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“Fabulous Homes – Fabulous Representation”

Bel-Air March 2009 Market Activity

(All data used per MLS & as of 04/01/09 on homes asking \$1,495,000 or more)

SOLD:

Street Number	Street	DOM	Original Listing Price	Selling Price (\$)
2148	STRATFORD CIR	401	\$9,650,000	\$6,513,250
1740	STONE CANYON RD	189	\$2,595,000	\$2,000,000
11532	THURSTON CIR	16	\$1,849,000	\$1,800,000
2515	ROSCOMARE RD	121	\$1,897,000	\$1,600,000
11738	IPSWICH CT	265	\$1,875,000	\$1,500,000

Houses Sold = **5 (unchanged from last year)**
Average Sales Price = **\$2,683,000 (down 38% from last year)**
Median Sales Price = **\$1,800,000 (down 25% from last year)**
Average DOM = **198 (up 230% from last year)**

HOUSES PUT INTO ESCROW:

Street Number	Street	Days on Market (DOM)	Listing Price (\$)
2505	CARDIGAN CT	18	\$1,850,000
199	ASHDALE AVE	234	\$1,795,000

Homes in Escrow = **2 (down 60% from last year)**
Average Asking Price = **\$1,823,000 (down 58% from last year)**
Median Asking Price = **\$1,823,000 (down 54% from last year)**
Average DOM = **126 (up 173% from last year)**

HOUSES AVAILABLE:

Houses Available = **91 (up 36% from last year)**
Average Asking Price = **\$10,412,000 (up 12% from last year)**
Median Asking Price = **\$4,488,000 (up 21% from last year)**
Average DOM = **138 (up 16% from last year)**

** All information is deemed reliable but may not be accurate.*

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Monthly Newsletter Supplement

Selected Westside Area March 2009 Market Activity

(All data used per MLS & as of 04/01/09 on homes asking \$1,495,000 or more)

Area	Homes Closed	Average DOM	Homes Put into Escrow	Average DOM	Homes on Market	Average DOM
Bel-Air	5	198	2	126	91	138
Beverly Hills 90210	5	86	7	58	80	107
BHPO	8	61	4	197	128	111
Brentwood	8	119	8	82	129	107
Santa Monica	1	10	8	72	78	99
Sunset Strip 90069	4	59	3	194	93	118
Westwood	6	78	1	53	45	95
TOTAL	37	87	33	112	644	111
Change From 1 yr Ago	-23%	+37%	-28%	+60%	+50%	+9%

Where They Stand

Area Ranking (Best to Worst)	Closed / Active	Ranking	Escrow/ Active	Ranking	DOM Average Total	Ranking	Total Points*
BH 90210	6%	2	9%	2	84	3	7
Brentwood	6%	2	6%	3	103	4	9
Santa Monica	1%	7	10%	1	60	1	9
Westwood	13%	1	2%	6	75	2	9
BHPO	6%	2	3%	4	123	5	11
Sunset Strip	4%	6	3%	4	124	6	16
Bel-Air	5%	5	2%	6	154	7	18

Closed properties & new escrows divided by active listings is valuable information in determining area strength. Also, DOM "Days on Market" is critical to area strength. The lower the DOM, the better. DOM average total above was determined by averaging DOM for all properties status. Finally, the lower an areas total points, the stronger the area performed that month.

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