

# WHO'S BUYING WHAT?

Fourth Quarter Sales Report | 2022 vs 2023

## Los Angeles Office

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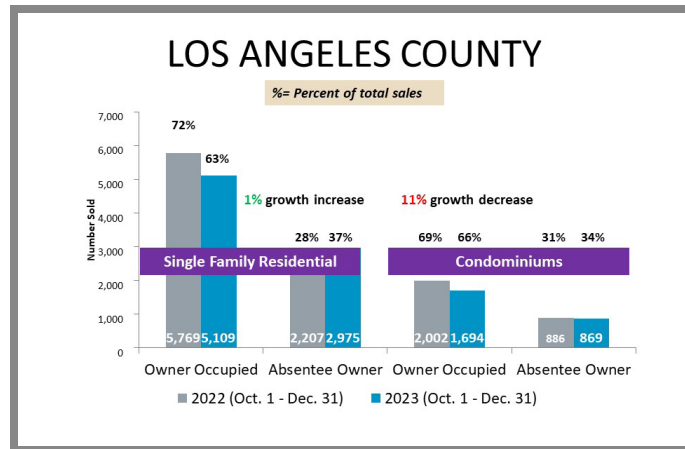
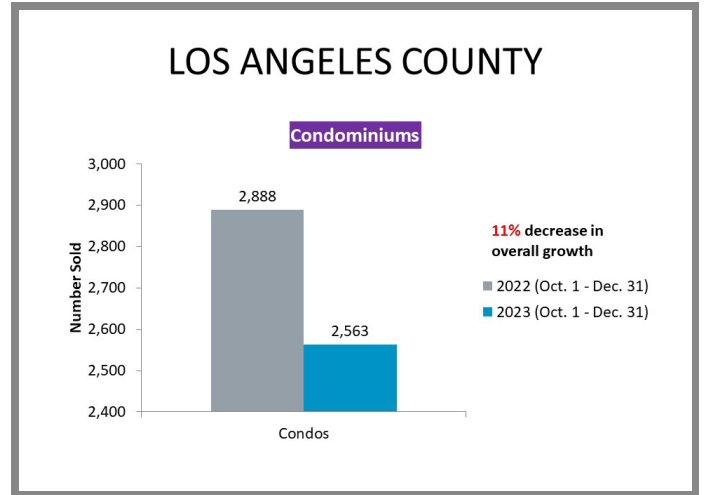
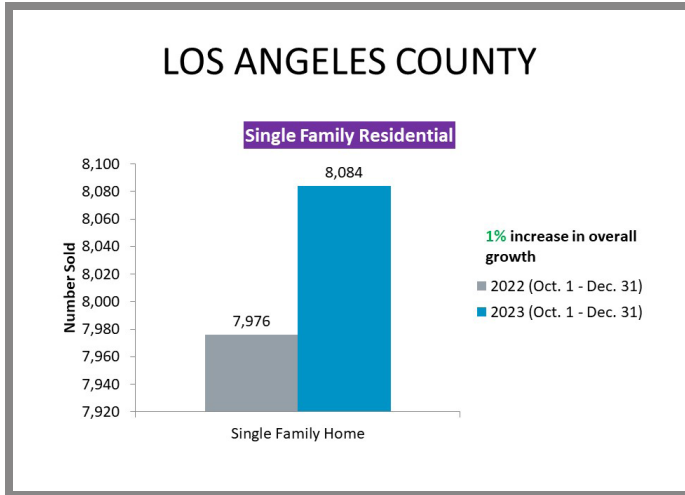
California  
title company

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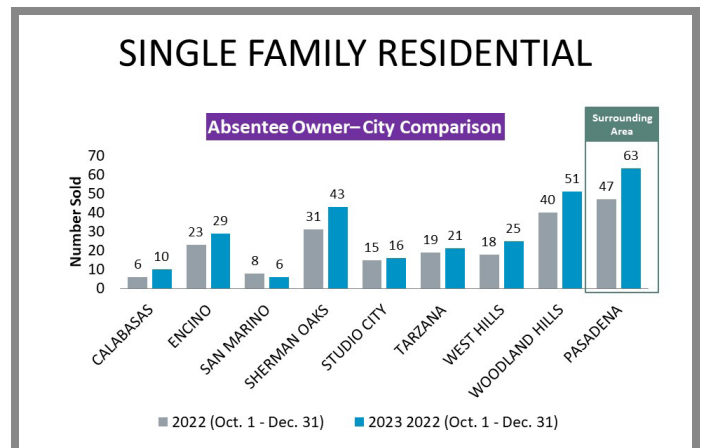
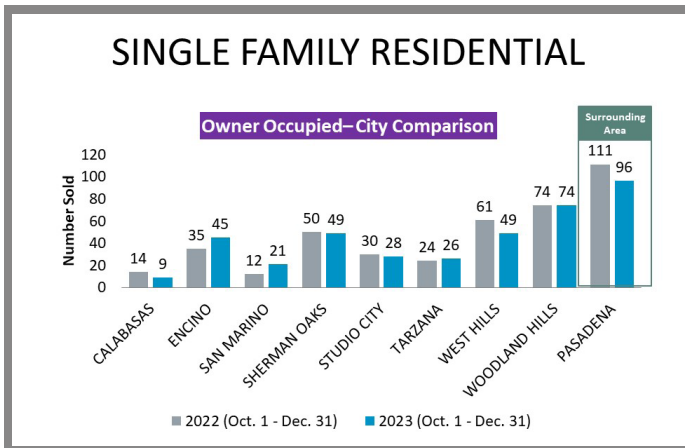
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\*Data below based on current vestings.

Los Angeles County Overall Q4 2022 vs 2023

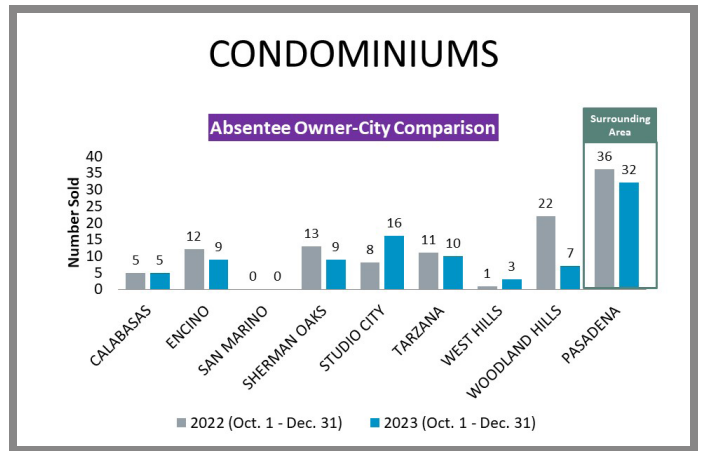
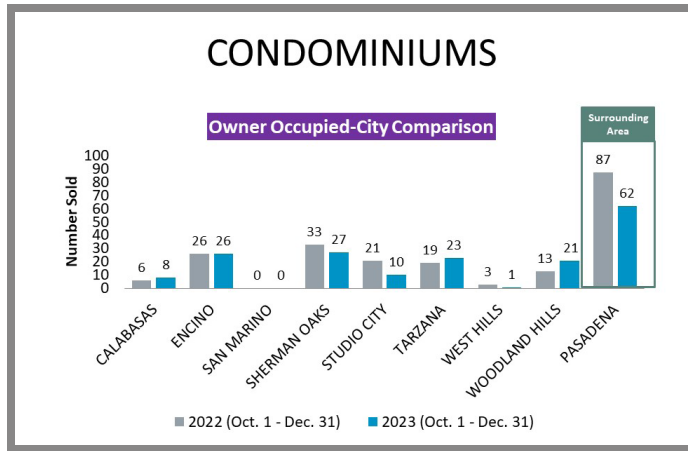


City-by-City Comparison (Valley) Q4 2022 vs 2023

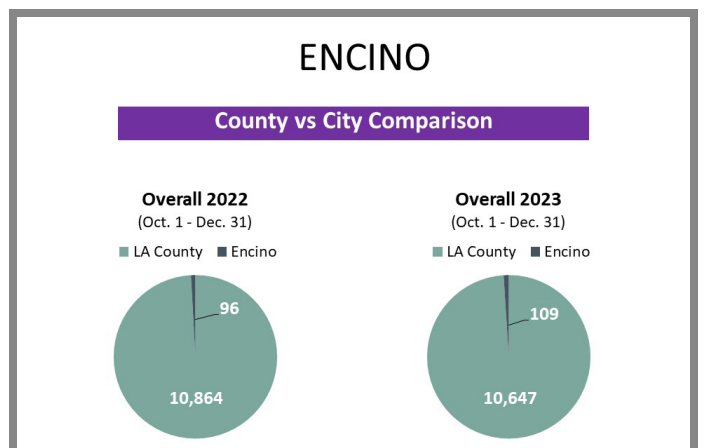
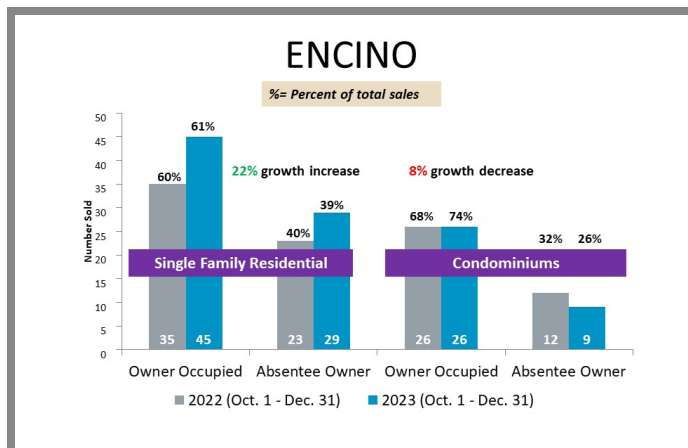
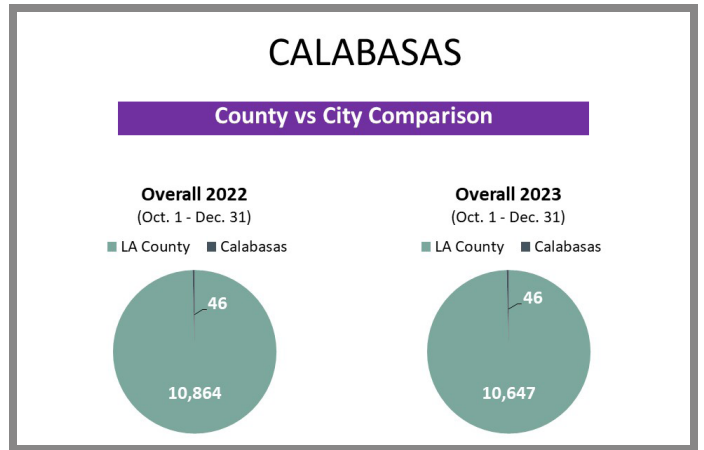
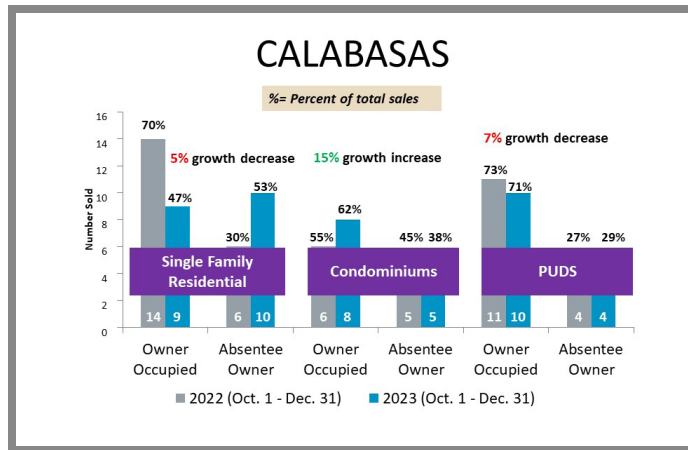


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City-by-City Comparison (Valley) Q4 2022 vs 2023 CONTINUED

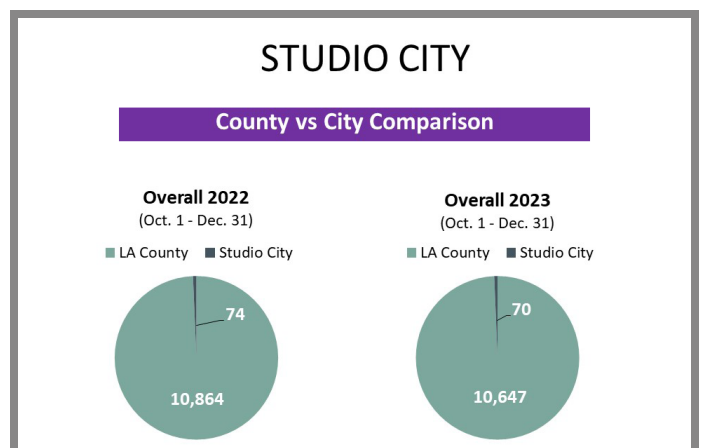
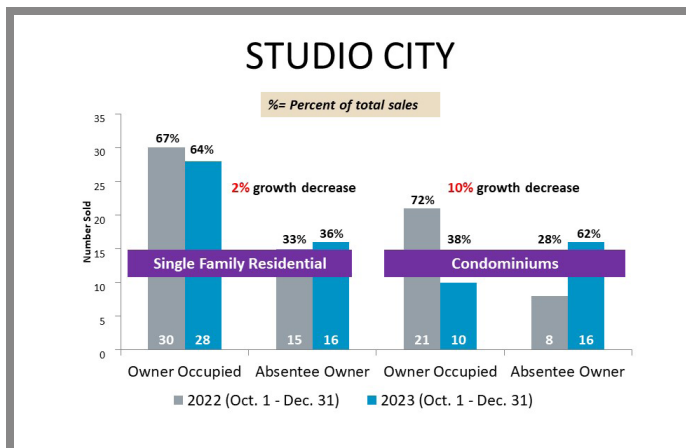
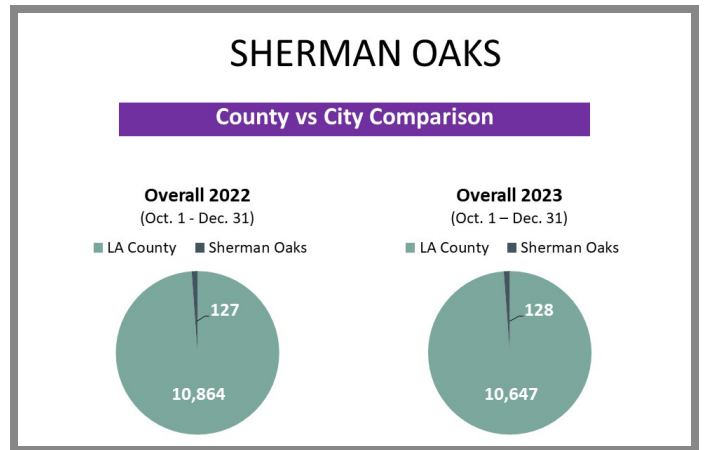
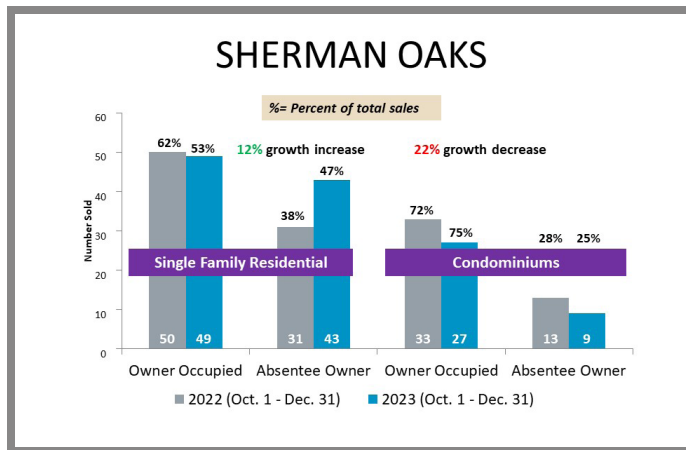
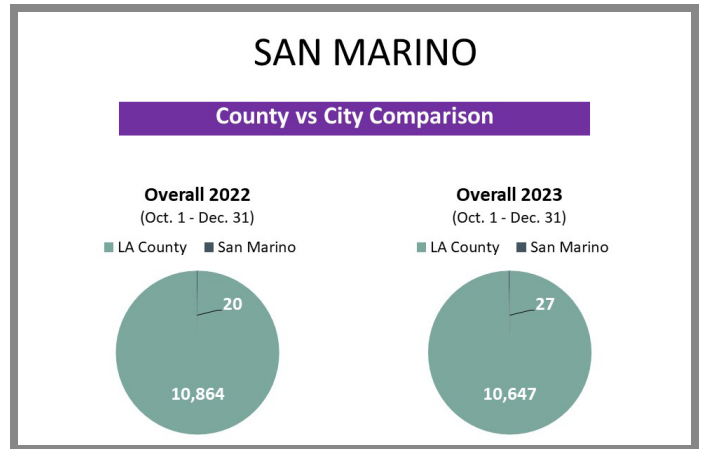
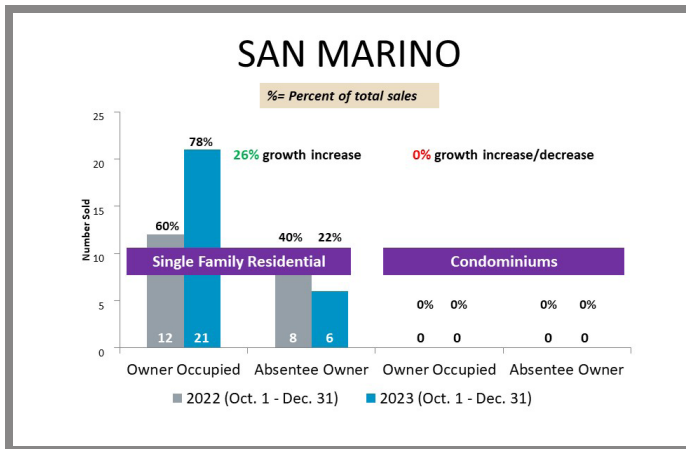


Overview by City (Valley) Q4 2022 vs 2023



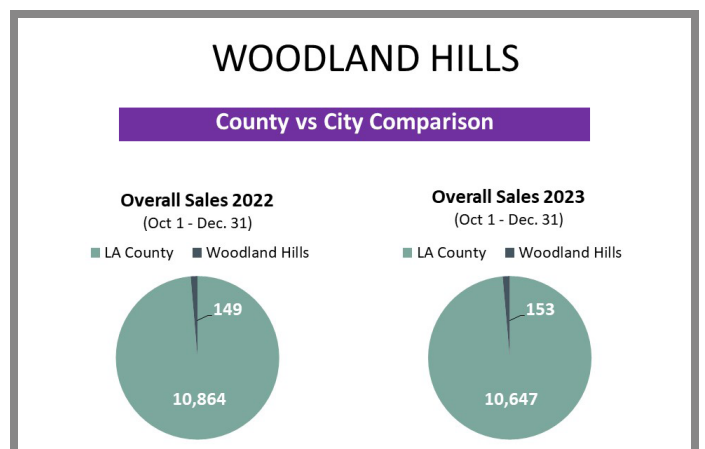
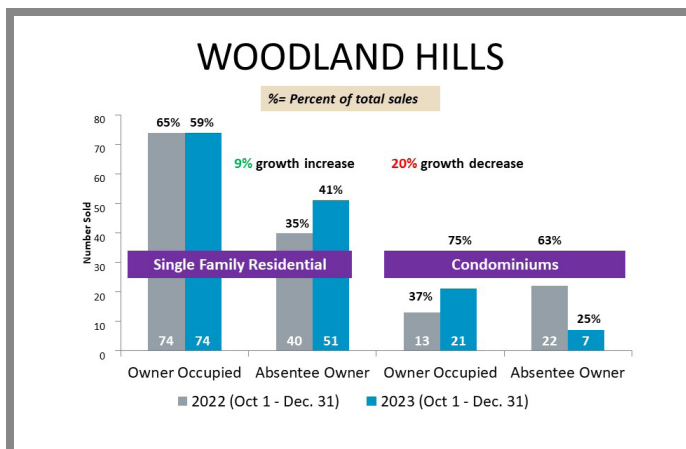
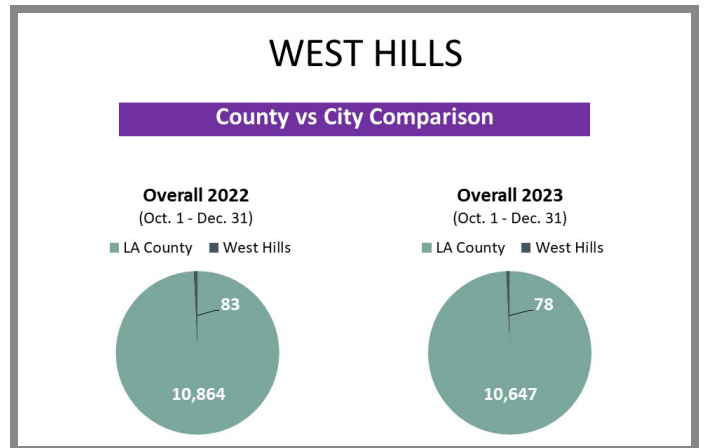
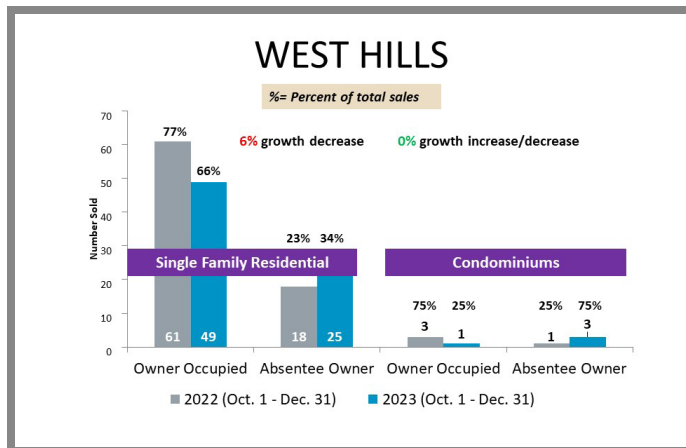
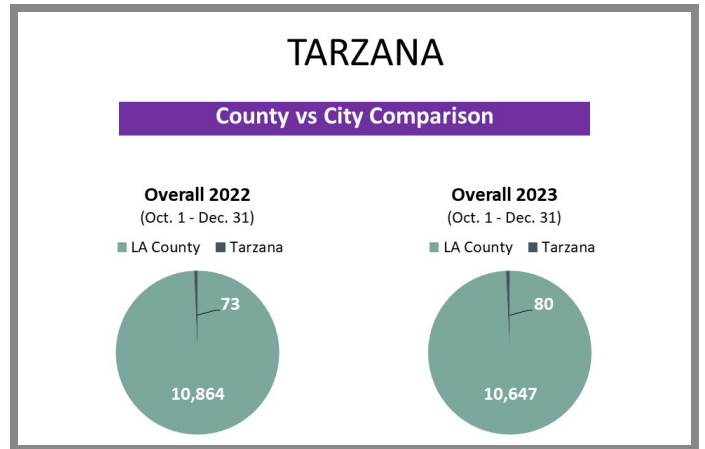
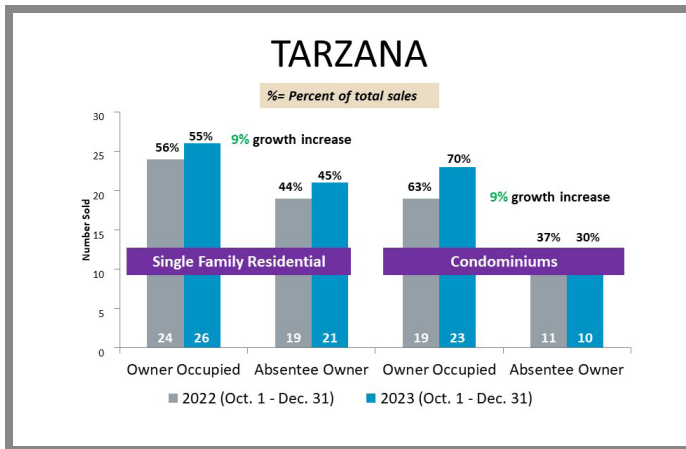
\*Data below based on current vestings.

Overview by City (Valley) Q4 2022 vs 2023 CONTINUED



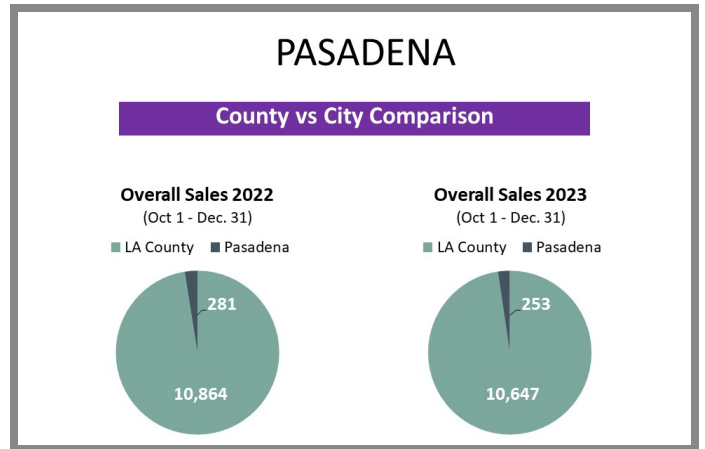
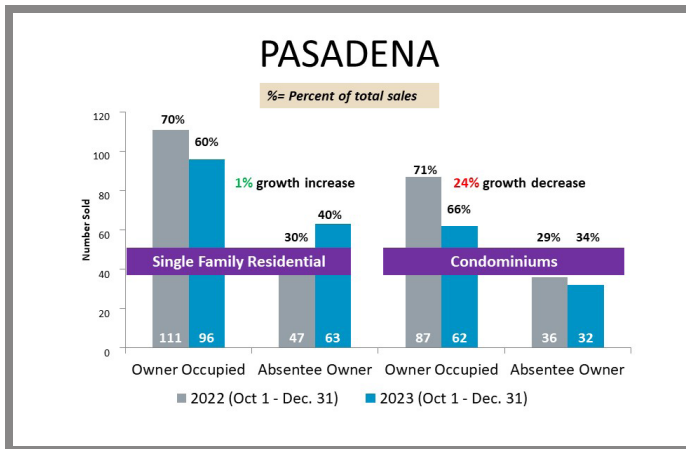
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Overview by City (Valley) Q4 2022 vs 2023 CONTINUED

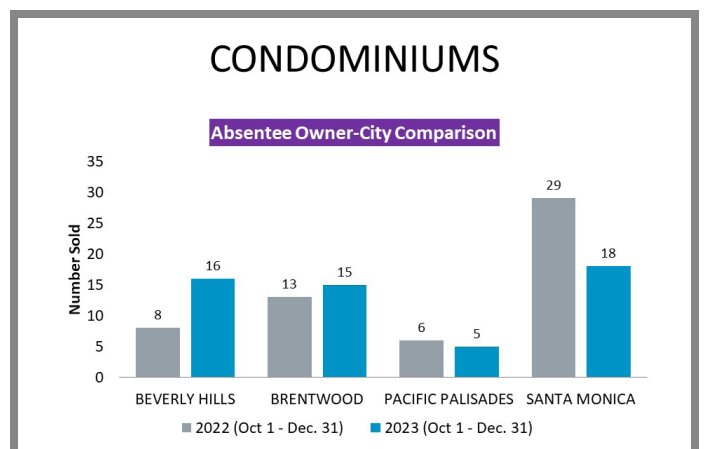
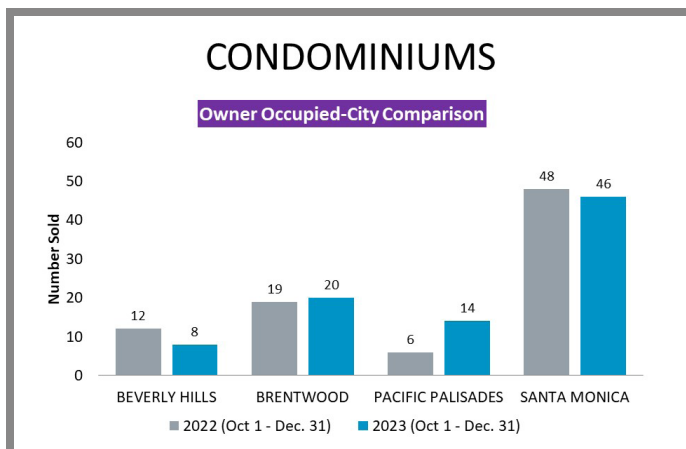
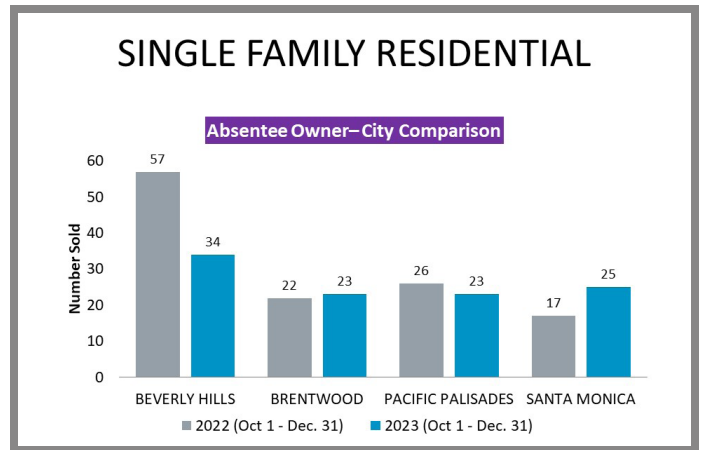
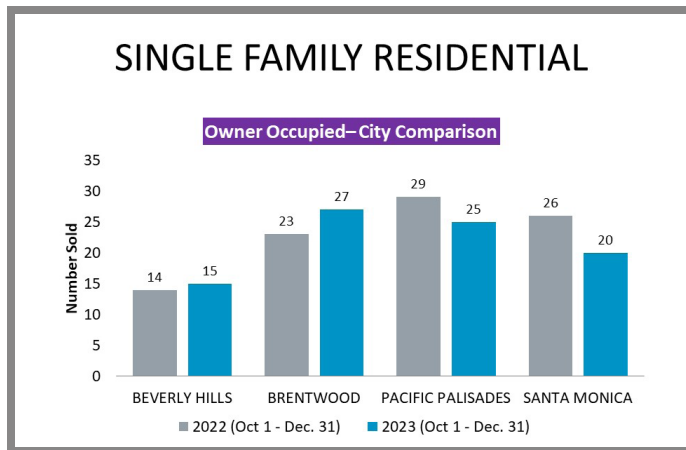


\*Data below based on current vestings.

Surrounding Area Q4 2022 vs 2023

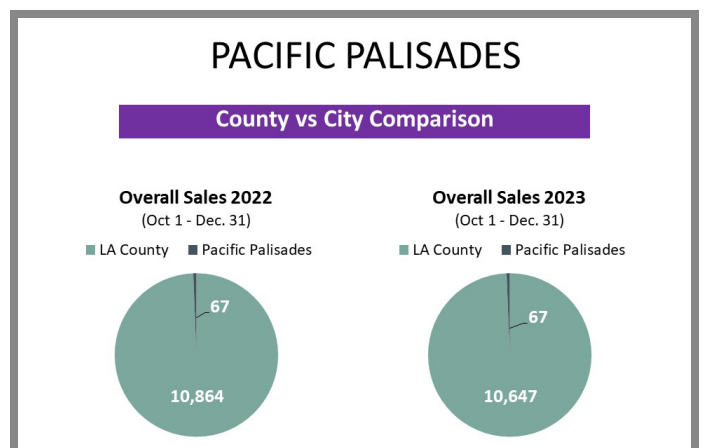
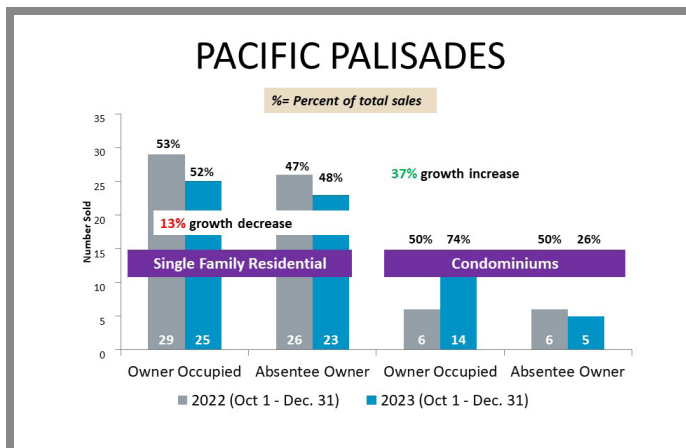
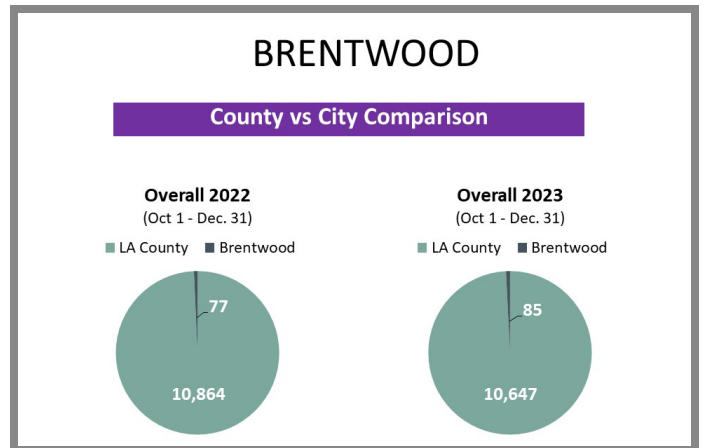
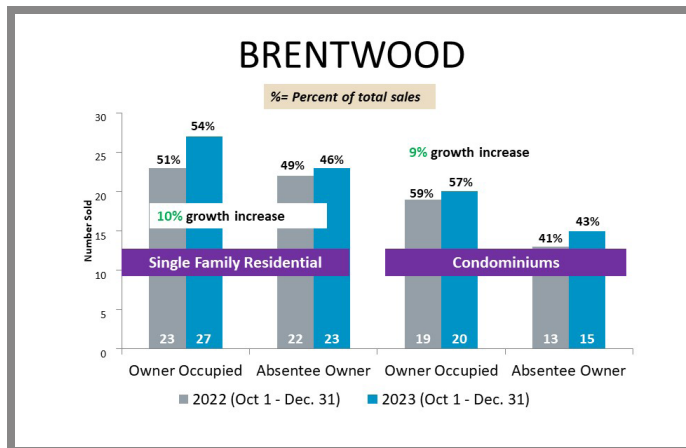
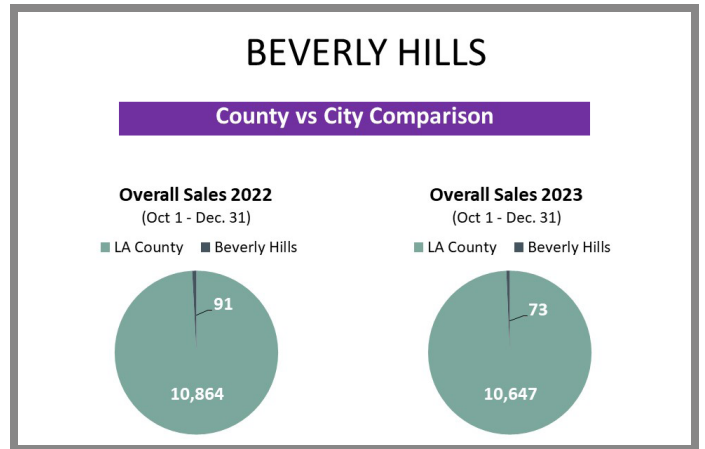
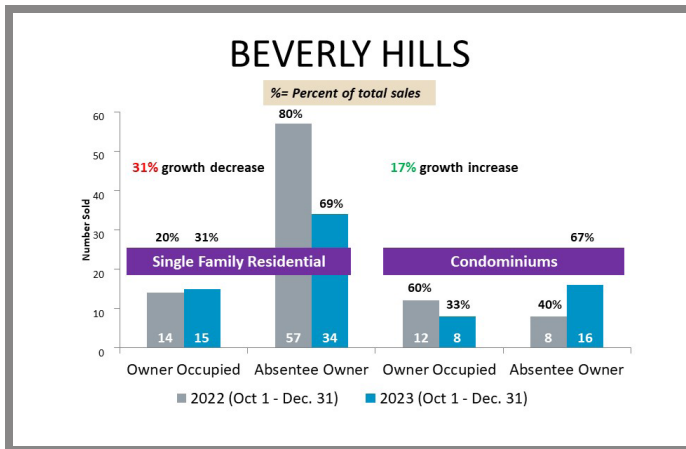


City-by-City Comparison (Westside) Q4 2022 vs 2023



\*Data below based on current vestings.

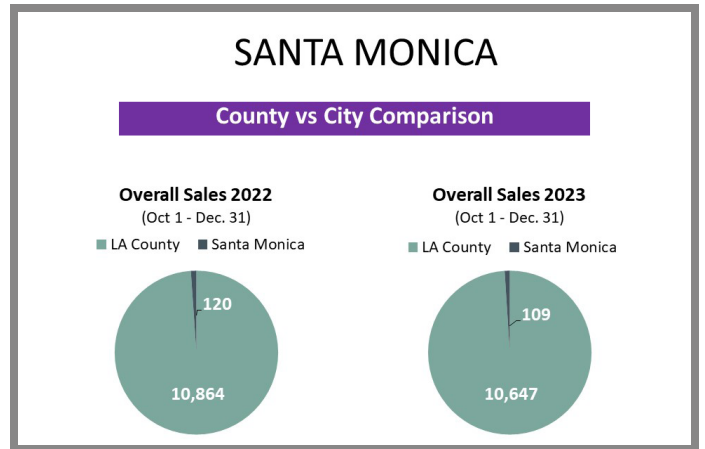
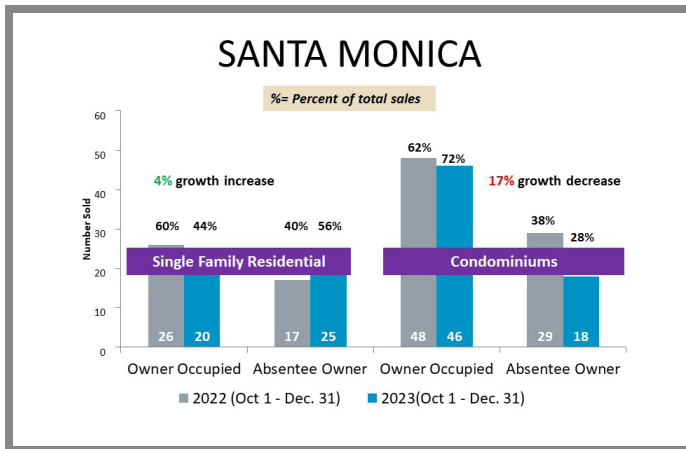
Overview by City (Westside) Q4 2022 vs 2023



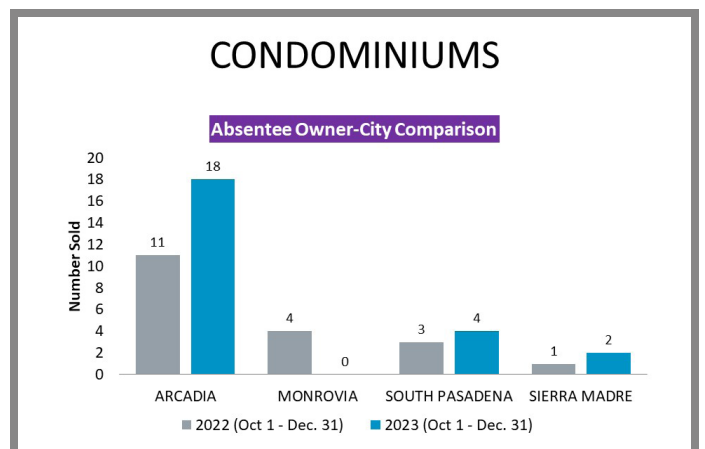
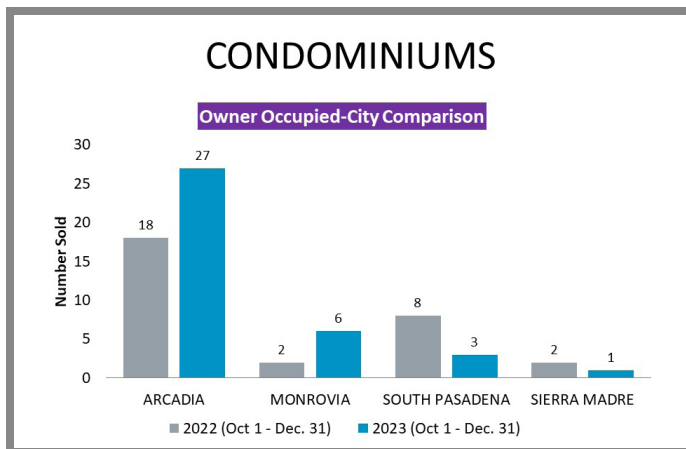
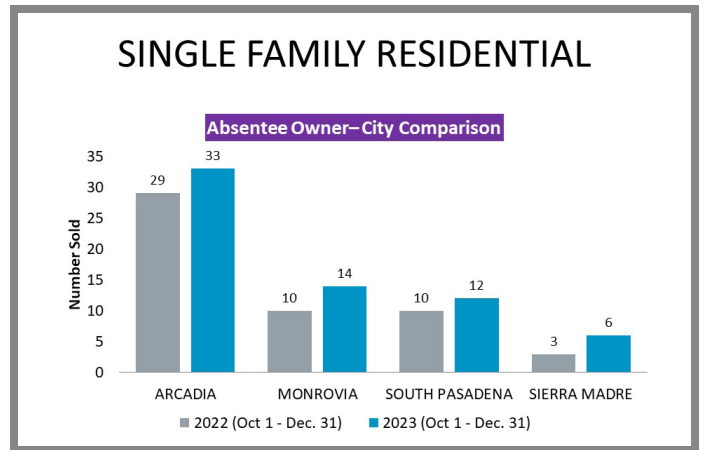
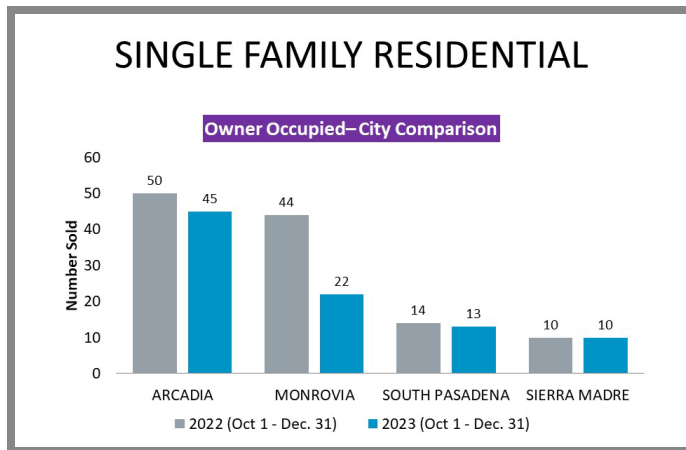


\*Data below based on current vestings.

Overview by City (Westside) Q4 2022 vs 2023 CONTINUED

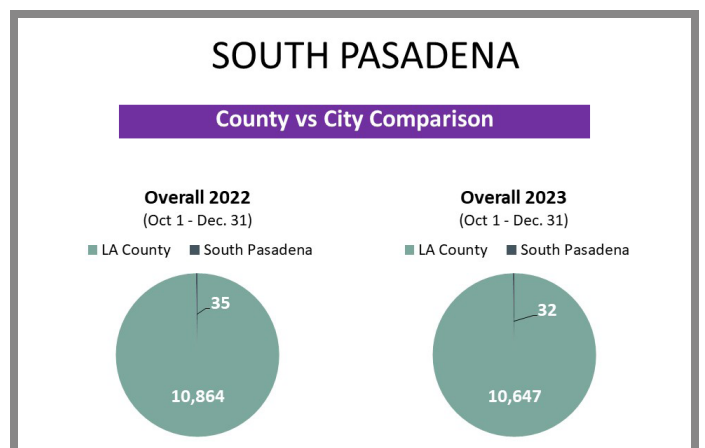
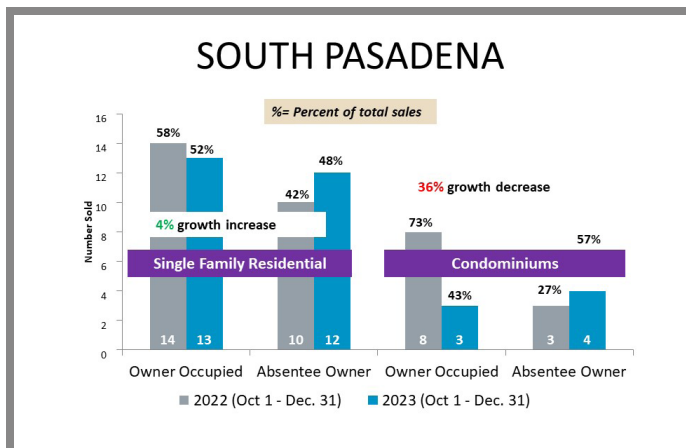
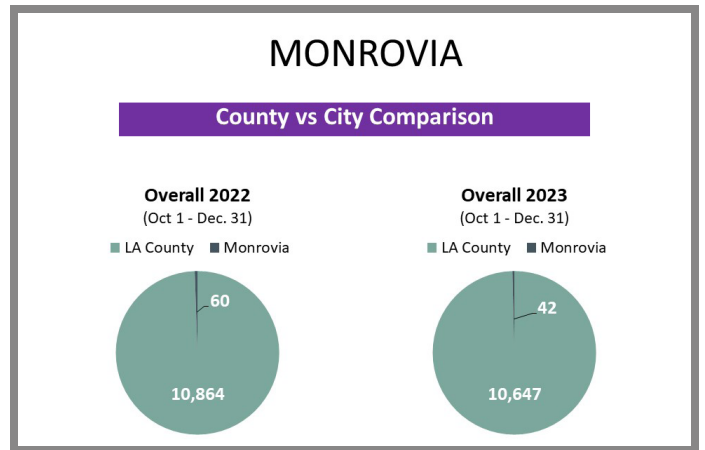
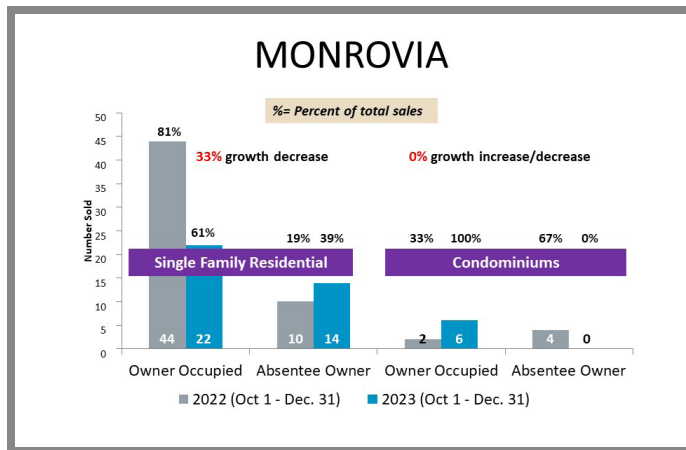
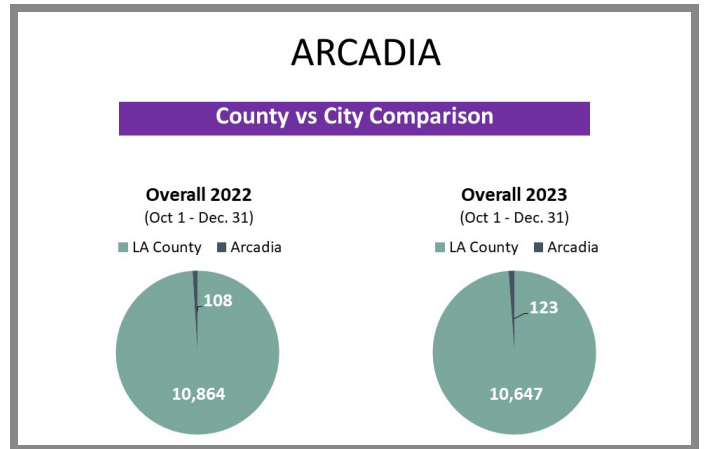
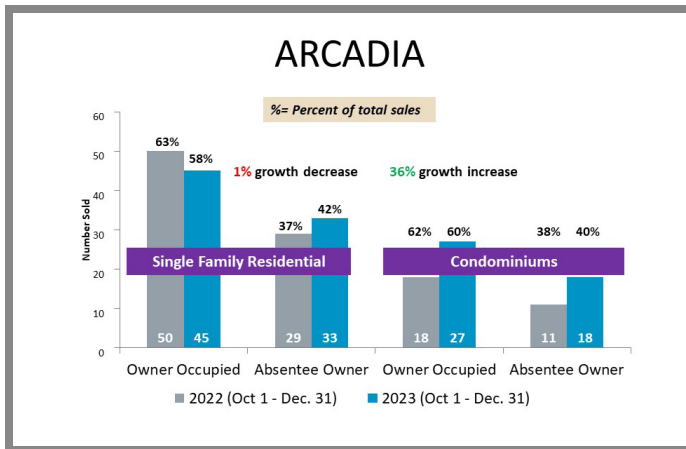


City-by-City Comparison (San Gabriel Valley) Q4 2022 vs 2023



\*Data below based on current vestings.

Overview by City (San Gabriel Valley) Q4 2022 vs 2023



*\*Data below based on current vestings.*

Overview by City (San Gabriel Valley) Q4 2022 vs 2023 CONTINUED

