

WHO'S BUYING WHAT?

Fourth Quarter Sales Report | 2021 vs 2022

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LOS ANGELES

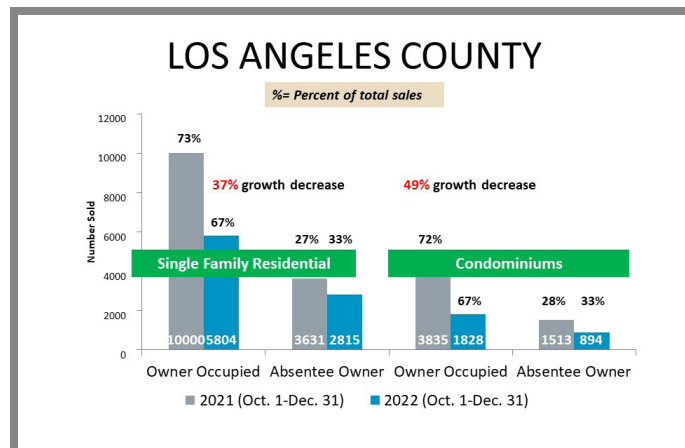
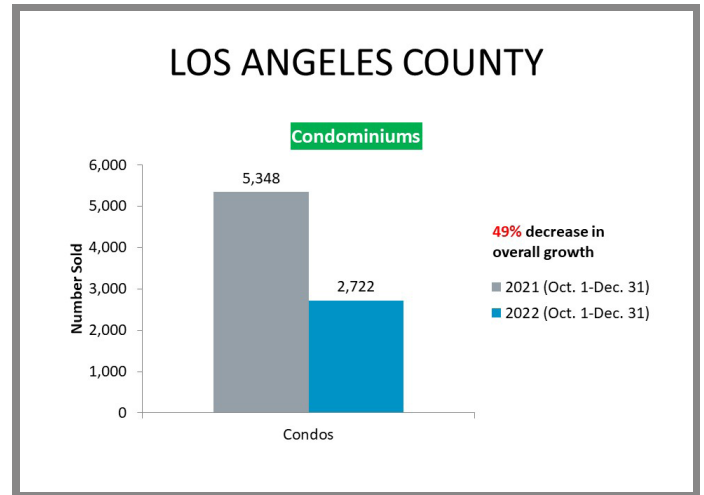
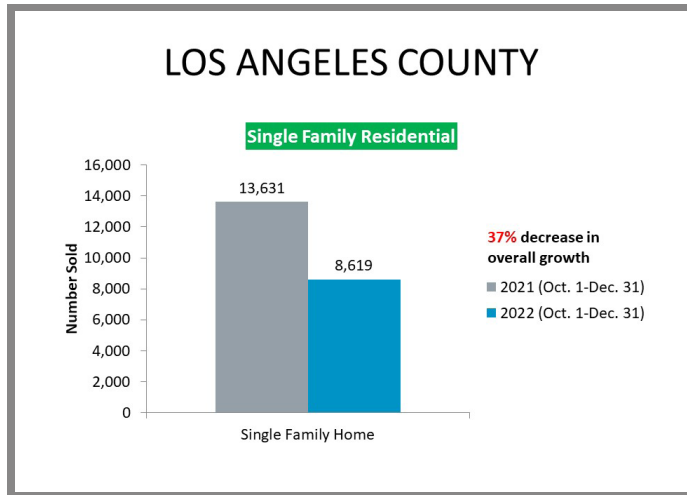
QUARTERLY SALES REPORT

FOURTH QUARTER COMPARISON 2021 vs 2022

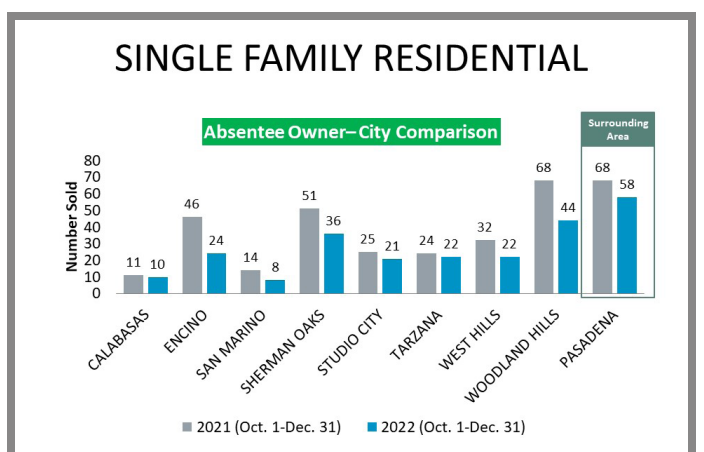
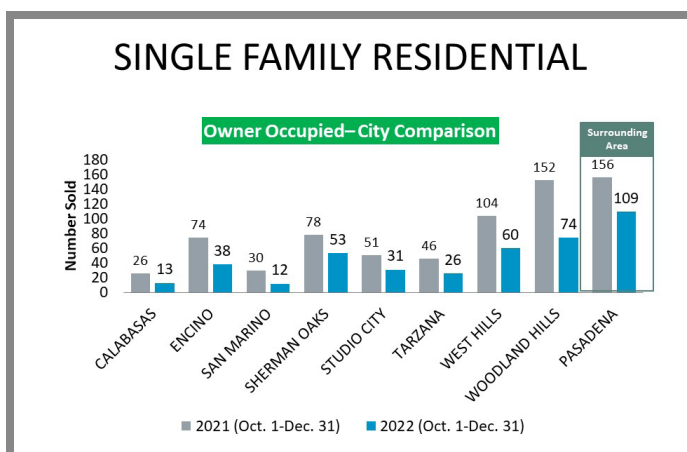
*Who's Buying
What?*

**Data below based on current vestings.*

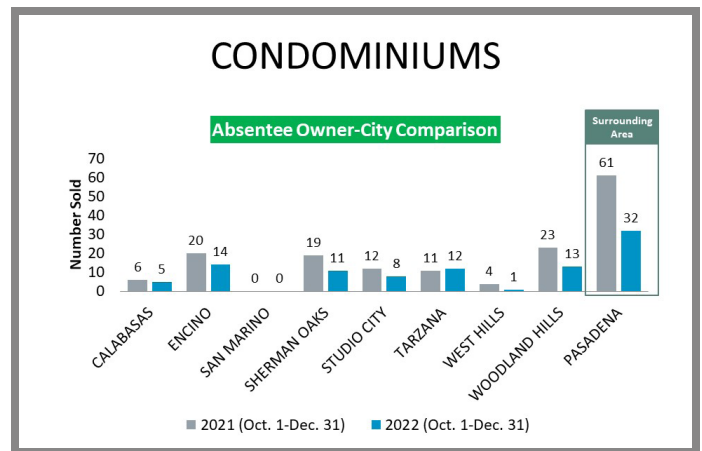
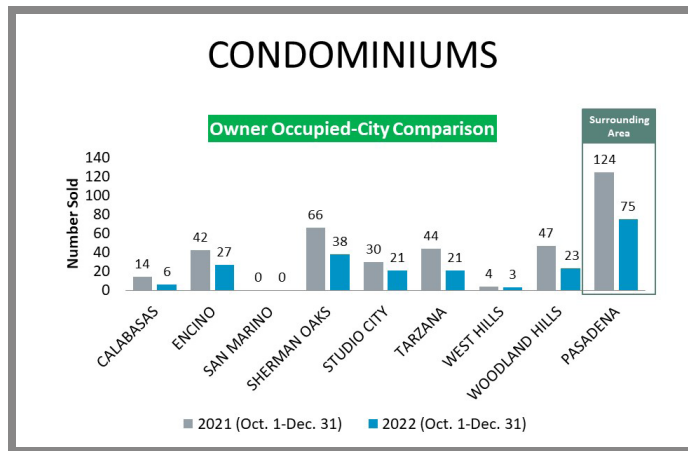
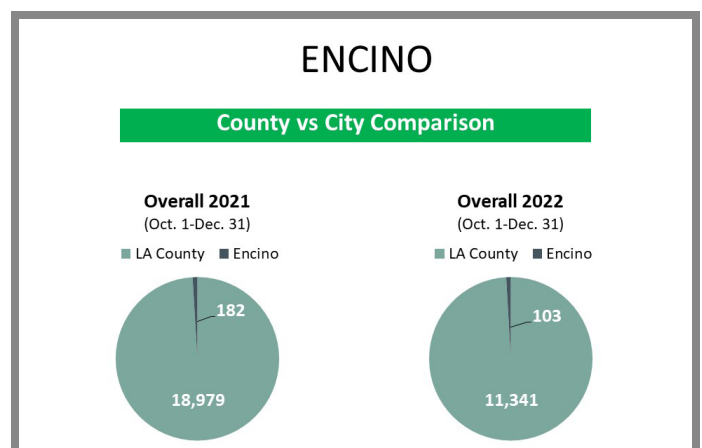
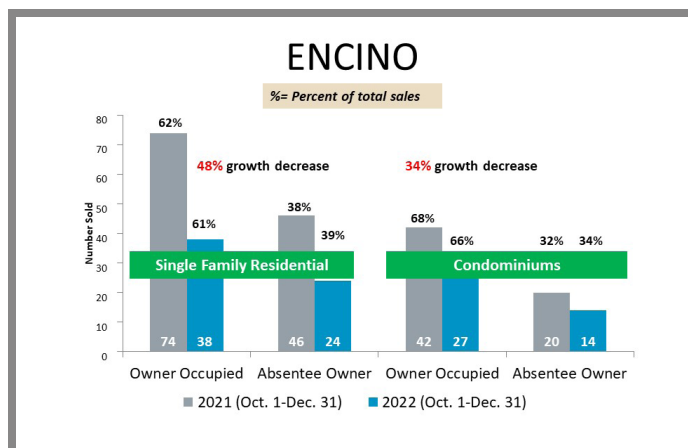
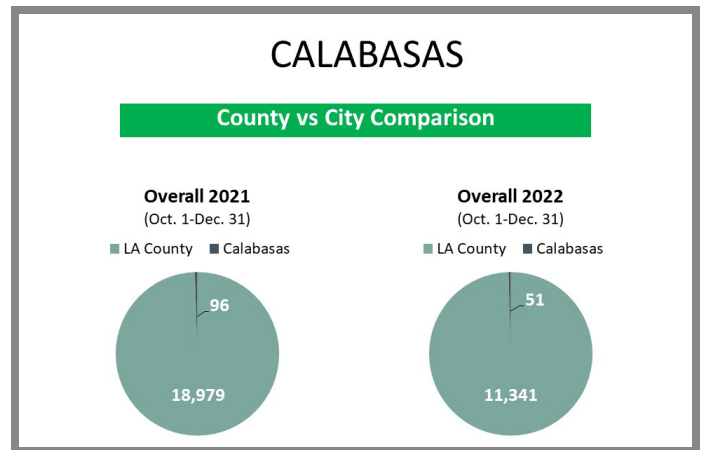
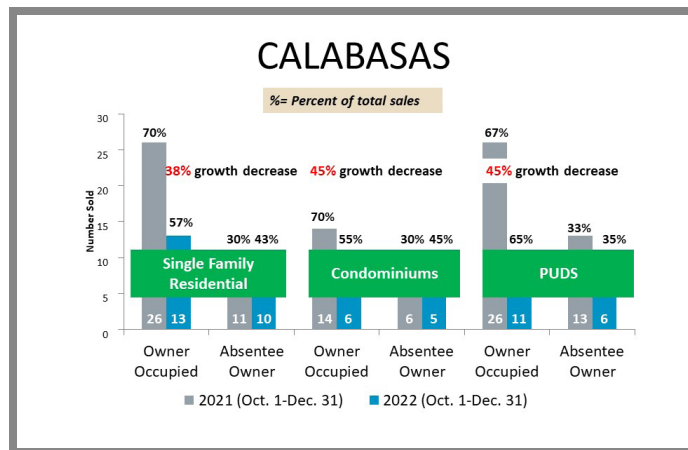
Los Angeles County Overall Q4 2021 vs 2022



City-by-City Comparison (Valley) Q4 2021 vs 2022



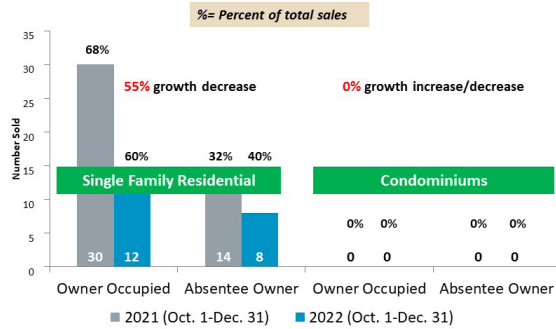
*Data below based on current vestings.

City-by-City Comparison (**Valley**) Q4 2021 vs 2022 CONTINUEDOverview by City (**Valley**) Q4 2021 vs 2022

**Data below based on current vestings.*

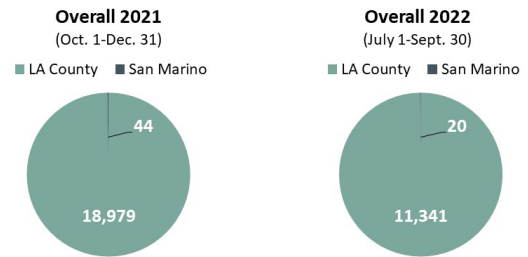
Overview by City (**Valley**) Q4 2021 vs 2022 CONTINUED

SAN MARINO

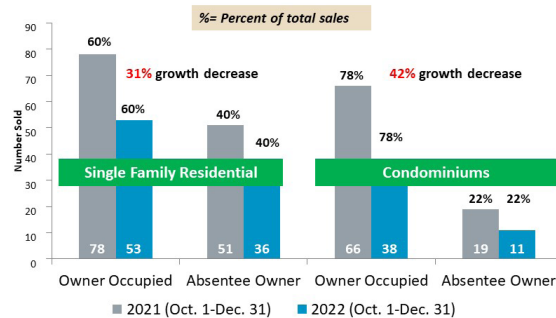


SAN MARINO

County vs City Comparison

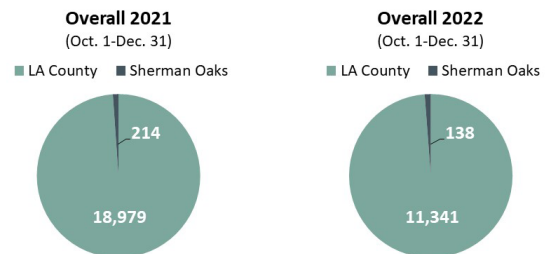


SHERMAN OAKS

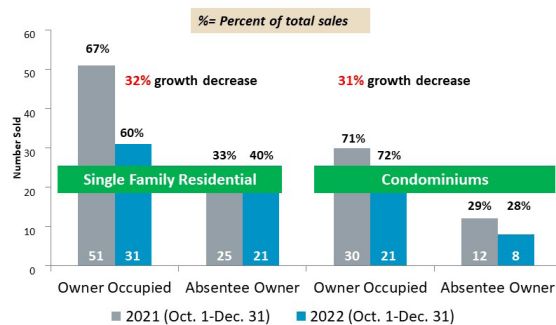


SHERMAN OAKS

County vs City Comparison

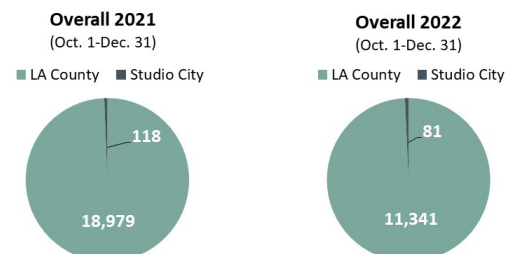


STUDIO CITY



STUDIO CITY

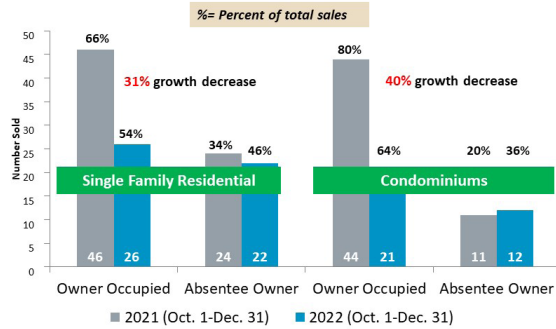
County vs City Comparison



**Data below based on current vestings.*

Overview by City (**Valley**) Q4 2021 vs 2022 CONTINUED

TARZANA

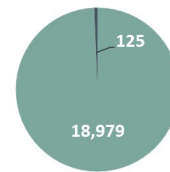


TARZANA

County vs City Comparison

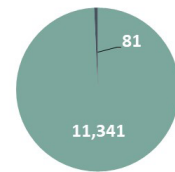
Overall 2021
(Oct. 1-Dec. 31)

LA County Tarzana

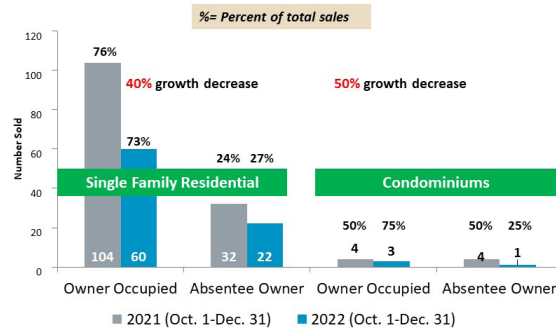


Overall 2022
(Oct. 1-Dec. 31)

LA County Tarzana



WEST HILLS

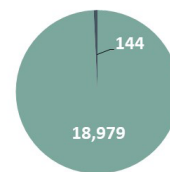


WEST HILLS

County vs City Comparison

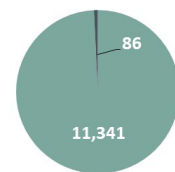
Overall 2021
(Oct. 1-Dec. 31)

LA County West Hills

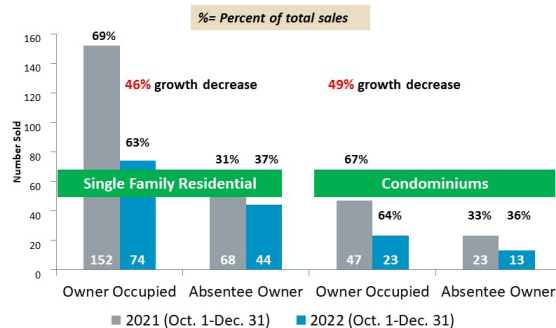


Overall 2022
(Oct. 1-Dec. 31)

LA County West Hills



WOODLAND HILLS

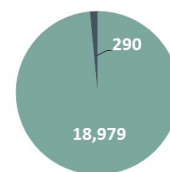


WOODLAND HILLS

County vs City Comparison

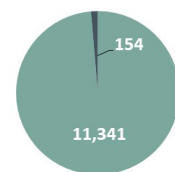
Overall Sales 2021
(Oct. 1-Dec. 31)

LA County Woodland Hills



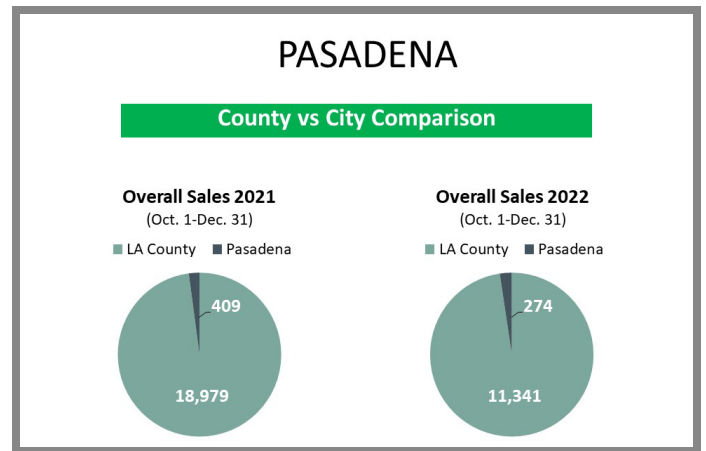
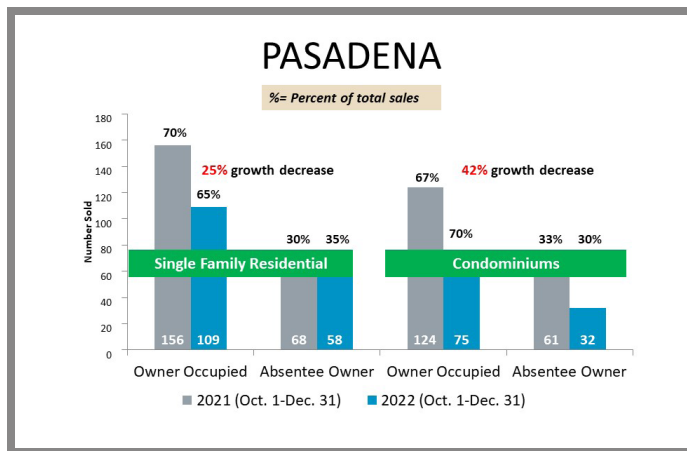
Overall Sales 2022
(Oct. 1-Dec. 31)

LA County Woodland Hills

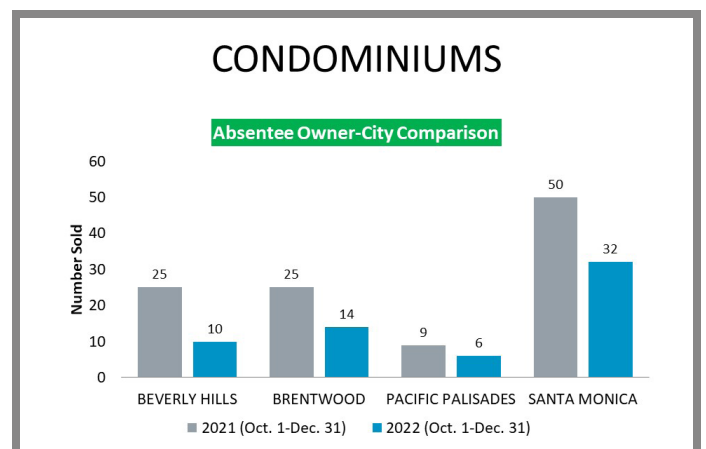
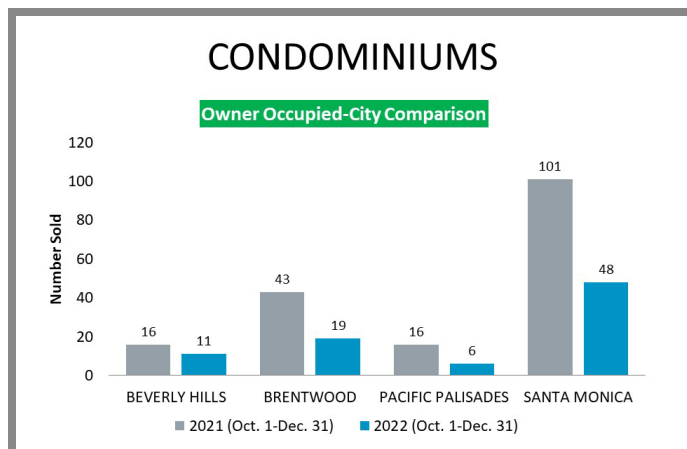
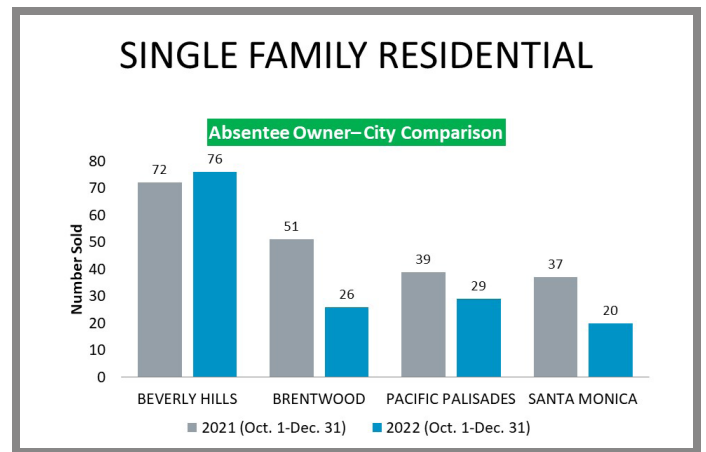
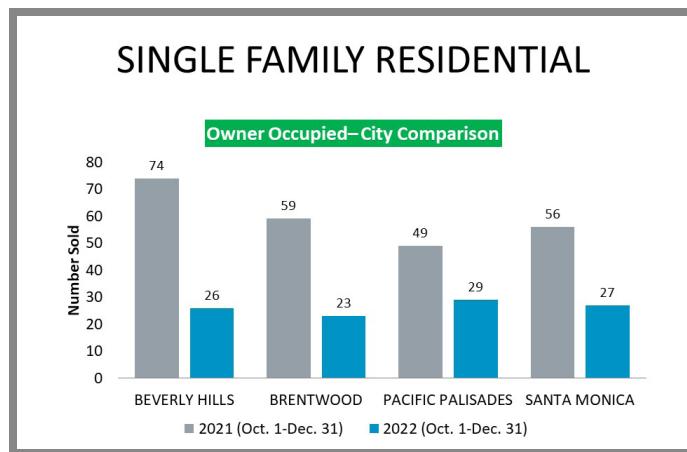


**Data below based on current vestings.*

Surrounding Area Q4 2021 vs 2022

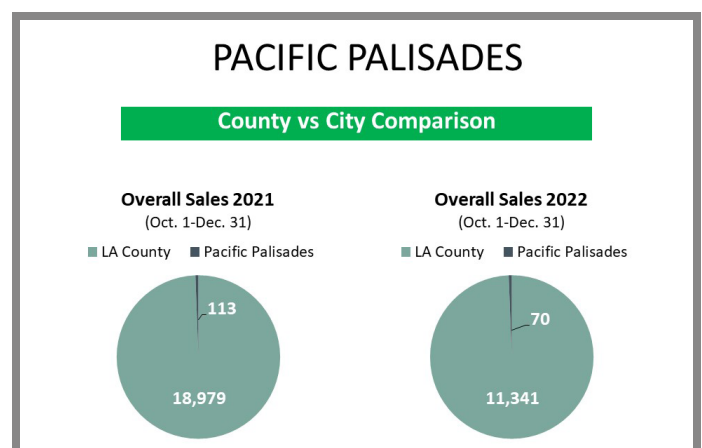
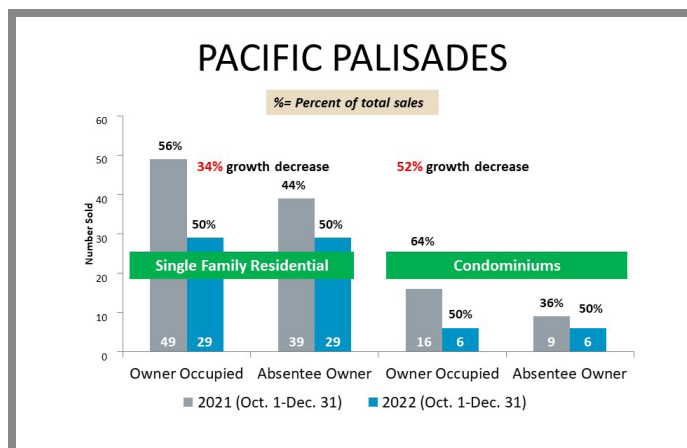
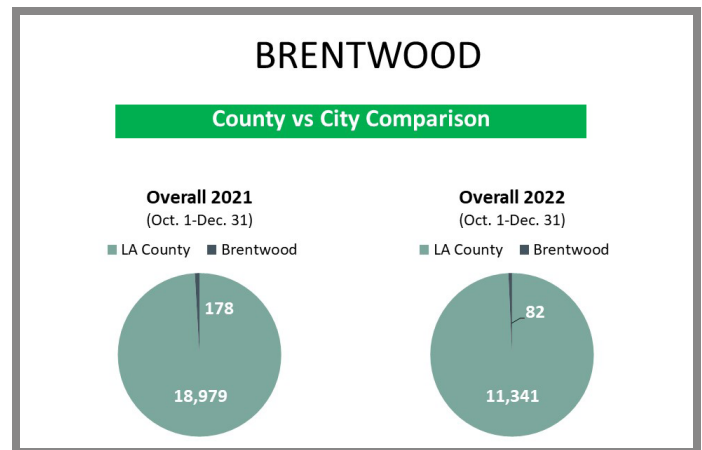
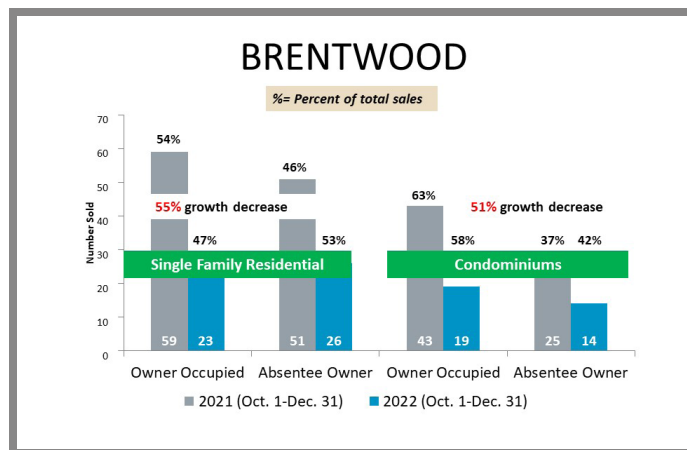
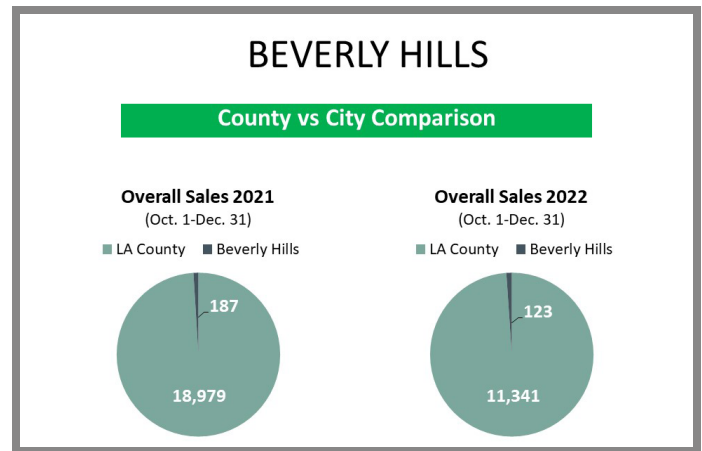
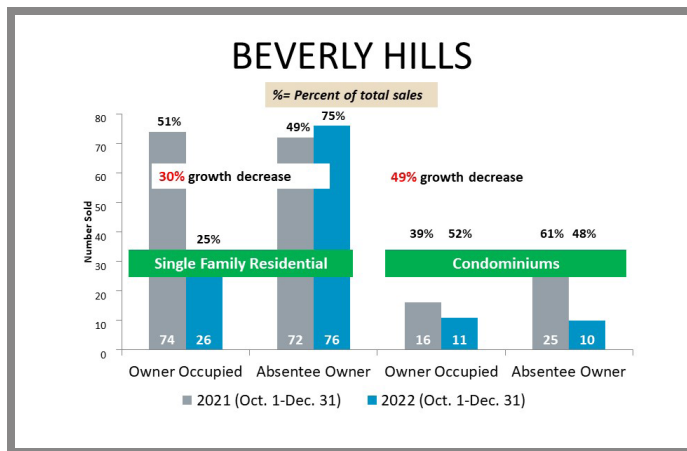


City-by-City Comparison (Westside) Q4 2021 vs 2022



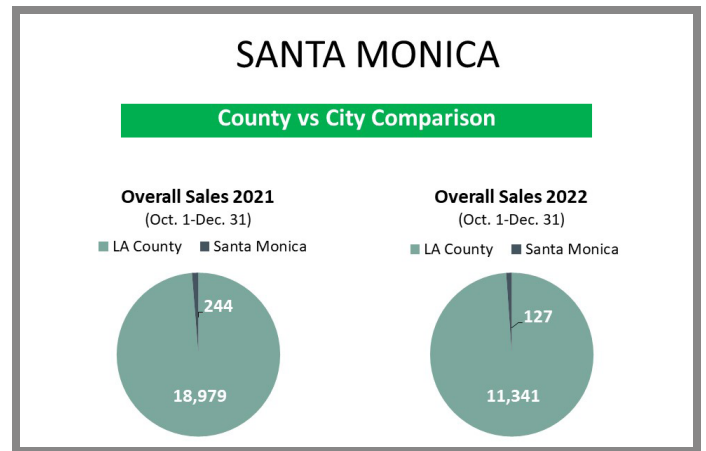
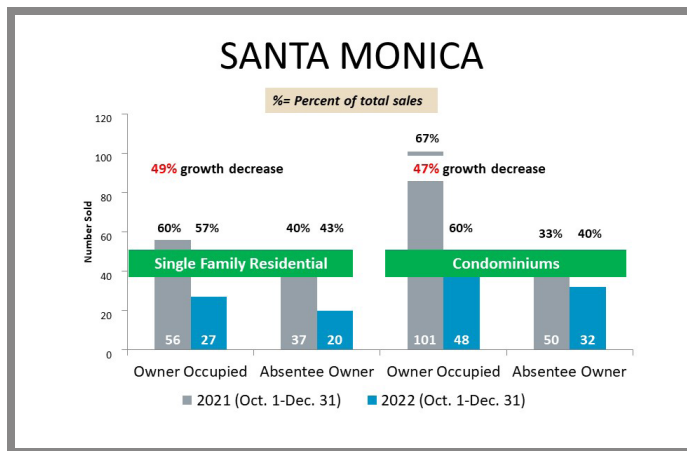
**Data below based on current vestings.*

Overview by City (**Westside**) Q4 2021 vs 2022

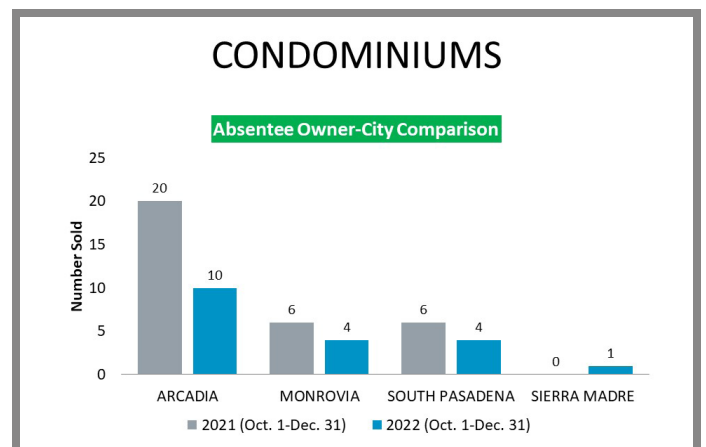
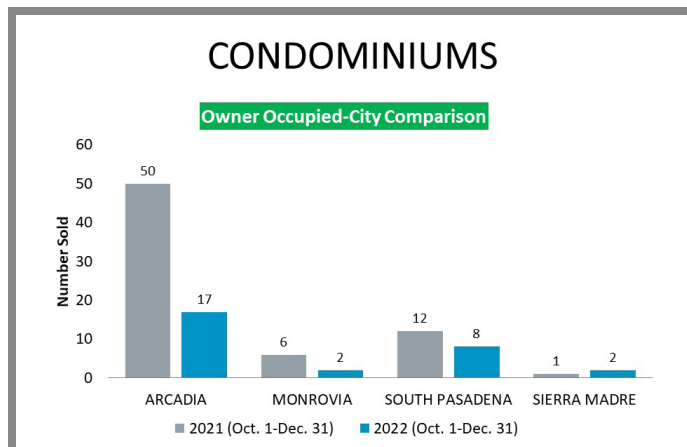
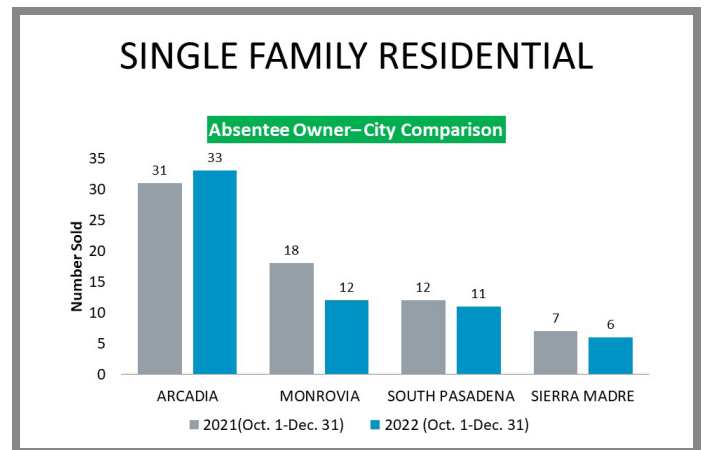
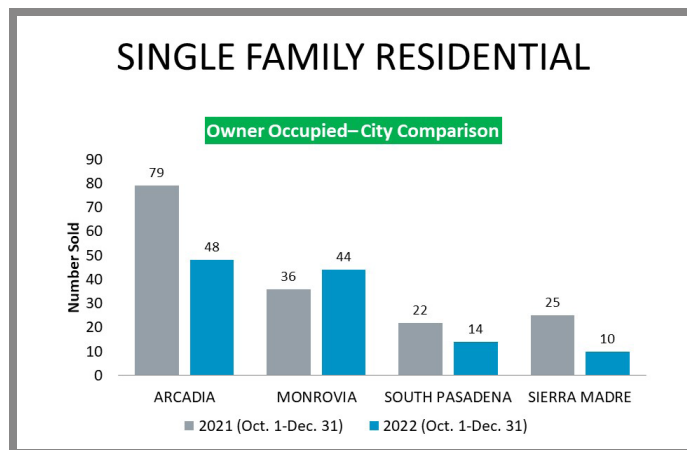


**Data below based on current vestings.*

Overview by City (**Westside**) Q4 2021 vs 2022 CONTINUED



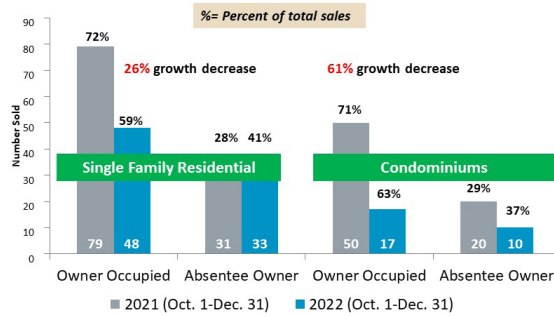
City-by-City Comparison (**San Gabriel Valley**) Q4 2021 vs 2022



**Data below based on current vestings.*

Overview by City (**San Gabriel Valley**) Q4 2021 vs 2022

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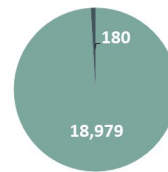


ARCADIA

County vs City Comparison

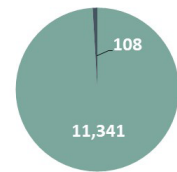
Overall 2021
(Oct. 1-Dec. 31)

■ LA County ■ Arcadia

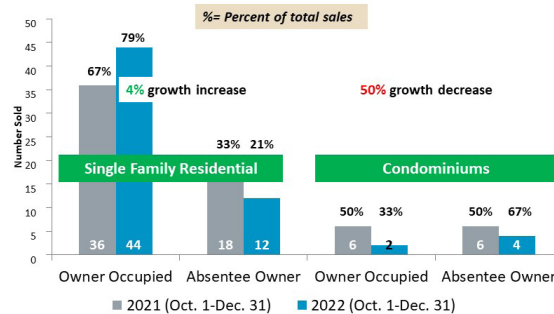


Overall 2022
(Oct. 1-Dec. 31)

■ LA County ■ Arcadia



MONROVIA

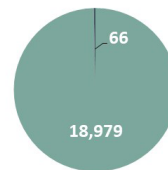


MONROVIA

County vs City Comparison

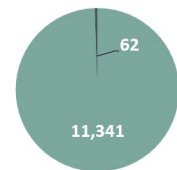
Overall 2021
(Oct. 1-Dec. 31)

■ LA County ■ Monrovia

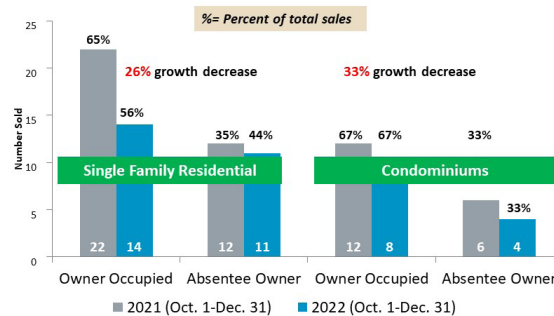


Overall 2022
(Oct. 1-Dec. 31)

■ LA County ■ Monrovia



SOUTH PASADENA

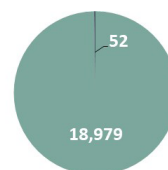


SOUTH PASADENA

County vs City Comparison

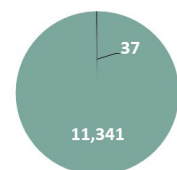
Overall 2021
(Oct. 1-Dec. 31)

■ LA County ■ South Pasadena



Overall 2022
(Oct. 1-Dec. 31)

■ LA County ■ South Pasadena



**Data below based on current vestings.*

Overview by City (**San Gabriel Valley**) Q4 2021 vs 2022 CONTINUED

