

DAN MAY

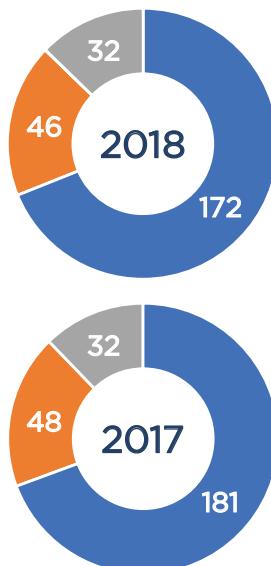


REAL ESTATE TEAM

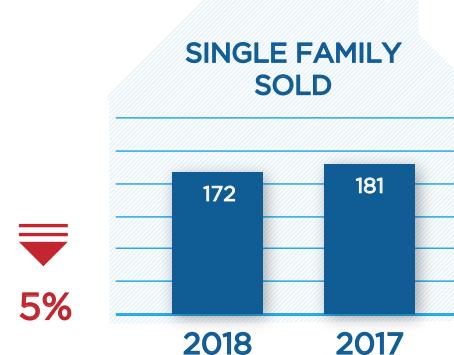
ANNUAL MARKET ROUNDUP FOR BEVERLYWOOD HOA AND ADJACENT AREAS

2018 saw the average Beverlywood Area single family home price rise an impressive 13% when compared to 2017. The price per square foot of living space also rose by 7% to just over \$800 per square foot for all single family homes sold in the Beverlywood and Adjacent area of West Los Angeles during calendar year 2018. The activity of the Beverlywood real estate market is changing with the inventory of homes expanding and the number of days it takes a seller to find a buyer increasing. October 2018 was marked by the largest number of price reductions in the last 7 years while mortgage rates simultaneously reached their highest levels in years. An increase of just 1% in the mortgage interest rate depletes 10% of a buyers purchasing power, foreshadowing the reality of fewer qualified buyers and lower affordability. Real estate website Zillow.com forecasts a modest 2% increase in prices for single family homes in zip code 90034 and 90035 in 2019. This data point reinforces the expectation of a more "normalized" and "balanced" real estate market in 2019.

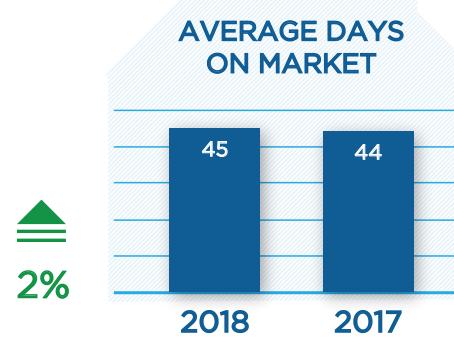
SALES BREAKDOWN



Up 6% in 2018 when compared to total sales volume in all of 2017.



Down 5% in 2018 with 172 Single Family Homes sold. From 181 in all of 2017 in the entire Beverlywood HOA and adjacent areas (Area 9 in MLS).

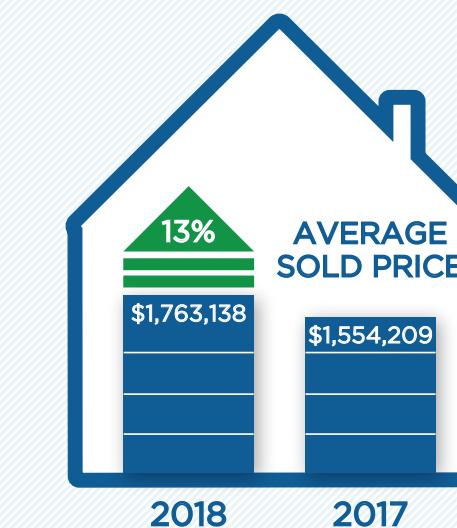


Up 2% in 2018 to 45 Days on Market (includes escrow) From 44 Days in all of 2017.



Down less than 1% when compared to 2017.

SINGLE FAMILY HOMES SALES BREAKDOWN



AVERAGE SOLD PRICE



AVERAGE PRICE PER SQFT

SALES OF NOTE BY NEIGHBORHOOD

BEVERLYWOOD HOA

ADDRESS	BED/BATH	SOLD DATE	DOM	LIVING SPACE	SOLD PRICE	AREA	NOTE
2250 Guthrie Circle	8 / 10	12/14/18	36	9048	\$6,000,000	HOA	HIGHEST
9500 Kirkside Rd	3 / 4	12/31/18	25	2396	\$2,525,000	HOA	MEDIAN
2315 Beverwil Drive	2 / 2	11/15/18	188	1674	\$1,275,000	HOA	LOWEST

CASTLE HEIGHTS NEIGHBORHOOD

ADDRESS	BED/BATH	SOLD DATE	DOM	LIVING SPACE	SOLD PRICE	AREA	NOTE
9101 David Ave	6 / 5	08/28/18	23	3103	\$2,312,500	CHNA	HIGHEST
9507 Cattaraugus Ave	3 / 2	04/24/18	15	1696	\$1,370,000	CHNA	MEDIAN
9316 National Blvd	3 / 2	04/16/18	49	1165	\$913,500	CHNA	LOWEST

REYNIER VILLAGE NEIGHBORHOOD

ADDRESS	BED/BATH	SOLD DATE	DOM	LIVING SPACE	SOLD PRICE	AREA	NOTE
2724 Reynier Ave	3 / 2	05/25/18	1	1674	\$1,295,000	RVNA	HIGHEST
2424 Holt Ave	2 / 2	09/10/18	37	1286	\$1,030,000	RVNA	MEDIAN
8680 Cadillac Ave	2 / 1	06/11/18	72	755	\$711,500	RVNA	LOWEST

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THE SKY IS THE LIMIT

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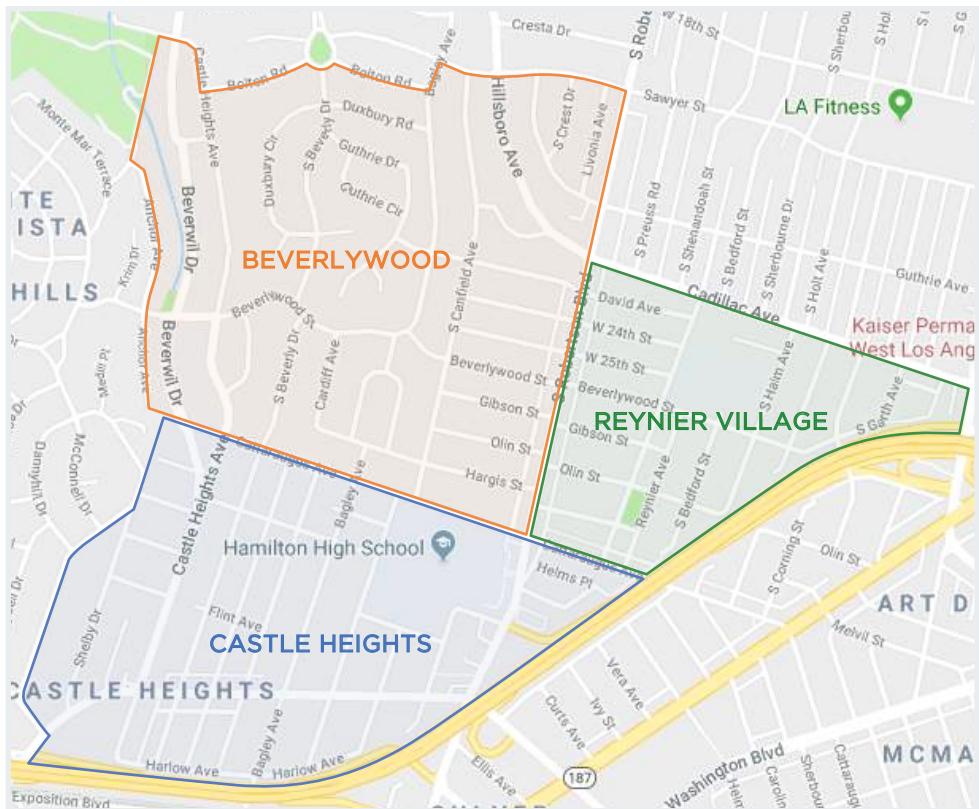
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2018 REAL ESTATE MARKET UPDATE

BEVERLYWOOD • CASTLE HEIGHTS • REYNIER VILLAGE

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Each office independently owned and operated.

Each office independently owned and operated

CURRENT 3 MONTH OUTLOOK FOR OUR NEIGHBORHOOD

- 1 INVENTORY
- 2 PRICE APPRECIATION
- 3 DAYS ON MARKET
- 4 NUMBER OF OFFERS
- 5 DEMAND/DESIRABILITY

INCREASING

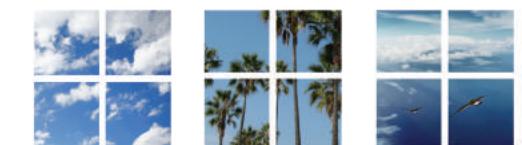
STABLE

MINOR INCREASE

FEWER

HIGH

P A N M A Y



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THE SKY IS THE LIMIT

CONSIDERING BUYING OR SELLING? WANT TO MAKE MOST OF THIS REAL ESTATE MARKET? CALL DAN TODAY.

310.739.8647 | DANMAYREALESTATE.COM

This is not intended as a solicitation if your property is currently listed with another broker. Based on information obtained from the MLS CLAW/Brokermetrics data through December 31, 2018. All data, including all measurements and calculations of area, is obtained from various sources and has not been, and will not be, verified by broker or MLS. All information should be independently reviewed and verified for accuracy. Properties may or may not be listed by the office/agent presenting the information.