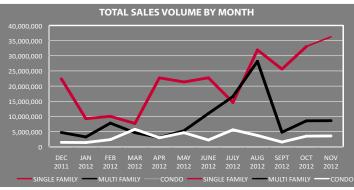
### The List of All Venice Sales in November

	NGLE FA			. NOVE			
STREET		BDM	BTH	SQ FT	YR BLT	LOT SZ	SALE PRICE
5TH AVE		2	1	900	1924	1350	\$530,000
SAN MIGUEL AVE		1	1	734	1910	2178	\$570,000
GRAND		2	1	578	1921	2338	\$735,000
VAN BUREN AVE		2	1	1392	1937	4201	\$776,000
WALNUT AVE		3	2	1262	1950	5596	\$780,000
GARFIELD AVE		2	1	869	1948	4207	\$800,000
WINDWARD AVE		1	1	695	1920	2850	\$800,000
6TH AVE		2	2	644	1922	3000	\$803,300
GLENCOE AVE		3	2	1258	1921	5257	\$860,000
VISTA PL		2	2	1348	1979	2250	\$888,000
NOWITA PL		4	2.5	1107	1923	4776	\$975,000
BEACH AVE		4	2	2256	1942	3999	\$1,150,000
NOWITA PL		2	1.75	978	1923	3400	\$1,181,600
INDIANA AVE		3	2	1427	1956	5997	\$1,200,000
NOWITA PL		2	2	1112	1924	3145	\$1,325,000
GRAYSON AVE		3	1.5	1628	1942	5096	\$1,330,000
CALIFORNIA AVE		3	3	2265	2009	2532	\$1,350,000
CLUNE AVE		3	2	1774	1939	5154	\$1,455,000
SANTA CLARA AVE		2	1.75	1260	1979	5177	\$1,475,000
SUPERBA AVE		5	3	2445	1913	3398	\$1,520,000
NOWITA PL		3	3	1752	1928	2975	\$1,560,000
RIALTO AVE		3	2.5	2756	2004	2550	\$1,830,000
ALTAIR PL		3	4	4472	1989	2700	\$2,421,000
WESTMINSTER AVE		4	3	2886	1938	5201	\$2,950,000
NOWITA PL		5	4.5	3800	1921	3400	\$3,000,000
OCEAN FRONT WALK	<	1	4	3600	2008	2617	\$4,000,000
TOTAL SALES AVERAGE SALE PRI	CE						\$36,264,900
AVERAGE SALE PRI AVERAGE \$ PER SQ							\$1,394,804 \$802
RESIDENTIAL INCOME SALES . NOVEMBER . 2012							
STREET	# UNITS	BDM	BTH	SQ FT	YR BLT	LOT SZ	SALE PRICE
PENMAR AVE	3	2	2	1420	1949	6203	\$650,000
WOODLAWN AVE	2	2	2	1152	1924	4188	\$770,000
20TH AVE	2	2	4	2084	1978	2642	\$787,648
GLENCOE AVE	5	4	5	2496	1903	5848	\$900,000
6TH AVE	4	4	4	1884	1923	6358	\$975,000
	2	2	1	1700	1919	2701	\$980,000
SUPERBA AVE	2	3	2	1232	1924	3599	\$1,080,000
26TH AVE TOTAL SALES	2	4	4.5	4051	2008	2639	\$2,450,000 \$8,592,648
AVERAGE SALE PRI	CF						\$8,392,048 \$1,074,081
AVERAGE \$ PER SQ							\$536
				. NOVE	MDED	2012	
STREET	NDOMI	BDM				2012	
OCEAN AVE		вDМ 2	BTH	SQ FT 1470	YR BLT 1984		SALE PRICE
FLOWER AVE			2.5		2000		\$749,000
28TH AVE		3 3	3.5 3.5	1970 2003	2000 1975		\$1,183,000 \$1,620,000
TOTAL SALES		3	ر.ر	2003	1213		\$3,552,000
AVERAGE SALE PRICE							\$1,184,000
AVERAGE \$ PER SQ							\$653
COMMERCIAL SALES . NOVEMBER . 2012							
		RDM	DTU	CO LT	VDDIT		
STREET LINCOLN BLVD		BDM	BTH	SQ FT <b>3995</b>	YR BLT 1928	4808	SALE PRICE \$1,900,000

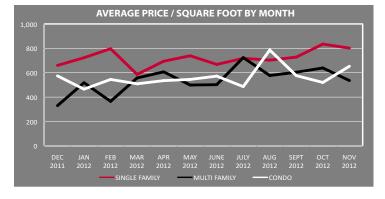
Sales are for all of Venice and do not necessarily represent sales of CJ Cole. Information is compiled from CoreLogic<sup>®</sup> and the MLS/CLAW.

# A Comparison of the Sales Statistics for All











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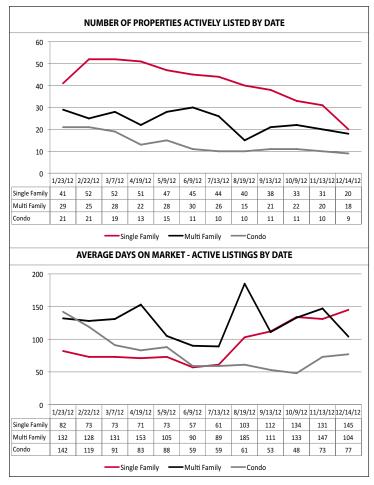
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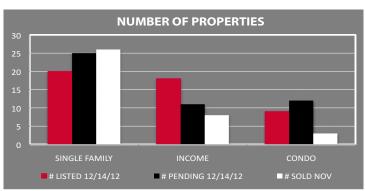
#### November Home Sales Stats As Compared to Last Month and a Year Ago



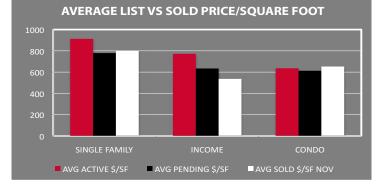
#### Past Year's Look at the Number of Properties Actively Listed and the Days on Market for All Property Types



#### Active and Pending Listings vs Last Month's Sales



**AVERAGE LIST VS SOLD PRICES** \$2,500,000 AVG PENDING LIST \$ AVG ACTIVE LIST \$ AVG SOLD \$ NOV



## 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.



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