

## "Fabulous Homes - Fabulous Representation"

*(All data below on single family homes asking \$1,495,000 or more per MLS on 07/01/10)*

July 2010



Dear Brentwood Enthusiast:

Great news for Sellers! Activity is brisk and inventory levels remain low in Brentwood and other Westside locations. Compared to June 2009, closings increased 7% and homes put into escrow climbed 33%. One home closed escrow above \$10M. Seven homes sold over the Original List Price (OLP) and two sold at the OLP. Additionally, inventory fell 17% and Days on Market (DOM) was down 7% year over year. A more specific analysis is included as an attachment for your review.

Multiple offers for homes are common. As usual, cash is king. In fact, most accepted offers at present are all cash. Some homes are in escrow before they can be shown, as Buyers are making sweet cash offers and short escrows that Sellers find hard to refuse. As always, over-priced inventory still sits with little to no activity.

The pace has picked up and competition for good properties is fierce. If you have thought of selling and have been waiting on the sidelines, now is a great time to get in the game. As an established, top listing agent with Coldwell Banker, International, I can sell your house at a price and with terms that will exceed your expectations. Contact me at your convenience to discuss the opportunities in this Sellers' market.

Best Regards;

A handwritten signature in blue ink that reads "Timothy Joseph". The signature is fluid and cursive.

**Timothy Joseph, Previews Division Director**

301 N. Canon Drive, Ste E

Beverly Hills, CA 90210

310.777.6285 Direct / 310.779.2341 Cellular

[www.timothyjoseph.com](http://www.timothyjoseph.com) / [timothyjoseph@earthlink.net](mailto:timothyjoseph@earthlink.net)

CA License # 01137429

*(This is not intended as a solicitation if your property is currently listed with another broker)*

Presented by  
Timothy Joseph & The Joseph Realty Group

COLDWELL BANKER PREVIEWS INTERNATIONAL  
[www.timothyjoseph.com](http://www.timothyjoseph.com)

310.779.2341

### Brentwood June 2010 Market Activity

(All data used per MLS & as of 07/01/10 on homes asking \$1,495,000 or more)

#### HOMES CLOSED:

<i>Address</i>	<i>DOM</i>	<i>Original Listing Price</i>	<i>Selling Price</i>
1707 Mandeville Ln	75	\$14,495,000	\$13,250,000
12947 San Vicente	424	\$6,850,000	\$5,520,786
549 Moreno Ave	26	\$4,695,000	\$4,650,000
739 Moreno Ave	37	\$4,800,000	\$4,250,000
472 N Barrington Ave	114	\$4,399,000	\$4,150,000
200 S Medio Dr	15	\$3,995,000	\$3,980,000
630 Hanley Ave	339	\$3,349,000	\$2,600,000
11919 Saltair Ter	13	\$2,345,000	\$2,275,000
129 S Medio Dr	12	\$2,195,000	\$2,126,000
11451 Burnham St	27	\$2,150,000	\$2,049,800
1330 Longworth Dr	17	\$2,198,000	\$2,025,000
1025 Lindenwood Ln	37	\$2,095,000	\$1,995,000
425 N Skyewiay Rd	7	\$1,795,000	\$1,760,000
1892 Kimberly Ln	48	\$1,995,000	\$1,722,770
11981 Foxboro Dr	23	\$1,750,000	\$1,720,000
12243 Shetland Ln	12	\$1,695,000	\$1,708,232
12240 Dorothy St	59	\$1,795,000	\$1,700,000

# Homes Sold	=	17 (down 6% from last year)
Average DOM	=	76 (down 34% from last year)
Average Discount from OLP	=	8.17%
Average Sales Price	=	\$3,381,000
Median Sales Price	=	\$2,126,000

#### HOMES PUT INTO ESCROW:

<i>Address</i>	<i>DOM</i>	<i>Listing Price</i>
339 S Carmelina Ave	56	\$5,395,000
541 N Rockingham Ave	22	\$5,395,000
265 Homewood Rd	14	\$5,195,000
11948 Chaparal St	7	\$4,695,000
12719 San Vicente Blvd	75	\$4,475,000
100 S Cliffwood Ave	367	\$4,150,000
1550 Old Oak Rd	233	\$3,795,000
220 S Carmelina Ave	173	\$3,550,000
357 N Bonhill Rd	44	\$3,495,000

239 S Medio Dr	148	\$2,895,000
510 N Bonhill Rd	48	\$2,700,000
12321 Rochedale Ln	17	\$2,695,000
329 S Anita Ave	310	\$2,595,000
1022 Wellesley Ave	82	\$2,499,000
12319 Dorothy St	26	\$2,199,000
170 S Canyon View Dr	20	\$2,150,000
879 S Gretna Green Way	118	\$2,095,000
370 S Canyon View Dr	52	\$2,000,000
12412 Deerbrook Ln	27	\$1,899,000
12038 Kearsarge St	44	\$1,850,000
2093 City Vista Dr	87	\$1,799,000
12217 Shetland Ln	19	\$1,795,000
456 N Bundy Dr	3	\$1,775,000
13658 Bayliss Rd	26	\$1,695,000
2238 Jeffersonia Way	304	\$1,499,000

---

# Homes in Escrow	=	25 (up 108% from last year)
Average DOM	=	93 (down 35% from last year)
Average Asking Price	=	\$2,971,000
Median Asking Price	=	\$2,595,000

### **HOMES ON MARKET:**

# Homes Available	=	102 (down 23% from last year)
Average DOM	=	96 (down 1% from last year)
Average Asking Price	=	\$5,461,000
Median Asking Price	=	\$3,262,000

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

Presented by  
Timothy Joseph & The Joseph Realty Group

COLDWELL BANKER PREVIEWS INTERNATIONAL

[www.timothyjoseph.com](http://www.timothyjoseph.com)

310.779.2341

*Monthly Newsletter Supplement*

Selected Westside Area June 2010 Market Activity

(All data used per MLS & as of 07/01/10 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	52	5	57	90	106
Beverly Hills 90210	7	61	7	36	89	122
BHPO	8	123	10	113	113	131
Brentwood	17	76	25	93	102	96
Santa Monica	15	85	10	37	64	91
Sunset Strip 90069	5	103	2	73	91	103
Westwood	4	67	5	56	34	85
<b>TOTAL</b>	<b>61</b>	<b>81</b>	<b>64</b>	<b>66</b>	<b>583</b>	<b>105</b>
<b>Change From 1 yr Ago</b>	<b>+7%</b>	<b>+15%</b>	<b>+33%</b>	<b>-39%</b>	<b>-17%</b>	<b>-7%</b>

Where They Stand

Overall Area Ranking	Closed / Active	Ranking	Escrow/ Active	Ranking	DOM Average Total	Ranking	Total Points*
1st - Santa Monica	23%	1	16%	2	71	2	5
2nd - Westwood	12%	3	15%	3	69	1	7
3rd - Brentwood	17%	2	25%	1	88	5	8
4th - BH 90210	8%	4	8%	5	73	4	13
5th - Bel-Air	6%	6	6%	6	72	3	15
6th - BHPO	7%	5	9%	4	122	7	16
7th - Sunset Strip	5%	7	2%	7	93	6	20

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.

*(All information is deemed reliable but may not be accurate)*

# HOMES ON MARKET : BRENTWOOD

<i>Address</i>	<i>Listing Price</i>	<i>Beds</i>	<i>Baths</i>	<i>Sq Ft</i>	<i>Lot Size</i>	<i>DOM</i>	<i>LP/Sq Ft</i>
3099 Mandeville Canyon Rd	\$56,000,000	7	9	undisclosed	undisclosed	21	n/a
12700 Chalon Rd	\$28,900,000	8	11.5	18000	334,235	133	\$1,606
12903 Chalon Rd	\$17,500,000	6	8.5	10,656	109,335	147	\$1,642
13146 Rivers Rd	\$17,500,000	2	6	4,335	152,895	235	\$4,037
13161 Boca De Canon Ln	\$15,895,000	7	9	13767	47,480	122	\$1,155
311 N Rockingham Ave	\$15,250,000	7	13	undisclosed	34,351	42	n/a
12759 Chalon Rd	\$14,995,000	7	10.5	11834	526,771	299	\$1,267
2091 Mandeville Canyon Rd	\$13,250,000	6	7.5	undisclosed	63,292	148	n/a
13124 Boca De Canon Ln	\$12,250,000	6	9	9552	35,719	34	\$1,282
23 Oakmont Dr	\$11,995,000	6	9.5	11000	89,734	66	\$1,090
240 N Rockingham Ave	\$11,750,000	9	16	10717	29,010	15	\$1,096
211 S Rockingham Ave	\$11,500,000	4	8	8694	21,692	321	\$1,323
410 N Barrington Ave	\$10,000,000	7	9.5	6295	121,096	130	\$1,589
360 N Carmelina Ave	\$9,700,000	5	7	8000	33,000	56	\$1,213
1305 Allenford Ave	\$8,995,000	5	7.5	10000	15,000	416	\$900
1760 Mandeville Canyon Rd	\$8,975,000	6	4.5	4914	60,113	119	\$1,826
24 Oakmont Dr	\$7,995,000	5	10	7619	33,106	233	\$1,049
421 N Saltair Ave	\$7,950,000	5	5.5	6425	47,045	67	\$1,237
2435 Mandeville Canyon Rd	\$7,900,000	6	5.5	7318	14,820	123	\$1,080
330 N Carmelina Ave	\$6,995,000	5	5.5	8000	14,549	21	\$874
563 S Burlingame Ave	\$6,995,000	5	6	6618	19,630	157	\$1,057
301 N Tigertail Rd	\$6,595,000	6	6.5	8,478	16,000	82	\$778
523 S Burlingame Ave	\$6,249,000	5	7	7,729	12,250	53	\$809
130 N Bristol Ave	\$5,995,000	4	5.5	5600	24,524	136	\$1,071
155 S Bristol Ave	\$5,995,000	4	3	3217	21,410	25	\$1,864
468 N Tigertail Rd	\$5,988,000	4	4	2537	54,014	357	\$2,360
273 N Layton Dr	\$5,950,000	5	7	5818	19336	158	\$1,023
12250 Castlegate Dr	\$5,895,000	5	4.5	5600	19,994	168	\$1,053
2905 Elvido Dr	\$5,890,000	3	4	undisclosed	16,918	87	n/a
167 S Westgate Ave	\$5,850,000	4	4	5134	12,600	21	\$1,139
1824 Old Orchard Rd	\$5,800,000	6	6.5	6690	13,755	109	\$867
11968 Foxboro Dr	\$5,695,000	5	9	8800	10,840	31	\$647
426 N Barrington Ave	\$5,695,000	5	4.5	6186	26,005	81	\$921
445 N Tigertail Rd	\$5,595,000	6	6	5800	41,000	270	\$965
572 Moreno Ave	\$5,285,000	6	7	5035	16,850	25	\$1,050
2020 Mandeville Canyon Rd	\$4,549,000	5	6	5600	18,468	6	\$812
347 S Burlingame Ave	\$4,450,000	4	3.5	3700	15,986	88	\$1,203
733 Moreno Ave	\$4,349,000	6	6.5	undisclosed	9,900	65	n/a
1233 N Tigertail Rd	\$4,150,000	5	5.5	4400	98,881	49	\$943
2050 Mandeville Canyon Rd	\$3,995,000	7	6	6376	91,911	12	\$627
100 N Woodburn Dr	\$3,900,000	5	5	4947	22,000	111	\$788
12148 Travis St	\$3,899,000	6	6	5,000	14,418	27	\$780
106 S Rockingham Ave	\$3,699,000	5	4.5	4600	10,715	19	\$804
227 N Rockingham Ave	\$3,695,000	4	4.5	3291	16,988	60	\$1,123

990 S Carmelina Ave	\$3,549,000	6	6	5927	11,200	79	\$599
820 Glenmere Way	\$3,495,000	5	5	undisclosed	15,847	133	n/a
109 S Carmelina Ave	\$3,399,995	3	3	2376	12,022	310	\$1,431
167 Granville Ave	\$3,395,000	5	5	4583	10,500	77	\$741
2055 Mandeville Canyon Rd	\$3,395,000	6	6	3803	14,810	11	\$893
12000 Saltair Pl	\$3,300,000	6	5.5	4695	9,147	351	\$703
13167 Boca De Canon Ln	\$3,275,000	4	5	4700	33,105	49	\$697
1101 S Carmelina Ave	\$3,249,000	5	4.5	4900	9,000	54	\$663
332 S Medio Dr	\$3,200,000	4	3	2392	11,238	86	\$1,338
12255 Richwood Dr	\$3,195,000	4	4.5	3637	18,251	10	\$878
491 N Tigertail Rd	\$3,150,000	4	3	3162	42,000	48	\$996
117 S Burlingame Ave	\$2,995,000	4	3	2950	19,689	48	\$1,015
103 N Anita Ave	\$2,645,000	3	4	2455	9,844	48	\$1,077
1109 Wellesley Ave	\$2,525,000	2	2.5	3183	7,000	42	\$793
12683 Promontory Rd	\$2,495,000	4	4.5	4900	7,200	73	\$509
2927 Elvido Dr	\$2,495,000	5	6	4402	16,369	26	\$567
223 N Bonhill Rd	\$2,495,000	5	5	3,300	9,520	143	\$756
345 S Anita Ave	\$2,495,000	3	2.5	2896	7,500	54	\$862
715 Moreno Ave	\$2,495,000	3	1.5	2290	9,900	67	\$1,090
933 Kenter Way	\$2,475,000	5	4.5	3969	9,339	11	\$624
12691 Promontory Rd	\$2,450,000	4	4.5	5023	14,614	77	\$488
3275 Mandeville Canyon Rd	\$2,450,000	5	6	3843	22,172	185	\$638
1024 Lindenwood Ln	\$2,449,000	3	2.5	3743	11,064	90	\$654
11808 Kearsarge St	\$2,399,500	4	3.5	3422	23,043	34	\$701
3682 Mandeville Canyon Rd	\$2,399,000	5	5.5	4,600	21,780	25	\$522
270 S Westgate Ave	\$2,395,000	3	2.75	1,938	8,620	47	\$1,236
11977 Dorothy St	\$2,385,000	5	4.5	4222	7,500	84	\$565
978 N Norman Pl	\$2,375,000	2	2	2024	34,397	17	\$1,173
11426 Albata St	\$2,355,000	4	4	4000	5,250	89	\$589
1515 N Tigertail Rd	\$2,350,000	3	2	1676	11,543	131	\$1,402
701 S Westgate Ave	\$2,295,000	4	3	2386	7,540	10	\$962
972 S Gretna Green Way	\$2,285,000	4	3.5	undisclosed	7,632	360	n/a
3379 Mandeville Canyon Rd	\$2,250,000	5	4	4130	31,799	147	\$545
205 Oceano Dr	\$2,195,000	3	3	3249	6,200	18	\$676
2628 Mandeville Canyon Rd	\$2,175,000	5	5.5	3925	16,000	47	\$554
11411 Ayrshire Rd	\$2,150,000	3	5	3219	15,550	18	\$668
12134 W Sunset Blvd	\$2,095,000	4	4.5	3800	7,155	68	\$551
239 N Kenter Ave	\$2,095,000	3	3.5	2768	11,387	144	\$757
980 N Bundy Dr	\$1,995,000	3	2.5	2710	10,454	111	\$736
431 Beloit Ave	\$1,935,000	4	3	2,143	8,500	60	\$903
3985 Mandeville Canyon Rd	\$1,870,000	3	2.5	2555	24,393	52	\$732
2960 Mandeville Canyon Rd	\$1,799,000	4	4	2794	15,500	82	\$644
1925 Mandeville Canyon Rd	\$1,799,000	3	3	2240	21,429	77	\$803
12166 W Sunset	\$1,795,000	3	2.5	3200	7,809	161	\$561
2083 Highland Vista Ln	\$1,790,000	4	3.5	3,426	18,064	382	\$522
701 Teakwood Rd	\$1,750,000	3	4	2876	7,661	41	\$608
12373 Ridge Cir	\$1,695,000	3	4	4026	45,341	17	\$421
13320 Chalon Rd	\$1,695,000	4	3	2820	11,543	42	\$601
11986 Foxboro Dr	\$1,695,000	3	3	2224	8010	48	\$762

16460 Sloan Dr	\$1,690,000	4	4	3607	13982	113	\$469
511 N Bonhill Rd	\$1,675,000	3	2.5	2963	7753	26	\$565
825 Majorca Pl	\$1,649,000	4	3	3026	11761	10	\$545
11357 Montana Ave	\$1,599,000	4	4	2800	5000	18	\$571
12427 W Sunset	\$1,595,000	4	4	2629	9000	63	\$607
11349 Bolas St	\$1,595,000	4	3	2219	5250	97	\$719
11362 Isleta St	\$1,559,000	4	2.75	2140	8246	70	\$729
552 N Greencraig Rd	\$1,549,000	4	4	2948	10105	42	\$525
1251 N Norman Pl	\$1,549,000	3	2.5	undisclosed	18992	40	n/a



## Timothy Joseph & The Joseph Realty Group

Coldwell Banker - Beverly Hills North  
301 N. Canon Drive, Ste E  
Beverly Hills, CA 90210  
310.777.6285 Direct / 310.779.2341 Cellular  
timothyjoseph@earthlink.net / www.timothyjoseph.com  
CA License # 01137429

### COLDWELL BANKER PREVIEWS INTERNATIONAL

*(This is not intended as a solicitation if your property is listed with another broker.)*