

LOS ANGELES (MICRO) MARKET INSIGHTS REPORT

Q1 2021



LOS ANGELES & WESTSIDE

4 COASTAL COMMUNITIES

> 6 THE HILLS

8 WESTSIDE

10 HOLLYWOOD HILLS & MID-CITY

12 Westside/south

> 14 METRO LOS ANGELES

SAN FERNANDO VALLEY

18 SAN FERNANDO VALLEY WEST OF 405

SAN FERNANDO VALLEY

20 SAN FERNANDO VALLEY EAST OF 405

As we mark one year since the pandemic began there is much hope for 2021. We are pleased to bring you the Compass Q1 2021 Los Angeles Market Insights Report. First quarter sales activity was record-breaking for much of Los Angeles. Economics 101 was evident as demand far outpaced supply. Sellers of remodeled and updated homes in desirable locations were inundated with multiple offers often far above asking prices. All cash offers with inspections and various contingencies waived became common. Compass professionals remained ready to advise their clients resulting in smooth and seamless transactions.

Buyers moved fast around Los Angeles in this first quarter. In Rancho Palos Verdes, days on market for single-family homes decreased by 45 percent while sales activity increased by 25 percent. In the West Valley, single-family homes in Woodland Hills saw a 57 percent increase in home sales. Home prices followed suit rising 21 percent to \$1.3 million. Coastal communities continued to be in demand. Overall activity rose 56 percent while home prices saw an 18 percent increase to \$2.4 million.

Despite the inherent challenges of Malibu living, yearover-year sales activity for single-family homes rose 95 percent pushing home prices up 27 percent to \$3.5 million. Moving to the East San Gabriel Valley was once considered "affordable," meanwhile the average home price reached \$963,852. As we move into spring and vaccine rates increase economists forecast more sellers entering the market to meet buyer demand in the Los Angeles area.

SAN GABRIEL VALLEY

24 PASADENA

26 LA CAÑADA FLINTRIDGE

28 NORTHEAST LOS ANGELES

30 EAST SAN GABRIEL VALLEY

SOUTH BAY

34 MANHATTAN BEACH & ADJACENT COMMUNITIES





Los Angeles + Westside



Housing market activity in the coastal communities was brisk with a 56 percent increase compared to last year's first quarter. Average year-over-year home prices rose 18 percent. Single-family home prices in Santa Monica increased almost 27 percent to \$3.6 million. That price increase may have impacted home sales activity there which saw a 4 percent decline compared to last year's first quarter.

Coastal Communities

Santa Monica & Adjacent Communities

Number of Sales

| | TYPE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE |
|-------------------|-------|------|------|----------|-------------|-------------|----------|------|------|----------|
| Malibu | SFR | 22 | 43 | 95.50% | \$2,805,000 | \$3,574,203 | 27.40% | 108 | 88 | -18.50% |
| | CONDO | 7 | 15 | 114.30% | \$981,286 | \$1,347,033 | 37.30% | 86 | 90 | 4.70% |
| Malibu Beach | SFR | 11 | 23 | 109.10% | \$6,976,281 | \$9,169,790 | 31.40% | 118 | 77 | -34.90% |
| | CONDO | 2 | 6 | 200.00% | \$1,085,000 | \$2,871,500 | 164.70% | 120 | 66 | -45.00% |
| Marina Del Rey | SFR | 18 | 29 | 61.10% | \$2,268,611 | \$1,941,116 | -14.40% | 26 | 58 | 128.00% |
| | CONDO | 54 | 83 | 53.70% | \$1,169,935 | \$1,107,297 | -5.40% | 41 | 37 | -10.60% |
| Pacific Palisades | SFR | 41 | 93 | 126.80% | \$4,077,148 | \$4,746,346 | 16.40% | 65 | 59 | -9.20% |
| | CONDO | 19 | 21 | 10.50% | \$1,076,610 | \$1,350,000 | 25.40% | 50 | 35 | -28.90% |
| Palms - Mar Vista | SFR | 46 | 81 | 76.10% | \$1,854,041 | \$2,023,604 | 9.10% | 30 | 38 | 28.20% |
| | CONDO | 12 | 41 | 241.70% | \$830,250 | \$756,378 | -8.90% | 21 | 35 | 65.60% |
| Santa Monica | SFR | 56 | 54 | -3.60% | \$2,883,925 | \$3,656,065 | 26.80% | 43 | 35 | -18.50% |
| | CONDO | 61 | 105 | 72.10% | \$1,180,221 | \$1,176,335 | -0.30% | 41 | 50 | 21.70% |
| Topanga | SFR | 23 | 30 | 30.40% | \$1,660,326 | \$1,740,057 | 4.80% | 61 | 91 | 48.60% |
| | CONDO | 0 | 0 | NA | NA | NA | NA | NA | NA | NA |
| Venice | SFR | 42 | 63 | 50.00% | \$2,302,944 | \$2,104,761 | -8.60% | 47 | 54 | 13.80% |
| | CONDO | 4 | 13 | 225.00% | \$1,449,750 | \$1,260,731 | -13.00% | 77 | 93 | 20.70% |
| Westchester | SFR | 75 | 69 | -8.00% | \$1,408,168 | \$1,419,016 | 2.70% | 27 | 28 | 3.50% |
| | CONDO | 8 | 14 | 75.00% | \$521,031 | \$648,754 | 24.50% | 24 | 31 | 29.50% |

Average Sold Price

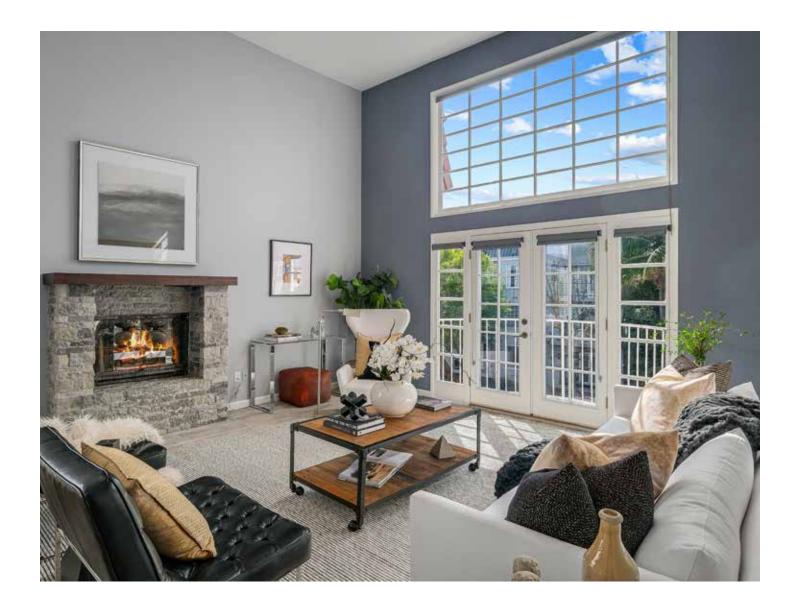


The Hills

Beverly Hills & Adjacent Communities

| | | Ν | umber o | of Sales | Av | erage Sold Pr | ice | Days on Market | | |
|------------------------|-------|------|---------|----------|-------------|---------------|----------|----------------|------|----------|
| | TYPE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE |
| Beverly Hills | SFR | 42 | 42 | 0.00% | \$7,258,423 | \$8,681,600 | 19.60% | 80 | 58 | -26.8% |
| | CONDO | 11 | 26 | 136.40% | \$1,462,064 | \$1,409,948 | -3.6% | 68 | 54 | -20.7% |
| Beverly Hills P.O. | SFR | 44 | 45 | 2.30% | \$4,382,126 | \$3,902,567 | -10.9% | 78 | 89 | 15.0% |
| | CONDO | 0 | 0 | NA | NA | NA | NA | NA | NA | NA |
| Bel Air - Holmby Hills | SFR | 26 | 50 | 92.30% | \$4,251,341 | \$3,411,670 | -19.80% | 83 | 66 | -20.00% |
| | CONDO | 2 | 2 | 0.00% | \$684,500 | \$1,049,000 | 53.3% | 27 | 7 | -74.1% |

The Hills saw sales activity increase by 32 percent compared to last year's first quarter. While singlefamily home prices declined by 20 percent to \$3.4 million in Bel Air–Holmby Hills, it's not surprising sales activity rose 92 percent. Conversely, Beverly Hills' single-family home prices increased 19 percent to \$8.6 million. Buyers there moved quickly with days on market decreasing by 27 percent.



The Westside

Beverlywood & Adjacent Communities

Number of Sales 2021 % CHANGE TYPE 2020 SFR 28 35 25.00% Beverlywood CONDO 13 -38.50% 8 Brentwood SFR 42 60 42.90% CONDO 32 53 65.60% Cheviot Hills-SFR 14 23 64.30% Rancho Park NA CONDO 0 0 SFR 18.20% West LA 22 26 CONDO 17 53 211.80% Westwood-SFR 64.00% 25 41 Century City CONDO 144 22.00% 118

Westside sales activity increased 42 percent in the first quarter of 2021 compared to last year's first quarter. Overall home prices were flat at \$1.9 million. First quarter 2021 condominium prices in West LA fell by 14 percent to \$866,904. In keeping with the national trend, there was strong demand for single-family homes in Westwood-Century City with year-over-year activity up 64 percent.

Average Sold Price

| 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE |
|-------------|-------------|----------|------|------|----------|
| \$1,782,868 | \$2,118,236 | 18.80% | 26 | 34 | 30.10% |
| \$977,892 | \$955,312 | -2.30% | 38 | 40 | 5.10% |
| \$4,291,760 | \$4,564,420 | 6.40% | 63 | 62 | 2.40% |
| \$1,080,755 | \$1,008,153 | -6.70% | 37 | 40 | 9.80% |
| \$2,427,700 | \$2,594,717 | 6.90% | 62 | 49 | -20.70% |
| NA | NA | NA | NA | NA | NA |
| \$1,572,699 | \$1,354,525 | -13.90% | 27 | 30 | 8.70% |
| \$1,092,529 | \$866,904 | -20.70% | 46 | 48 | 3.60% |
| \$2,857,007 | \$2,800,662 | -2.00% | 52 | 40 | -23.30% |
| \$1,385,774 | \$1,366,734 | -1.40% | 54 | 51 | -5.20% |

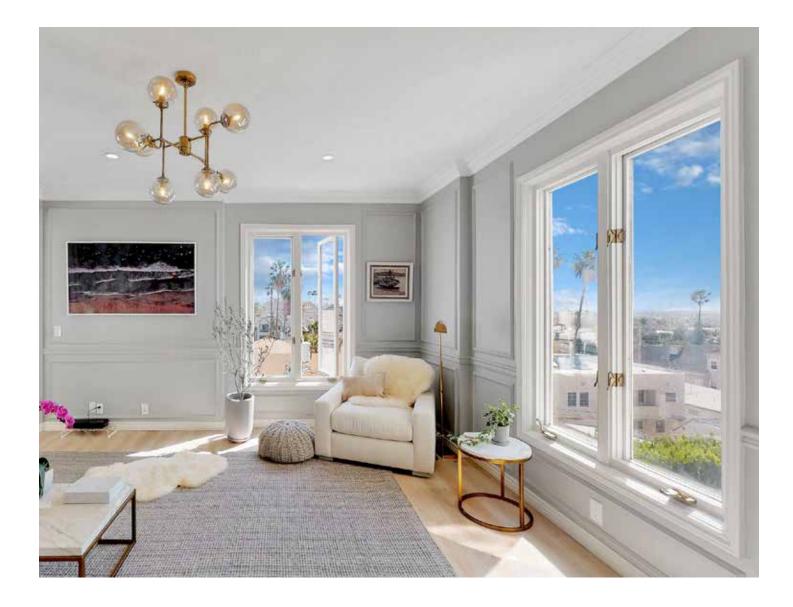


Hollywood Hills & Mid-City

Hollywood Hills & Adjacent Communities

| | | N | umber c | of Sales | Av | Average Sold Price | | | Days on Market | | |
|--|-------|------|---------|----------|-------------|--------------------|----------|------|----------------|----------|--|
| | TYPE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE | |
| Beverly Center - Miracle Mile | SFR | 45 | 65 | 44.40% | \$2,246,793 | \$2,140,082 | -4.70% | 52 | 40 | -23.30% | |
| | CONDO | 21 | 42 | 100.00% | \$1,094,590 | \$908,018 | -17.00% | 41 | 61 | 48.00% | |
| Hancock Park - Wilshire | SFR | 46 | 80 | 73.90% | \$1,887,291 | \$2,283,367 | 21.00% | 56 | 42 | -25.70% | |
| | CONDO | 34 | 43 | 26.50% | \$792,779 | \$752,844 | -5.00% | 64 | 40 | -37.60% | |
| Hollywood Hills East | SFR | 29 | 52 | 79.30% | \$1,659,093 | \$1,846,554 | 11.30% | 58 | 53 | -9.70% | |
| | CONDO | 10 | 12 | 20.00% | \$637,600 | \$646,242 | 1.40% | 38 | 26 | -31.10% | |
| Sunset Strip - Hollywood Hills West | SFR | 91 | 139 | 52.70% | \$3,548,940 | \$3,036,744 | -14.40% | 72 | 66 | -8.30% | |
| | CONDO | 17 | 24 | 41.20% | \$812,294 | \$818,250 | 0.70% | 32 | 38 | 18.80% | |
| West Hollywood | SFR | 25 | 39 | 56.00% | \$2,237,040 | \$2,541,737 | 13.60% | 37 | 68 | 84.10% | |
| | CONDO | 80 | 113 | 41.20% | \$1,038,684 | \$993,717 | -4.30% | 50 | 50 | 0.00% | |

First quarter sales activity in Hollywood Hills-Mid City was strong with a 53 percent increase from a year ago. Overall home prices there also remained flat at \$1.5 million. West Hollywood where there are a significant number of condominiums saw year-over-year home prices decline 4 percent. Moving East to the Hancock Park–Wilshire area year-over-year single-family home prices rose 21 percent to \$2.2 million.



Westside | South

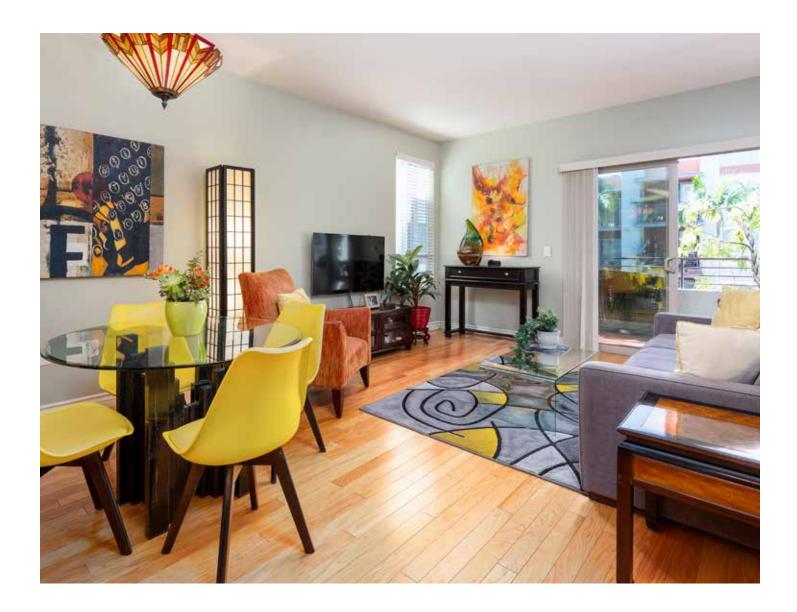
Culver City & Adjacent Communities

Number of Sales

| | TYPE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE |
|--------------------|-------|------|------|----------|-------------|-------------|----------|------|------|----------|
| Culver City | SFR | 38 | 65 | 71.10% | \$1,463,811 | \$1,665,753 | 13.80% | 35 | 32 | -7.50% |
| | CONDO | 45 | 58 | 28.90% | \$731,943 | \$682,267 | -6.80% | 33 | 30 | -8.40% |
| Inglewood | SFR | 56 | 50 | -10.70% | \$631,772 | \$755,170 | 19.50% | 26 | 34 | 28.80% |
| | CONDO | 25 | 37 | 48.00% | \$506,518 | \$459,650 | -9.30% | 54 | 36 | -34.30% |
| Ladera Heights | SFR | 10 | 17 | 70.00% | \$1,513,100 | \$1,507,206 | -0.40% | 49 | 29 | -41.70% |
| | CONDO | 1 | 1 | 0.00% | \$553,000 | \$615,000 | 11.20% | 30 | 133 | 344.20% |
| Park Hills Heights | SFR | 112 | 104 | -7.10% | \$839,970 | \$962,380 | 14.60% | 43 | 26 | -38.90% |
| | CONDO | 10 | 19 | 90.00% | \$539,304 | \$580,125 | 7.60% | 42 | 35 | -16.90% |

Sales activity in Westside South increased 18 percent in the first quarter of 2021 compared to last year's first quarter. Culver City saw a 71 percent increase in single-family sales activity. Prices for those homes increased 14 percent to \$1.6 million. Condominiums in Culver City fell out of favor demonstrated by a 7 percent price decline to \$682,267. Inglewood singlefamily home prices performed well with a 19 percent year-over-year gain.

Average Sold Price



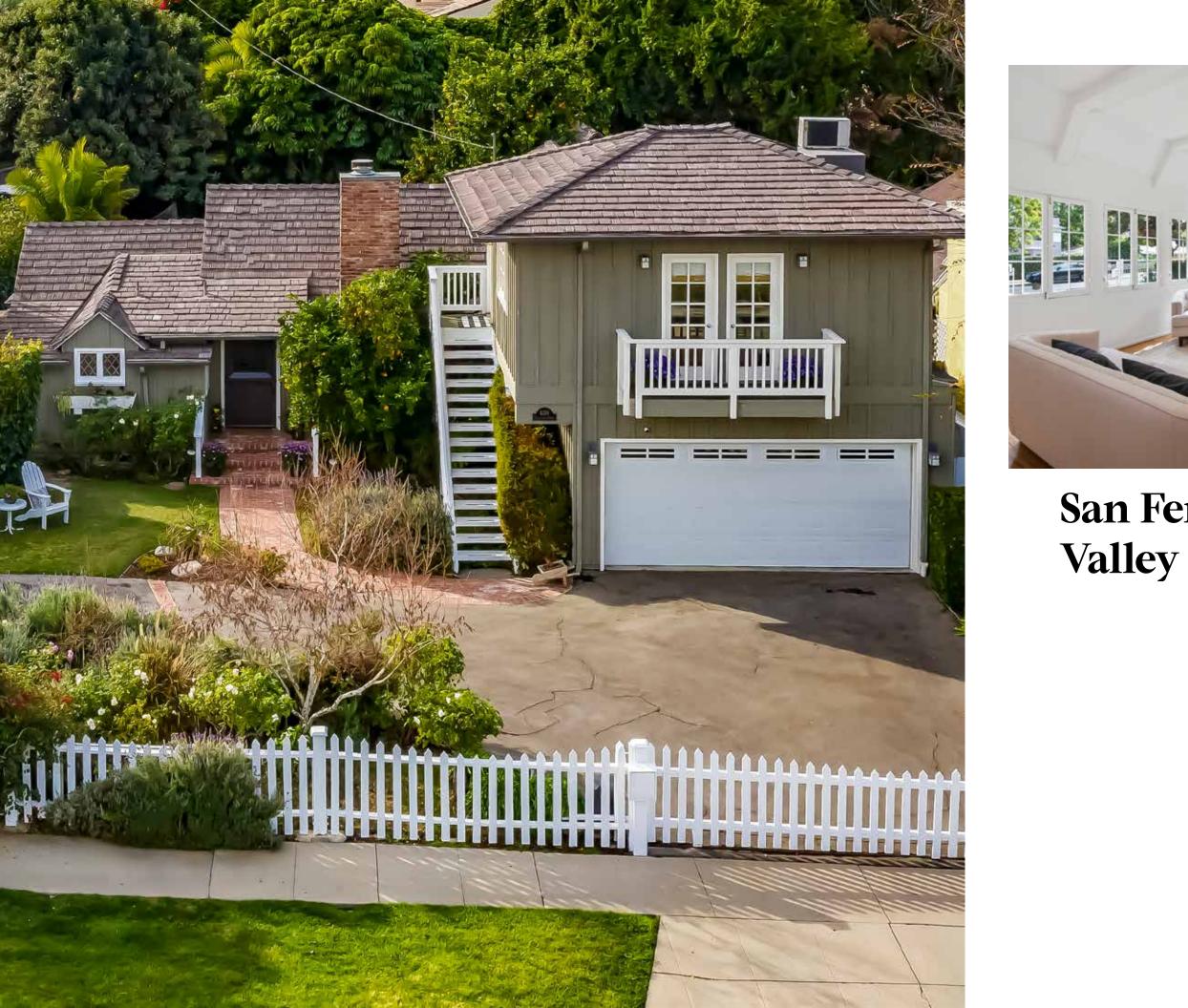
Metro Los Angeles

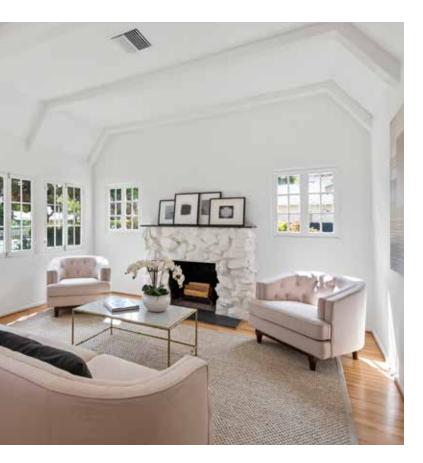
Downtown Los Angeles & Adjacent Communities

| | | Ν | umber c | of Sales | Av | ice | Days on Market | | | |
|-------------------------|-------|------|---------|----------|-------------|-------------|----------------|------|------|----------|
| | TYPE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE |
| Atwater | SFR | 10 | 28 | 180.00% | \$1,114,900 | \$1,146,912 | 2.90% | 18 | 30 | 66.90% |
| | CONDO | 2 | 1 | -50.00% | \$690,000 | \$593,500 | -14.00% | 0 | 42 | NA |
| Downtown L.A. | SFR | 24 | 26 | 8.30% | \$491,786 | \$607,469 | 23.50% | 39 | 54 | 37.60% |
| | CONDO | 120 | 106 | -11.70% | \$710,681 | \$626,843 | -11.80% | 72 | 76 | 6.50% |
| Hollywood | SFR | 23 | 41 | 78.30% | \$1,208,244 | \$1,424,424 | 17.90% | 43 | 48 | 9.50% |
| | CONDO | 39 | 43 | 10.30% | \$860,478 | \$747,283 | -13.20% | 51 | 61 | 19.20% |
| Los Feliz | SFR | 41 | 60 | 46.30% | \$1,825,233 | \$1,997,500 | 9.40% | 46 | 38 | -17.20% |
| | CONDO | 10 | 7 | -30.00% | \$720,000 | \$675,000 | -6.20% | 39 | 29 | -24.10% |
| Silver Lake - Echo Park | SFR | 71 | 97 | 36.60% | \$1,275,964 | \$1,322,627 | 3.70% | 52 | 30 | -42.00% |
| | CONDO | 31 | 40 | 29.00% | \$717,806 | \$644,050 | -10.30% | 54 | 63 | 16.50% |

Metro Los Angeles saw sales activity increase 21 percent compared to last year's first quarter. Hollywood experienced strong single-family sales activity resulting in a 78 percent year-over-year increase. Home prices tracked with demand increasing by 18 percent to \$1.4 million. It is not surprising given buyers' COVID concerns about common areas including elevators that Downtown LA condominium sales fell 12 percent.

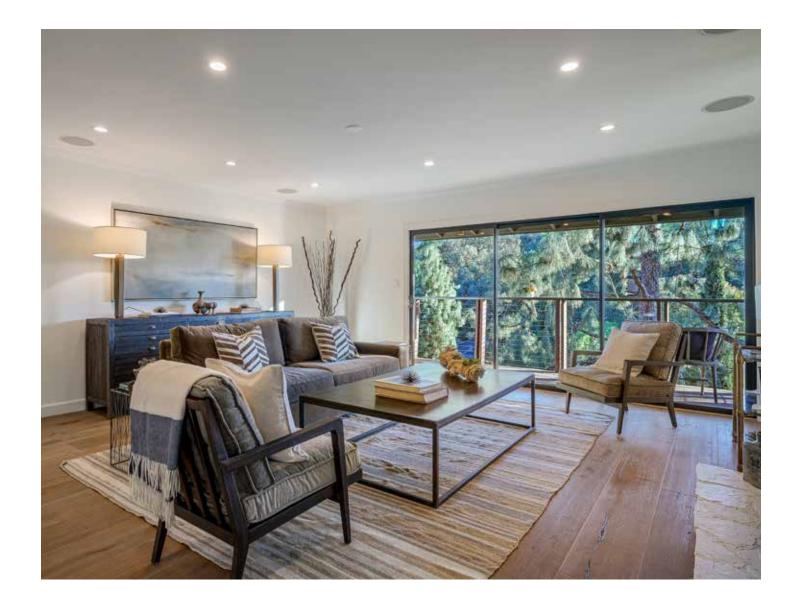
Average Sold Price





San Fernando





Both year-over-year sales activity and home prices rose in western San Fernando Valley. Overall activity increased 45 percent. Home prices moved up 25 percent to \$1.3 million. Buyers moved quickly reducing days on market by 40 percent. Heading west on the 101 freeway, Woodland Hills single-family homes had a 57 percent sales activity increase compared to last year's first quarter.

San Fernando Valley West of 405

Agoura & Adjacent Communities

Number of Sales

| | TYPE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE |
|------------------|-------|------|------|----------|-------------|-------------|----------|------|------|----------|
| Agoura | SFR | 60 | 87 | 45.00% | \$945,000 | \$1,050,000 | 11.10% | 60 | 41 | -30.90% |
| | CONDO | 32 | 34 | 6.20% | \$527,830 | \$507,859 | -3.80% | 47 | 22 | -52.70% |
| Calabasas | SFR | 40 | 70 | 75.00% | \$1,705,808 | \$2,172,250 | 27.30% | 47 | 32 | -33.00% |
| | CONDO | 13 | 19 | 46.20% | \$695,846 | \$573,566 | -17.60% | 53 | 35 | -34.20% |
| Chatsworth | SFR | 46 | 87 | 89.10% | \$925,792 | \$966,635 | 4.40% | 55 | 30 | -45.40% |
| | CONDO | 30 | 50 | 66.70% | \$446,567 | \$501,986 | 12.40% | 51 | 11 | -78.30% |
| Encino | SFR | 86 | 101 | 17.40% | \$1,830,251 | \$2,182,783 | 19.30% | 46 | 28 | -40.30% |
| | CONDO | 45 | 70 | 55.60% | \$485,453 | \$500,319 | 3.10% | 56 | 38 | -31.50% |
| Hidden Hills | SFR | 6 | 12 | 100.00% | \$3,342,538 | \$6,716,671 | 100.90% | 65 | 53 | -17.80% |
| | CONDO | 0 | 0 | NA | NA | NA | NA | NA | NA | NA |
| Northridge | SFR | 92 | 104 | 13.00% | \$794,573 | \$902,831 | 13.60% | 37 | 22 | -41.50% |
| | CONDO | 25 | 23 | -8.00% | \$502,540 | \$513,304 | 2.10% | 56 | 13 | -76.80% |
| Tarzana | SFR | 52 | 75 | 44.20% | \$1,485,128 | \$1,676,020 | 12.90% | 55 | 31 | -44.10% |
| | CONDO | 37 | 55 | 48.60% | \$416,619 | \$442,043 | 6.10% | 33 | 36 | 8.40% |
| Westlake Village | SFR | 71 | 96 | 35.20% | \$2,205,274 | \$2,047,887 | -7.10% | 77 | 46 | -39.60% |
| | CONDO | 42 | 71 | 69.00% | \$720,342 | \$739,309 | 2.60% | 62 | 45 | -26.70% |
| Woodland Hills | SFR | 144 | 226 | 56.90% | \$1,006,243 | \$1,217,694 | 21.00% | 43 | 26 | -39.20% |
| | CONDO | 49 | 82 | 67.30% | \$443,774 | \$475,692 | 7.20% | 33 | 29 | -10.50% |

Average Sold Price



San Fernando Valley East of 405

Sherman Oaks & Adjacent Communities

| | | N | umber o | of Sales |
|--------------|-------|------|---------|----------|
| | TYPE | 2020 | 2021 | % CHANGE |
| Burbank | SFR | 100 | 111 | 11.00% |
| | CONDO | 30 | 48 | 60.00% |
| Glendale | SFR | 118 | 176 | 49.20% |
| | CONDO | 87 | 89 | 2.30% |
| Sherman Oaks | SFR | 114 | 162 | 42.10% |
| | CONDO | 83 | 92 | 10.80% |
| Studio City | SFR | 57 | 97 | 70.20% |
| | CONDO | 36 | 67 | 86.10% |
| Toluca Lake | SFR | 13 | 24 | 84.60% |
| | CONDO | 19 | 27 | 42.10% |

San Fernando Valley East's year-over-year sales activity increased 36 percent. Home prices rose only 5 percent. Desirable Studio City had strong single-family home and condominium sales activity in the first quarter. Yearover-year single-family home sales there increased by 70 percent while condominium sales rose 86 percent. Home prices for single-family homes in Studio City reached \$2.1 million.

Average Sold Price

| 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE |
|-------------|-------------|----------|------|------|----------|
| \$1,011,698 | \$1,120,616 | 10.80% | 31 | 16 | -48.10% |
| \$558,211 | \$656,490 | 17.60% | 28 | 24 | -14.70% |
| \$1,028,626 | \$1,200,721 | 16.70% | 49 | 29 | -41.80% |
| \$595,426 | \$606,655 | 1.90% | 53 | 38 | -29.00% |
| \$1,553,086 | \$1,667,302 | 7.40% | 46 | 31 | -32.90% |
| \$577,072 | \$627,017 | 8.70% | 38 | 34 | -12.20% |
| \$2,180,551 | \$2,198,896 | 0.80% | 59 | 38 | -35.00% |
| \$684,475 | \$707,274 | 3.30% | 33 | 37 | 13.80% |
| \$2,023,385 | \$1,945,350 | -3.90% | 50 | 42 | -16.00% |
| \$630,447 | \$653,815 | 3.70% | 47 | 30 | -37.10% |



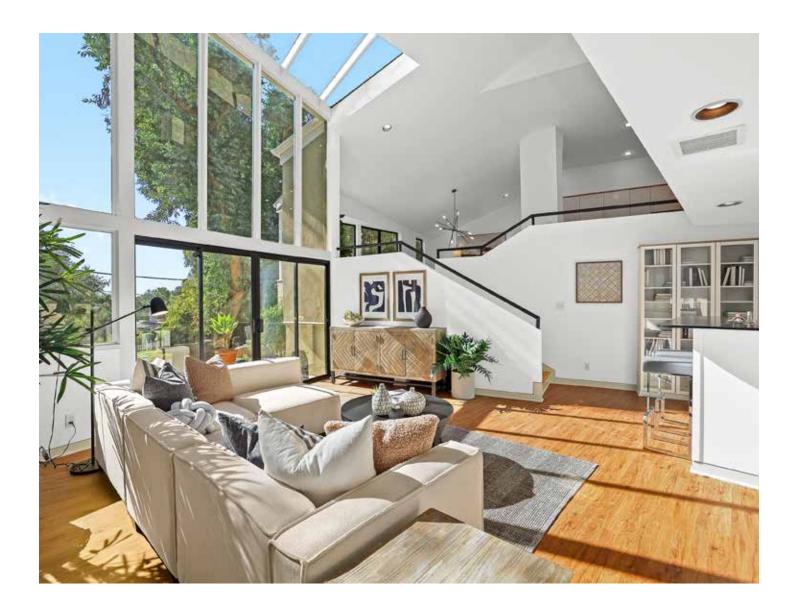


Valley

San Gabriel



22



Pasadena

Pasadena & Adjacent Communities

| | | N | umber o | f Sales | Av | Average Sold Price | | | | Days on Market | | | |
|----------------|-------|------|---------|----------|-------------|--------------------|----------|------|------|----------------|--|--|--|
| | TYPE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE | | | |
| Alhambra | SFR | 37 | 48 | 29.70% | \$751,402 | \$872,573 | 16.10% | 40 | 35 | -12.40% | | | |
| | CONDO | 29 | 36 | 24.10% | \$579,808 | \$590,869 | 1.90% | 16 | 29 | 79.70% | | | |
| Altadena | SFR | 93 | 84 | -9.70% | \$944,638 | \$1,163,676 | 23.20% | 46 | 23 | -49.60% | | | |
| | CONDO | 0 | 0 | NA | NA | NA | NA | NA | NA | NA | | | |
| Pasadena | SFR | 190 | 190 | 0.00% | \$1,476,411 | \$1,517,864 | 2.80% | 48 | 36 | -26.00% | | | |
| | CONDO | 198 | 146 | -26.30% | \$783,950 | \$760,645 | -3.00% | 53 | 40 | -24.60% | | | |
| San Gabriel | SFR | 53 | 49 | -7.50% | \$937,131 | \$987,867 | 5.40% | 39 | 28 | -28.10% | | | |
| | CONDO | 4 | 18 | 350.00% | \$644,500 | \$760,571 | 18.00% | 26 | 21 | -19.90% | | | |
| San Marino | SFR | 38 | 25 | -34.20% | \$2,481,633 | \$2,748,960 | 10.80% | 66 | 58 | -12.40% | | | |
| | CONDO | 0 | 0 | N/A | \$0 | \$0 | N/A | 0 | 0 | N/A | | | |
| South Pasadena | SFR | 31 | 37 | 19.40% | \$1,742,278 | \$1,682,604 | -3.40% | 38 | 28 | -27.80% | | | |
| | CONDO | 10 | 17 | 70.00% | \$780,800 | \$850,941 | 9.00% | 49 | 29 | -40.50% | | | |
| | | | | | | | | | | | | | |

Pasadena did not fare as well as other areas in the first quarter. Overall year-over-year sales activity showed no increase. Average home prices did bump up 7 percent over last year's first quarter to \$1.2 million. The best performing market was single-family homes in the small foothill town of Altadena. Year-over-year prices there rose 23 percent to \$1.1 million.



La Cañada Flintridge

La Cañada Flintridge & Adjacent Communities

Number of Sales

| | TYPE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE |
|--|-------|------|------|----------|-------------|-------------|----------|------|------|----------|
| Atwater | SFR | 10 | 28 | 180.00% | \$1,114,900 | \$1,146,912 | 2.90% | 18 | 30 | 66.90% |
| | CONDO | 2 | 1 | -50.00% | \$690,000 | \$593,500 | -14.00% | 0 | 42 | NA |
| Glendale | SFR | 118 | 176 | 49.20% | \$1,028,626 | \$1,200,721 | 16.70% | 49 | 29 | -41.80% |
| | CONDO | 87 | 89 | 2.30% | \$595,426 | \$606,655 | 1.90% | 51 | 39 | -23.30% |
| La Cañada Flintridge | SFR | 53 | 61 | 15.10% | \$1,719,342 | \$2,274,544 | 32.30% | 45 | 37 | -18.60% |
| | CONDO | 0 | 4 | NA | \$0 | \$907,500 | NA | 0 | 28 | NA |
| La Crescenta/ Glendale/Montrose/ Sparr Heights | SFR | 73 | 73 | 0.00% | \$1,006,346 | \$1,146,415 | 13.90% | 37 | 23 | -37.20% |
| | CONDO | 41 | 17 | -58.50% | \$687,098 | \$713,171 | 3.80% | 66 | 50 | -24.20% |
| Sunland/Tujunga | SFR | 91 | 89 | -2.20% | \$682,818 | \$743,080 | 8.80% | 40 | 26 | -33.20% |
| | CONDO | 9 | 8 | -11.10% | \$461,778 | \$552,500 | 19.60% | 38 | 23 | -39.50% |

Home sales activity in the La Cañada Flintridge region rose 10 percent compared to last year's first quarter when home prices increased 32 percent to \$1 million, which may have deterred buyers. Glendale, once considered "affordable," saw a 49 percent sales activity increase for single-family homes where the average home price reached \$1.2 million. Buyers in Glendale made fast decisions reducing days on market by 42 percent.



Northeast Los Angeles

Eagle Rock & Adjacent Communities

| | | | Average Join The | | | | | Days on Market | | |
|-------------------|-------|------|------------------|----------|-------------|-------------|----------|----------------|------|----------|
| | TYPE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE |
| Eagle Rock | SFR | 48 | 42 | -12.50% | \$1,034,408 | \$1,207,273 | 16.70% | 38 | 31 | -17.00% |
| | CONDO | 0 | 0 | N/A | \$0 | \$0 | N/A | 0 | 0 | N/A |
| Glassell Park | SFR | 17 | 18 | 5.90% | \$950,708 | \$1,005,755 | 5.80% | 55 | 25 | -55.00% |
| | CONDO | 1 | 8 | 700.00% | \$632,000 | \$600,188 | -5.00% | 54 | 97 | 80.00% |
| Highland Park | SFR | 70 | 87 | 24.30% | \$887,726 | \$1,008,102 | 13.60% | 39 | 30 | -23.40% |
| | CONDO | 7 | 11 | 57.10% | \$428,571 | \$511,727 | 19.40% | 23 | 16 | -33.70% |
| Montecito Heights | SFR | 13 | 4 | -69.20% | \$754,599 | \$943,750 | 25.10% | 35 | 23 | -34.20% |
| | CONDO | 0 | 0 | N/A | \$0 | \$0 | N/A | 0 | 0 | N/A |
| Monterey Hills | SFR | 4 | 1 | -75.00% | \$670,500 | \$875,000 | 30.50% | 47 | 5 | -89.40% |
| | CONDO | 13 | 26 | 100.00% | \$503,808 | \$566,297 | 12.40% | 34 | 15 | -54.40% |
| Mount Washington | SFR | 22 | 25 | 13.60% | \$863,478 | \$1,163,676 | 34.80% | 37 | 39 | 4.20% |
| | CONDO | 0 | 0 | N/A | \$0 | \$0 | N/A | 0 | 0 | N/A |
| | | | | | | | | | | |

Home sales activity in Northeast Los Angeles rose 14 percent compared to the first quarter of 2020. Highland Park, a historic neighborhood favored by young families saw home prices rise 14 percent, hitting just above \$1 million for the first time. Condominium prices in Highland Park also increased by 19 percent to \$511,727. Conversely, single-family home sales activity in neighboring Eagle Rock decreased by 12 percent.

Number of Sales

Average Sold Price

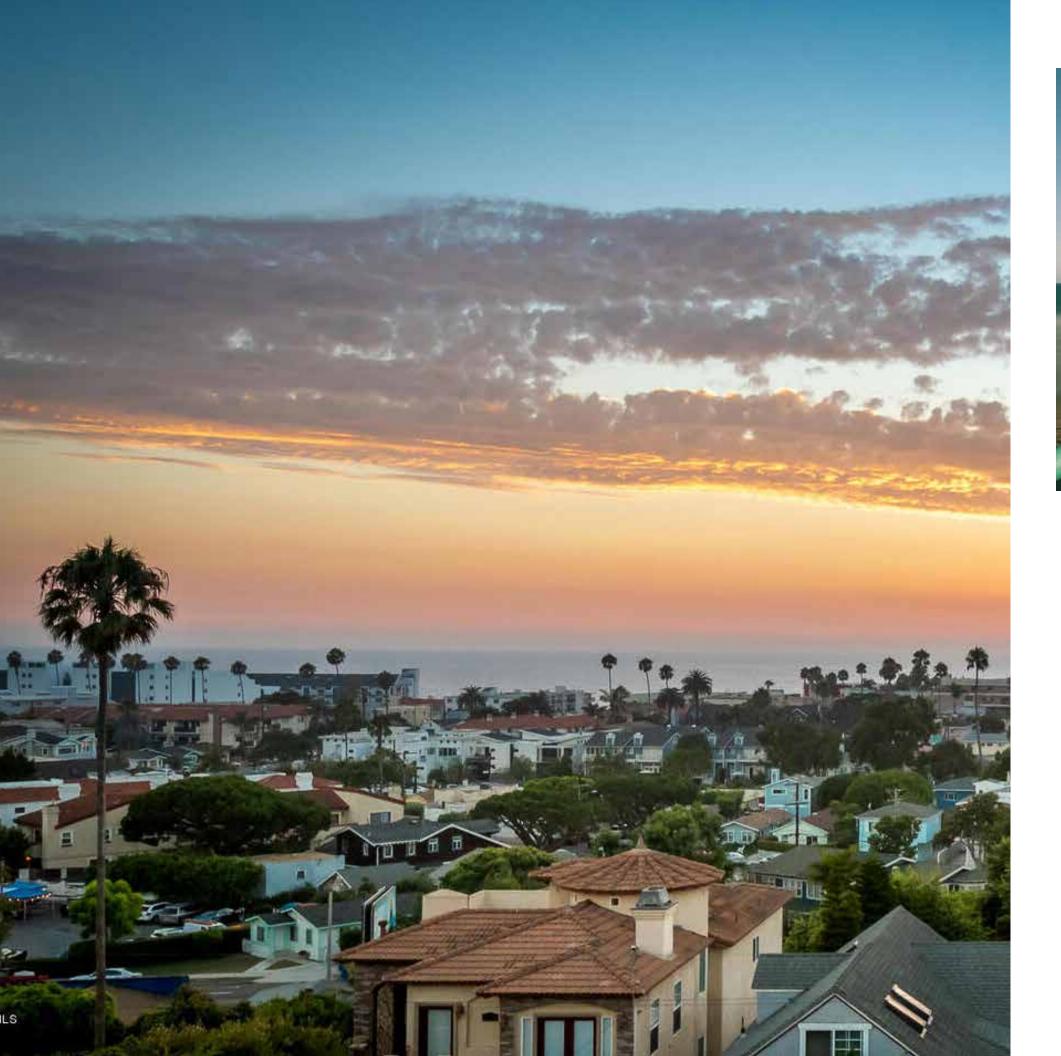


East San Gabriel Valley

Arcadia & Adjacent Communities

| | | Number of Sales | | | Av | Days on Market | | | | |
|---------------|-------|-----------------|------|----------|-------------|----------------|----------|------|------|----------|
| | TYPE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE |
| Arcadia | SFR | 90 | 106 | 17.80% | \$1,853,238 | \$1,720,219 | -7.20% | 59 | 45 | -23.00% |
| | CONDO | 30 | 40 | 33.30% | \$675,170 | \$782,032 | 15.80% | 48 | 44 | -6.90% |
| Azusa | SFR | 48 | 58 | 20.80% | \$604,517 | \$663,076 | 9.70% | 48 | 22 | -53.30% |
| | CONDO | 37 | 39 | 5.40% | \$419,278 | \$445,387 | 6.20% | 34 | 16 | -52.00% |
| Bradbury | SFR | 5 | 5 | 0.00% | \$1,700,000 | \$1,300,000 | -23.50% | 152 | 76 | -50.00% |
| | CONDO | 0 | 0 | N/A | \$0 | \$0 | N/A | 0 | 0 | N/A |
| Monrovia | SFR | 62 | 60 | -3.20% | \$856,663 | \$910,836 | 6.30% | 55 | 22 | -60.30% |
| | CONDO | 17 | 23 | 35.30% | \$531,051 | \$632,099 | 19.00% | 18 | 20 | 11.30% |
| Monterey Park | SFR | 53 | 39 | -26.40% | \$779,319 | \$810,492 | 4.00% | 26 | 21 | -20.30% |
| | CONDO | 20 | 34 | 70.00% | \$533,757 | \$628,056 | 17.70% | 26 | 33 | 28.40% |
| Sierra Madre | SFR | 26 | 28 | 7.70% | \$1,519,327 | \$1,235,133 | -18.70% | 59 | 62 | 4.90% |
| | CONDO | 7 | 7 | 0.00% | \$732,000 | \$687,286 | -6.10% | 25 | 34 | 34.50% |
| | | | | | | | | | | |

Home sales activity in East San Gabriel Valley rose 6 percent compared to last year's first quarter. Home prices increased by 10 percent to just under a million at \$963,852. That under \$1 million price point attracted East San Gabriel buyers, reducing days on market by 21 percent. The city of Arcadia bucked the downward trend in condominium sales prices in the first quarter, rising 16 percent to \$782,032.





South Bay



South Bay first quarter home sales activity was brisk, rising 34 percent. Home prices for the area had a modest year-over-year gain of 6 percent. Singlefamily homes in the beach cities of Hermosa Beach and Manhattan Beach had both strong sales activity and price increases. Hermosa Beach sales activity rose 35 percent. Home prices there trended upwards compared to last year's first quarter, increasing 20 percent to \$3.1 million.

South Bay

Manhattan Beach & Adjacent Communities

Number of Sales

| | TYPE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE | 2020 | 2021 | % CHANGE |
|----------------------|-------|------|------|----------|-------------|-------------|----------|------|------|----------|
| El Segundo | SFR | 18 | 21 | 16.70% | \$1,384,019 | \$1,639,810 | 18.50% | 36 | 22 | -38.80% |
| | CONDO | 9 | 12 | 33.30% | \$882,778 | \$836,125 | -5.30% | 10 | 9 | -9.50% |
| Hermosa Beach | SFR | 23 | 31 | 34.80% | \$2,573,919 | \$3,086,515 | 19.90% | 42 | 42 | 0.00% |
| | CONDO | 19 | 28 | 47.40% | \$1,564,368 | \$1,898,286 | 21.30% | 62 | 43 | -30.10% |
| Hawthorne | SFR | 43 | 49 | 14.00% | \$732,698 | \$814,291 | 11.10% | 22 | 20 | -10.00% |
| | CONDO | 11 | 18 | 63.60% | \$748,545 | \$758,639 | 1.30% | 18 | 19 | 6.10% |
| Manhattan Beach | SFR | 44 | 62 | 40.90% | \$2,931,682 | \$3,965,428 | 35.30% | 45 | 47 | 3.20% |
| | CONDO | 14 | 19 | 35.70% | \$2,711,402 | \$1,982,592 | -26.90% | 46 | 35 | -23.60% |
| Palos Verdes Estates | SFR | 23 | 45 | 95.70% | \$2,221,174 | \$2,581,992 | 16.20% | 53 | 36 | -31.70% |
| | CONDO | 1 | 7 | 600.00% | \$730,000 | \$684,143 | -6.30% | 67 | 30 | -55.60% |
| Playa Del Rey | SFR | 14 | 16 | 14.30% | \$1,787,536 | \$1,877,500 | 5.00% | 43 | 41 | -2.60% |
| | CONDO | 38 | 34 | -10.50% | \$727,880 | \$771,779 | 6.00% | 33 | 26 | -22.10% |
| Playa Vista | SFR | 7 | 11 | 57.10% | \$2,550,571 | \$2,190,298 | -14.10% | 31 | 37 | 22.20% |
| | CONDO | 33 | 38 | 15.20% | \$1,176,936 | \$1,065,842 | -9.40% | 40 | 45 | 12.10% |
| Rancho Palos Verdes | SFR | 78 | 98 | 25.60% | \$1,531,243 | \$1,650,938 | 7.80% | 48 | 26 | -45.10% |
| | CONDO | 15 | 23 | 53.30% | \$699,067 | \$822,043 | 17.60% | 49 | 39 | -20.41% |
| Redondo Beach | SFR | 47 | 93 | 97.90% | \$1,619,239 | \$1,502,322 | -7.20% | 40 | 23 | -42.00% |
| | CONDO | 93 | 129 | 38.70% | \$1,045,918 | \$1,152,662 | 10.20% | 24 | 22 | -6.80% |
| Rolling Hills Estate | SFR | 17 | 19 | 11.80% | \$2,133,206 | \$2,339,026 | 9.60% | 39 | 19 | -52.40% |
| | CONDO | 23 | 12 | -47.80% | \$738,596 | \$698,275 | -5.50% | 59 | 69 | 17.60% |
| Torrance | SFR | 146 | 191 | 30.80% | \$893,170 | \$1,011,426 | 13.20% | 33 | 17 | -47.60% |
| | CONDO | 71 | 95 | 33.80% | \$525,788 | \$597,967 | 13.70% | 35 | 28 | -20.00% |

Average Sold Price

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