

\$102.8M
SALES VOLUME
(SINCE JANUARY 2017)



\$323,599
AVERAGE PRICE PER UNIT
(SINCE JANUARY 2017)

RECENT SALES SAWTELLE					
	PROPERTY	UNITS	SALE DATE	SALE PRICE	PRICE PER UNIT
1	11818 Gateway Boulevard	15	Oct-18	\$4,250,000	\$283,333
2	11827 Texas Avenue	9	Aug-18	\$3,400,000	\$377,778
3	1228-1230 Wellesley Avenue	8	Aug-18	\$5,000,000	\$625,000
4	1520 Butler Avenue	8	Aug-18	\$2,970,000	\$297,000
5	11721 Idaho Avenue	9	Aug-18	\$2,870,000	\$318,889
6	11605 Missouri Avenue	8	Mar-18	\$2,000,000	\$250,000
7	1743 Butler Avenue	8	Feb-18	\$4,060,000	\$507,500
8	2906-2908 Sawtelle Boulevard	6	Nov-17	\$1,770,000	\$295,000
9	1820 S. Bundy Drive	9	Nov-17	\$2,900,000	\$322,222
10	11235 Richland Avenue	9	Oct-17	\$4,250,000	\$472,222
11	12409 Texas Avenue	8	Oct-17	\$3,088,000	\$386,000
12	11821 Texas Avenue	7	Sep-17	\$2,175,000	\$310,714
13	11680 Ohio Avenue	9	Sep-17	\$2,320,000	\$257,778
14	1775 Beloit Avenue	10	Aug-17	\$3,500,000	\$350,000
15	1261 Stoner Avenue	6	Aug-17	\$3,100,000	\$516,667

Survey includes multifamily properties greater than 5 units sold since January 2017. Survey excludes affordable, military, senior, and student housing.

Sales data provided by CoStar & REIS (current as of Q4 2018).



Neighborhood In Focus

LOS ANGELES | SAWTELLE

DEMOGRAPHIC/ECONOMIC HIGHLIGHTS



\$78,134

Median household income
(estimated \$99,509 by 2023)



74.0%

Housing units occupied by
renters (up 3.4% since 2010)



35.7

Median age of
neighborhood residents



45.2%

Of neighborhood residents are
between the ages of 25 and 44

RESIDENT PROFILE

43% of residents are
Trendsetters

LifeMode: Trendsetters



"Trendsetters residents are well-educated young singles—living alone or with roommates or partners"



"High-rent coastal cities are popular among tenants who are willing to pay well above the U.S. average rent"



"Well paid and with little financial responsibility, these consumers are spenders rather than savers"

37% of residents are
Metro Renters

LifeMode: Metro Renters



"Metro Renters residents are highly mobile and well-educated individuals - living alone or with a roommate in older apartment buildings and condos"

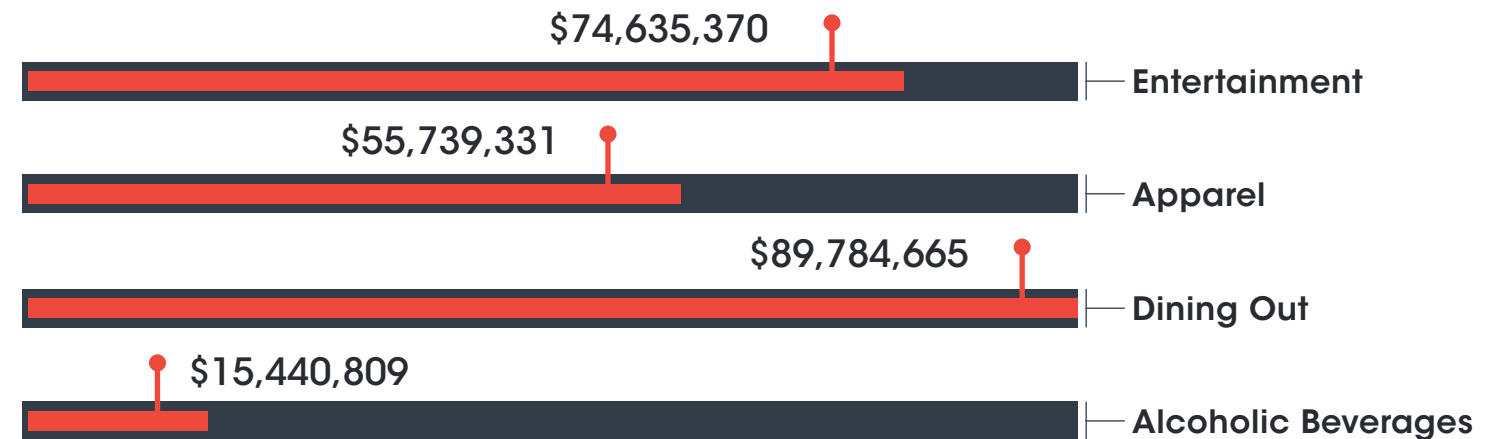


"Metro Renters flock to neighborhoods featuring larger apartment buildings, typically surrounded by offices and businesses"



"With an income close to the U.S. average, these well-informed consumers spend most of their money on clothes and the latest technology"

RETAIL EXPENDITURES IN SAWTELLE (ANNUAL)



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