

# "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 Beverly Hills Post Office Enthusiast:

Great news for Sellers! Activity is brisk and inventory levels remain low in BHPO 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**

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*(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

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**BHPO 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>
3 Beverly Park	536	\$14,800,000	\$9,500,000
9914 Shangri La Dr	14	\$6,100,000	\$6,025,000
12835 Mulholland Dr	293	\$5,850,000	\$4,170,000
12092 Summit Cir	15	\$3,995,000	\$3,850,000
9860 Whitwell Dr	86	\$3,795,000	\$3,050,000
9715 Royce Court	19	\$2,450,000	\$2,248,000
2555 Hutton Dr	7	\$1,799,000	\$1,865,000
2141 Coldwater Canyon Dr	17	\$1,695,000	\$1,589,000

# Homes Sold	=	8 (up 14% from last year)
Average DOM	=	123 (up 36% from last year)
Average Discount from OLP	=	20.22%
Average Sales Price	=	\$4,037,000
Median Sales Price	=	\$3,450,000

**HOMES PUT INTO ESCROW:**

<i>Address</i>	<i>DOM</i>	<i>Listing Price</i>
9577 Lime Orchard Rd	25	\$3,295,000
1339 Schuyler Rd	8	\$3,195,000
13741 Mulholland Dr #1/2	145	\$2,995,000
1865 Heather Court	147	\$2,549,000
1415 Summitridge Drive	184	\$2,500,000
13300 Mulholland Dr	85	\$2,195,000
9563 Lime Orchard Rd	92	\$1,995,000
2965 Hutton Dr	87	\$1,795,000
1305 Summitridge Dr	24	\$1,600,000
12681 Mulholland Dr	337	\$1,575,000

# Homes in Escrow	=	10 (up 67% from last year)
Average DOM	=	113 (up 5% from last year)
Average Asking Price	=	\$2,369,000
Median Asking Price	=	\$2,348,000

**HOMES ON MARKET:**

# Homes Available	=	113 (down 14% from last year)
Average DOM	=	131 (up 13% from last year)
Average Asking Price	=	\$6,298,000
Median Asking Price	=	\$3,495,000

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

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*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 : BHPO

<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>
000 Kirkland	\$85,000,000	10	14	29500	438,800	240	\$2,881
9501 Gloaming Dr	\$49,000,000	6	8	6377	453,024	10	\$7,684
77 Beverly Park	\$29,500,000	9	15	30,000	91,912	133	\$983
79 Beverly Park Ln	\$28,000,000	7	9	undisclosed	undisclosed	482	n/a
1309 Davies Dr	\$26,900,000	6	12	undisclosed	104,540	333	n/a
76 Beverly Park Ln	\$21,995,000	18	28	29069	132,121	94	\$757
72 Beverly Park Dr	\$19,500,000	11	18	20000	295,772	329	\$975
10101 Angelo View Dr	\$17,200,000	4	4	4401	130,000	87	\$3,908
14 Beverly Park	\$16,900,000	7	7	13638	189,594	656	\$1,239
9550 Oak Pass Rd	\$15,000,000	5	8	8801	87,542	341	\$1,704
9374 Beverly Crest Dr	\$13,750,000	5	6	7034	25,350	75	\$1,955
12300 Mulholland Dr	\$13,500,000	9	9	15000	93,218	233	\$900
9909 Beverly Grove	\$11,999,000	4	6	8500	11,000	96	\$1,412
2300 Kimridge Rd	\$10,995,000	6	9	7500	42,690	116	\$1,466
2700 Benedict Canyon Dr	\$8,795,000	5	8	11000	89,912	290	\$800
2670 Bowmont Dr	\$8,695,000	8	10	7607	52,707	26	\$1,143
9311 Cherokee Ln	\$7,950,000	6	8.5	10595	15,000	17	\$750
14007 Aubrey Rd	\$7,550,000	5	8.5	8860	74,835	118	\$852
1426 Harridge Dr	\$7,300,000	4	5	undisclosed	12,127	493	n/a
1404 Dawnridge Dr	\$7,250,000	6	6.5	8679	17,467	32	\$835
2644 Eden Pl	\$6,800,000	6	5.5	undisclosed	71,488	7	n/a
9360 Readercrest Dr	\$6,499,000	6	5	5,367	18,850	266	\$1,211
1441 Robmar Dr	\$6,300,000	5	7.5	8,400	39,800	173	\$750
12140 Summit Ct	\$6,295,000	6	5.5	11000	39,251	28	\$572
9166 Hazen Dr	\$6,250,000	6	7.5	7325	38,768	21	\$853
14115 Beresford Rd	\$5,995,000	5	7	9000	34,669	124	\$666
12055 Summit Cir	\$5,995,000	7	7.5	8885	30208	251	\$675
9212 Hazen Dr	\$5,945,000	5	5	5536	49,593	342	\$1,074
13800 Mulholland Dr	\$5,495,000	5	4.5	6707	18,857	150	\$819
12030 Talus Pl	\$5,495,000	4	5	6150	37,892	104	\$894
9821 Beeson Dr	\$5,350,000	5	7	6503	14,174	48	\$823
1801 N Beverly Dr	\$4,999,000	4	4	undisclosed	59,660	53	n/a
12094 Summit Cir	\$4,850,000	5	6	7453	15,929	112	\$651
12000 Crest Ct	\$4,600,000	6	5.5	7013	14,736	126	\$656
9836 Gloucester Dr	\$4,575,000	4	6	6900	31,594	56	\$663
1390 N Beverly Estate Dr	\$4,500,000	6	7.5	7552	14,840	153	\$596
3200 Toppington Dr	\$4,495,000	5	7	9000	16,800	89	\$499
11974 Crest Pl	\$4,395,000	5	6.5	8662	14,906	35	\$507
2711 Bowmont Dr	\$4,395,000	5	6	6448	69,260	145	\$682
1447 San Ysidro Dr	\$4,285,000	5	5.5	5700	15,000	105	\$752
9610 Oak Pass Rd	\$4,275,000	4	5.75	5446	160,000	104	\$785
2620 Wallingford Dr	\$4,250,000	5	4.5	4,000	90,604	490	\$1,063
1754 Franklin Canyon Dr	\$4,200,000	5	6.5	6682	12,850	72	\$629
2578 Hutton Dr	\$4,195,000	6	7.5	5000	20,430	49	\$839
12001 Crest Ct	\$4,100,000	5	6	5292	15,729	248	\$775
11964 Crest Pl	\$4,085,000	5	5.5	7234	16,117	7	\$565
11960 Crest Pl	\$3,995,000	7	7	7057	20,346	247	\$566

9505 Hidden Valley Rd	\$3,995,000	5	6	5193	22,650	21	\$769
12053 Crest Ct	\$3,990,000	4	6.5	6416	13,068	81	\$622
1465 Donhill Dr	\$3,975,000	5	7	undisclosed	91,040	91	n/a
12056 Summit Cir	\$3,899,000	5	5.5	6260	18,350	27	\$623
9756 Suffolk Dr	\$3,850,000	6	7	4877	50,529	27	\$789
1450 Bella Dr	\$3,850,000	3	3	3740	220,849	61	\$1,029
2207 Bowmont Dr	\$3,650,000	5	5.5	5000	35,719	119	\$730
2265 Bowmont Dr	\$3,499,000	4	3.5	3291	20,908	49	\$1,063
12090 Summit Cir	\$3,495,000	4	5	4000	14,920	13	\$874
9544 Oak Pass Rd	\$3,495,000	3	3	undisclosed	16,988	362	n/a
3195 Deep Canyon Dr	\$3,450,000	5	6	6200	13,917	84	\$556
9537 Cherokee Ln	\$3,450,000	4	5	5354	28,361	21	\$644
1957 Coldwater Canyon Dr	\$3,395,000	5	4.5	3500	10,590	46	\$970
1625 Summitridge Dr	\$3,395,000	4	4	undisclosed	24,710	70	n/a
0 Beverly View Drive	\$3,295,000	5	5	undisclosed	16,187	11	n/a
3337 Beverly Ranch Rd	\$3,250,000	4	5	5005	14,100	90	\$649
1266 Benedict Canyon Dr	\$3,200,000	5	4.5	3900	17,859	33	\$821
9721 Oak Pass Rd	\$2,999,500	4	5	5450	41,382	33	\$550
9346 Readcrest Dr	\$2,950,000	3	3	undisclosed	15,546	103	n/a
8908 Alto Cedro Dr	\$2,900,000	4	4	3254	13,230	318	\$891
14132 Beresford Rd	\$2,899,000	5	6	5978	23,985	29	\$485
9903 Kip Dr	\$2,899,000	5	5.5	5,080	50,530	21	\$571
9852 Gloucester Dr	\$2,895,000	5	6.5	5,825	26,710	167	\$497
1557 Tower Grove Dr	\$2,850,000	3	4	3647	14,920	151	\$781
2376 Kimridge Rd	\$2,699,000	3	3	3943	14,767	54	\$685
9332 Hazen Dr	\$2,695,000	5	5.5	5183	10,019	419	\$520
1345 Tower Grove Dr	\$2,695,000	4	4	4995	15,681	61	\$540
1504 Schuyler Rd	\$2,695,000	4	3	3216	15,050	77	\$838
9314 Lloydcrest Dr	\$2,695,000	5	5.5	undisclosed	8,250	137	n/a
9725 Elderidge Dr	\$2,595,000	4	4.5	3303	16,850	89	\$786
2861 Coldwater Canyon Dr	\$2,500,000	5	5.5	3788	27,010	79	\$660
9601 Oak Pass Rd	\$2,500,000	3	3	2234	151,588	287	\$1,119
9705 Blantyre Dr	\$2,499,000	5	6.5	4744	69,630	20	\$527
12024 Summit Cir	\$2,499,000	3	4	2917	18,817	119	\$857
1611 Ferrari Dr	\$2,495,000	5	4.5	4029	27,430	62	\$619
1746 Franklin Canyon Dr	\$2,399,000	4	3	undisclosed	22,077	83	n/a
1433 Summitridge Dr	\$2,395,000	5	4	3,000	6,700	42	\$798
1446 Lindacrest Dr	\$2,387,500	4	4.5	3,875	11,029	84	\$616
9400 Lloydcrest Dr	\$2,299,000	3	3.5	3,234	10,870	24	\$711
9567 Gloaming Dr	\$2,295,000	5	3.5	3,000	31,239	25	\$765
1421 Summitridge Dr	\$2,295,000	2	2	1,872	6,850	21	\$1,226
2029 Coldwater Canyon Dr	\$2,295,000	3	4	undisclosed	9,690	65	n/a
9770 Donington Pl	\$2,199,000	5	5.5	3,556	14,560	297	\$618
1511 San Ysidro Dr	\$1,999,999	5	4	3,243	16,580	81	\$617
10111 Angelo View Dr	\$1,999,000	4	4	3,890	24,210	42	\$514
1970 Coldwater Canyon Dr	\$1,995,000	5	5	3,587	14,810	97	\$556
2761 Hutton Dr	\$1,995,000	3	3	2,930	18,940	381	\$681
9710 Wendover Dr	\$1,899,000	5	3.5	3,586	15,840	20	\$530
1323 Shadybrook Dr	\$1,875,000	3	3.5	4,169	14,980	105	\$450
1235 Beverly Estates Ter	\$1,799,000	4	3	2,698	12,660	70	\$667
2011 Benedict Canyon Dr	\$1,795,000	3	3	3,077	6,647	52	\$583
9987 Reevesbury Dr	\$1,749,000	3	3	4,019	39,000	962	\$435

1531 Benedict Canyon Dr	\$1,725,000	3	2	1,895	9,000	75	\$910
1722 Benedict Canyon Dr	\$1,699,000	4	4.5	2,661	17,180	187	\$638
1529 Schuyler Rd	\$1,698,000	4	2.5	2,550	6,880	56	\$666
9670 Highridge Dr	\$1,690,000	4	3	2,550	12,100	110	\$663
9958 Westwanda Dr	\$1,650,000	4	4	4,260	8,319	49	\$387
9477 Gloaming Dr	\$1,640,000	4	3	3,089	28,417	10	\$531
2334 Benedict Canyon Dr	\$1,600,000	4	4	3,681	6,650	73	\$435
3401 Coldwater Canyon Ln	\$1,595,000	3	3	2,829	82,764	59	\$564
1157 Angelo Dr	\$1,595,000	2	2	2,219	8,390	95	\$719
9701 Yoakum Dr	\$1,550,000	6	7	5,004	51,313	38	\$310
1730 San Ysidro Dr	\$1,550,000	4	3	2,683	11,540	70	\$578
2534 Benedict Canyon Dr	\$1,525,000	4	3	3130	30820	212	\$487
1433 Claridge Dr	\$1,499,000	4	4.5	2773	7170	45	\$541
9440 Cherokee Ln	\$1,499,000	3	3.5	undisclosed	13940	18	n/a



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