



SOCAL QUARTERLY MARKET (MICRO) INSIGHTS REPORT

Q3 2022



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It is our pleasure to bring you the Compass SoCal Q3 2022 Market Report. As the rest of the country did, the Southern California housing market underwent a shift in the third quarter with declines in home sales activity across the region. As interest rates continued to rise some buyers decided to revisit the price range, they could now afford given the current rates which in some markets eroded affordability. Despite the slowdown in home sales activity the median sales price for both single-family homes and condos across Southern California continued to rise in most areas in the third quarter. Buyers seemed to now favor condos versus single-family homes, no doubt as the prices for those single-family homes combined with rising interest rates put them out of reach for some. This is a reversal from the last several years when single-family homes were must-haves for many. At the time historically low-interest rates

allowed buyers that option. In Malibu condos, there were strong price increases with the median sales price for those condos rising 47 percent from last year's third quarter to \$1.2 million. In Beverly Hills, the median sales price for condos increased 26 percent to \$1.7 million. Areas across Southern California where single-family home prices showed strong gains in the third quarter included Irvine in Orange County. There the median sales price for single-family homes reached \$1.8 million, a 24 percent increase over last year's third quarter.

As we look to year-end it's likely economic challenges may be ahead, yet the fundamentals of Southern California's housing market remain strong. Look to Compass professionals to lead and guide buyers and sellers to make the right choices for their lifestyles.

SOCAL
LOS ANGELES / OC
DESERT/MOUNTAIN
CENTRAL COAST



COASTAL COMMUNITIES

Housing market activity in most Coastal Communities decreased by 34 percent compared to last year's third quarter. Single-family home sales in Malibu fell 41 percent compared to the same time last year. While the median sales price there dipped only 1 percent to \$3.5 million. Condo sales activity in Malibu declined 55 percent as those condo prices rose 47 percent from last year's third quarter to \$1.2 million.



	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Malibu	SFR	58	34	-41.4%	\$3,551,900	\$3,512,000	-1.1%	55	66	20.0%
	Condo	20	9	-55.0%	\$867,500	\$1,275,000	47.0%	28	72	157.1%
Malibu Beach	SFR	14	13	-7.1%	\$8,462,500	\$6,595,000	-22.1%	14	13	-7.1%
	Condo	3	3	0.0%	\$900,000	\$1,175,000	30.6%	131	7	-94.7%
Marina del Rey	SFR	31	18	-41.9%	\$1,800,000	\$1,383,750	-23.1%	31	32	3.3%
	Condo	116	78	-32.8%	\$1,116,500	\$1,195,000	7.0%	35	34	-2.9%
Pacific Palisades	SFR	90	54	-40.0%	\$4,344,375	\$4,382,000	0.9%	46	40	-13.0%
	Condo	24	30	25.0%	\$1,416,500	\$1,675,000	18.2%	32	44	38.2%
Palms - Mar Vista	SFR	94	57	-39.4%	\$1,915,000	\$1,890,000	-1.3%	23	24	4.3%
	Condo	34	26	-23.5%	\$813,500	\$870,625	7.0%	20	30	50.0%
Santa Monica	SFR	101	61	-39.6%	\$3,295,000	\$3,915,000	18.8%	30	30	0.0%
	Condo	156	108	-30.8%	\$1,210,000	\$1,252,000	3.5%	31	39	25.8%
Topanga	SFR	30	13	-56.7%	\$1,932,635	\$1,680,000	-13.1%	35	89	156.6%
	Condo	1	2	100.0%	\$865,000	\$931,000	7.6%	18	8	-55.6%
Venice	SFR	75	55	-26.7%	\$2,215,000	\$2,225,000	0.5%	43	49	12.1%
	Condo	11	9	-18.2%	\$1,462,500	\$1,900,000	29.9%	46	26	-44.1%
Westchester	SFR	119	74	-37.8%	\$1,449,500	\$1,570,000	8.3%	21	36	74.4%
	Condo	14	6	-57.1%	\$596,250	\$724,500	21.5%	19	30	61.6%

THE HILLS

Home sales activity in the Hills declined 38 percent over last year's third quarter. The median sales price remained stronger than in other areas decreasing only 1 percent to \$2.6 million. In Beverly Hills where prices were rapidly decreasing the median sales price declined 23 percent to \$5 million compared to the same time last year. The median sales prices for Beverly Hills' condos increased 26 percent to \$1.7 million.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Beverly Hills	SFR	56	31	-44.6%	\$6,972,500	\$5,400,000	-22.6%	68	40	-40.8%
	Condo	41	21	-48.8%	\$1,350,000	\$1,700,000	25.9%	54	65	20.4%
Beverly Hills P.O.	SFR	52	29	-44.2%	\$3,397,500	\$3,825,000	12.6%	64	62	-4.1%
	Condo	0	0	N/A	0	0	N/A	0	0	N/A
Bel-Air - Holmby Hills	SFR	44	39	-11.4%	\$3,220,000	\$3,250,000	0.9%	48	47	-1.1%
	Condo	4	2	-50.0%	\$950,000	\$1,502,500	58.2%	22	15	-31.8%

THE WESTSIDE

Home sales activity on the Westside fell 35 percent compared to last year's third quarter. Desirable Cheviot Hills saw the median single-family home price rise 19 percent to \$2.5 million. In Brentwood, condos were in demand as the third quarter median sales price increased by 16 percent to \$1.1 million. Buyers moved quickly there, reducing average days on market for condos from 30 to 25 in this year's third quarter.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Beverlywood	SFR	45	25	-44.4%	\$1,635,000	\$1,935,000	18.3%	31	27	-12.5%
	Condo	24	12	-50.0%	\$762,000	\$930,000	22.0%	39	23	-41.3%
Brentwood	SFR	71	40	-43.7%	\$3,600,000	\$3,757,000	4.4%	43	41	-4.7%
	Condo	77	38	-50.6%	\$985,000	\$1,145,000	16.2%	30	25	-15.8%
Cheviot Hills - Rancho Park	SFR	18	22	22.2%	\$2,121,000	\$2,525,000	19.0%	21	29	38.1%
	Condo	0	0	N/A	0	0	N/A	0	0	N/A
West LA	SFR	45	26	-42.2%	\$1,492,200	\$1,554,500	4.2%	31	30	-3.2%
	Condo	57	39	-31.6%	\$877,500	\$1,021,000	16.4%	31	33	6.5%
Westwood - Century City	SFR	44	37	-15.9%	\$2,685,000	\$2,600,000	-3.2%	36	36	-1.2%
	Condo	190	130	-31.6%	\$973,000	\$1,100,000	13.1%	46	46	1.6%

HOLLYWOOD HILLS & MID-CITY

Home sales activity in Hollywood Hills & Mid-City fell by 41 percent compared to last year's third quarter. The median sales price for single-family homes in Hancock Park – Wilshire declined by 10 percent to just over \$2 million. In the Sunset Strip – Hollywood Hills West the third-quarter median sales price for condos increased 30 percent to \$878,500. The average days on market for those condos increased to 50 from 33.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Beverly Center - Miracle Mile	SFR	72	27	-62.5%	\$2,189,000	\$2,160,000	-1.3%	37	26	-27.9%
	Condo	46	31	-32.6%	\$849,500	\$880,000	3.6%	35	34	-2.9%
Hancock Park - Wilshire	SFR	75	58	-22.7%	\$2,250,000	\$2,017,566	-10.3%	35	33	-5.7%
	Condo	41	31	-24.4%	\$720,000	\$908,000	26.1%	30	43	43.3%
Hollywood Hills East	SFR	46	21	-54.3%	\$1,937,548	\$1,495,000	-22.8%	30	30	0.0%
	Condo	9	12	33.3%	\$820,000	\$749,500	-8.6%	22	29	33.3%
Sunset Strip - Hollywood Hills West	SFR	141	66	-53.2%	\$2,725,850	\$2,335,000	-14.3%	47	44	-5.8%
	Condo	61	16	-73.8%	\$675,000	\$878,500	30.1%	33	50	51.5%
West Hollywood	SFR	60	23	-61.7%	\$2,055,468	\$2,561,300	24.6%	56	31	-45.9%
	Condo	106	104	-1.9%	\$809,500	\$1,020,000	26.0%	32	33	4.2%

WESTSIDE/ SOUTH

Westside | South's home sales activity fell by 35 percent in 2022's third quarter. The median sales price increased by 9 percent to \$1.6 million. Single-family home sales activity in Culver City declined in the third quarter by 18 percent compared to last year. The median sales price for Inglewood condos did increase by 4 percent to \$547,450. Condos in Culver City also saw the median sales price rise 3 percent to \$685,000.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Culver City	SFR	76	62	-18.4%	\$1,630,000	\$1,595,000	-2.1%	20	23	15.0%
	Condo	79	63	-20.3%	\$665,000	\$685,000	3.0%	24	31	29.2%
Inglewood	SFR	50	49	-2.0%	\$827,500	\$800,000	-3.3%	28	32	14.3%
	Condo	36	32	-11.1%	\$525,000	\$547,450	4.3%	24	32	33.3%
Ladera Heights	SFR	11	8	-27.3%	\$1,605,000	\$1,612,500	0.5%	11	8	-27.3%
	Condo	4	1	-75.0%	\$717,500	\$705,000	-1.7%	40	49	22.5%
Park Hills Heights	SFR	131	86	-34.4%	\$985,000	\$1,037,000	5.3%	22	37	68.2%
	Condo	20	15	-25.0%	\$595,650	\$690,000	15.8%	23	36	56.5%

METRO LOS ANGELES

Home sales activity in Metro Los Angeles fell by 31 percent in this year's third quarter. The median sales price there did increase by 7 percent to \$1.1 million. Single-family homes in Downtown L.A. saw the median sales price increase by 21 percent to \$616,000. In the third-quarter Silver Lake also has a median price increase of 15 percent to \$1.5 million for single-family homes.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Atwater	SFR	24	22	-8.3%	\$1,297,500	\$1,344,366	3.6%	28	17	-39.3%
	Condo	1	1	N/A	\$680,000	\$810,000	19.1%	4	74	1750.0%
Downtown LA	SFR	34	27	-20.6%	\$506,000	\$613,000	21.1%	30	43	43.3%
	Condo	130	104	-20.0%	\$590,000	\$582,500	-1.3%	56	51	-8.9%
Hollywood	SFR	32	18	-43.8%	\$1,311,500	\$1,395,000	6.4%	33	43	30.3%
	Condo	43	27	-37.2%	\$685,624	\$720,000	5.0%	36	44	19.6%
Los Feliz	SFR	64	48	-25.0%	\$2,300,000	\$2,375,000	3.3%	41	25	-39.0%
	Condo	15	6	-60.0%	\$785,000	\$865,000	10.2%	30	30	0.0%
Silver Lake - Echo Park	SFR	128	86	-32.8%	\$1,299,500	\$1,490,000	14.7%	32	30	-5.6%
	Condo	43	16	-62.8%	\$850,000	\$839,000	-1.3%	21	24	14.3%

DESERT/SPRINGS & MOUNTAIN AREAS

Home sales activity in the third quarter in the Desert and Mountain Areas fell by 25 percent compared to last year's third quarter. Palm Springs / Palm Desert saw home sales activity drop by 22 percent. The median sales price for single-family homes in Palm Springs increased 28 percent to \$1.2 million. Condos in Rancho Mirage enjoyed a median sales price increase of 46 percent to \$597,500.



	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Cathedral City	SFR	189	104	-45.0%	\$495,000	\$575,000	16.2%	30	35	16.7%
	Condo	53	33	-37.7%	\$255,000	\$315,000	23.5%	27	36	33.3%
Coachella	SFR	43	52	20.9%	\$350,000	\$422,500	20.7%	24	32	33.3%
	Condo	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Desert Hot Springs	SFR	174	126	-27.6%	\$335,000	\$379,000	13.1%	35	35	0.0%
	Condo	11	11	0.0%	\$99,900	\$145,000	45.1%	24	27	12.5%
Indian Wells	SFR	48	31	-35.4%	\$1,123,049	\$1,100,000	-2.1%	59	37	-37.3%
	Condo	18	12	-33.3%	\$594,500	\$712,500	19.8%	33	45	36.4%
Indio	SFR	330	273	-17.3%	\$484,500	\$549,900	13.5%	32	40	25.0%
	Condo	14	14	0.0%	\$196,000	\$275,500	40.6%	41	41	0.0%
Idyllwild	SFR	40	49	22.5%	\$495,000	\$500,000	1.0%	34	45	32.4%
	Condo	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
La Quinta	SFR	351	197	-43.9%	\$650,000	\$760,000	16.9%	34	50	47.1%
	Condo	74	40	-45.9%	\$517,500	\$702,500	35.7%	40	58	45.0%
Palm Desert	SFR	286	205	-28.3%	\$597,500	\$715,000	19.7%	35	42	20.0%
	Condo	250	148	-40.8%	\$400,000	\$508,500	27.1%	33	36	9.1%
Palm Springs	SFR	274	184	-32.8%	\$968,000	\$1,127,500	16.5%	30	48	60.0%
	Condo	305	223	-26.9%	\$314,000	\$425,000	35.4%	30	36	20.0%
Rancho Mirage	SFR	145	79	-45.5%	\$910,000	\$1,175,000	29.1%	44	37	-15.9%
	Condo	95	54	-43.2%	\$465,000	\$579,500	24.6%	37	43	16.2%
Big Bear	SFR	306	42	-86.3%	\$512,500	\$537,450	4.9%	29	40	37.9%
	Condo	15	0	N/A	\$322,450	N/A	N/A	38	N/A	N/A
Lake Arrowhead	SFR	423	140	-66.9%	\$626,000	\$659,000	5.3%	41	54	32.5%
	Condo	18	5	-72.2%	\$487,500	\$534,500	9.6%	57	24	-57.9%

ORANGE COUNTY

Home sales activity in the third quarter in Orange County fell by 21 percent while the median sales price increased by 13 percent to \$1.5 million. Those homes remained on the market longer, increasing to an average of 33 days on market compared to last year's third quarter average days on market of 23 days. The median sales price for single-family homes in Irvine increased by 24 percent to \$1.8 million.



	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Corona Del Mar	SFR	47	37	-21.3%	\$4,200,000	\$4,000,000	-4.8%	48	51	6.3%
	Condo	42	22	-47.6%	\$2,220,000	\$2,722,500	22.6%	29	41	41.4%
Costa Mesa	SFR	76	43	-43.4%	\$1,800,000	\$2,070,000	15.0%	76	43	-43.4%
	Condo	6	6	0.0%	\$655,000	\$897,000	36.9%	21	31	47.6%
Coto de Caza	SFR	166	127	-23.5%	\$1,181,000	\$1,230,000	4.1%	16	32	100.0%
	Condo	69	43	-37.7%	\$705,000	\$775,000	9.9%	15	24	60.0%
Dana Point	SFR	117	54	-53.8%	\$1,800,000	\$2,042,500	13.5%	31	36	16.1%
	Condo	75	38	-49.3%	\$849,000	\$1,215,000	43.1%	15	31	106.7%
Huntington Beach	SFR	13	17	30.8%	\$615,000	\$660,000	7.3%	19	23	21.1%
	Condo	10	7	-30.0%	\$426,000	\$425,000	-0.2%	11	24	118.2%
Irvine	SFR	448	270	-39.7%	\$1,460,000	\$1,805,000	23.6%	22	32	45.5%
	Condo	574	327	-43.0%	\$851,750	\$1,070,000	25.6%	15	27	80.0%
Ladera Ranch	SFR	74	48	-35.1%	\$1,397,500	\$1,787,500	27.9%	17	32	88.2%
	Condo	62	29	-53.2%	\$718,500	\$890,000	23.9%	11	17	54.5%
Laguna Beach	SFR	131	65	-50.4%	\$2,800,000	\$3,580,000	27.9%	49	48	-2.0%
	Condo	21	8	-61.9%	\$1,090,000	\$2,972,500	172.7%	12	45	275.0%
Laguna Hills	SFR	82	53	-35.4%	\$1,205,000	\$1,419,815	17.8%	21	35	66.7%
	Condo	35	21	-40.0%	\$575,000	\$620,000	7.8%	13	52	300.0%
Laguna Niguel	SFR	192	117	-39.1%	\$1,312,500	\$1,400,000	6.7%	24	31	29.2%
	Condo	131	74	-43.5%	\$598,500	\$625,500	4.5%	17	28	64.7%
Long Beach	SFR	599	446	-25.5%	\$870,000	\$880,000	1.1%	19	27	42.1%
	Condo	378	251	-33.6%	\$481,250	\$508,000	5.6%	24	25	4.2%

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Mission Viejo	SFR	335	213	-36.4%	\$1,000,000	\$1,100,000	10.0%	15	29	93.3%
	Condo	108	67	-38.0%	\$645,000	\$647,500	0.4%	15	28	86.7%
Newport Beach	SFR	173	116	-32.9%	\$3,000,000	\$3,237,500	7.9%	34	45	32.4%
	Condo	84	37	-56.0%	\$1,037,500	\$1,200,000	15.7%	34	40	17.6%
Newport Coast	SFR	54	16	-70.4%	\$5,941,500	\$4,465,000	-24.9%	47	67	42.6%
	Condo	21	10	-52.4%	\$1,375,000	\$1,855,000	34.9%	21	23	9.5%
San Clemente	SFR	213	111	-47.9%	\$1,430,000	\$1,749,000	22.3%	25	38	52.0%
	Condo	62	42	-32.3%	\$777,500	\$862,260	10.9%	14	21	50.0%
San Juan Capistrano	SFR	103	77	-25.2%	\$1,250,000	\$1,475,000	18.0%	26	36	38.5%
	Condo	35	13	-62.9%	\$800,000	\$900,000	12.5%	12	28	-57.1%
Seal Beach	SFR	53	27	-49.1%	\$1,425,000	\$1,350,000	-5.3%	14	20	42.9%
	Condo	10	13	30.0%	\$555,000	\$595,000	7.2%	13	27	107.7%

SAN FERNANDO VALLEY



SAN FERNANDO VALLEY

Home sales activity in San Fernando Valley fell by 30 percent compared to last year's third quarter. The median sales price rose 25 percent to \$1.3 million. The median sales price for condos in Studio city reached \$810,000. While in neighboring Sherman Oaks the median sales price for condos there increased 6 percent in the third quarter to \$708,000. The single-family median sales price in Sherman Oaks rose to \$1.7 million.



	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Burbank	SFR	192	139	-27.6%	\$1,150,500	\$1,205,000	4.7%	16	23	43.8%
	Condo	57	50	-12.3%	\$660,000	\$742,500	12.5%	23	22	-4.3%
Chatsworth	SFR	88	75	-14.8%	\$902,500	\$990,000	9.7%	22	36	63.6%
	Condo	47	33	-29.8%	\$565,000	\$590,000	4.4%	17	22	29.4%
Encino	SFR	140	96	-31.4%	\$1,700,000	\$2,290,000	34.7%	27	28	3.7%
	Condo	70	53	-24.3%	\$468,500	\$470,000	0.3%	22	23	4.5%
Glendale (All Areas)	SFR	175	128	-26.9%	\$1,250,000	\$1,333,600	6.7%	23	24	4.3%
	Condo	116	69	-40.5%	\$586,191	\$647,000	10.4%	28	24	-14.3%
Northridge	SFR	150	151	0.7%	\$910,000	\$1,025,000	12.6%	15	29	93.3%
	Condo	44	30	-31.8%	\$620,000	\$655,750	5.8%	21	28	33.3%
Santa Clarita	SFR	19	16	-15.8%	\$850,000	\$755,000	-11.2%	27	44	63.0%
	Condo	6	7	16.7%	\$432,500	\$515,000	19.1%	29	54	86.2%
Sherman Oaks	SFR	204	132	-35.3%	\$1,587,000	\$1,757,500	10.7%	19	27	42.1%
	Condo	96	60	-37.5%	\$666,000	\$708,000	6.3%	20	25	25.0%
Studio City	SFR	99	80	-19.2%	\$2,092,500	\$2,125,000	1.6%	24	27	12.5%
	Condo	55	43	-21.8%	\$783,333	\$810,000	3.4%	28	28	0.0%
Tarzana	SFR	84	50	-40.5%	\$1,574,000	\$1,425,000	-9.5%	23	28	21.7%
	Condo	61	34	-44.3%	\$450,000	\$486,500	8.1%	18	26	44.4%
Toluca Lake	SFR	25	16	-36.0%	\$1,860,000	\$2,215,000	19.1%	30	33	10.0%
	Condo	23	14	-39.1%	\$715,000	\$740,000	3.5%	15	16	6.7%
Van Nuys	SFR	81	51	-37.0%	\$830,000	\$885,000	6.6%	19	35	84.2%
	Condo	31	24	-22.6%	\$475,000	\$482,500	1.6%	20	36	80.0%
Woodland Hills	SFR	255	149	-41.6%	\$1,250,000	\$1,286,000	2.9%	20	27	35.0%
	Condo	60	40	-33.3%	\$522,500	\$552,500	5.7%	18	29	61.1%

CONEJO VALLEY

Home sales activity in the Conejo Valley dropped by 32 percent in the third quarter. The median sales price rose 51 percent to \$1.7 million compared to last year's third quarter. The median sales price in the exclusive community of Hidden Hills rose an astounding 184 percent from last year's third quarter to \$10.8 million. In desirable Westlake Village, the median price for condos increased by 14 percent to \$875,000.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Agoura Hills	SFR	127	73	-42.5%	\$1,210,000	\$1,450,000	19.8%	31	42	35.5%
	Condo	46	38	-17.4%	\$545,500	\$627,500	15.0%	25	29	16.0%
Calabasas	SFR	81	46	-43.2%	\$1,905,000	\$1,655,000	-13.1%	32	30	-6.3%
	Condo	25	14	-44.0%	\$670,000	\$700,000	4.5%	25	14	-44.0%
Hidden Hills	SFR	8	3	-62.5%	\$3,800,200	\$10,800,000	184.2%	58	60	3.4%
	Condo	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Newbury Park	SFR	141	105	-25.5%	\$925,000	\$955,000	3.2%	28	36	28.6%
	Condo	34	21	-38.2%	\$587,500	\$672,000	14.4%	28	39	39.3%
Oak Park	SFR	47	20	-57.4%	\$1,118,000	\$1,387,500	24.1%	25	30	20.0%
	Condo	29	20	-31.0%	\$560,000	\$739,500	32.1%	27	30	9.9%
Thousand Oaks	SFR	244	175	-28.3%	\$1,027,500	\$1,120,000	9.0%	36	35	-2.8%
	Condo	65	42	-35.4%	\$520,000	\$559,000	7.5%	25	28	12.0%
Westlake Village	SFR	125	89	-28.8%	\$1,760,000	\$1,685,000	-4.3%	45	39	-13.3%
	Condo	53	53	0.0%	\$770,000	\$875,000	13.6%	27	32	18.5%

SAN GABRIEL VALLEY



PASADENA

Home sales in Pasadena fell by 23 percent in the third quarter as the median sales price increased 5 percent to over \$1.1 million. The median sales price for Pasadena's single-family homes continued to rise by 9 percent reaching \$1.8 million. Conversely, condos in South Pasadena had a median sales price decrease by 13 percent to \$785,000. San Marino's single-family home sales activity fell 41 percent compared to last year's third quarter.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Alhambra	SFR	56	43	-23.2%	\$900,000	\$968,000	7.6%	20	21	5.0%
	Condo	37	42	13.5%	\$592,000	\$690,000	16.6%	37	25	-32.4%
Altadena	SFR	108	84	-22.2%	\$1,227,500	\$1,305,000	6.3%	25	26	4.0%
	Condo	1	0	-100.0%	\$475,000	N/A	N/A	7	N/A	N/A
Pasadena	SFR	245	193	-21.2%	\$1,330,000	\$1,325,000	-0.4%	26	27	3.8%
	Condo	185	129	-30.3%	\$775,000	\$815,000	5.2%	35	34	-2.9%
San Gabriel	SFR	80	67	-16.3%	\$1,150,000	\$985,000	-14.3%	26	23	-11.5%
	Condo	27	10	-63.0%	\$715,000	\$655,000	-8.4%	16	14	-12.5%
San Marino	SFR	41	24	-41.5%	\$2,630,000	\$2,493,000	-5.2%	29	43	48.3%
	Condo	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
South Pasadena	SFR	43	36	-16.3%	\$1,656,000	\$1,800,000	8.7%	27	25.3	-6.3%
	Condo	10	13	30.0%	\$908,000	\$785,000	-13.5%	17	40	135.3%

LA CAÑADA FLINTRIDGE

Home sales activity in La Cañada Flintridge fell by 34 percent in the third quarter while the median sales price rose 13 percent to \$1.1 million. In La Canada-Flintridge where the median sales price for single-family homes increased 27 percent to \$2.5 million buyers were not deterred. They moved quickly there compared to last year's third quarter reducing average days on market from 35 to 24.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Glendale	SFR	175	128	-26.9%	\$1,250,000	\$1,333,600	6.7%	23	24	4.3%
	Condo	116	69	-40.5%	\$586,191	\$647,000	10.4%	28	24	-14.3%
La Cañada Flintridge	SFR	82	51	-37.8%	\$1,992,500	\$2,539,000	27.4%	35	24	-31.4%
	Condo	7	4	-42.9%	\$1,095,100	\$1,247,500	13.9%	28	22	-21.4%
La Crescenta/Glendale/ Montrose/Sparr Heights	SFR	112	82	-26.8%	\$1,150,000	\$1,213,000	5.5%	21	26	23.8%
	Condo	25	13	-48.0%	\$645,000	\$730,000	13.2%	25	31	24.0%
Sunland/Tujunga	SFR	121	77	-36.4%	\$820,000	\$849,000	3.5%	22	37	-20.9%
	Condo	19	9	-52.6%	\$620,000	\$635,000	2.4%	19	17	-10.5%

NORTHEAST LOS ANGELES

Home sales across Northeast Los Angeles decreased by almost 20 percent compared to last year's third quarter. Single-family homes in Glassell Park fell out of favor resulting in average days on market increasing from 19 days in last year's third quarter to 37 days. Single-family homes in Highland Park popular with younger buyers saw the median sales price rise 5 percent to \$1.1 million.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Eagle Rock	SFR	60	44	-26.7%	\$1,225,000	\$1,310,825	7.0%	22	22	0.0%
	Condo	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Glassell Park	SFR	31	27	-12.9%	\$1,150,000	\$1,225,000	6.5%	19	37	94.7%
	Condo	3	0	-100.0%	\$710,000	N/A	N/A	34	N/A	N/A
Highland Park	SFR	79	64	-19.0%	\$1,070,000	\$1,125,000	5.1%	19	36	16.6%
	Condo	8	9	12.5%	\$507,500	\$485,000	-4.4%	7	32	357.1%
Montecito Heights	SFR	6	12	100.0%	\$1,168,244	\$1,205,000	3.1%	22	14	-62.5%
	Condo	0	0	N/A	0	0	N/A	0	0	N/A
Monterey Hills	SFR	1	2	100.0%	\$860,000	\$1,185,000	37.8%	64	9	-85.3%
	Condo	27	18	-33.3%	\$560,000	\$690,000	23.2%	15	19	-28.9%
Mount Washington	SFR	49	37	-24.5%	\$1,150,000	\$1,200,000	4.3%	24	29	21.6%
	Condo	2	0	-100.0%	\$310,000	\$0	-100.0%	54	N/A	N/A

EAST SAN GABRIEL VALLEY

East San Gabriel Valley home sales activity declined by 34 percent compared to last year's third quarter. Glendora saw the median price for single-family homes increase by 13 percent to \$902,000. Arcadia, one of the area's larger communities, had a decrease in sales activity for single-family homes of 47 percent. Condo sales activity there also fell by 38 percent compared to the same time last year.



	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Arcadia	SFR	175	94	-46.3%	\$1,610,000	\$1,625,500	1.0%	35	37	5.8%
	Condo	69	43	-37.7%	\$822,000	\$820,000	-0.2%	29	29	0.0%
Atwater	SFR	24	22	-8.3%	\$1,297,500	\$1,344,366	3.6%	28	17	-38.7%
	Condo	1	1	N/A	\$680,000	\$810,000	19.1%	4	74	-38.7%
Azusa	SFR	75	40	-46.7%	\$660,000	\$711,500	7.8%	14	30	114.3%
	Condo	53	33	-37.7%	\$560,000	\$594,000	6.1%	15	24	60.0%
Bradbury	SFR	8	4	-50.0%	\$2,037,500	\$2,650,000	30.1%	30	118	301.1%
	Condo	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Glendora	SFR	135	102	-24.4%	\$800,000	\$902,000	12.8%	19	34	N/A
	Condo	18	13	-27.8%	\$615,000	\$600,000	-2.4%	14	24	71.4%
La Verne	SFR	80	54	-32.5%	\$852,500	\$918,500	7.7%	25	24	-4.0%
	Condo	6	12	100.0%	\$447,500	\$430,000	-3.9%	12	24	100.0%
Monrovia	SFR	82	59	-28.0%	\$916,000	\$964,000	5.2%	25	31	24.0%
	Condo	19	12	-36.8%	\$635,000	\$757,500	19.3%	25	25	0.0%
Monterey Park	SFR	76	49	-35.5%	\$877,500	\$880,088	0.3%	14	27	98.9%
	Condo	39	16	-59.0%	\$681,000	\$656,500	-3.6%	16	36	125.0%
San Dimas	SFR	75	60	-20.0%	\$870,000	\$877,500	0.9%	18	29	61.1%
	Condo	23	16	-30.4%	\$524,000	\$609,000	16.2%	10	23	130.0%
Sierra Madre	SFR	40	29	-27.5%	\$1,387,500	\$1,601,750	15.4%	23	38	65.2%
	Condo	6	6	0.0%	\$817,900	\$878,500	7.4%	15	20	35.1%

SOUTH BAY

Home sales activity in the South Bay declined by 16 percent in the third quarter. Condos in El Segundo did well in the third quarter with the median sales price increasing 28 percent to slightly over \$1 million. Single-family home sales activity in Hermosa Beach declined by 44 percent. Manhattan Beach's median sales price for single-family homes increased 10 percent reaching \$3.4 million.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
El Segundo	SFR	26	14	-46.2%	\$1,816,500	\$1,880,500	3.5%	14	41	192.9%
	Condo	16	13	-18.8%	\$825,000	\$1,060,000	28.5%	11	17	54.5%
Hermosa Beach	SFR	36	20	-44.4%	\$2,292,500	\$2,187,500	-4.6%	30	75	150.0%
	Condo	30	23	-23.3%	\$1,937,500	\$2,100,000	8.4%	32	28	-12.5%
Hawthorne	SFR	66	60	-9.1%	\$832,500	\$837,450	0.6%	20	26	30.0%
	Condo	31	21	-32.3%	\$760,000	\$836,000	10.0%	17	21	23.5%
Manhattan Beach	SFR	119	63	-47.1%	\$3,175,000	\$3,495,000	10.1%	40	29	-27.5%
	Condo	25	14	-44.0%	\$2,480,000	\$2,005,000	-19.2%	32	29	-9.4%
Palos Verdes Estates	SFR	76	35	-53.9%	\$2,460,000	\$2,709,000	10.1%	23	45	95.7%
	Condo	2	5	150.0%	\$940,000	\$1,080,000	14.9%	38	12	-68.4%
Playa del Rey	SFR	21	12	-42.9%	\$2,197,000	\$2,397,500	9.1%	31	75	141.9%
	Condo	62	31	-50.0%	\$720,000	\$800,000	11.1%	27	39	44.4%
Playa Vista	SFR	21	5	-76.2%	\$2,508,000	\$2,350,000	-6.3%	28	20	-28.6%
	Condo	49	32	-34.7%	\$1,184,000	\$1,200,500	1.4%	20	29	45.0%
Rancho Palos Verdes	SFR	141	86	-39.0%	\$1,725,000	\$1,835,000	6.4%	19	24	26.3%
	Condo	34	22	-35.3%	\$760,000	\$790,000	3.9%	25	27	8.0%
Redondo Beach	SFR	106	68	-35.8%	\$1,530,000	\$1,660,000	8.5%	20	34	70.0%
	Condo	153	97	-36.6%	\$1,150,000	\$1,260,000	9.6%	21	27	28.6%
Rolling Hills Estates	SFR	30	23	-23.3%	\$2,297,250	\$2,100,000	-8.6%	20	21	5.0%
	Condo	19	15	-21.1%	\$995,000	\$990,000	-0.5%	20	21	-4.8%
Torrance	SFR	262	206	-21.4%	\$1,050,000	\$1,091,308	3.9%	14	24	71.4%
	Condo	138	77	-44.2%	\$620,000	\$695,000	12.1%	16	25	56.3%

CENTRAL COAST +
SANTA BARBARA



CENTRAL COAST

Home sales activity on the Central Coast declined by 28 percent in the third quarter compared to last year. In Pismo Beach, the median price for single-family homes fell by 22 percent to just over \$1 million. Over in San Luis Obispo, the third quarter numbers tell a quite different story. The median price for single-family homes there rose 24 percent to \$1.1 million.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Arroyo Grande	SFR	114	68	-40.4%	\$899,500	\$1,085,000	20.6%	17	35	105.9%
	Condo	8	10	25.0%	\$489,000	\$532,500	8.9%	35	17	-51.4%
Atascadero	SFR	110	82	-25.5%	\$672,000	\$780,000	16.1%	17	24	41.2%
	Condo	16	7	-56.3%	\$485,050	\$515,000	6.2%	10	20	100.0%
Lompoc	SFR	38	32	-15.8%	\$488,750	\$527,500	7.9%	17	25	47.1%
	Condo	7	4	-42.9%	\$325,000	\$282,500	N/A	7	26	271.4%
Morro Bay	SFR	51	20	-60.8%	\$825,000	\$1,030,000	24.8%	30	24	-20.0%
	Condo	4	6	50.0%	\$992,500	\$732,000	-26.2%	26	24	-7.7%
Paso Robles	SFR	170	156	-8.2%	\$657,000	\$684,500	4.2%	18	30	66.7%
	Condo	5	4	-20.0%	\$469,000	\$399,500	-14.8%	15	8	-46.7%
Pismo Beach	SFR	33	25	-24.2%	\$1,345,000	\$1,050,000	-21.9%	32	38	18.8%
	Condo	5	5	0.0%	\$836,000	\$970,000	16.0%	6	11	83.3%
San Luis Obispo	SFR	142	87	-38.7%	\$886,000	\$1,100,000	24.2%	21	27	28.6%
	Condo	50	37	-26.0%	\$549,500	\$637,000	15.9%	21	23	9.5%
Santa Maria	SFR	204	150	-26.5%	\$560,050	\$610,000	8.9%	12	26	116.7%
	Condo	24	11	-54.2%	\$371,500	\$416,000	12.0%	19	26	36.8%

SANTA BARBARA

Home sales activity in the Santa Barbara area declined by 44 percent in the third quarter. The median sales price for homes increased 32 percent to \$2.3 million. Though the median sales price for single-family homes in pricey Montecito reached \$7.1 million compared to the same time last year buyers still moved quickly. Average days on market in Montecito fell to 32 in the third quarter from 47 to last year.

SANTA BARBARA

Carpinteria, Montecito & Adjacent Communities

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Carpinteria	SFR	29	16	-44.8%	\$1,370,000	\$1,787,500	30.5%	17	47	176.5%
	Condo	29	13	-55.2%	\$690,000	\$800,000	15.9%	19	10	-47.4%
Montecito	SFR	36	22	-38.9%	\$6,810,000	\$7,125,000	4.6%	47	32	-31.9%
	Condo	2	2	0.0%	\$1,300,000	\$3,375,000	159.6%	51	14	-72.5%
Santa Barbara	SFR	275	149	-45.8%	\$1,810,000	\$2,000,000	10.5%	18	24	33.3%
	Condo	95	52	-45.3%	\$850,000	\$1,110,000	30.6%	21	22	4.8%
Ventura	SFR	17	15	-11.8%	\$775,000	\$1,850,000	138.7%	22	43	95.5%
	Condo	4	3	-25.0%	\$518,500	\$619,000	19.4%	21	14	-33.3%

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