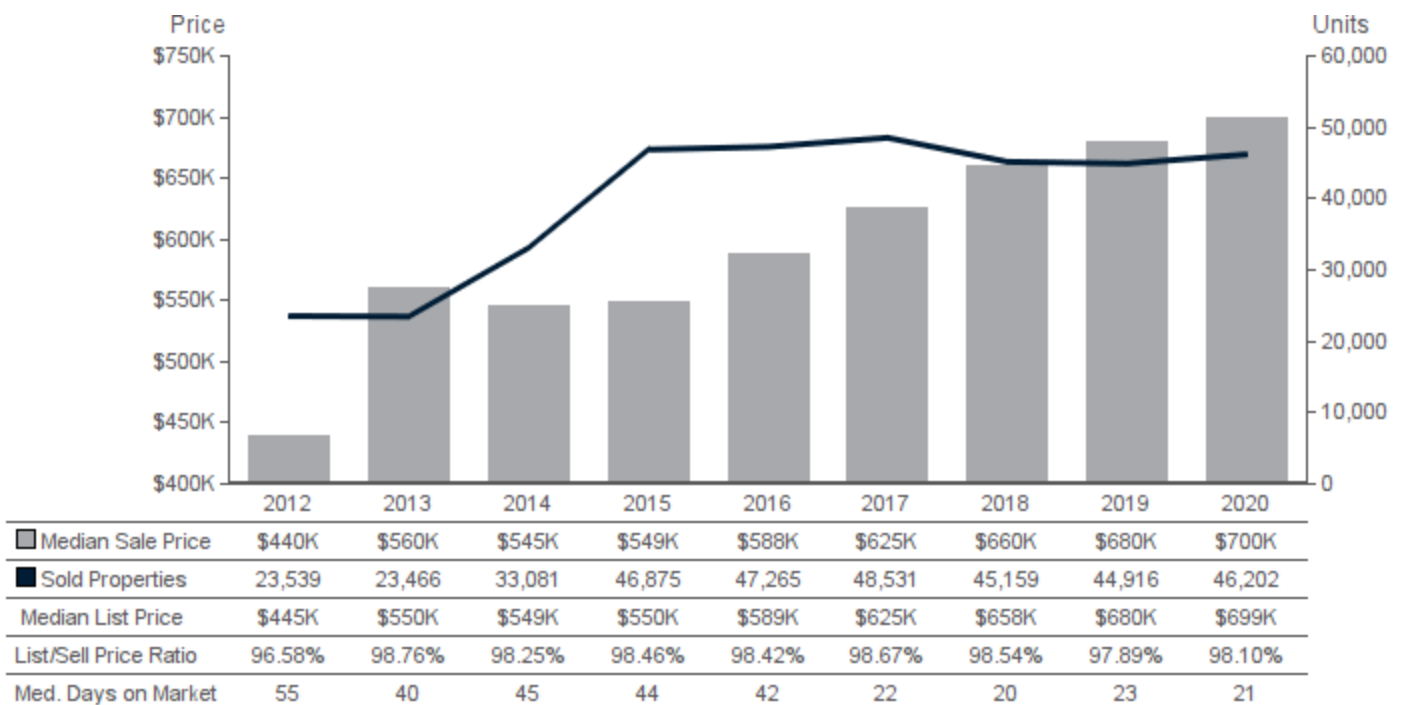
Price of the "middle" property sold -an equal number of sales were above and below this price



MEDIAN SALE PRICE AND UNITS SOLD

Q1 2020 | SINGLE FAMILY HOMES

Median Sale Price vs. Number of Sold Properties each Year ** Sold Properties for current year are annualized based on actual sales year-to-date



LOS ANGELES (COUNTY)

MARKET OVERVIEW

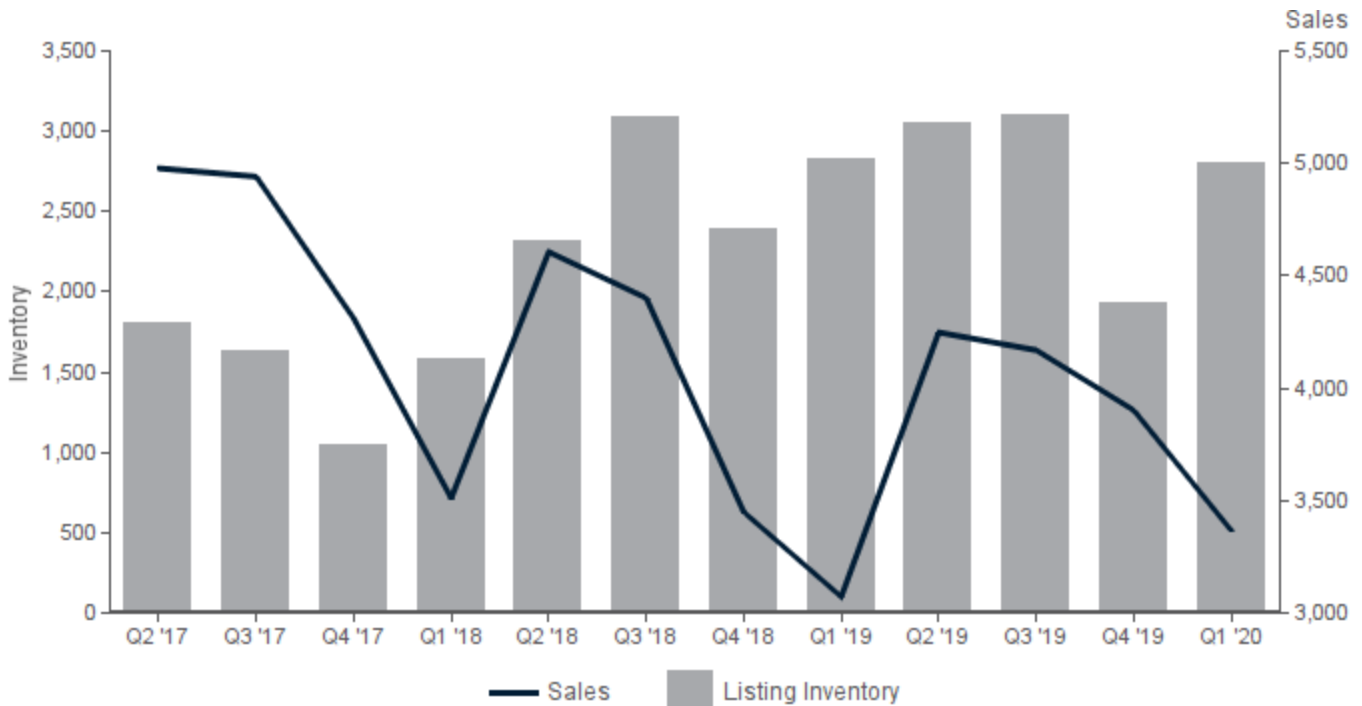
Q1 2020 | CONDO-TOWNHOME

Market Summary	Quarter			Year to Date		
	Q1 2020	Q1 2019	% Change	YTD 2020	YTD 2019	% Change
New Listings	5058	5654	-10.54% ▼	5058	5654	-10.54% ▼
Sold Listings	3367	3072	9.6% ▲	3367	3072	9.6% ▲
Median Listing Price	\$525,000	\$508,000	3.35% ▲	\$525,000	\$508,000	3.35% ▲
Median Selling Price	\$525,000	\$507,000	3.55% ▲	\$525,000	\$507,000	3.55% ▲
Median Days on Market	24	30	-20% ▼	24	30	-20% ▼
Average Listing Price	\$651,884	\$637,102	2.32% ▲	\$651,884	\$637,102	2.32% ▲
Average Selling Price	\$646,058	\$627,733	2.92% ▲	\$646,058	\$627,733	2.92% ▲
Average Days on Market	42	45	-6.67% ▼	42	45	-6.67% ▼
List/Sell Price Ratio	100%	99%	0.97% ▲	100%	99%	0.97% ▲

LISTING INVENTORY AND NUMBER OF SALES

Q1 2020 | CONDO-TOWNHOME

Quarterly inventory of properties for sale along with number of sales

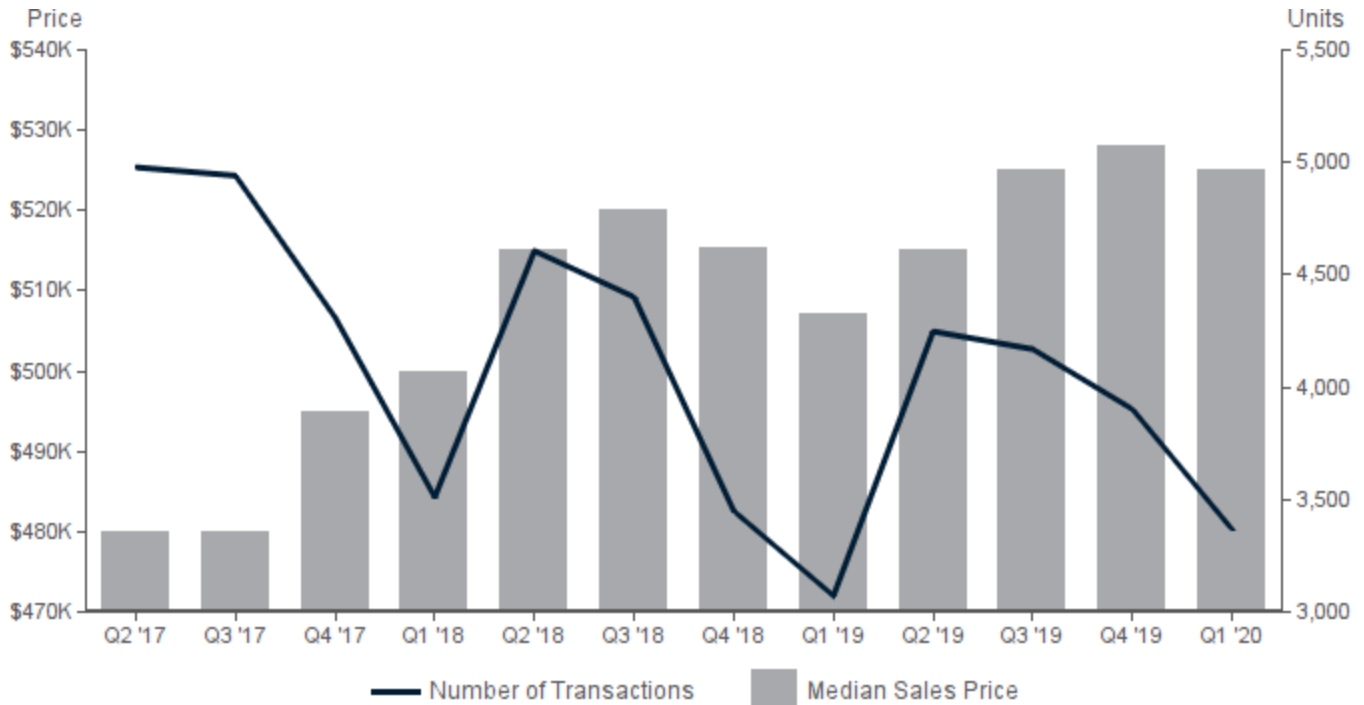


LOS ANGELES (COUNTY)

MEDIAN SALES PRICE AND NUMBER OF SALES

Q1 2020 | CONDO-TOWNHOME

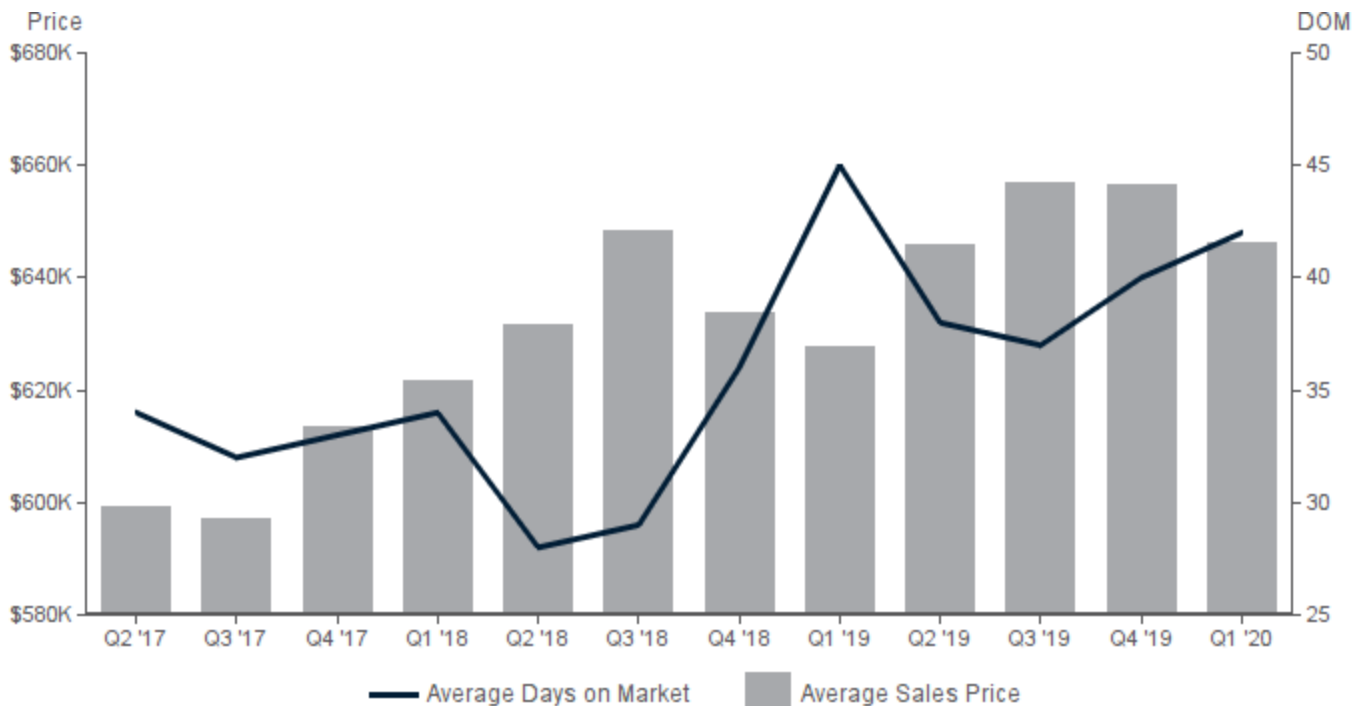
Median Sales Price | Price of the "middle" property sold - an equal number of sales were above and below this price.
Number of Sales | Number of properties sold.



AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q1 2020 | CONDO-TOWNHOME

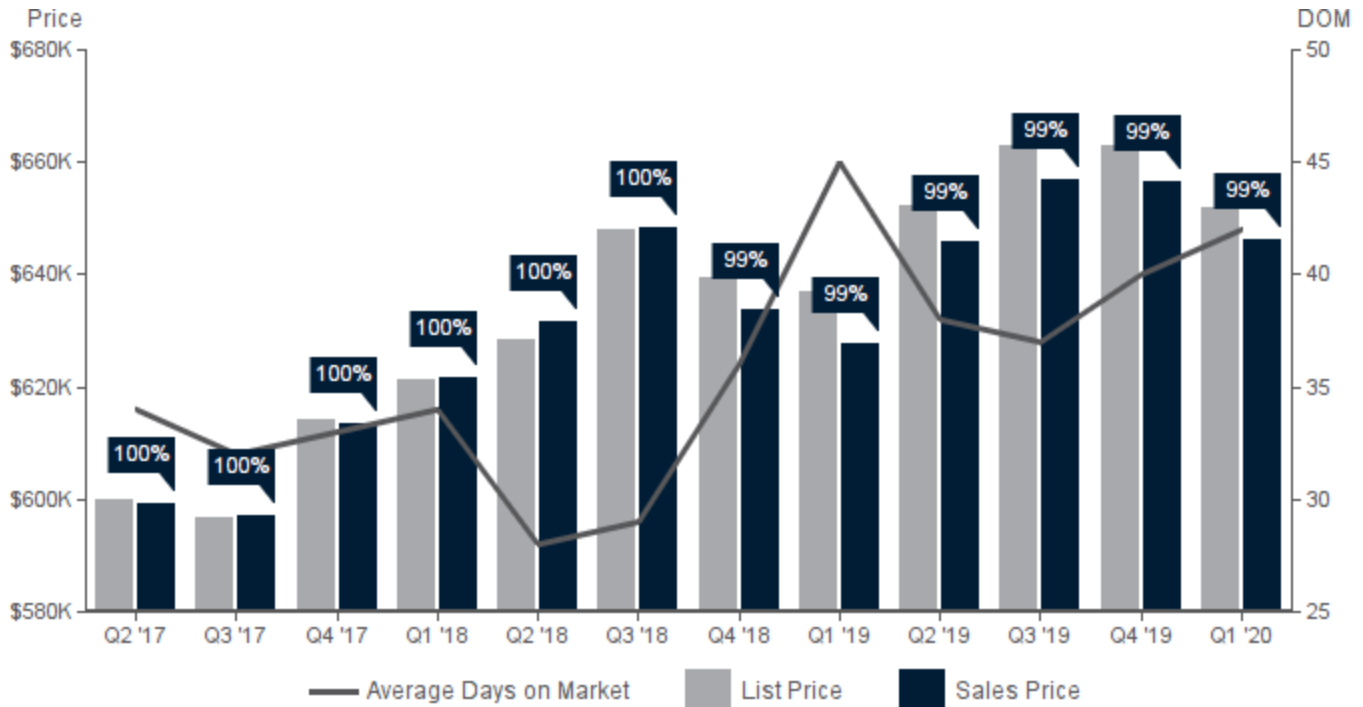
Average Sales Price | Average sales price for all properties sold.
Average Days on Market | Average days on market for all properties sold.



LOS ANGELES (COUNTY)

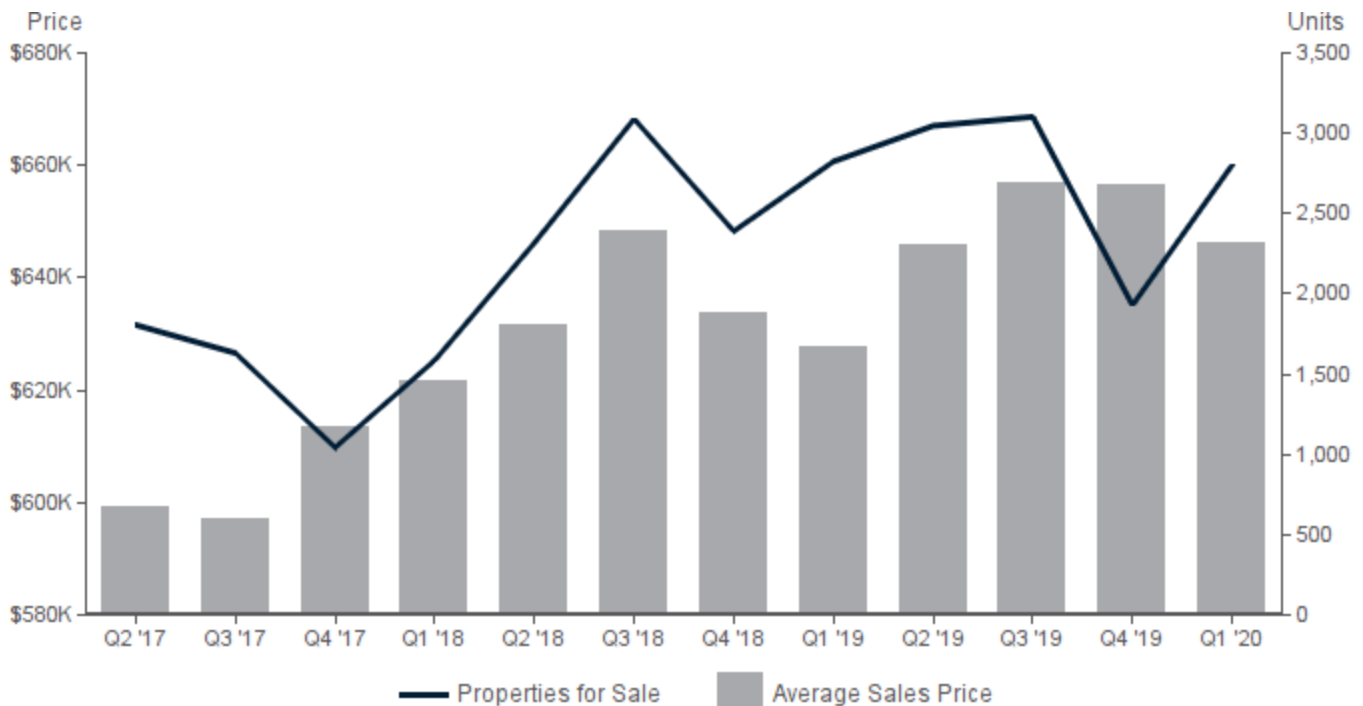
SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM Q1 2020 | CONDO-TOWNHOME

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.
Average Days on Market | Average days on market for all properties sold.



AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE Q1 2020 | CONDO-TOWNHOME

Average Sales Price | Average sales price for all properties sold.
Properties for Sale | Number of properties listed for sale at the end of quarter.



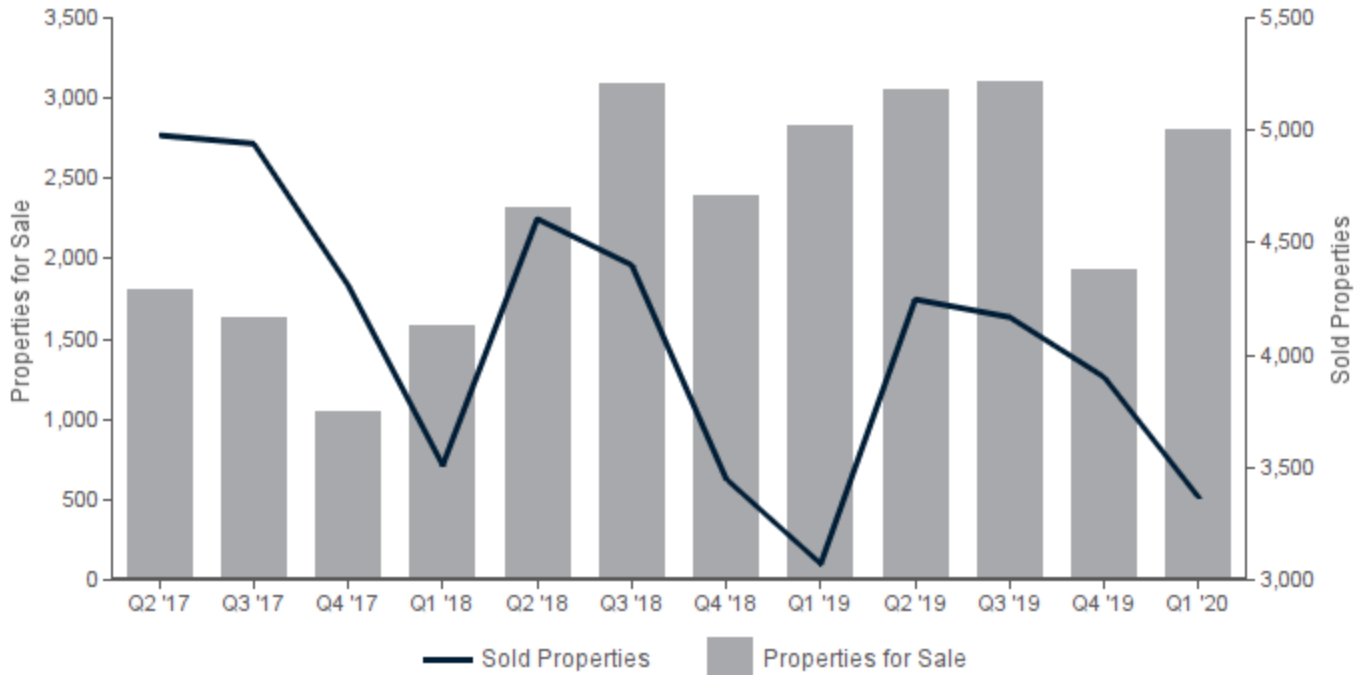
LOS ANGELES (COUNTY)

PROPERTIES FOR SALE AND SOLD PROPERTIES

Q1 2020 | CONDO-TOWNHOME

Properties for Sale | Number of properties listed for sale at the end of quarter.

Sold Properties | Number of properties sold.



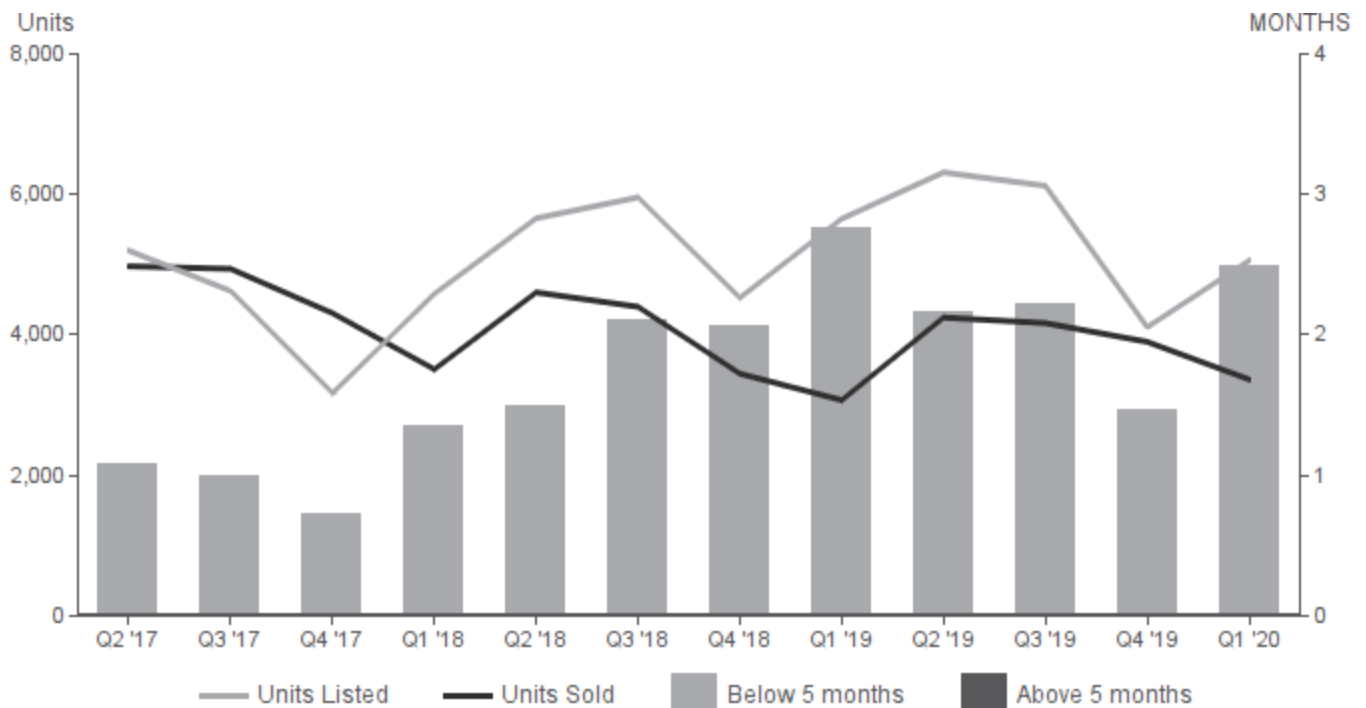
MONTHS SUPPLY OF INVENTORY

Q1 2020 | CONDO-TOWNHOME

Months Supply of Inventory | Properties for sale divided by number of properties sold.

Units Listed | Number of properties listed for sale at the end of month.

Units Sold | Number of properties sold.

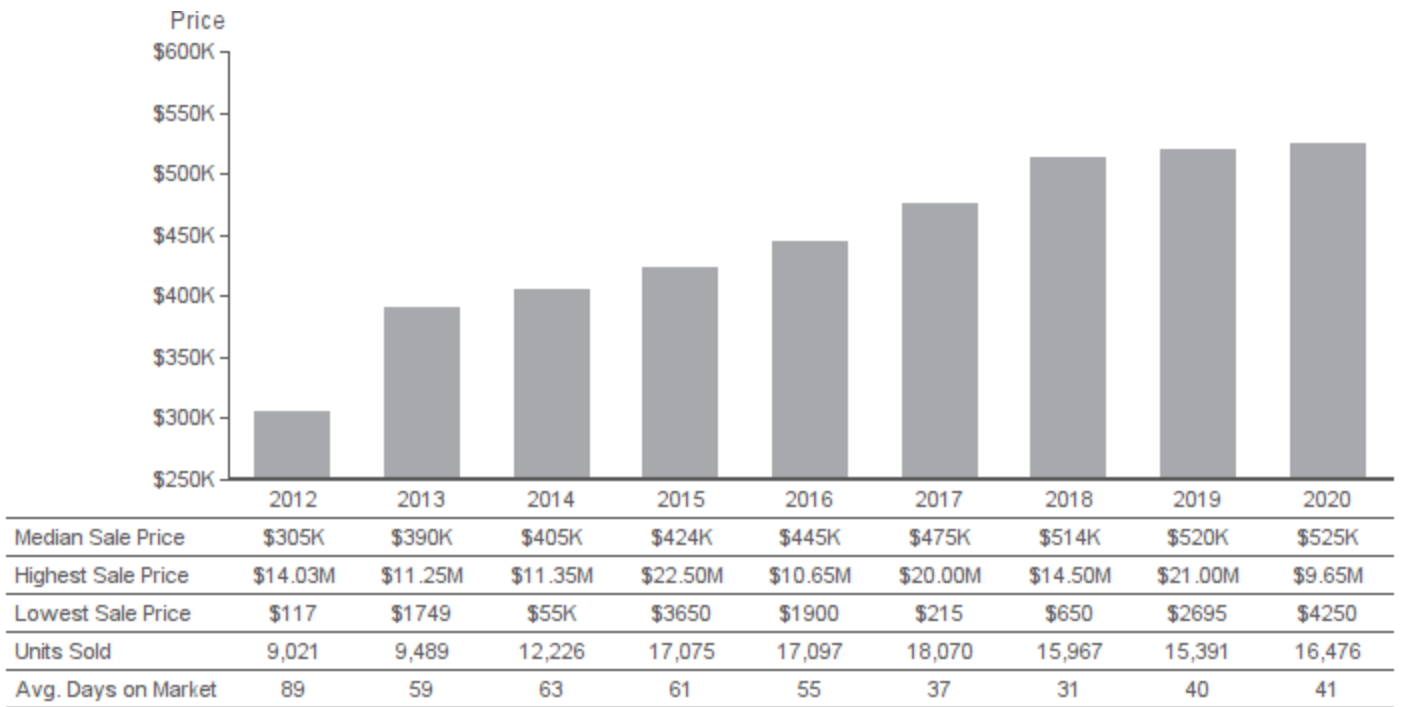


LOS ANGELES (COUNTY)

MEDIAN SALE PRICE

Q1 2020 | CONDO-TOWNHOME

Price of the "middle" property sold -an equal number of sales were above and below this price



MEDIAN SALE PRICE AND UNITS SOLD

Q1 2020 | CONDO-TOWNHOME

Median Sale Price vs. Number of Sold Properties each Year ** Sold Properties for current year are annualized based on actual sales year-to-date

