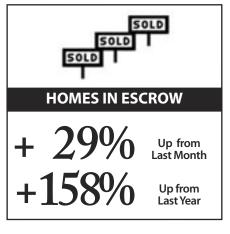
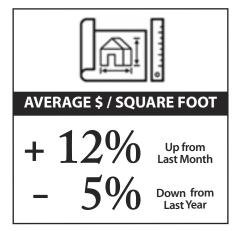


# CJ Cole's Venice Market Report February 2021

## Venice Home Increase Dramatically in February ...







Twenty-four single family homes sold in February 2021, fourteen more than January (240.0%) and 12 more than last February (200.0%). The Venice single-family home total sales volume for February 2021 (\$54,086,970) increased 222.0%% vs. January (\$16,798,000) and 79.9% vs. last February (\$30,064,521).

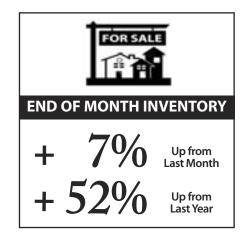
The average sale price (\$2,253,624) for single-family homes in Venice in February increased 34.2% compared to the figures for last month (\$1,679,800) and declined 10.0% compared to February 2020 (\$2,505,377). The average price per square foot for February (\$1,102) increased 12.2% over last month (\$982) but decreased 5.0% from a year ago (\$1,160). (These figures are taken from my adjusted stats ... see "About My Stats" on page 3.)

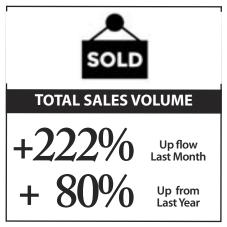
At the end of February, the MLS reported the inventory of homes for sale (152) increased 7.0% when compared to last month (142) and a 52.0% over year ago (100). There were 31 homes under contract at the end of February ... seven more than a month ago (29.2%) and 19 more than a year ago (158.3%).

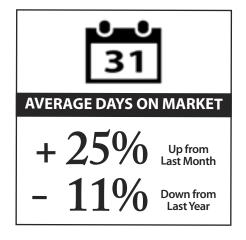
It took an average of 70 days to sell the homes that closed in February (days on market). This number was 25.0% longer than last month (56 days) and 11.4% shorter than a year ago (79 days).

The absorption rate (defined as the number of months it would take to sell the number of listed homes at the current rate of sale) increased 142.9% from January and 31.6% vs. a year ago. An increase in absorption rate indicates a slower market pace. The current inventory supply (as reported by the MLS) is 5 months ... down 4 months from February 2020 (9 months) and last month (6 months).

Homes are selling fairly close to last list price. February 2021 sales were 97.0% of list; February 2020 sales were 98.1% of list and January 2021 was at 89.0%.









... Exclusively Venice Real Estate Service ... Beyond Ordinary

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### The List of All Venice Sales for February 2021

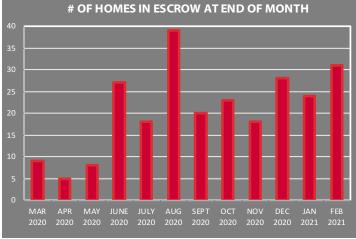
						y 2021
SINGL	EFAN	ILY :	SALES   FI	EBRUARY	2021	
STREET	BE	DM BT	'H SQ FT	YR BLT	LOT SZ	SALE PRICE
2412 CLARK AVE	2	2 1	962	1953	3600	\$1,425,000
58 PALOMA AVE	4	4 3	8 2187	1954	2799	\$1,560,000
817 VICTORIA AVE	:	3 2	1346	1948	4517	\$1,610,000
765 MILWOOD AVE		2 1	1161	1946	5630	\$1,660,000
1015 VICTORIA AVE		53	3500	1922	10412	\$1,700,000
1635 SHELL AVE		3 2	2 1597	1924	2658	\$1,775,000
820 ANGELUS PL	:	2 2	2 1345	1921	4211	\$1,800,000
225 5TH AVE		2 1		1923	4133	\$1,800,000
809 INDIANA AVE		3 1		1949	4800	\$1,800,000
846 MILWOOD AVE		2 1		1925	4382	\$1,837,500
132 VISTA PL		2 3		1979	2250	\$1,888,000
205 SHERMAN CANAL		1 1		1924	3239	\$2,002,000
818 ANGELUS PL		3 2			3686	\$2,070,000
1100 ROSE AVE		3 2			6006	\$2,130,000
808 BROOKS AVE		3 4			2177	\$2,425,000
2129 LOUELLA AVE		5 4		2008	5607	\$2,620,000
34 PARK AVE		4 3			3612	\$2,634,470
209 RENNIE AVE		3 2			4134	\$2,700,000
2228 GLYNDON AVE		4 5			5841	\$2,725,000
633 WESTMINSTER AVE		5 5			5208	\$2,750,000
741 CALIFORNIA AVE		33			2838	\$2,875,000
214 HOWLAND CANAL		33			2850	\$3,100,000
2318 CLEMENT AVE		4 3			3601	\$3,600,000
1531 GLENAVON AVE	:	5 5	3300	2020	5906	\$3,600,000
TOTAL SALES AVERAGE SALES PRICE						\$54,086,970
AVERAGE SALES PRICE						\$2,253,624 \$1,102
AVERAGE \$7 SF						\$1,10Z
RESIDENT	IAL IN	NCOI	ME SALES	FEBRUA	RY 2021	
STREET UN	NITS BE	om bi	'H SQ FT	YR BLT	LOT SZ	SALE PRICE
STREET UN 724 MACHADO DR	NITS BE	ом вт 5 4	"H SQ FT 2036	YR BLT 1947	LOT SZ 3800	\$1,300,000
STREET UN 724 MACHADO DR 728 MACHADO DR	NITS BE 4	ом вт 5 4 5 4	TH SQ FT 2036 2036	YR BLT 1947 1947	LOT SZ 3800 3800	\$1,300,000 \$1,300,000
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL	AITS BE	DM BT 5 4 5 4 2 2	TH SQ FT 2036 2036 2968	YR BLT 1947 1947 1922	LOT SZ 3800 3800 2855	\$1,300,000 \$1,300,000 \$1,628,000
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE	NITS BE 4 2 2 2 3 3	DM B1 5 4 5 4 2 2 3 3	TH         SQ FT           1         2036           2         968           3         1479	YR BLT 1947 1947 1922 1925	LOT SZ 3800 3800 2855 3602	\$1,300,000 \$1,300,000 \$1,628,000 \$1,760,000
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE	NITS BE 4 2 2 2 3 2 2 2	DM BT 5 4 2 2 3 3 3 2	TH         SQ FT           2036         2036           2         968           3         1479           2         952	YR BLT 1947 1947 1922 1925 1921	LOT SZ 3800 3800 2855 3602 2550	\$1,300,000 \$1,300,000 \$1,628,000 \$1,760,000 \$1,790,000
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE	AITS BE 4 2 2 2 3 2 3 3 3 4	DM BT 5 4 2 2 3 3 3 2 4 3	H     SQ FT       1     2036       2     968       3     1479       2     952       3     1864	YR BLT 1947 1947 1922 1925 1921 1953	LOT SZ 3800 3800 2855 3602 2550 5198	\$1,300,000 \$1,300,000 \$1,628,000 \$1,760,000 \$1,790,000 \$1,855,000
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE	NITS BE 4 2 2 2 3 2 3 4 2 0	DM BT 5 4 2 2 2 3 3 2 3 2 4 3 6 4	H         SQ FT           I         2036           I         2036           I         2036           I         968           I         1479           I         952           I         1864           I         2257	YR BLT 1947 1947 1922 1925 1921 1953 1924	LOT SZ 3800 3800 2855 3602 2550 5198 5849	\$1,300,000 \$1,300,000 \$1,628,000 \$1,760,000 \$1,790,000 \$1,855,000 \$2,040,000
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE 667 BROOKS AVE	NITS BE 4 2 2 2 3 2 3 4 2 0 3 4 3 4	DM B1       5     4       5     4       3     2       3     2       4     3       5     4	H         SQ FT           I         2036           I         2036           I         968           I         1479           I         952           I         1864           I         2257           I         3550	YR BLT 1947 1947 1922 1925 1921 1953 1924 1926	LOT SZ 3800 2855 3602 2550 5198 5849 5280	\$1,300,000 \$1,300,000 \$1,628,000 \$1,760,000 \$1,790,000 \$1,855,000 \$2,040,000 \$2,100,000
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE 667 BROOKS AVE 20 17TH AVE	NITS     BE       4     4       2     2       3     4       2     2       3     4       4     2	DM     BT       5     2       5     2       2     2       3     2       4     3       5     2	H         SQ FT           4         2036           4         2036           2         968           3         1479           2         952           3         1864           4         2257           5         3550           4         2488	YR BLT 1947 1947 1922 1925 1921 1953 1924 1926 1964	LOT SZ 3800 2855 3602 2550 5198 5849 5280 2520	\$1,300,000 \$1,300,000 \$1,628,000 \$1,760,000 \$1,790,000 \$1,855,000 \$2,040,000 \$2,100,000 \$2,310,000
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE 667 BROOKS AVE 20 17TH AVE 2214 PENMAR AVE	NITS     BE       4     4       2     2       3     2       3     4       2     2       3     4       2     4       2     4	DM     BT       5     4       5     4       3     2       3     2       4     5       4     5       3     4       4     5       4     4       4     4	H         SQ FT           4         2036           4         2036           2         968           3         1479           2         952           3         1864           4         2257           5         3550           4         2488           4         3194	YR BLT 1947 1947 1922 1925 1921 1953 1924 1926 1964 1929	LOT SZ 3800 3800 2855 3602 2550 5198 5849 5280 2520 6360	\$1,300,000 \$1,300,000 \$1,628,000 \$1,790,000 \$1,855,000 \$2,040,000 \$2,100,000 \$2,310,000 \$2,376,500
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE 667 BROOKS AVE 20 17TH AVE 2214 PENMAR AVE 25 CLUBHOUSE AVE	NITS     BE       4     4       2     2       3     2       3     4       2     4       3     4       2     4       5     5	DM     BT       5     4       2     2       3     2       4     5       4     5       4     5       4     4       4     4       4     4       4     4       4     4       4     4       4     4       4     4       4     4       4     4	H         SQ FT           2036         2036           2036         968           1479         952           1864         2257           3550         3550           238         3194           3342         3342	YR BLT 1947 1947 1922 1925 1921 1953 1924 1926 1964 1929 1909	LOT SZ 3800 3800 2855 3602 2550 5198 5849 5280 2520 6360 3598	\$1,300,000 \$1,300,000 \$1,628,000 \$1,760,000 \$1,855,000 \$2,040,000 \$2,100,000 \$2,310,000 \$2,376,500 \$2,489,000
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE 667 BROOKS AVE 20 17TH AVE 2214 PENMAR AVE 25 CLUBHOUSE AVE 1339 APPLETON WAY	NITS     BE       4     4       2     2       3     4       2     2       3     4       2     4       2     4       2     4       2     2       3     4       2     4       2     4       2     4       2     4       2     4	DM     BT       5     2       2     2       3     2       3     2       4     3       4     4       4     4       4     5       5     3	H         SQ FT           2036         2036           2036         968           1479         952           1864         2257           3550         3550           238         3194           3342         3342           3235         2035	YR BLT 1947 1947 1922 1925 1921 1953 1924 1926 1964 1929 1909 1959	LOT SZ 3800 3800 2855 3602 2550 5198 5849 5280 2520 6360 3598 10899	\$1,300,000 \$1,300,000 \$1,628,000 \$1,760,000 \$1,855,000 \$2,040,000 \$2,100,000 \$2,310,000 \$2,376,500 \$2,489,000 \$2,510,000
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE 667 BROOKS AVE 20 17TH AVE 2214 PENMAR AVE 25 CLUBHOUSE AVE 1339 APPLETON WAY 1519 CABRILLO AVE	NITS     BE       4     4       2     2       3     4       2     4       3     4       2     4       2     4       2     4       2     4       2     4       2     4       2     4       2     4       2     4       2     4	DM     BT       5     4       2     2       3     2       4     5       4     5       4     5       4     4       4     4       4     4       4     4       4     4       4     4       4     4       4     4       4     4       4     4	H         SQ FT           2036         2036           2036         968           1479         952           1864         2257           3550         3550           238         3194           3342         2035	YR BLT 1947 1947 1922 1925 1921 1953 1924 1926 1964 1929 1909 1959	LOT SZ 3800 3800 2855 3602 2550 5198 5849 5280 2520 6360 3598	\$1,300,000 \$1,300,000 \$1,628,000 \$1,790,000 \$1,855,000 \$2,040,000 \$2,100,000 \$2,310,000 \$2,376,500 \$2,489,000 \$2,510,000 \$3,950,000
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE 667 BROOKS AVE 2017TH AVE 2214 PENMAR AVE 25 CLUBHOUSE AVE 1339 APPLETON WAY 1519 CABRILLO AVE <b>TOTAL SALES</b>	NITS     BE       4     4       2     2       3     4       2     2       3     4       2     4       2     4       2     4       2     2       3     4       2     4       2     4       2     4       2     4       2     4	DM     BT       5     2       2     2       3     2       3     2       4     3       4     4       4     4       4     5       5     3	H         SQ FT           2036         2036           2036         968           1479         952           1864         2257           3550         3550           238         3194           3342         3342           3235         2035	YR BLT 1947 1947 1922 1925 1921 1953 1924 1926 1964 1929 1909 1959	LOT SZ 3800 3800 2855 3602 2550 5198 5849 5280 2520 6360 3598 10899	\$1,300,000 \$1,300,000 \$1,628,000 \$1,790,000 \$1,855,000 \$2,040,000 \$2,100,000 \$2,310,000 \$2,376,500 \$2,489,000 \$2,510,000 \$3,950,000 <b>\$27,408,500</b>
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE 667 BROOKS AVE 20 17TH AVE 2214 PENMAR AVE 25 CLUBHOUSE AVE 1339 APPLETON WAY 1519 CABRILLO AVE <b>TOTAL SALES</b> <b>AVERAGE SALES PRICE</b>	NITS     BE       4     4       2     2       3     4       2     2       3     4       2     4       2     4       2     4       2     2       3     4       2     4       2     4       2     4       2     4       2     4	DM     BT       5     2       2     2       3     2       3     2       4     3       4     4       4     4       4     5       5     3	H         SQ FT           2036         2036           2036         968           1479         952           1864         2257           3550         3550           238         3194           3342         3342           3235         2035	YR BLT 1947 1947 1922 1925 1921 1953 1924 1926 1964 1929 1909 1959	LOT SZ 3800 3800 2855 3602 2550 5198 5849 5280 2520 6360 3598 10899	\$1,300,000 \$1,300,000 \$1,628,000 \$1,790,000 \$1,855,000 \$2,040,000 \$2,100,000 \$2,310,000 \$2,376,500 \$2,489,000 \$2,510,000 \$3,950,000 <b>\$27,408,500</b> <b>\$2,108,346</b>
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE 667 BROOKS AVE 20 17TH AVE 2214 PENMAR AVE 2214 PENMAR AVE 25 CLUBHOUSE AVE 1339 APPLETON WAY 1519 CABRILLO AVE TOTAL SALES AVERAGE SALES PRICE AVERAGE \$/ SF	NITS         BL           4	DM BT 5 2 2 2 3 3 5 2 2 2 3 3 3 5 2 4 5 5 2 4 4 5 2 4 4 5 3 4 4 5 5 5 5 5 5	H       SQ FT         2036       2036         2036       968         1479       952         1864       2257         3550       3550         238       3194         3342       3342         3553       3489	YR BLT 1947 1947 1922 1925 1921 1953 1924 1926 1964 1929 1909 1959 1950	LOT SZ 3800 2855 3602 2550 5198 5849 5280 2520 6360 3598 10899 2550	\$1,300,000 \$1,300,000 \$1,628,000 \$1,790,000 \$1,855,000 \$2,040,000 \$2,100,000 \$2,310,000 \$2,376,500 \$2,489,000 \$2,510,000 \$3,950,000 <b>\$27,408,500</b>
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE 667 BROOKS AVE 20 17TH AVE 2214 PENMAR AVE 2214 PENMAR AVE 25 CLUBHOUSE AVE 1339 APPLETON WAY 1519 CABRILLO AVE TOTAL SALES AVERAGE SALES PRICE AVERAGE \$/ SF	NITS     BL       4	DM BT 5 2 2 2 3 3 5 2 2 2 3 3 3 5 2 4 5 5 2 4 4 5 2 4 4 5 3 4 4 5 5 5 5 5 5	H       SQ FT         2036       2036         2036       968         1479       952         1864       2257         3550       3550         238       3194         3342       3342         3553       3489	YR BLT 1947 1947 1922 1925 1921 1953 1924 1926 1964 1929 1909 1959	LOT SZ 3800 2855 3602 2550 5198 5849 5280 2520 6360 3598 10899 2550	\$1,300,000 \$1,300,000 \$1,628,000 \$1,790,000 \$1,855,000 \$2,040,000 \$2,100,000 \$2,310,000 \$2,376,500 \$2,489,000 \$2,510,000 \$3,950,000 <b>\$27,408,500</b> <b>\$2,108,346</b>
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE 667 BROOKS AVE 2017TH AVE 2214 PENMAR AVE 25 CLUBHOUSE AVE 1339 APPLETON WAY 1519 CABRILLO AVE TOTAL SALES AVERAGE \$/ SF CONDUCTION	IITS         BL           4         4           2         2           3         2           3         2           3         4           2         2           2         2           3         4           2         2           2         2           2         2           2         2           0         MIN           BE	DM B1       5     2       5     2       2     2       3     3       4     5       4     5       5     5       5     5       1UM     BT	H     SQ FT       2036     2036       2036     968       1479     952       1864     2257       3550     3550       22488     3194       3342     2035       3489       SALES     F       H     SQFT	YR BLT 1947 1947 1922 1925 1921 1953 1924 1926 1964 1929 1909 1959 1950 1950	LOT SZ 3800 2855 3602 2550 5198 5849 5280 2520 6360 3598 10899 2550	\$1,300,000 \$1,300,000 \$1,628,000 \$1,790,000 \$1,855,000 \$2,040,000 \$2,100,000 \$2,310,000 \$2,376,500 \$2,489,000 \$2,510,000 \$2,510,000 \$2,510,000 \$27,408,500 \$2,108,346 \$923 SALE PRICE
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE 667 BROOKS AVE 2017TH AVE 2214 PENMAR AVE 25 CLUBHOUSE AVE 1339 APPLETON WAY 1519 CABRILLO AVE TOTAL SALES AVERAGE SALES PRICE AVERAGE \$/ SF STREET 331 BROOKS AVE #3	NITS BE           4         4           2         2           3         2           3         2           4         2           3         4           2         2           3         4           2         2           0         2           0         MIN	DM BT       5     2       2     2       3     2       4     2       4     2       5     5       5     2	H       SQ FT         2036       2036         2036       968         1479       952         1864       2257         3550       3550         42488       3194         53342       3342         533489       3489         SALES       F         H       SQ FT         H       SQ FT         SALES       F	YR BLT 1947 1947 1922 1925 1921 1953 1924 1926 1964 1929 1959 1950 <b>EBRUARY</b> YR BLT 1963	LOT SZ 3800 2855 3602 2550 5198 5849 5280 2520 6360 3598 10899 2550	\$1,300,000 \$1,300,000 \$1,628,000 \$1,790,000 \$1,855,000 \$2,040,000 \$2,100,000 \$2,310,000 \$2,376,500 \$2,489,000 \$2,510,000 \$2,510,000 \$2,7408,500 \$2,108,346 \$923 SALE PRICE \$789,000
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE 667 BROOKS AVE 20 17TH AVE 2214 PENMAR AVE 2214 PENMAR AVE 25 CLUBHOUSE AVE 1339 APPLETON WAY 1519 CABRILLO AVE TOTAL SALES AVERAGE SALES PRICE AVERAGE \$ / SF CONDUCTION STREET 331 BROOKS AVE #1	NITS         BE           4         4           2         2           3         2           3         2           3         4           2         2           3         4           2         2           2         4           2         2           0         MIN           BE         2	DM BT       5     2       2     2       3     2       4     2       4     2       5     5       5     2	H       SQ FT         2036       2036         2036       968         1479       952         1864       2257         3550       3550         233194       3194         3342       3342         33489       3489         SALES       F         H       SQ FT         SALES       F         H       SQ FT         856       856	YR BLT 1947 1947 1922 1925 1921 1953 1924 1926 1964 1929 1909 1959 1950 <b>EBRUARY</b> YR BLT 1963 1963	LOT SZ 3800 2855 3602 2550 5198 5849 5280 2520 6360 3598 10899 2550	\$1,300,000 \$1,300,000 \$1,628,000 \$1,790,000 \$1,855,000 \$2,040,000 \$2,100,000 \$2,310,000 \$2,376,500 \$2,489,000 \$2,510,000 \$27,408,500 \$27,408,500 \$2,108,346 \$923 SALE PRICE \$789,000 \$865,000
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE 667 BROOKS AVE 20 17TH AVE 2214 PENMAR AVE 2214 PENMAR AVE 25 CLUBHOUSE AVE 1339 APPLETON WAY 1519 CABRILLO AVE TOTAL SALES AVERAGE SALES PRICE AVERAGE \$/ SF STREET 331 BROOKS AVE #1 630 ROSE AVE #2	IITS BE           4         4           2         2           3         2           3         2           3         4           2         2           3         4           2         2           2         2           2         2           0         MIN           BE         2	DM BI       5     2       5     2       2     2       3     2       4     5       4     2       7     5       55     5       5     2       100M BI       2     1       2     1	H       SQ FT         2036       2036         2036       968         1479       952         1864       2257         3550       3550         42488       3194         53342       3342         633489       3489         SALES       F         H       SQ FT         856       856         2       1260	YR BLT 1947 1947 1922 1925 1921 1953 1924 1926 1964 1929 1959 1950 <b>EBRUARY</b> YR BLT 1963 1963 1963 1989	LOT SZ 3800 2855 3602 2550 5198 5849 5280 2520 6360 3598 10899 2550	\$1,300,000 \$1,300,000 \$1,628,000 \$1,790,000 \$1,855,000 \$2,040,000 \$2,100,000 \$2,310,000 \$2,376,500 \$2,489,000 \$2,510,000 \$27,408,500 \$27,408,500 \$2,108,346 \$923 SALE PRICE \$789,000 \$865,000 \$1,100,000
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE 667 BROOKS AVE 20 17TH AVE 2214 PENMAR AVE 2214 PENMAR AVE 2214 PENMAR AVE 2214 PENMAR AVE 25 CLUBHOUSE AVE 1339 APPLETON WAY 1519 CABRILLO AVE TOTAL SALES AVERAGE SALES PRICE AVERAGE SALES PRICE AVERAGE \$ / SF STREET 331 BROOKS AVE #1 630 ROSE AVE #2 700 MAIN ST #19	IITS BL           4           4           2           3           2           3           2           3           2           3           2           3           4           2           3           4           5           2           0           MIN           BL           2	DM BI       5     2       5     2       2     2       3     2       4     3       4     4       5     2       5     5       6     3       7     5       5     5       5     5       1     1	H       SQ FT         2036       2036         2036       968         1479       952         1864       2257         3550       3550         42488       3194         53342       3342         633489       3489         SALES       F         H       SQ FT         856       856         21260       1540	YR BLT 1947 1947 1922 1925 1921 1953 1924 1926 1964 1929 1909 1959 1950 <b>EBRUARY</b> YR BLT 1963 1963 1989 2008	LOT SZ 3800 2855 3602 2550 5198 5849 5280 2520 6360 3598 10899 2550	\$1,300,000 \$1,300,000 \$1,628,000 \$1,790,000 \$1,855,000 \$2,040,000 \$2,100,000 \$2,310,000 \$2,376,500 \$2,489,000 \$2,510,000 \$2,510,000 <b>\$27,408,500</b> <b>\$27,408,500</b> <b>\$27,408,500</b> <b>\$27,408,500</b> <b>\$27,408,500</b> <b>\$27,408,500</b> <b>\$27,408,500</b> <b>\$27,408,500</b> <b>\$21,100,000</b> \$1,245,000
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE 667 BROOKS AVE 20 17TH AVE 2214 PENMAR AVE 2214 PENMAR AVE 2214 PENMAR AVE 2214 PENMAR AVE 25 CLUBHOUSE AVE 1339 APPLETON WAY 1519 CABRILLO AVE TOTAL SALES AVERAGE SALES PRICE AVERAGE \$ / SF STREET 331 BROOKS AVE #1 630 ROSE AVE #2 700 MAIN ST #19 1113 ELECTRIC AVE #9	IITS         BE           4         4           2         2           3         2           3         2           3         4           2         2           3         4           2         2           2         2           0         MIN           BE         2	DM BT       5     2       2     2       3     2       4     2       5     3       4     2       5     5       5     5       5     5       5     5       5     5       11     1	H       SQ FT         2036       2036         2036       968         1479       952         1864       2257         3550       3550         42488       3194         53342       3342         633489       3489         SALES       F         H       SQFT         856       856         2       1260         1540       2         2       1210	YR BLT 1947 1947 1922 1925 1921 1953 1924 1926 1964 1929 1909 1959 1950 <b>EBRUARY</b> YR BLT 1963 1963 1989 2008 2000	LOT SZ 3800 2855 3602 2550 5198 5849 5280 2520 6360 3598 10899 2550	\$1,300,000 \$1,300,000 \$1,628,000 \$1,790,000 \$1,855,000 \$2,040,000 \$2,100,000 \$2,310,000 \$2,376,500 \$2,489,000 \$2,510,000 \$2,510,000 \$2,7408,500 \$2,108,346 \$923 SALE PRICE \$789,000 \$865,000 \$1,100,000 \$1,245,000
STREET UN 724 MACHADO DR 728 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE 667 BROOKS AVE 20 17TH AVE 2214 PENMAR AVE 2214 PENMAR AVE 2214 PENMAR AVE 25 CLUBHOUSE AVE 1339 APPLETON WAY 1519 CABRILLO AVE TOTAL SALES AVERAGE SALES PRICE AVERAGE \$ / SF CONDATION OF #19 1113 ELECTRIC AVE #9 615 HAMPTON DR #B202	IITS         BE           4         4           2         2           3         2           3         2           3         4           2         2           3         4           2         2           2         2           0         MIN           BE         2	DM BI       5     2       5     2       2     2       3     2       4     3       4     4       5     2       5     5       6     3       7     5       5     5       5     5       1     1	H       SQ FT         2036       2036         2036       968         1479       952         1864       2257         3550       3550         238       3194         3342       3342         33489       3489         SALES       F         H       SQFT         856       856         2       1260         1540       2         2       1210	YR BLT 1947 1947 1922 1925 1921 1953 1924 1926 1964 1929 1909 1959 1950 <b>EBRUARY</b> YR BLT 1963 1963 1989 2008	LOT SZ 3800 2855 3602 2550 5198 5849 5280 2520 6360 3598 10899 2550	\$1,300,000 \$1,300,000 \$1,628,000 \$1,790,000 \$1,855,000 \$2,040,000 \$2,100,000 \$2,310,000 \$2,376,500 \$2,489,000 \$2,510,000 \$2,7408,500 \$2,108,346 \$923 SALE PRICE \$789,000 \$865,000 \$1,100,000 \$1,245,000 \$1,525,000
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE 667 BROOKS AVE 20 17TH AVE 2214 PENMAR AVE 25 CLUBHOUSE AVE 1339 APPLETON WAY 1519 CABRILLO AVE TOTAL SALES AVERAGE \$ALES PRICE AVERAGE \$/ SF CONDU STREET 331 BROOKS AVE #3 331 BROOKS AVE #1 630 ROSE AVE #2 700 MAIN ST #19 1113 ELECTRIC AVE #9 615 HAMPTON DR #B202 TOTAL SALES	IITS         BE           4         4           2         2           3         2           3         2           3         4           2         2           3         4           2         2           2         2           0         MIN           BE         2	DM BT       5     2       2     2       3     2       4     2       5     3       4     2       5     5       5     5       5     5       5     5       5     5       11     1	H       SQ FT         2036       2036         2036       968         1479       952         1864       2257         3550       3550         42488       3194         53342       3342         633489       3489         SALES       F         H       SQFT         856       856         2       1260         1540       2         2       1210	YR BLT 1947 1947 1922 1925 1921 1953 1924 1926 1964 1929 1909 1959 1950 <b>EBRUARY</b> YR BLT 1963 1963 1989 2008 2000	LOT SZ 3800 2855 3602 2550 5198 5849 5280 2520 6360 3598 10899 2550	\$1,300,000 \$1,300,000 \$1,628,000 \$1,790,000 \$1,855,000 \$2,040,000 \$2,100,000 \$2,310,000 \$2,376,500 \$2,489,000 \$2,510,000 \$2,7408,500 \$2,108,346 \$923 SALE PRICE \$789,000 \$865,000 \$1,100,000 \$1,245,000 \$1,525,000
STREET UN 724 MACHADO DR 728 MACHADO DR 412 HOWLAND CANAL 615 OLIVE AVE 1517 CABRILLO AVE 346 BROOKS AVE 2417 WALNUT AVE 667 BROOKS AVE 20 17TH AVE 2214 PENMAR AVE 2214 PENMAR AVE 25 CLUBHOUSE AVE 1339 APPLETON WAY 1519 CABRILLO AVE TOTAL SALES AVERAGE SALES PRICE AVERAGE \$ / SF CONDU STREET 331 BROOKS AVE #1 630 ROSE AVE #2 700 MAIN ST #19 1113 ELECTRIC AVE #9 615 HAMPTON DR #B202	IITS         BE           4         4           2         2           3         2           3         2           3         4           2         2           3         4           2         2           2         2           0         MIN           BE         2	DM BT       5     2       2     2       3     2       4     2       5     3       4     2       5     5       5     5       5     5       5     5       5     5       11     1	H       SQ FT         2036       2036         2036       968         1479       952         1864       2257         3550       3550         42488       3194         53342       3342         633489       3489         SALES       F         H       SQFT         856       856         2       1260         1540       2         2       1210	YR BLT 1947 1947 1922 1925 1921 1953 1924 1926 1964 1929 1909 1959 1950 <b>EBRUARY</b> YR BLT 1963 1963 1989 2008 2000	LOT SZ 3800 2855 3602 2550 5198 5849 5280 2520 6360 3598 10899 2550	\$1,300,000 \$1,300,000 \$1,628,000 \$1,790,000 \$1,855,000 \$2,040,000 \$2,100,000 \$2,310,000 \$2,376,500 \$2,489,000 \$2,510,000 \$2,7408,500 \$2,108,346 \$923 SALE PRICE \$789,000 \$865,000 \$1,100,000 \$1,245,000 \$1,525,000

Sales are for all of Venice and do not necessarily represent sales of CJ Cole.

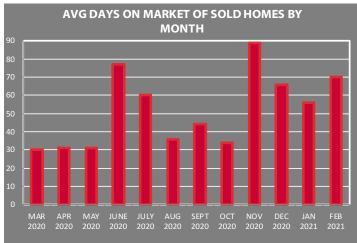
## Single Family Home Sales Comparisons



#### Number of Homes in Escrow Is Climbing



## Homes Are Taking Longer to Sell



Information is compiled from CoreLogic® and the MLS/CLAW.

HEAGENCY

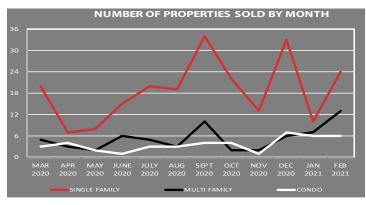
... Exclusively Venice Real Estate Service ... Beyond Ordinary

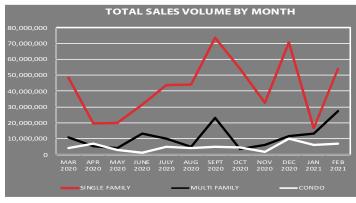
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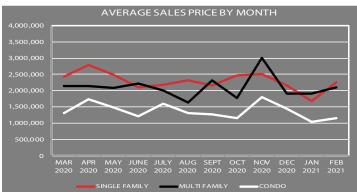
Page 2

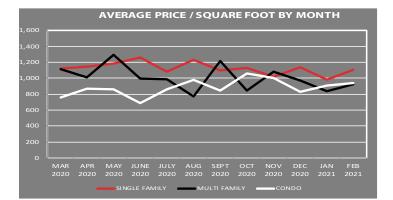
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### Single Family, Income & Condo Stats for Year





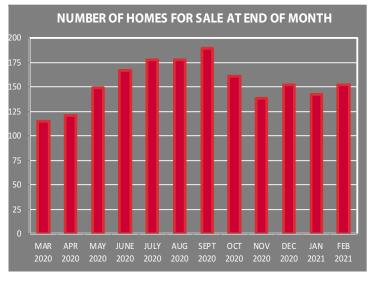




#### A Look at the Average Sold Price Trend



#### Inventory of Homes For Sale Remains High



#### 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<sup>®</sup>, 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<sup>®</sup> which are discovered in CoreLogic<sup>®</sup>; but do not show in the MLS stats.

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