



SOCAL QUARTERLY MARKET INSIGHTS REPORT



Q2 2023



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It is our pleasure to bring you the Compass SoCal Q2 2023 Market Report. The second quarter was challenging around Southern California. Interest rates continued to rise, impacting the market. Sellers were reticent to list their homes giving up mortgages with lower interest rates. Buyers found their purchasing power diminished due to higher rates. The result—sales activity fell throughout much of Southern and Central California. Single-family homes attractive during the COVID market found fewer buyers writing offers and closing transactions. The median sales price for those homes declined in many areas as average days on market, a key indicator increased.

Home sales activity on the desirable Westside fell 34 percent in this year's second quarter while the median sales price decreased 13 percent to \$1.7 million. Single-family home prices in Bel

Air-Holmby Hills fell by 41 percent in the second quarter to a median sales price of \$1.5 million. When the median sales price declines in a traditionally high-priced area it may present opportunities for buyers. The median sales price in Malibu Beach for single-family homes decreased by 54 percent to 4.9 million in the second quarter. There were exceptions around the region where the median sales price continued to rise. In West Hollywood, the median sales price for condos increased 5 percent to \$995,000. Celebrity-favored Hidden Hills saw the median sales price for single-family homes increase 8 percent to \$ 7 million.

As we enter the second half of 2023 deep market knowledge is essential for both buyers and sellers. Compass industry professionals have the experience to understand this unique market.

LOS ANGELES/OC
DESERT/MOUNTAIN



COASTAL COMMUNITIES

Home sales activity across the Coastal Communities declined by 34 percent in the second quarter as sales continued to slow. The median sales price declined by 25 percent to \$1.9 million. Malibu single-family median home prices declined by 12 percent compared to the same time last year to \$3.5 million. The average days on market for single-family homes in Pacific Palisades increased from 30 to 42 days.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Malibu	SFR	49	37	-24.5%	\$4,000,000	\$3,500,000	-12.5%	60	47	-21.7%
	Condo	9	18	100.0%	\$1,400,000	\$1,057,500	-24.5%	15	34	126.7%
Malibu Beach	SFR	14	7	-50.0%	\$10,650,000	\$4,900,000	-54.0%	90	83	-7.8%
	Condo	9	2	-77.8%	\$2,575,000	\$1,400,000	-45.6%	31	19	-38.7%
Marina del Rey	SFR	33	25	-24.2%	\$1,850,000	\$1,815,000	-1.9%	26	32	23.1%
	Condo	82	52	-36.6%	\$1,267,000	\$1,260,000	-0.6%	25	27	8.0%
Pacific Palisades	SFR	65	45	-30.8%	\$5,600,000	\$3,700,000	-33.9%	30	42	40.0%
	Condo	32	22	-31.3%	\$2,477,500	\$1,525,000	-38.4%	33	33	0.0%
Palms - Mar Vista	SFR	79	55	-30.4%	\$1,990,000	\$1,896,000	-4.7%	13	16	23.1%
	Condo	22	14	-36.4%	\$785,000	\$909,000	15.8%	24	19	-20.8%
Santa Monica	SFR	54	40	-25.9%	\$3,879,000	\$3,369,500	-13.1%	23	35	52.2%
	Condo	145	84	-42.1%	\$1,375,000	\$1,245,000	-9.5%	24	43	79.2%
Topanga	SFR	36	19	-47.2%	\$2,012,500	\$2,000,000	-0.6%	31	37	19.4%
	Condo	1	2	N/A	\$808,000	\$797,500	-1.3%	11	28	N/A
Venice	SFR	72	46	-36.1%	\$2,550,000	\$2,752,500	7.9%	23	54	134.8%
	Condo	22	8	-63.6%	\$1,618,000	\$1,475,000	-8.8%	31	17	-45.2%
Westchester	SFR	89	71	-20.2%	\$1,815,000	\$1,645,300	-9.3%	17	24	41.2%
	Condo	9	2	-77.8%	\$615,000	\$557,500	-9.3%	26	14	-46.2%

THE HILLS

Home sales activity in the Hills fell 29 percent compared to last year's second quarter. The median sales price declined by 16 percent to \$2.7 million. Condos in Beverly Hills remain in favor as the median sales price increased by 19 percent to \$1.7 million. Single-family home prices in Bel Air-Holmby Hills fell by 41 percent in the second quarter to a median sales price of \$1.5 million.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Beverly Hills	SFR	37	34	-8.1%	\$6,000,000	\$5,625,000	-6.3%	44	56	27.3%
	Condo	42	32	-23.8%	\$1,462,500	\$1,742,000	19.1%	37	53	43.2%
Beverly Hills P.O.	SFR	50	20	-60.0%	\$3,597,509	\$3,211,275	-10.7%	49	54	10.2%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Bel-Air - Holmby Hills	SFR	34	30	-11.8%	\$4,317,500	\$1,549,000	-41.0%	69	47	-31.9%
	Condo	1	1	0.0%	\$1,260,000	\$1,775,000	40.9%	20	38	90.0%

THE WESTSIDE

Home sales activity on the Westside fell 34 percent in this year's second quarter while the median sales price decreased 13 percent to \$1.7 million. Brentwood single-family homes all experienced a median sales price decline of 14 percent to \$3.3 million. The median sales price for single-family homes in West LA held steady in the second quarter, showing only a 0.9 decline to \$1.7 million.



	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Beverlywood	SFR	43	36	-16.3%	\$1,790,000	\$1,522,500	-14.9%	14	41	192.9%
	Condo	21	19	-9.5%	\$1,025,000	\$916,000	-10.6%	16	38	137.5%
Brentwood	SFR	84	37	-56.0%	\$3,913,200	\$3,355,000	-14.3%	23	43	87.0%
	Condo	76	42	-44.7%	\$1,110,000	\$999,000	-10.0%	17	35	105.9%
Cheviot Hills - Rancho Park	SFR	17	19	11.8%	\$3,430,000	\$2,550,000	-25.7%	27	23	-14.8%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
West LA	SFR	32	23	-28.1%	\$1,759,000	\$1,775,000	0.9%	15	27	80.0%
	Condo	39	34	-12.8%	\$975,000	\$895,000	-8.2%	16	25	56.3%
Westwood - Century City	SFR	54	33	-38.9%	\$2,699,294	\$2,425,000	-10.2%	22	23	4.5%
	Condo	179	118	-34.1%	\$1,194,500	\$1,137,500	-4.8%	32	44	37.5%

HOLLYWOOD HILLS & MID-CITY

Home sales activity in Hollywood Hills & Mid-City fell 35 percent in the second quarter. The median sales price declined 17 percent to \$1.3 million. Buyers there moved somewhat slower in the second quarter compared to last year, increasing average days on market from 23 to 30 compared to a year ago. In condo-heavy West Hollywood, the median sales price for those condos increased 5 percent to \$995,000.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Beverly Center - Miracle Mile	SFR	51	28	-45.1%	\$2,475,000	\$1,937,500	-21.7%	21	32	52.4%
	Condo	28	39	39.3%	\$1,025,000	\$915,000	-10.7%	24	41	70.8%
Hancock Park - Wilshire	SFR	58	43	-25.9%	\$2,330,000	\$2,040,000	-12.4%	20	26	30.0%
	Condo	52	39	-25.0%	\$778,750	\$797,000	2.3%	26	37	42.3%
Hollywood Hills East	SFR	52	32	-38.5%	\$1,963,500	\$1,751,500	-10.8%	16	14	-12.5%
	Condo	15	6	-60.0%	\$755,000	\$819,500	8.5%	17	26	52.9%
Sunset Strip - Hollywood Hills West	SFR	120	78	-35.0%	\$2,650,000	\$2,482,500	-6.3%	34	14	-58.8%
	Condo	42	24	-42.9%	\$738,500	\$67,200	-90.9%	19	31	63.2%
West Hollywood	SFR	39	21	-46.2%	\$2,796,500	\$1,875,000	-33.0%	32	42	31.3%
	Condo	123	69	-43.9%	\$945,000	\$995,000	5.3%	25	34	36.0%

WESTSIDE/ SOUTH

Westside/South's home sales activity fell by 17 percent compared to last year's second quarter. The median sales price there also declined by almost 10 percent to \$934,687. Culver City saw the median price for single-family decrease by 17 percent to \$1.5 million. Buyers for those single-family homes took advantage of lower prices, reducing days on market from 27 to 23 in the second quarter.



	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Culver City	SFR	64	50	-21.9%	\$1,859,250	\$1,550,000	-16.6%	27	23	-14.8%
	Condo	62	36	-41.9%	\$745,000	\$672,495	-9.7%	17	35	105.9%
Inglewood	SFR	55	64	16.4%	\$825,000	\$767,500	-7.0%	21	54	157.1%
	Condo	37	41	10.8%	\$530,000	\$530,000	0.0%	22	42	90.9%
Ladera Heights	SFR	15	10	-33.3%	\$1,800,000	\$1,682,500	-6.5%	12	19	58.3%
	Condo	6	5	N/A	\$658,000	\$685,000	N/A	42	15	N/A
Park Hills Heights	SFR	134	111	-17.2%	\$1,180,000	\$975,000	-17.4%	18	47	161.1%
	Condo	26	15	-42.3%	\$672,500	\$615,000	-8.6%	16	47	193.8%

METRO LOS ANGELES

Home sales activity in Metro Los Angeles fell by 27 percent compared to last year's second quarter. The median sales price declined 14 percent to \$1.1 million. Upscale Los Feliz had a single-family median sales price decrease of 29 percent to \$2.2 million. Despite falling home prices, buyers moved slower there than last year, increasing days on market from 21 to 31.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Atwater	SFR	17	18	5.9%	\$1,605,000	\$1,296,100	-19.2%	21	18	-14.3%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Downtown LA	SFR	25	25	0.0%	\$555,000	\$575,000	3.6%	29	17	-41.4%
	Condo	145	93	-35.9%	\$600,000	\$554,000	-7.7%	49	69	40.8%
Hollywood	SFR	32	20	-37.5%	\$1,525,000	\$1,532,500	0.5%	33	47	42.4%
	Condo	32	30	-6.3%	\$805,000	\$784,000	-2.6%	20	30	50.0%
Los Feliz	SFR	47	33	-29.8%	\$3,190,000	\$2,275,000	-28.7%	21	31	47.6%
	Condo	19	18	-5.3%	\$933,000	\$842,500	-9.7%	20	23	15.0%
Silver Lake - Echo Park	SFR	102	77	-24.5%	\$1,710,000	\$1,435,000	-16.1%	18	32	77.8%
	Condo	28	14	-50.0%	\$918,000	\$890,250	-3.0%	21	29	38.1%

SOUTH BAY

Home sales activity in the South Bay declined by 28 percent compared to last year's second quarter. Condos in Hermosa Beach saw the median sales price increase 6 percent to \$2.1 million. The median sales price for single-family homes there increased 49 percent to \$3.6 million compared to last year's second quarter. Conversely, neighboring Redondo Beach saw the median price for single-family homes fall 15 percent to \$1.5 million.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
El Segundo	SFR	27	17	-37.0%	\$2,000,000	\$1,700,000	-15.0%	17	35	105.9%
	Condo	16	9	-43.8%	\$1,002,500	\$790,000	-21.2%	11	24	118.2%
Hermosa Beach	SFR	32	24	-25.0%	\$2,467,500	\$3,670,000	48.7%	13	90	592.3%
	Condo	24	21	-12.5%	\$1,976,500	\$2,099,000	6.2%	12	32	166.7%
Hawthorne	SFR	55	33	-40.0%	\$950,000	\$835,000	-12.1%	11	29	163.6%
	Condo	20	15	-25.0%	\$946,750	\$910,000	-3.9%	20	15	-25.0%
Manhattan Beach	SFR	77	64	-16.9%	\$3,350,000	\$3,450,000	3.0%	24	48	100.0%
	Condo	14	12	-14.3%	\$1,516,250	\$1,495,000	-1.4%	24	22	-8.3%
Palos Verdes Estates	SFR	48	41	-14.6%	\$3,150,000	\$2,581,000	-18.1%	11	28	154.5%
	Condo	3	3	0.0%	\$1,090,000	\$1,175,000	7.8%	7	45	542.9%
Playa del Rey	SFR	12	5	-58.3%	\$2,615,000	\$2,200,000	-15.9%	26	71	173.1%
	Condo	41	25	-39.0%	\$692,000	\$785,000	13.4%	12	21	75.0%
Playa Vista	SFR	8	5	-37.5%	\$3,122,500	\$2,810,000	-10.0%	25	25	0.0%
	Condo	36	22	-38.9%	\$1,445,000	\$1,172,625	-18.8%	17	32	88.2%
Rancho Palos Verdes	SFR	121	91	-24.8%	\$1,940,000	\$1,926,000	-0.7%	16	24	50.0%
	Condo	25	11	-56.0%	\$1,000,000	\$860,000	-14.0%	16	28	75.0%
Redondo Beach	SFR	81	63	-22.2%	\$1,820,000	\$1,550,000	-14.8%	16	21	31.3%
	Condo	130	93	-28.5%	\$1,327,500	\$1,325,000	-0.2%	10	23	130.0%
Rolling Hills Estates	SFR	18	18	0.0%	\$2,727,712	\$2,353,500	-13.7%	11	36	227.3%
	Condo	15	14	-6.7%	\$990,000	\$1,070,000	8.1%	19	23	-17.4%
Torrance	SFR	221	168	-24.0%	\$1,250,000	\$1,148,250	-8.1%	13	19	46.2%
	Condo	127	71	-44.1%	\$695,000	\$664,000	-4.5%	12	30	150.0%

ORANGE COUNTY

Home sales activity in Orange County fell by 24 percent in the second quarter while the median sales price decreased by only 4 percent holding stronger than some other areas around Southern California. Condos in Irvine saw a significant median sales price increase of 12 percent to \$1.1 million. Single-family homes in Newport Beach enjoyed a 5 percent median sales price increase to \$3.6 million.



	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Corona Del Mar	SFR	53	28	-47.2%	\$5,230,000	\$4,550,500	-13.0%	41	60	46.3%
	Condo	21	22	4.8%	\$2,499,999	\$1,612,500	-35.5%	19	40	110.5%
Costa Mesa	SFR	49	38	-22.4%	\$2,005,000	\$1,846,000	-7.9%	39	39	0.0%
	Condo	3	6	100.0%	\$775,000	\$931,250	20.2%	6	19	216.7%
Coto de Caza	SFR	152	118	-22.4%	\$1,365,000	\$1,315,000	-3.7%	14	22	57.1%
	Condo	61	43	-29.5%	\$835,000	\$850,000	1.8%	61	43	-29.5%
Dana Point	SFR	87	72	-17.2%	\$2,250,000	\$1,987,500	-11.7%	20	51	155.0%
	Condo	47	43	-8.5%	\$985,000	\$986,000	0.1%	14	35	150.0%
Huntington Beach	SFR	307	282	-8.1%	\$1,395,900	\$1,325,000	-5.1%	17	25	47.1%
	Condo	173	138	-20.2%	\$727,000	\$742,500	2.1%	15	26	73.3%
Irvine	SFR	322	207	-35.7%	\$1,855,000	\$1,858,000	0.2%	19	22	15.8%
	Condo	437	332	-24.0%	\$1,040,000	\$1,162,500	11.8%	15	24	60.0%
Ladera Ranch	SFR	61	57	-6.6%	\$1,771,000	\$1,667,000	-5.9%	17	30	76.5%
	Condo	41	31	-24.4%	\$850,000	\$795,000	-6.5%	18	18	0.0%
Laguna Beach	SFR	72	54	-25.0%	\$3,050,000	\$3,300,000	8.2%	32	52	62.5%
	Condo	21	18	-14.3%	\$1,496,450	\$1,574,500	5.2%	24	51	112.5%
Laguna Hills	SFR	40	46	15.0%	\$1,350,000	\$1,425,000	5.6%	17	28	64.7%
	Condo	48	28	-41.7%	\$600,000	\$595,000	-0.8%	11	22	100.0%
Laguna Niguel	SFR	143	111	-22.4%	\$1,600,000	\$1,540,000	-3.8%	16	15	-6.3%
	Condo	88	78	-11.4%	\$737,500	\$707,500	-4.1%	15	23	53.3%
Long Beach	SFR	513	386	-24.8%	\$962,500	\$895,000	-7.0%	15	24	60.0%
	Condo	293	227	-22.5%	\$536,000	\$520,000	-3.0%	16	30	87.5%

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Mission Viejo	SFR	287	195	-32.1%	\$1,188,500	\$1,125,000	-5.3%	17	18	5.9%
	Condo	91	64	-29.7%	\$700,000	\$689,950	-1.4%	13	26	100.0%
Newport Beach	SFR	149	110	-26.2%	\$3,500,000	\$3,662,500	4.6%	18	35	94.4%
	Condo	63	44	-30.2%	\$1,300,000	\$1,395,000	7.3%	13	33	153.8%
Newport Coast	SFR	28	22	-21.4%	\$5,375,000	\$5,075,000	-5.6%	18	41	127.8%
	Condo	17	15	-11.8%	\$1,950,000	\$1,750,000	-10.3%	18	22	22.2%
San Clemente	SFR	168	114	-32.1%	\$1,807,500	\$1,758,500	-2.7%	18	32	77.8%
	Condo	55	30	-45.5%	\$950,000	\$1,102,500	16.1%	17	28	64.7%
San Juan Capistrano	SFR	103	74	-28.2%	\$1,700,000	\$1,522,495	-10.4%	26	28	7.7%
	Condo	36	27	-25.0%	\$737,500	\$789,990	7.1%	8	22	-63.6%
Seal Beach	SFR	29	24	-17.2%	\$1,460,000	\$1,562,500	7.0%	20	27	35.0%
	Condo	17	4	-76.5%	\$659,000	\$640,000	-2.9%	14	39	178.6%

DESERT/SPRINGS & MOUNTAIN AREAS

Home sales activity in the Desert and Mountain Areas decreased by 19 percent in the second quarter. Popular Palm Springs/Palm Desert saw the median sales price decline by 8 percent to \$622,833. In the Mountain area of Lake Arrowhead, the median sales price decreased by 12 percent to \$655,000 for single-family homes. Home sales activity in Big Bear fell 46 percent compared to last year's second quarter.



	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Cathedral City	SFR	141	118	-16.3%	\$550,000	\$505,000	-8.2%	33	52	57.6%
	Condo	59	42	-28.8%	\$329,000	\$332,500	1.1%	36	54	50.0%
Coachella	SFR	45	43	-4.4%	\$437,000	\$459,999	5.3%	36	36	0.0%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Desert Hot Springs	SFR	200	131	-34.5%	\$411,292	\$399,000	-3.0%	30	54	80.0%
	Condo	7	7	0.0%	\$130,000	\$120,000	-7.7%	23	47	104.3%
Indian Wells	SFR	80	60	-25.0%	\$1,837,500	\$1,410,500	-23.2%	36	57	58.3%
	Condo	31	27	-12.9%	\$686,800	\$650,000	-5.4%	28	48	71.4%
Indio	SFR	357	251	-29.7%	\$580,000	\$555,000	-4.3%	29	54	86.2%
	Condo	31	14	-54.8%	\$349,000	\$259,500	-25.6%	23	50	117.4%
Idyllwild	SFR	39	27	-30.8%	\$610,000	\$505,000	-17.2%	22	53	140.9%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
La Quinta	SFR	312	311	-0.3%	\$875,000	\$900,000	2.9%	30	61	103.3%
	Condo	76	79	3.9%	\$727,500	\$689,000	-5.3%	27	53	96.3%
Palm Desert	SFR	344	310	-9.9%	\$700,000	\$675,000	-3.6%	33	53	60.6%
	Condo	302	243	-19.5%	\$535,000	\$490,000	-8.4%	29	52	79.3%
Palm Springs	SFR	243	203	-16.5%	\$1,215,000	\$1,175,000	-3.3%	28	62	121.4%
	Condo	331	292	-11.8%	\$440,000	\$439,500	-0.1%	22	48	118.2%
Rancho Mirage	SFR	172	156	-9.3%	\$1,210,978	\$1,061,000	-12.4%	172	156	-9.3%
	Condo	97	75	-22.7%	\$597,500	\$585,000	-2.1%	24	59	145.8%
Big Bear	SFR	61	33	-45.9%	\$622,500	\$525,000	-15.7%	21	45	114.3%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Lake Arrowhead	SFR	174	97	-44.3%	\$745,000	\$655,000	-12.1%	25	56	124.0%
	Condo	10	6	-40.0%	\$595,000	\$615,000	3.4%	46	19	-58.7%

SAN FERNANDO VALLEY

Home sales activity in San Fernando Valley fell by 23 percent compared to last year's second quarter. Single-family homes in Studio City, where prices had climbed rapidly, did not fare well in the second quarter as the median sales price decreased by 13 percent to \$2 million. In neighboring Sherman Oaks, the median price for single-family homes declined 9 percent to \$1.6 million.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Burbank	SFR	144	134	-6.9%	\$1,290,000	\$1,257,500	-2.5%	14	19	35.7%
	Condo	40	34	-15.0%	\$745,000	\$709,750	-4.7%	15	29	93.3%
Chatsworth	SFR	71	68	-4.2%	\$990,000	\$950,000	-4.0%	22	46	109.1%
	Condo	41	30	-26.8%	\$615,000	\$569,000	-7.5%	20	15	-25.0%
Encino	SFR	122	97	-20.5%	\$2,290,000	\$2,080,000	-9.2%	21	38	81.0%
	Condo	58	57	-1.7%	\$515,000	\$517,000	0.4%	18	27	50.0%
Glendale (All Areas)	SFR	173	108	-37.6%	\$1,450,000	\$1,492,500	2.9%	16	18	12.5%
	Condo	92	75	-18.5%	\$697,500	\$690,000	-1.1%	18	26	44.4%
Northridge	SFR	121	87	-28.1%	\$1,100,000	\$1,025,000	-6.8%	19	20	5.3%
	Condo	35	23	-34.3%	\$625,000	\$621,000	-0.6%	13	16	23.1%
Santa Clarita	SFR	18	22	22.2%	\$917,500	\$944,119	2.9%	25	55	120.0%
	Condo	6	5	-16.7%	\$574,500	\$441,500	-23.2%	29	14	-51.7%
Sherman Oaks	SFR	188	117	-37.8%	\$1,867,000	\$1,694,000	-9.3%	16	30	87.5%
	Condo	84	55	-34.5%	\$705,000	\$715,000	1.4%	15	19	26.7%
Studio City	SFR	92	66	-28.3%	\$2,300,000	\$2,000,000	-13.0%	16	30	87.5%
	Condo	39	38	-2.6%	\$820,000	\$865,000	5.5%	22	17	-22.7%
Tarzana	SFR	67	52	-22.4%	\$1,608,000	\$1,707,500	6.2%	22	27	22.7%
	Condo	44	33	-25.0%	\$517,500	\$565,000	9.2%	20	21	5.0%
Toluca Lake	SFR	18	10	-44.4%	\$1,956,250	\$1,432,500	-26.8%	24	31	29.2%
	Condo	27	11	-59.3%	\$918,000	\$690,000	-24.8%	10	27	170.0%
Van Nuys	SFR	73	66	-9.6%	\$900,000	\$865,000	-3.9%	18	28	55.6%
	Condo	40	29	-27.5%	\$485,000	\$449,500	-7.3%	23	19	-17.4%
Woodland Hills	SFR	201	156	-22.4%	\$1,410,000	\$1,290,500	-8.5%	16	26	62.5%
	Condo	53	42	-20.8%	\$640,000	\$583,500	-8.8%	14	23	64.3%

CONEJO VALLEY

Home sales activity in the Conejo Valley declined in the second quarter by 23 percent while the median sales price increased by 1 percent to \$1.5 million. Condo buyers for Thousand Oaks' condos moved slowly, increasing days on market from 20 in last year's second quarter to 43. Single-family homes in celebrity-favored Hidden Hills saw the median sales price rise 8 percent to \$7 million.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Agoura Hills	SFR	92	67	-27.2%	\$1,516,000	\$1,500,000	-1.1%	24	44	83.3%
	Condo	39	29	-25.6%	\$620,000	\$560,000	-9.7%	20	21	5.0%
Calabasas	SFR	76	56	-26.3%	\$1,950,000	\$2,020,000	3.6%	21	28	33.3%
	Condo	29	17	-41.4%	\$750,000	\$725,000	-3.3%	18	19	5.6%
Hidden Hills	SFR	12	3	-75.0%	\$6,475,000	\$7,000,000	8.1%	33	68	106.1%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Newbury Park	SFR	123	63	-53.5%	\$1,100,000	\$1,105,000	0.5%	21	33	57.1%
	Condo	31	22	-29.0%	\$650,000	\$700,000	7.7%	23	23	0.0%
Oak Park	SFR	24	27	12.5%	\$1,362,500	\$1,217,000	-10.7%	23	50	117.4%
	Condo	18	31	72.2%	\$657,250	\$705,000	7.3%	18	31	72.2%
Thousand Oaks	SFR	22	28	27.3%	\$1,200,000	\$1,100,000	-8.3%	22	28	27.3%
	Condo	46	32	-30.4%	\$617,450	\$562,500	-8.9%	20	43	115.0%
Westlake Village	SFR	98	88	-47.8%	\$1,902,750	\$1,815,500	-4.6%	23	43	87.0%
	Condo	51	43	-15.7%	\$820,000	\$807,000	-1.6%	21	41	95.2%

PASADENA

Home sales activity in Pasadena fell by 33 percent in the second quarter. The median sales price declined by 11 percent to \$1.2 million. The single-family home median sales price in South Pasadena fell 22 percent to \$1.8 million. Condos in South Pasadena saw the median sales price decrease 33 percent to \$794,500. San Marino's median sales price for single-family homes fell 8 percent to \$2.5 million.



	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Alhambra	SFR	52	39	-25.0%	\$1,086,500	\$970,000	-10.7%	19	32	68.4%
	Condo	38	32	-15.8%	\$734,000	\$718,000	-2.2%	13	17	30.8%
Altadena	SFR	114	58	-49.1%	\$1,335,724	\$1,260,000	-5.7%	19	29	52.6%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Pasadena	SFR	251	153	-39.0%	\$1,450,000	\$1,510,000	4.1%	17	34	100.0%
	Condo	194	121	-37.6%	\$850,500	\$830,000	-2.4%	25	25	0.0%
San Gabriel	SFR	60	57	-5.0%	\$1,300,000	\$1,150,000	-11.5%	21	22	4.8%
	Condo	20	16	-20.0%	\$790,500	\$755,000	-4.5%	17	21	23.5%
San Marino	SFR	52	34	-34.6%	\$2,830,000	\$2,590,150	-8.5%	27	42	55.6%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
South Pasadena	SFR	22	25	13.6%	\$2,350,010	\$1,830,000	-22.1%	18	27	50.0%
	Condo	19	14	-26.3%	\$1,180,000	\$794,500	-32.7%	13	11	-15.4%

LA CAÑADA FLINTRIDGE

Home sales activity in La Cañada Flintridge fell by 33 percent compared to last year's second quarter. La Cañada Flintridge's median sales price decreased 5 percent to \$11 million. Condos in Sunland/Tujunga did well as the median sales price increased 11 percent to \$699,500. Glendale's median sales price for single-family homes rose 3 percent to \$1.5 million.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Glendale	SFR	173	107	-38.2%	\$1,450,000	\$1,495,000	3.1%	16	19	18.8%
	Condo	92	75	-18.5%	\$697,500	\$690,000	-1.1%	18	26	44.4%
La Cañada Flintridge	SFR	80	38	-52.5%	\$2,450,000	\$2,410,000	-1.6%	28	30	7.1%
	Condo	5	1	N/A	\$1,450,000	\$1,250,000	N/A	32	14	N/A
La Crescenta/Glendale/ Montrose/Sparr Heights	SFR	96	64	-33.3%	\$1,327,500	\$1,204,500	-9.3%	17	19	11.8%
	Condo	19	17	-10.5%	\$840,000	\$750,000	-10.7%	20	11	-45.0%
Sunland/Tujunga	SFR	95	74	-22.1%	\$997,000	\$853,500	-14.4%	18	36	-20.9%
	Condo	14	10	-28.6%	\$625,000	\$695,500	11.3%	17	18	5.9%

NORTHEAST LOS ANGELES

Home sales activity across Northeast Los Angeles decreased by 36 percent in the second quarter. Single-family homes in Highland Park enjoyed a median sales price increase of 4 percent to \$1.1 million. Single-family homes in Eagle Rock saw a 13 percent decrease in the median sales price to \$1.2 million. The average days on market for those homes declined from 58 to 34, reflecting a lower price point.



	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Eagle Rock	SFR	58	34	-41.4%	\$1,470,000	\$1,282,500	-12.8%	58	34	-41.4%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Glassell Park	SFR	35	26	-25.7%	\$1,254,000	\$1,060,000	-15.5%	19	43	126.3%
	Condo	2	3	N/A	\$512,500	\$705,000	N/A	1	160	15900.0%
Highland Park	SFR	78	58	-25.6%	\$1,126,000	\$1,174,292	4.3%	19	28	16.6%
	Condo	3	1	-66.7%	\$780,000	\$615,000	-21.2%	10	76	660.0%
Montecito Heights	SFR	5	7	40.0%	\$1,100,000	\$1,071,000	-2.6%	13	148	-62.5%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Monterey Hills	SFR	7	0	-100.0%	\$1,584,555	N/A	N/A	7	N/A	N/A
	Condo	30	12	-60.0%	\$682,500	\$619,000	-9.3%	14	28	100.0%
Mount Washington	SFR	39	24	-38.5%	\$1,350,000	\$1,381,500	2.3%	13	33	153.8%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

EAST SAN GABRIEL VALLEY

East San Gabriel Valley home sales activity declined by 21 percent in the second quarter. The median sales price for single-family homes in Arcadia, a popular community, fell by 1 percent to \$1.6 million. Condos there had a median sales price decrease of 2 percent to \$855,000. Single-family homes in La Verne saw the second quarter median sales price increase 2 percent to just over \$1 million.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Arcadia	SFR	119	91	-23.5%	\$1,670,000	\$1,650,000	-1.2%	23	26	13.0%
	Condo	52	31	-40.4%	\$872,500	\$855,000	-2.0%	17	37	117.6%
Atwater	SFR	17	18	5.9%	\$1,605,000	\$1,296,100	-19.2%	21	18	-14.3%
	Condo	1	N/A	N/A	\$942,000	N/A	N/A	19	N/A	N/A
Azusa	SFR	62	51	-17.7%	\$715,000	\$740,000	3.5%	16	24	50.0%
	Condo	46	29	-37.0%	\$565,500	\$580,000	2.6%	16	24	50.0%
Bradbury	SFR	1	1	0.0%	\$2,500,000	\$775,000	-69.0%	89	128	43.8%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Glendora	SFR	125	101	-19.2%	\$920,000	\$865,000	-6.0%	15	24	60.0%
	Condo	18	12	-33.3%	\$706,500	\$657,000	-7.0%	12	13	8.3%
La Verne	SFR	63	47	-25.4%	\$1,000,000	\$1,020,000	2.0%	15	20	33.3%
	Condo	7	9	28.6%	\$530,000	\$432,000	-18.5%	17	53	211.8%
Monrovia	SFR	64	52	-18.8%	\$1,047,500	\$987,000	-5.8%	16	32	100.0%
	Condo	12	20	66.7%	\$647,500	\$667,500	3.1%	13	35	169.2%
Monterey Park	SFR	48	51	6.3%	\$975,844	\$980,000	0.4%	14	26	85.7%
	Condo	30	15	-50.0%	\$666,900	\$525,888	-21.1%	24	26	8.3%
San Dimas	SFR	50	48	-36.5%	\$925,000	\$887,500	-4.1%	29	26	-10.3%
	Condo	15	14	-6.7%	\$657,000	\$593,500	-9.7%	6	16	166.7%
Sierra Madre	SFR	35	18	-48.6%	\$1,750,000	\$1,626,900	-7.0%	21	26	23.8%
	Condo	6	3	-50.0%	\$908,500	\$926,000	1.9%	17	14	-17.6%

CENTRAL COAST +
SANTA BARBARA



CENTRAL COAST

Home sales activity on the Central Coast fell by 26 percent in the second quarter while the median sales price declined by 1 percent to \$760,467. Bright spots on the Central Coast included condos in Paso Robles where the median sales price increased 25 percent in the second quarter to \$439,000. Lompoc saw the median sales price for single-family homes increase by 9 percent to \$589,000.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2021	2022	% CHANGE
Arroyo Grande	SFR	81	69	-14.8%	\$985,000	\$955,000	-3.0%	16	21	31.3%
	Condo	6	2	-66.7%	\$519,750	\$532,500	2.5%	11	105	854.5%
Atascadero	SFR	95	70	-26.3%	\$842,500	\$762,000	-9.6%	12	28	133.3%
	Condo	11	5	-54.5%	\$528,000	\$549,000	4.0%	10	11	10.0%
Lompoc	SFR	39	28	-28.2%	\$541,000	\$589,000	8.9%	16	25	56.3%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Morro Bay	SFR	36	22	-38.9%	\$988,000	\$1,040,000	5.3%	18	36	100.0%
	Condo	4	3	-25.0%	\$559,500	\$749,000	33.9%	17	23	35.3%
Paso Robles	SFR	148	114	-23.0%	\$730,000	\$670,500	-8.2%	20	32	60.0%
	Condo	6	7	16.7%	\$349,700	\$439,000	25.5%	13	28	115.4%
Pismo Beach	SFR	34	25	-26.5%	\$1,355,000	\$1,375,000	1.5%	19	32	68.4%
	Condo	5	6	20.0%	\$1,150,000	\$808,500	-29.7%	25	26	4.0%
San Luis Obispo	SFR	93	76	-18.3%	\$1,250,000	\$1,125,000	-10.0%	12	22	83.3%
	Condo	27	25	-7.4%	\$668,000	\$725,000	8.5%	7	20	185.7%
Santa Maria	SFR	156	92	-41.0%	\$650,000	\$660,000	1.5%	16	20	25.0%
	Condo	23	18	-21.7%	\$420,000	\$427,500	1.8%	11	26	136.4%

SANTA BARBARA

Home sales activity in the Santa Barbara area fell by 22 percent compared to last year's second quarter. Montecito, the most expensive community in the area, saw the median sales price decline by 9 percent to \$5 million. On the coast, Ventura also posted big gains in the second quarter as the median sales price there rose by 21 percent for single-family homes to \$1.3 million.



SANTA BARBARA

Carpinteria, Montecito & Adjacent Communities

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Carpinteria	SFR	20	12	-40.0%	\$1,837,500	\$1,652,500	-10.1%	40	39	-2.5%
	Condo	13	11	-15.4%	\$815,000	\$782,000	-4.0%	6	11	83.3%
Montecito	SFR	25	21	-16.0%	\$5,500,000	\$5,000,000	-9.1%	20	56	180.0%
	Condo	3	2	-33.3%	\$3,050,000	\$4,125,000	35.2%	15	14	-6.7%
Santa Barbara	SFR	194	149	-23.2%	\$2,350,000	\$2,160,000	-8.1%	18	24	33.3%
	Condo	58	50	-13.8%	\$1,175,000	\$993,750	-15.4%	10	14	40.0%
Ventura	SFR	14	11	-21.4%	\$1,075,000	\$1,300,000	20.9%	15	30	100.0%
	Condo	4	3	-25.0%	\$550,000	\$810,000	47.3%	11	31	181.8%

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