

LOS ANGELES
QUARTERLY
MARKET (MICRO)
INSIGHTS REPORT



It is our pleasure to bring you the Compass 2021 Q2 Real Estate Market Report. As Los Angeles moved through the second quarter the market continued to set records with sales activity and home prices. Inventory constraints continue to result in multiple offers and bidding wars as standard operating procedure.

Historically low-interest rates brought buyers into the market, allowing many to qualify for higher-priced homes. Across most of Los Angeles, we saw triple-digit increases in home sales. From 315 percent for single-family homes in San Marino to a 650 percent increase in condo sales in Beverly Center-Miracle Mile. Consider when comparing this year's second-quarter sales activity to last year's that strict stay-at-home orders were in place for Los Angeles County last year. The real estate market had stalled for much of April and May.

Westside second-quarter home sales increased by 222 percent. Condo sales in Westwood/Century City increased 213 percent compared to last year. Prices fell by 23 percent for single-family homes in the high-net-worth areas of Bel Air/Holmby Hills and Beverly Hills.

Days on market showed how fast buyers moved. In the Coastal Communities, homes sold 16 days faster compared to last year's second quarter. In Northeast Los Angeles days on market fell by 41 percent. Highest and best offers were submitted, often waving home inspections and other key contingencies. Economists forecast interest rates to remain well below 4 percent through 2021. Compass professionals look to reluctant sellers to list their homes so a more balanced market will return to the Los Angeles area.

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LOS ANGELES + WESTSIDE





		1	Number	of Sales	A	verage Sold Pri	ce	I	Days on	Market
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Malibu	SFR	24	62	158.33%	\$3,696,417	\$5,022,385	35.87%	99	72	-27.27%
	CONDO	12	20	66.67%	\$1,102,912	\$1,364,638	23.73%	38	31	-18.42%
Malibu Beach	SFR	12	25	108.33%	\$7,992,819	\$12,665,160	58.46%	81	75	-7.41%
	CONDO	4	3	-25.00%	\$1,472,475	\$1,015,000	-31.07%	114	72	-36.84%
Marina del Rey	SFR	11	40	263.64%	\$1,558,832	\$2,158,476	38.47%	26	31	19.23%
	CONDO	37	119	221.62%	\$1,131,648	\$1,184,912	4.71%	35	41	17.14%
Pacific Palisades	SFR	41	108	163.41%	\$4,260,302	\$4,896,317	14.93%	44	37	-15.91%
	CONDO	8	36	350.00%	\$1,257,062	\$1,279,340	1.77%	32	41	28.13%
Palms - Mar Vista	SFR	47	90	91.49%	\$1,935,000	\$1,992,500	2.97%	35	22	-37.14%
	CONDO	14	33	135.71%	\$742,579	\$850,184	14.49%	32	21	-34.38%
Santa Monica	SFR	29	96	231.03%	\$3,273,253	\$4,425,736	35.21%	38	40	5.26%
	CONDO	78	178	128.21%	\$1,147,139	\$1,276,132	11.24%	28	30	7.14%
Topanga	SFR	21	27	28.57%	\$1,238,980	\$2,386,388	92.61%	44	28	-36.36%
	CONDO	1	3	200.00%	\$457,500	\$709,667	55.12%	183	9	-95.08%
Venice	SFR	32	75	134.38%	\$2,304,338	\$2,418,796	4.97%	41	45	9.76%
	CONDO	5	17	240.00%	\$1,636,000	\$1,463,140	-10.57%	41	28	-31.71%
Westchester	SFR	53	111	109.43%	\$1,363,691	\$1,571,795	15.26%	23	14	-39.13%
	CONDO	2	11	450.00%	\$620,000	\$626,818	1.10%	19	22	15.79%

THE HILLS

The number of homes sold in the Hills in the second quarter increased by 252 percent, no doubt in part due to the average sales price falling 22 percent to \$4.5 million. The average sale price for single-family homes in Bel Air/Holmby Hills fell 23 percent to \$6 million. Beverly Hills buyers saw opportunities as the year-over-year average sales price for single-family home fell 23 percent to \$8.3 million, while sales activity increased 214 percent.

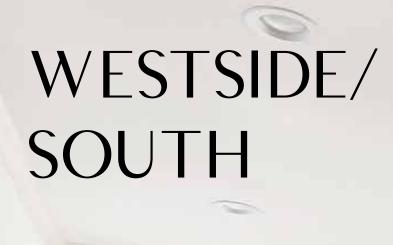
		1	Number (of Sales	A	Days on Market				
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Beverly Hills	SFR	21	66	214.29%	\$10,808,195	\$8,353,366	-22.71%	85	68	-20.00%
	CONDO	12	46	283.33%	\$1,289,960	\$1,538,113	19.24%	60	53	-11.67%
Beverly Hills P.O.	SFR	16	64	300.00%	\$7,313,625	\$5,743,171	-21.47%	45	46	2.22%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
Bel-Air - Holmby Hills	SFR	21	63	200.00%	\$7,859,464	\$6,021,392	-23.39%	48	46	-4.17%
	CONDO	0	8	N/A	0	\$1,213,500	N/A	0	13	N/A



		1	Number (of Sales	A	ce	Days on Market			
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Beverlywood	SFR	10	55	450.00%	\$2,035,500	\$2,234,660	9.78%	28	42	50.00%
	CONDO	6	27	350.00%	\$872,250	\$890,811	2.13%	43	39	-9.30%
Brentwood	SFR	35	97	177.14%	\$5,321,493	\$6,005,811	12.86%	44	37	-15.91%
	CONDO	33	98	196.97%	\$1,123,070	\$1,103,042	-1.78%	34	31	-8.82%
Cheviot Hills - Rancho Park	SFR	14	18	28.57%	\$2,519,349	\$2,648,000	5.11%	32	23	-28.13%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
West LA	SFR	12	42	250.00%	\$1,320,625	\$1,584,484	19.98%	25	22	-12.00%
	CONDO	16	49	206.25%	\$871,625	\$833,643	-4.36%	30	32	6.67%
Westwood - Century City	SFR	13	68	423.08%	\$2,587,330	\$2,832,897	9.49%	27	21	-22.22%
	CONDO	61	191	213.11%	\$1,084,333	\$1,404,271	29.51%	38	42	10.53%



		1	Number	of Sales	А	ce	Days on Market			
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Beverly Center - Miracle Mile	SFR	31	75	141.94%	\$1,752,100	\$2,458,501	40.32%	34	34	0.00%
	CONDO	6	45	650.00%	\$778,917	\$877,289	12.63%	29	39	34.48%
Hancock Park - Wilshire	SFR	38	77	102.63%	\$2,210,867	\$2,496,524	12.92%	27	36	33.33%
	CONDO	23	67	191.30%	\$864,423	\$762,378	-11.80%	18	33	83.33%
Hollywood Hills East	SFR	14	58	314.29%	\$1,464,291	\$1,818,440	24.19%	39	25	-35.90%
	CONDO	9	13	44.44%	\$674,056	\$619,385	-8.11%	11	31	181.82%
Sunset Strip - Hollywood Hills West	SFR	57	138	142.11%	\$2,708,509	\$2,961,070	9.32%	42	48	14.29%
	CONDO	10	39	290.00%	\$692,100	\$900,665	30.14%	50	50	0.00%
West Hollywood	SFR	15	48	220.00%	\$2,759,583	\$2,539,733	-7.97%	38	40	5.26%
	CONDO	45	127	182.22%	\$944,655	\$1,018,889	7.86%	36	32	-11.11%



Westside South home sales increased by 113 percent. Average sales price in the second quarter hit \$952,377. Culver City saw the average sales price for single-family homes and condos increase compared to last year's second quarter. Single-family average sales price in Culver City reached \$1.7 million. Culver City condo buyers, typically a younger demographic, moved faster than last year reducing days on market by 54 percent.

WOOLS

		1	Number (of Sales	A	ce	Days on Market			
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Culver City	SFR	35	84	140.00%	\$1,466,445	\$1,726,846	17.76%	30	24	-20.00%
	CONDO	33	77	133.33%	\$682,664	\$706,782	3.53%	37	17	-54.05%
Inglewood	SFR	26	52	100.00%	\$727,034	\$782,859	7.68%	31	36	16.13%
	CONDO	20	42	110.00%	\$499,179	\$507,048	1.58%	24	37	54.17%
Ladera Heights	SFR	8	20	150.00%	\$1,271,875	\$1,694,297	33.21%	52	15	-71.15%
	CONDO	0	4	N/A	0	\$573,500	N/A	0	122	N/A
Park Hills Heights	SFR	80	142	77.50%	\$778,502	\$1,017,125	30.65%	30	20	-33.33%
	CONDO	8	26	225.00%	\$591,671	\$610,558	3.19%	37	26	-29.73%



		1	Number (of Sales	Average Sold Price			Days on Market		
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Atwater	SFR	16	25	56.25%	\$1,169,962	\$1,254,680	7.24%	38	25	-34.21%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
Downtown LA	SFR	17	47	176.47%	\$566,882	\$547,947	-3.34%	36	45	25.00%
	CONDO	63	139	120.63%	\$604,119	\$644,704	6.72%	38	50	31.58%
Hollywood	SFR	15	53	253.33%	\$1,217,300	\$1,462,962	20.18%	32	41	28.13%
	CONDO	15	46	206.67%	\$713,400	\$774,316	8.54%	28	37	32.14%
Los Feliz	SFR	34	76	123.53%	\$2,167,724	\$2,507,504	15.67%	37	29	-21.62%
	CONDO	6	19	216.67%	\$613,667	\$806,711	31.46%	17	38	123.53%
Silver Lake - Echo Park	SFR	64	143	123.44%	\$1,395,039	\$1,395,493	0.03%	27	24	-11.11%
	CONDO	19	31	63.16%	\$661,974	\$699,137	5.61%	26	25	-3.85%

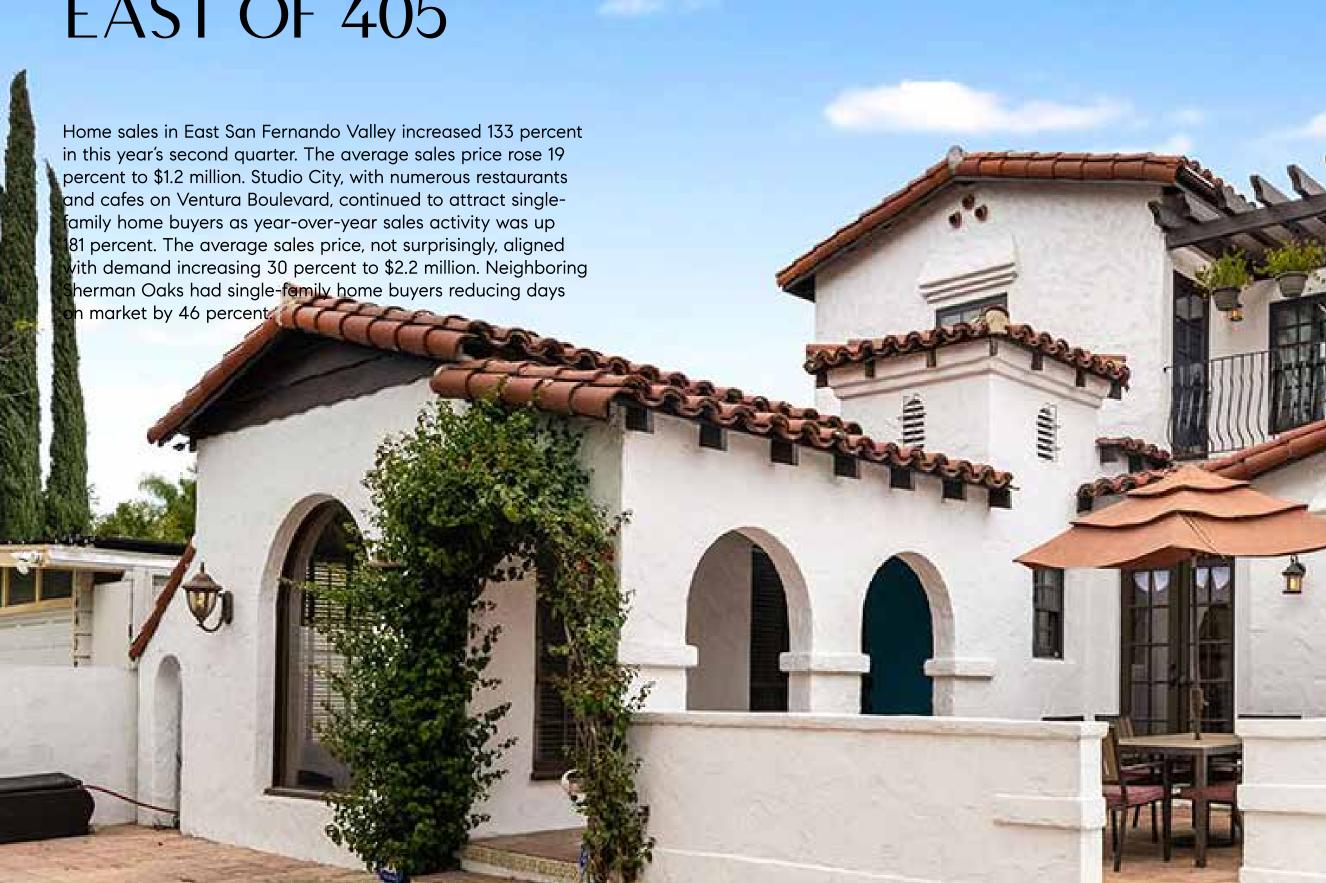
SANFERNANDO VALLEY





		Number of Sales		A	verage Sold Pri	ce	Days on Market			
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Agoura	SFR	50	130	160.00%	\$1,004,596	\$1,532,112	52.51%	38	27	-28.95%
	CONDO	23	48	108.70%	\$480,000	\$527,535	9.90%	37	20	-45.95%
Calabasas	SFR	30	99	230.00%	\$1,949,084	\$2,210,880	13.43%	46	22	-52.17%
	CONDO	8	22	175.00%	\$674,125	\$685,993	1.76%	25	19	-24.00%
Chatsworth	SFR	43	95	120.93%	\$780,000	\$989,000	26.79%	35	18	-48.57%
	CONDO	28	47	67.86%	\$472,732	\$527,905	11.67%	18	19	5.56%
Encino	SFR	69	156	126.09%	\$1,818,459	\$2,296,942	26.31%	37	24	-35.14%
	CONDO	31	87	180.65%	\$500,589	\$500,839	0.05%	37	25	-32.43%
Hidden Hills	SFR	4	16	300.00%	\$5,662,500	\$6,930,312	22.39%	80	31	-61.25%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
Northridge	SFR	79	111	40.51%	\$791,105	\$1,040,697	31.55%	20	12	-40.00%
	CONDO	14	32	128.57%	\$499,893	\$583,953	16.82%	17	14	-17.65%
Tarzana	SFR	43	113	162.79%	\$1,328,774	\$1,844,242	38.79%	33	18	-45.45%
	CONDO	30	57	90.00%	\$394,000	\$513,000	30.20%	37	25	-32.43%
Westlake Village	SFR	81	160	97.53%	\$1,733,135	\$2,325,748	34.19%	59	28	-52.54%
	CONDO	30	63	110.00%	\$619,817	\$810,360	30.74%	62	45	-27.42%
Woodland Hills	SFR	123	250	103.25%	\$1,005,968	\$1,276,618	26.90%	33	17	-48.48%
	CONDO	43	61	41.86%	\$443,069	\$533,097	20.32%	31	16	-48.39%

SFV EAST OF 405



		1	Number (of Sales	A	ce	Days on Market			
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Burbank	SFR	77	181	135.06%	\$925,000	\$1,128,000	21.95%	24	15	-37.50%
	CONDO	36	68	88.89%	\$593,966	\$687,276	15.71%	26	18	-30.77%
Glendale	SFR	92	194	110.87%	\$1,087,583	\$1,438,255	32.24%	33	21	-36.36%
	CONDO	37	136	267.57%	\$547,465	\$636,880	16.33%	33	36	9.09%
Sherman Oaks	SFR	106	199	87.74%	\$1,521,952	\$1,913,389	25.72%	35	19	-45.71%
	CONDO	44	88	100.00%	\$625,482	\$641,234	2.52%	19	19	0.00%
Studio City	SFR	48	135	181.25%	\$1,766,115	\$2,291,707	29.76%	28	28	0.00%
	CONDO	31	71	129.03%	\$682,464	\$769,860	12.81%	21	21	0.00%
Toluca Lake	SFR	11	38	245.45%	\$2,143,091	\$2,311,044	7.84%	17	17	0.00%
	CONDO	9	32	255.56%	\$630,111	\$688,634	9.29%	22	23	4.55%

SAN GABRIEL VALLEY





		1	Number (of Sales	Average Sold Price			Days on Market			
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE	
Alhambra	SFR	36	47	30.56%	\$810,047	\$937,521	15.74%	26	16	-38.46%	
	CONDO	17	60	252.94%	\$540,835	\$625,156	15.59%	41	23	-43.90%	
Altadena	SFR	51	111	117.65%	\$1,056,715	\$1,355,788	28.30%	30	21	-30.00%	
	CONDO	3	2	-33.33%	\$614,733	\$567,500	-7.68%	12	33	175.00%	
Pasadena	SFR	170	271	59.41%	\$1,236,460	\$1,718,251	38.97%	43	28	-34.88%	
	CONDO	133	223	67.67%	\$717,407	\$822,001	14.58%	35	31	-11.43%	
San Gabriel	SFR	31	67	116.13%	\$852,316	\$1,081,343	26.87%	32	22	-31.25%	
	CONDO	10	29	190.00%	\$574,450	\$746,879	30.02%	43	19	-55.81%	
San Marino	SFR	13	54	315.38%	\$2,848,369	\$3,134,948	10.06%	64	47	-26.56%	
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A	
South Pasadena	SFR	20	39	95.00%	\$1,421,021	\$2,203,087	55.04%	55	26	-52.73%	
	CONDO	7	20	185.71%	\$909,000	\$965,900	6.26%	41	18	-56.10%	



		1	Number (of Sales	A	ce	Days on Market			
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Atwater	SFR	16	25	56.25%	\$1,169,962	\$1,254,680	7.24%	38	25	-34.21%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
Glendale	SFR	92	194	110.87%	\$1,087,583	\$1,438,255	32.24%	33	21	-36.36%
	CONDO	37	136	267.57%	\$547,465	\$636,880	16.33%	33	36	9.09%
La Cañada Flintridge	SFR	59	92	55.93%	\$1,992,797	\$2,485,315	24.71%	44	25	-43.18%
	CONDO	1	3	200.00%	\$1,134,000	\$1,338,333	18.02%	87	18	-79.31%
La Crescenta/Glendale/ Montrose/Sparr Heights	SFR	58	129	122.41%	\$959,631	\$1,260,000	31.30%	39	20	-48.72%
	CONDO	16	23	43.75%	\$735,719	\$732,174	-0.48%	45	26	-42.22%
Sunland/Tujunga	SFR	62	110	77.42%	\$736,156	\$883,723	20.05%	36	23	-36.11%
	CONDO	8	16	100.00%	\$436,675	\$571,656	30.91%	20	27	35.00%



NORTHEAST LOS ANGELES Eagle Rock & Adjacent Communities

		1	Number	of Sales	A	ce	Days on Market			
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Eagle Rock	SFR	39	94	141.03%	\$937,877	\$1,157,490	23.42%	47	15	-68.09%
	CONDO	1	2	100.00%	\$520,000	\$490,500	-5.67%	16	32	100.00%
Glassell Park	SFR	26	37	42.31%	\$972,515	\$1,107,250	13.85%	33	19	-42.42%
	CONDO	1	3	200.00%	\$660,000	\$469,667	-28.84%	28	16	-42.86%
Highland Park	SFR	48	85	77.08%	\$916,713	\$1,104,320	20.47%	31	17	-45.16%
	CONDO	5	9	80.00%	\$600,000	\$550,000	-8.33%	24	12	-50.00%
Montecito Heights	SFR	7	10	42.86%	\$921,143	\$1,115,200	21.07%	31	34	9.68%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
Monterey Hills	SFR	4	3	-25.00%	\$826,250	\$940,667	13.85%	59	15	-74.58%
	CONDO	15	28	86.67%	\$536,367	\$576,893	7.56%	38	19	-50.00%
Mount Washington	SFR	21	61	190.48%	\$1,027,701	\$1,223,060	19.01%	34	21	-38.24%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A



Home sales activity in East San Gabriel Valley was up from last year's second quarter by 95 percent. Condo sales in Arcadia rose 150 percent while the average sales price reached \$802,359. Heading east of downtown to Monterey Park the average sales price for single-family homes rose 27 percent. Condominium buyers in Monterey Park inked contracts much faster than last year with days on market down 50 percent to



EAST SAN GABRIEL VALLEY Arcadia & Adjacent Communities

		Number of Sales 2020 2021 % CHANGE 58 139 139.66% 24 60 150.00% 55 62 12.73%			A	ce	Days on Market			
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Arcadia	SFR	58	139	139.66%	\$1,647,537	\$1,897,262	15.16%	54	33	-38.89%
	CONDO	24	60	150.00%	\$747,788	\$802,359	7.30%	30	29	-3.33%
Azuza	SFR	55	62	12.73%	\$562,475	\$725,565	29.00%	22	11	-50.00%
	CONDO	24	52	116.67%	\$425,792	\$488,048	14.62%	28	13	-53.57%
Bradbury	SFR	2	4	100.00%	\$1,950,000	\$2,637,250	35.24%	63	30	-52.38%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
Monrovia	SFR	46	81	76.09%	\$844,166	\$977,738	15.82%	39	16	-58.97%
	CONDO	12	18	50.00%	\$538,241	\$637,994	18.53%	34	13	-61.76%
Monterey Park	SFR	33	66	100.00%	\$736,221	\$934,921	26.99%	19	19	0.00%
	CONDO	12	25	108.33%	\$546,417	\$589,952	7.97%	30	16	-46.67%
Sierra Madre	SFR	21	37	76.19%	\$1,044,798	\$1,271,259	21.68%	31	27	-12.90%
	CONDO	3	4	33.33%	\$787,133	\$750,500	-4.65%	8	45	462.50%

SOUTH BAY

Home sales activity in South Bay was strong, rising 113 percent over last year's second quarter. Playa Vista continues to be a market with increased buyer demand. Consider year-over-year condo sales activity in Playa Vista rose 500 percent. Single-family home prices in prestigious Rolling Hills Estates were up 53 percent over last year's second quarter. The only cities with price dips were with condos in El Segundo and Hermosa Beach.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
El Segundo	SFR	12	31	158.33%	\$1,462,183	\$1,980,378	35.44%	18	32	77.78%
	CONDO	8	16	100.00%	\$872,544	\$825,000	-5.45%	29	13	-55.17%
Hermosa Beach	SFR	23	41	78.26%	\$2,924,725	\$3,509,592	20.00%	52	31	-40.38%
	CONDO	16	36	125.00%	\$1,744,062	\$1,630,340	-6.52%	32	34	6.25%
Hawthorne	SFR	37	69	86.49%	\$761,119	\$899,459	18.18%	21	13	-38.10%
	CONDO	14	37	164.29%	\$677,476	\$813,272	20.04%	30	9	-70.00%
Manhattan Beach	SFR	56	122	117.86%	\$3,099,993	\$3,426,915	10.55%	49	25	-48.98%
	CONDO	14	31	121.43%	\$1,900,964	\$2,145,996	12.89%	24	38	58.33%
Palos Verdes Estates	SFR	21	59	180.95%	\$2,289,138	\$2,693,730	17.67%	83	30	-63.86%
	CONDO	2	1	-50.00%	\$702,500	\$905,000	28.83%	70	24	-65.71%
Playa del Rey	SFR	11	18	63.64%	\$1,971,636	\$2,155,938	9.35%	45	25	-44.44%
	CONDO	22	69	213.64%	\$697,455	\$752,910	7.95%	25	23	-8.00%
Playa Vista	SFR	8	17	112.50%	\$1,900,500	\$2,519,529	32.57%	22	23	4.55%
	CONDO	10	60	500.00%	\$1,169,140	\$1,212,367	3.70%	42	35	-16.67%
Rancho Palos Verdes	SFR	87	136	56.32%	\$1,592,530	\$2,115,244	32.82%	40	20	-50.00%
	CONDO	12	36	200.00%	\$766,525	\$841,959	9.84%	44	25	-43.18%
Redondo Beach	SFR	61	123	101.64%	\$1,240,000	\$1,475,000	18.95%	31	14	-54.84%
	CONDO	78	161	106.41%	\$1,034,368	\$1,201,725	16.18%	27	15	-44.44%
Rolling Hills Estates	SFR	19	25	31.58%	\$1,797,684	\$2,745,583	52.73%	33	16	-51.52%
	CONDO	5	19	280.00%	\$801,000	\$892,481	11.42%	44	14	-68.18%
Torrance	SFR	151	265	75.50%	\$927,837	\$1,057,463	13.97%	24	13	-45.83%
	CONDO	70	118	68.57%	\$606,643	\$619,703	2.15%	28	14	-50.00%

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