

### The List of All Venice Sales in July

| SINGLE FAMILY SALES . JULY . 2013 |     |     |       |        |        |                     |
|-----------------------------------|-----|-----|-------|--------|--------|---------------------|
| STREET                            | BDM | BTH | SQ FT | YR BLT | LOT SZ | SALE PRICE          |
| WARREN AVE                        | 2   | 1   | 940   | 1925   | 4,400  | \$700,000           |
| LOUELLA AVE                       | 2   | 1   | 850   | 1949   | 5,952  | \$942,000           |
| BERNARD AVE                       | 3   | 1   | 1125  | 1947   | 4,284  | \$975,000           |
| NOWITA PL                         | 4   | 2   | 1495  | 1926   | 4,783  | \$975,000           |
| WALNUT AVE                        | 3   | 2   | 1372  | 1933   | 5,848  | \$1,195,000         |
| VENEZIA AVE                       | 3   | 1   | 1328  | 1923   | 3,999  | \$1,225,000         |
| COMMONWEALTH AVE                  | 2   | 1   | 950   | 1932   | 10,208 | \$1,347,500         |
| COEUR D'ALENE                     | 3   | 2   | 1421  | 1950   | 5,250  | \$1,400,000         |
| WARREN AVE                        | 4   | 3   | 2614  | 1928   | 4,401  | \$1,400,000         |
| MARCO PL                          | 2   | 1   | 724   | 1923   | 3,330  | \$1,415,000         |
| INDIANA AVE                       | 3   | 2   | 1529  | 1951   | 5,150  | \$1,425,000         |
| WINDWARD AVE                      | 2   | 2   | 1163  | 1921   | 2,850  | \$1,450,000         |
| SHELL AVE                         | 3   | 2   | 1927  | 1939   | 3,570  | \$1,550,000         |
| GLYNDON AVE                       | 3   | 2   | 1695  | 1917   | 5,842  | \$1,600,000         |
| NOWITA PL                         | 4   | 3   | 3145  | 1994   | 3,400  | \$1,701,000         |
| 30TH AVE                          | 3   | 3   | 2500  | 1915   | 2,645  | \$1,800,000         |
| SHERMAN CANAL                     | 2   | 2   | 1297  | 1923   | 1,896  | \$1,800,000         |
| GRAND BLVD                        | 3   | 3   | 4104  | 1991   | 2,248  | \$2,300,000         |
| MCKINLEY AVE                      | 4   | 3   | 2304  | 1949   | 3,843  | \$2,415,000         |
| GRAND CANAL                       | 3   | 2.5 | 3063  | 2002   | 2,696  | \$3,898,800         |
| <b>TOTAL SALES</b>                |     |     |       |        |        | <b>\$31,514,300</b> |
| <b>AVERAGE SALE PRICE</b>         |     |     |       |        |        | <b>\$1,575,715</b>  |
| <b>AVERAGE \$ PER SQ FT</b>       |     |     |       |        |        | <b>\$887</b>        |

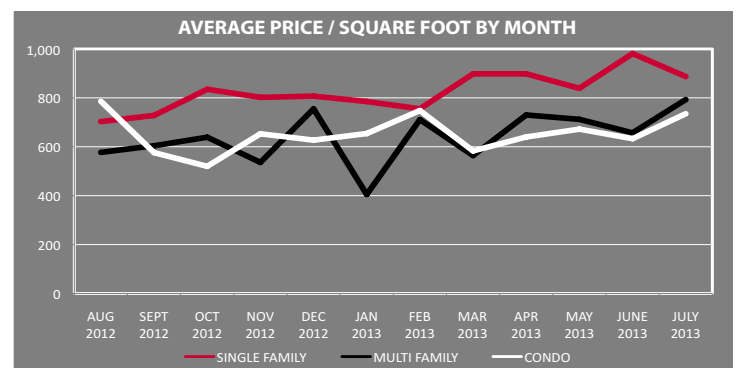
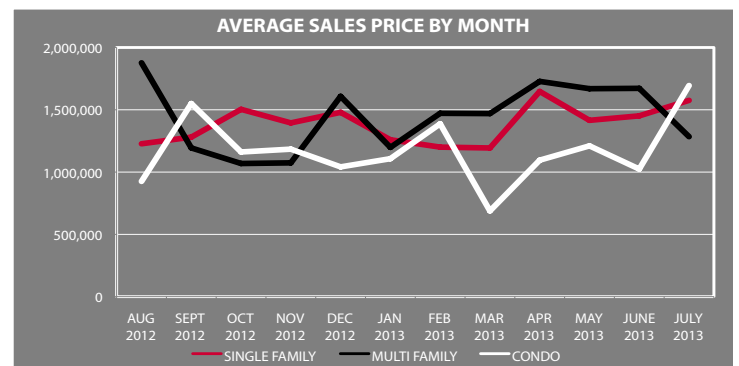
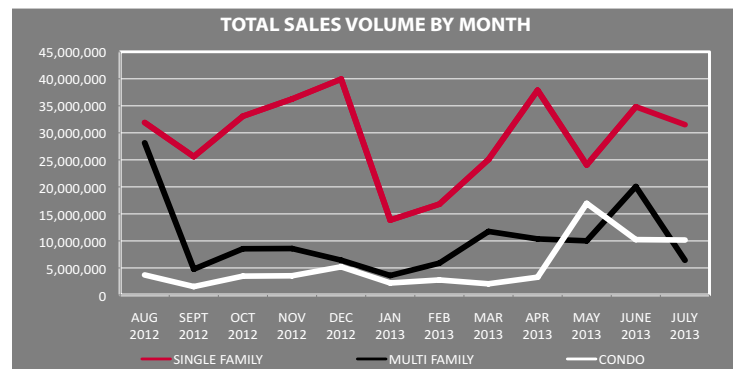
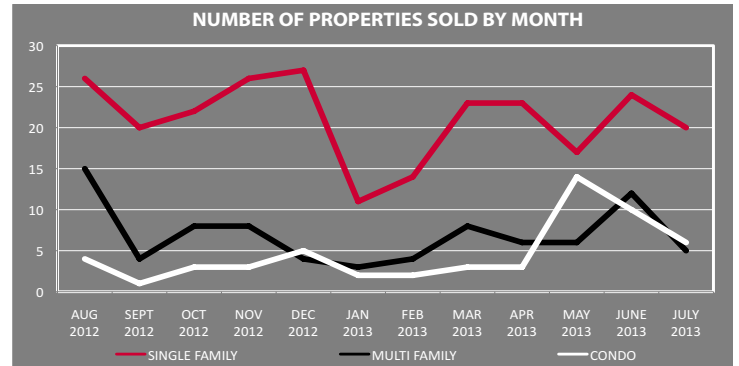
| RESIDENTIAL INCOME SALES . JULY . 2013 |         |     |     |       |        |        |                    |
|--|---------|-----|-----|-------|--------|--------|--------------------|
| STREET                                 | # UNITS | BDM | BTH | SQ FT | YR BLT | LOT SZ | SALE PRICE         |
| VERNON AVE                             | 2       | 2   | 3   | 1454  | 1921   | 4,802  | \$1,025,000        |
| PARK PL                                | 4       | 4   | 4   | 2008  | 1965   | 2,249  | \$1,100,000        |
| BROADWAY ST                            | 2       | 3   | 2   | 1646  | 1950   | 5,193  | \$1,166,000        |
| VERNON AVE                             | 2       | 2   | 2   | 1386  | 1940   | 5,088  | \$1,320,000        |
| SAN JUAN                               | 2       | 2   | 2   | 1604  | 1910   | 5,210  | \$1,810,000        |
| <b>TOTAL SALES</b>                     |         |     |     |       |        |        | <b>\$6,421,000</b> |
| <b>AVERAGE SALE PRICE</b>              |         |     |     |       |        |        | <b>\$1,284,200</b> |
| <b>AVERAGE \$ PER SQ FT</b>            |         |     |     |       |        |        | <b>\$793</b>       |

| CONDOMINIUM SALES . JULY . 2013 |     |     |       |        |  |                     |
|---------------------------------|-----|-----|-------|--------|--|---------------------|
| STREET                          | BDM | BTH | SQ FT | YR BLT |  | SALE PRICE          |
| PENMAR AVE                      | 3   | 2.5 | 2429  | 1996   |  | \$1,000,000         |
| HARBOR ST                       | 3   | 3   | 2029  | 1986   |  | \$1,015,000         |
| HARBOR ST                       | 3   | 2.5 | 2300  | 1986   |  | \$1,125,000         |
| MILDRED AVE                     | 2   | 2.5 | 1817  | 2007   |  | \$1,425,000         |
| PACIFIC AVE                     | 3   | 2.5 | 2228  | 1991   |  | \$1,453,000         |
| OCEAN FRONT WALK                | 3   | 3.5 | 3029  | 1992   |  | \$4,150,000         |
| <b>TOTAL SALES</b>              |     |     |       |        |  | <b>\$10,168,000</b> |
| <b>AVERAGE SALE PRICE</b>       |     |     |       |        |  | <b>\$1,694,667</b>  |
| <b>AVERAGE \$ PER SQ FT</b>     |     |     |       |        |  | <b>\$735</b>        |

| VACANT LAND SALES . JULY . 2013 |  |  |        |            |
|---------------------------------|--|--|--------|------------|
| STREET                          |  |  | LOT SZ | SALE PRICE |
| PENMAR AVE                      |  |  | 5,922  | \$700,000  |

Sales are for all of Venice and do not necessarily represent sales of CJ Cole. Information is compiled from CoreLogic® and the MLS/CLAW.

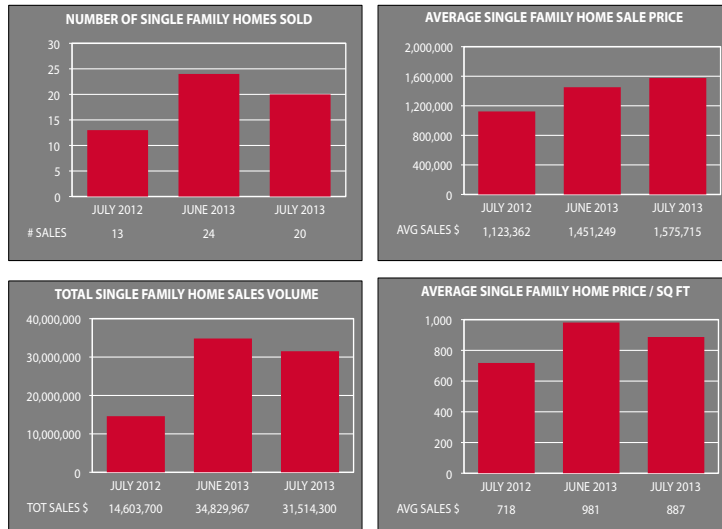
### A Comparison of the Sales Statistics for All Property Types for the Past Year



... a boutique real estate brokerage serving Venice . CA

CJ Cole | Broker Owner | Venice Beach Living | BRE #00960322  
310.823.3129 | 310.773.6945 | www.venicebeachliving.com

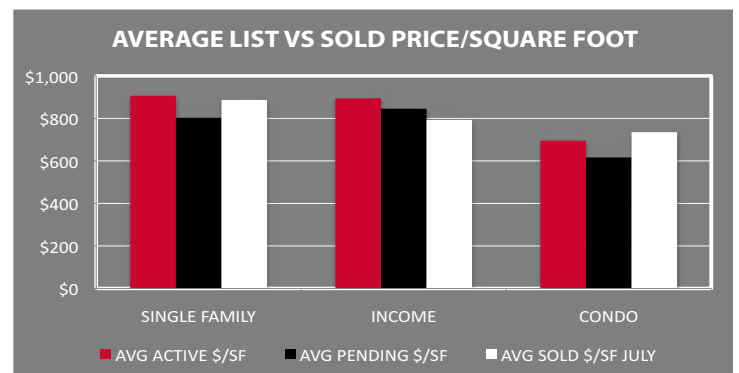
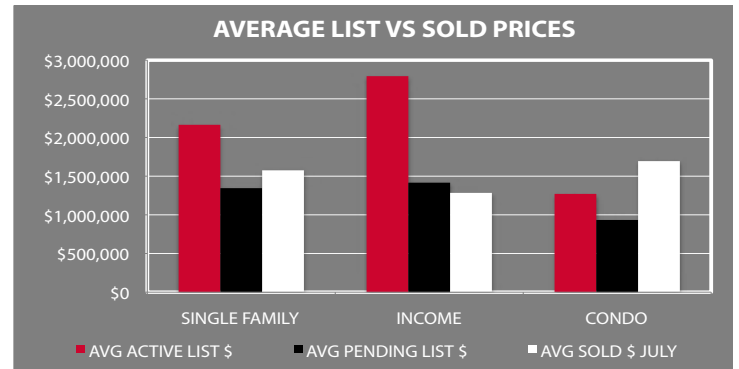
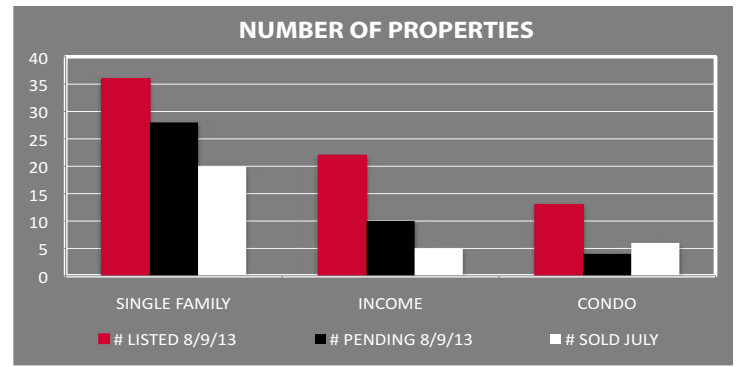
July Home Sales Stats As Compared to Last Month and a Year Ago



Comparison Stats of July Sales with Last Month and Previous Year for All Property Types

|               |           | Average Sale Price | Median Sale Price | Avg Price Per SF |
|---------------|-----------|--------------------|-------------------|------------------|
| ALL SALES     | July 2013 | 1,551,719          | 1,400,000         | 837              |
|               | Change    | <b>13%</b>         | <b>20%</b>        | <b>12%</b>       |
|               | June 2013 | 1,379,068          | 1,170,000         | 751              |
|               | July 2013 | 1,551,719          | 1,400,000         | 837              |
|               | Change    | <b>31%</b>         | <b>32%</b>        | <b>25%</b>       |
| SINGLE FAMILY | July 2013 | 1,575,715          | 1,400,000         | 887              |
|               | Change    | <b>9%</b>          | <b>10%</b>        | <b>-10%</b>      |
|               | June 2013 | 1,451,249          | 1,275,000         | 981              |
|               | July 2013 | 1,575,715          | 1,400,000         | 887              |
|               | Change    | <b>40%</b>         | <b>28%</b>        | <b>24%</b>       |
| RES INCOME    | July 2013 | 1,284,200          | 1,166,000         | 793              |
|               | Change    | <b>-23%</b>        | <b>-29%</b>       | <b>21%</b>       |
|               | June 2013 | 1,672,167          | 1,647,500         | 657              |
|               | July 2013 | 1,284,200          | 1,166,000         | 793              |
|               | Change    | <b>-7%</b>         | <b>6%</b>         | <b>10%</b>       |
| CONDOMINIUM   | July 2013 | 1,694,667          | 1,275,000         | 735              |
|               | Change    | <b>65%</b>         | <b>37%</b>        | <b>16%</b>       |
|               | June 2013 | 1,024,300          | 932,500           | 633              |
|               | July 2013 | 1,694,667          | 1,275,000         | 735              |
|               | Change    | <b>82%</b>         | <b>31%</b>        | <b>51%</b>       |
| July 2012     | 930,583   | 971,750            | 486               |                  |

Active and Pending Listings vs Last Month's Sales



About My Stats ...

WHY MY STATISTICS ARE MORE ACCURATE than either those from the Multiple Listing Service or the Los Angeles County Tax Records (used for the Los Angeles Times reports) ... First of all, I must state, no sources are absolutely perfectly accurate (even mine) !!! However, by merging the data from both of the sources, the resulting data is much more accurate. The accuracy of any statistics is solely dependent upon the accuracy input data. The MLS inaccuracies are, for the most part, a result of agent input errors ... wrong property type, inaccurate sale date, wrong MLS-defined area, missing square footage, and duplicate MLS entries. The County Records (obtained from CoreLogic®, a paid service) often do not report the sales price and, therefore, those sales are not included in their stats. Additionally, there are a number of properties that sell without a Realtor® which are discovered in CoreLogic®; but do not show in the MLS stats.



... a boutique real estate brokerage serving Venice . CA

CJ Cole | Broker Owner | Venice Beach Living | BRE #00960322  
310.823.3129 | 310.773.6945 | www.venicebeachliving.com