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Q4  
2019

# Los Angeles Quarterly Market Insights Report

(MICRO)

COMPASS



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It is our pleasure to introduce the Compass 2019 Q4 Real Estate Market Report.

An active Q4 with stronger sales activity around many parts of Los Angeles suggests a favorable start to 2020. Changes to average home sale prices varied from market to market. The overall number of home sales increase for the Greater Los Angeles area market was more than 7 percent.

Much of the South Bay demonstrated a healthy increase in demand and activity from a year ago. Buyer interest also increased in several more affordable Eastside communities. Sales activity increased in most of the West San Fernando Valley for single-family residences. Sales activity increased in higher priced affluent Westside markets including Beverly Hills, Bel Air and Holmby Hills.

Sales price increases for single-family residences across the Los Angeles region was location-centric. Several Westside communities showed double-digit sales price increases. Conversely, Beach Cities saw price declines. Prices in the San Fernando Valley varied widely from one area to the next, with both increases and sharp declines.

Mortgage rates continue to remain low, a plus for the current market. Hopeful buyers have returned to the market especially in areas where prices have softened. Telling indicators like Days on Market in the fourth quarter, where properties are taking longer to sell, is a welcome reversal for buyers from a strongly competitive inventory constrained housing market that continued into last year. Homebuyers should take note that current housing conditions remain favorable as we begin 2020.

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## Los Angeles + Westside





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Housing market activity in the Coastal Communities was mixed. The total number of homes sold was only 2 percent above last year. Several areas experienced healthy gains in sales activity and prices, like Topanga, while nearby Malibu saw sharp declines in sales prices. Average sales prices fared better with a 12 percent gain year-over-year. Another strong coastal market was Santa Monica which experienced a surge in activity and prices. Activity for single-family residences increased 55 percent while prices rose almost 7 percent from last year. Condominiums also saw a 10 percent increase in activity, while days on market fell by two.

# Coastal Communities

## Santa Monica & Adjacent Communities

		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2018	2019	% CHANGE	2018	2019	% CHANGE	2018	2019	% CHANGE
Malibu	SFR	21	27	28.60%	\$3,822,893	\$2,945,326	-23.00%	110	132	20.30%
	CONDO	6	7	16.70%	\$1,359,555	\$1,214,964	-10.60%	65	125	93.40%
Malibu Beach	SFR	14	9	-35.70%	\$5,765,000	\$7,500,000	30.10%	125	113	-9.40%
	CONDO	4	4	0.00%	\$1,146,875	\$1,443,750	25.90%	89	171	92.10%
Marina Del Rey	SFR	23	20	-13.00%	\$1,748,447	\$1,786,650	2.20%	57	59	5.10%
	CONDO	60	70	16.70%	\$1,026,648	\$1,023,403	-0.30%	48	40	-16.50%
Pacific Palisades	SFR	64	61	-4.70%	\$3,926,114	\$3,876,383	-1.30%	47	51	9.70%
	CONDO	14	21	50.00%	\$1,143,683	\$1,090,317	-4.70%	64	58	-8.80%
Palms - Mar Vista	SFR	59	70	18.60%	\$1,542,162	\$2,030,251	31.60%	49	33	-33.90%
	CONDO	28	24	-14.30%	\$725,339	\$759,833	4.80%	34	33	-2.90%
Santa Monica	SFR	43	67	55.80%	\$3,225,189	\$3,439,030	6.60%	56	64	15.90%
	CONDO	88	96	9.10%	\$1,357,741	\$1,427,918	5.20%	51	49	-3.90%
Topanga	SFR	16	23	43.80%	\$1,177,531	\$1,564,696	32.90%	67	49	-26.50%
	CONDO	0	0	NA	NA	NA	NA	NA	NA	NA
Venice	SFR	48	41	-14.60%	\$2,158,147	\$2,366,510	9.70%	48	55	13.70%
	CONDO	8	10	25.00%	\$1,487,875	\$1,185,350	-20.30%	52	50	-5.30%
Westchester	SFR	68	80	17.60%	\$1,296,921	\$1,417,712	9.30%	52	39	-23.90%
	CONDO	5	15	200.00%	\$472,400	\$589,553	24.80%	10	33	226.70%



# The Hills

## Beverly Hills & Adjacent Communities

		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2018	2019	% CHANGE	2018	2019	% CHANGE	2018	2019	% CHANGE
Beverly Hills	SFR	26	28	7.70%	\$6,613,949	\$8,761,315	32.50%	79	77	-2.90%
	CONDO	21	20	-4.80%	\$1,498,143	\$1,305,553	-12.90%	71	43	-38.70%
Beverly Hills P.O.	SFR	33	36	9.10%	\$3,988,479	\$4,444,504	11.40%	69	86	25.10%
	CONDO	0	0	NA	NA	NA	NA	NA	NA	NA
Bel Air - Holmby Hills	SFR	38	46	21.10%	\$4,484,165	\$9,706,783	116.50%	85	81	-4.90%
	CONDO	2	2	0.00%	\$806,500	\$1,191,000	47.70%	92	219	138%%

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Sales activity and sales prices increased in single-family residences around The Hills. The strongest increase was Bel-Air/Holmby Hills with sales activity up 21 percent. Average sales price there rose 116 percent year-over-year to approximately \$9.7 million. However, often in smaller ultra-luxury markets, one high priced sale can significantly impact numbers. Single-family residences in Beverly Hills saw a sales price increase of approximately 33 percent. Condominiums there saw a different picture with a price decrease of 13 percent. Buyers moved a bit faster with average days on market decreasing slightly for single-family residences in Bel Air, Holmby Hills, and Beverly Hills.





# The Westside

Beverlywood & Adjacent Communities

		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2018	2019	% CHANGE	2018	2019	% CHANGE	2018	2019	% CHANGE
Beverlywood	SFR	44	42	-20.60%	\$1,793,058	\$1,939,534	8.20%	52	48	-7.00%
	CONDO	10	21	110.00%	\$734,150	\$762,722	3.90%	37	44	16.10%
Brentwood	SFR	52	51	-1.90%	\$4,532,632	\$4,029,337	-11.10%	78	69	-11.40%
	CONDO	37	38	2.70%	\$1,046,371	\$1,027,567	-1.80%	46	57	23.10%
Cheviot Hills-Rancho Park	SFR	14	19	35.70%	\$3,264,821	\$2,304,468	-29.40%	79	38	-51.50%
	CONDO	0	0	NA	NA	NA	NA	NA	NA	NA
West LA	SFR	28	25	-10.70%	\$1,529,352	\$1,283,830	-16.10%	30	25	-16.90%
	CONDO	39	45	15.40%	\$887,337	\$874,844	-1.40%	37	36	-4.20%
Westwood-Century City	SFR	45	35	-22.00%	\$2,430,971	\$2,801,186	15.20%	48	55	16.00%
	CONDO	115	111	-3.50%	\$1,207,493	\$1,418,461	17.50%	52	63	22.30%

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The home sales activity on the Westside showed a small increase of 2 percent compared to last year. The good news is the overall average sale price rose 12 percent. There were fewer sales across the Westside, except for single-family residences in Cheviot Hills and Rancho Park where activity increased almost 40 percent. This was probably fueled by sales prices falling 29 percent. At the same time, single-family residences in desirable Westwood and Century City had price increases of 15 percent. Condominiums there fared even better with a 17 percent price increase. West LA and Beverlywood also saw increased condominium sales activity.



# Hollywood Hills & Mid-City

## Hollywood Hills & Adjacent Communities

		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2018	2019	% CHANGE	2018	2019	% CHANGE	2018	2019	% CHANGE
Beverly Center - Miracle Mile	SFR	42	45	7.10%	\$1,934,644	\$1,884,575	-2.60%	46	52	12.70%
	CONDO	26	19	-26.90%	\$875,531	\$973,964	11.10%	56	50	-9.90%
Hancock Park - Wilshire	SFR	58	53	-8.60%	\$2,053,527	\$2,413,564	17.50%	54	58	7.00%
	CONDO	37	37	0.00%	\$779,727	\$774,229	-0.70%	47	45	-4.30%
Hollywood Hills East	SFR	39	19	-51.30%	\$1,654,071	\$1,510,864	-8.70%	58	54	-7.90%
	CONDO	8	9	12.50%	\$713,738	\$658,667	-7.70%	60	25	-57.90%
Sunset Strip - Hollywood Hills West	SFR	78	120	53.80%	\$2,791,576	\$2,402,377	-13.90%	70	63	-11.00%
	CONDO	25	23	-8.00%	\$834,480	\$986,380	18.20%	35	50	41.70%
West Hollywood	SFR	24	28	16.70%	\$1,944,575	\$2,044,327	5.10%	40	48	20.50%
	CONDO	76	76	0.00%	\$868,286	\$880,980	1.50%	45	60	33.33%

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Sales activity was strong for single-family residences in the Sunset Strip and Hollywood Hills West area, which rose 54 percent compared to last year. A significant decrease of 14 percent in the average sales price seemed to bolster sales activity. Hancock Park and Miracle Mile saw sales activity fall 8 percent while prices rose 17 percent for single-family residences. Condominium activity and prices in the area remained flat. Hollywood Hills East single-family residences took a major hit on activity with a sharp decline of 51 percent coupled with a price decline of 9 percent. Condominium sales activity did better at a 12 percent increase.





## Westside | South

Culver City & Adjacent Communities

		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2018	2019	% CHANGE	2018	2019	% CHANGE	2018	2019	% CHANGE
Culver City	SFR	65	53	-18.50%	\$1,350,311	\$1,467,777	8.70%	43	45	5.40%
	CONDO	45	46	2.20%	\$613,460	\$735,180	19.80%	38	35	-7.90%
Inglewood	SFR	65	51	-21.50%	\$600,607	\$638,243	6.30%	37	30	-19.50%
	CONDO	26	32	23.10%	\$426,791	\$425,203	-0.40%	36	63	74.40%
Ladera Heights	13	12	-7.70%	\$1,146,678	\$1,525,917	33.10%	50	60	19.50%	54.55%
	2	0	NA	\$582,500	NA	NA	60	NA	NA	-27.08%
Park Hills Heights	SFR	107	101	-5.60%	\$751,450	\$820,649	9.20%	46	53	16.10%
	CONDO	15	13	-13.30%	\$466,120	\$477,654	2.50%	52	27	-47.30%

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While home sales activity for single-family residences in Westside South trended lower in several markets, prices were up. Ladera Heights enjoyed a 33 percent year-over-year sales price increase. Culver City, a popular area for Millennials, had close to a 20 percent price increase from last year for condominiums. Single-family sales showed an approximately 19 percent decrease. Inglewood, a hot market last year thanks to construction on the new 70,000 seat NFL stadium set to house the LA Rams and Chargers, saw activity drop for single-family residences by 21 percent. Conversely, condominium activity increased 23 percent with prices remaining nearly flat.





# Metro Los Angeles

## Downtown Los Angeles & Adjacent Communities

		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2018	2019	% CHANGE	2018	2019	% CHANGE	2018	2019	% CHANGE
Atwater	SFR	17	19	11.80%	\$1,061,016	\$1,132,521	6.70%	42	23	-44.00%
	CONDO	0	0	NA	NA	NA	NA	NA	NA	NA
Downtown L.A.	SFR	31	17	-45.20%	\$423,558	\$560,265	32.30%	54	63	15.60%
	CONDO	86	89	3.50%	\$760,820	\$777,309	2.20%	66	64	-3.10%
Hollywood	SFR	21	29	38.10%	\$1,231,332	\$1,299,466	5.50%	58	47	-20.10%
	CONDO	28	25	-10.70%	\$692,964	\$766,026	10.50%	70	72	4.10%
Los Feliz	SFR	52	46	-11.50%	\$2,046,098	\$2,326,283	13.70%	47	48	0.70%
	CONDO	6	3	-50.00%	\$823,000	\$605,000	-26.50%	40	53	34.80%
Silver Lake - Echo Park	SFR	86	87	1.20%	\$1,221,147	\$1,251,663	2.50%	51	41	-20.30%
	CONDO	24	10	-58.30%	\$697,028	\$762,690	9.40%	52	42	-18.90%

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Metro Los Angeles saw mixed results across the area in activity and prices. Sales of single-family residences declined in much of the area while a few markets experienced price increases. Downtown LA, which also encompasses some of the areas south of Downtown proper, enjoyed a price increase of 32 percent for single-family residences. Single-family home buyers in Hollywood moved faster with a 20 percent decrease of days on market. Fair to say, the increased sales activity of 38 percent was a motivation for buyers. Los Feliz had a price increase of almost 14 percent for single-family residences while sales activity fell 11 percent from last year.





## San Fernando Valley





# San Fernando Valley West of 405

## Agoura & Adjacent Communities

		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2018	2019	% CHANGE	2018	2019	% CHANGE	2018	2019	% CHANGE
Agoura	SFR	68	72	5.90%	\$1,181,937	\$1,042,625	-11.80%	74	58	-21.20%
	CONDO	35	24	-31.40%	\$468,786	\$511,515	9.10%	56	38	-32.10%
Calabasas	SFR	48	67	39.60%	\$1,759,617	\$1,775,048	0.90%	86	74	-13.60%
	CONDO	9	18	100.00%	\$721,926	\$617,284	-14.50%	59	52	-1.90%
Chatsworth	SFR	64	79	23.40%	\$830,742	\$804,747	-3.10%	83	49	-41.50%
	CONDO	29	43	48.30%	\$434,988	\$461,697	6.10%	53	51	-3.90%
Encino	SFR	109	100	-8.30%	\$1,824,777	\$1,942,936	6.50%	59	59	0.00%
	CONDO	42	54	28.60%	\$448,192	\$534,232	19.20%	71	56	-21.10%
Hidden Hills	SFR	10	7	-30.00%	\$3,737,283	\$4,815,000	28.80%	130	111	-14.60%
	CONDO	0	0	N/A	\$0	\$0	N/A	0	0	N/A
Northridge	SFR	126	96	-23.80%	\$729,084	\$779,556	6.90%	59	42	-29.40%
	CONDO	20	26	30.00%	\$453,025	\$453,229	0.00%	38	57	49.50%
Tarzana	SFR	72	86	19.40%	\$1,349,344	\$1,380,446	2.30%	72	53	-26.20%
	CONDO	36	43	19.40%	\$415,293	\$390,929	-5.90%	52	60	15.20%
Westlake Village	SFR	75	87	16.00%	\$1,745,797	\$1,975,749	13.20%	66	80	19.90%
	CONDO	43	52	20.90%	\$632,838	\$717,768	13.40%	73	66	-8.80%
Woodland Hills	SFR	146	178	21.90%	\$986,562	\$1,044,260	5.80%	54	60	11.00%
	CONDO	49	52	6.10%	\$490,446	\$458,706	-6.50%	69	57	-17.10%

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Sales of homes in San Fernando Valley West saw an 8 percent increase in activity. Strength in sales was driven by strong condominium sales, which increased in all areas except Agoura. Sales were particularly strong in Calabasas, with a 100 percent activity increase, and Chatsworth, which enjoyed a 48 percent increase. Encino condominium sales were also up from last year by 19 percent. Westlake Village condominiums had a 13 percent increase in activity. Prices for single-family residences in celebrity-heavy Hidden Hills rose almost 29 percent to approximately \$4.8 million. Buyers there moved fast with days on market down 14 percent. Overall average home prices slowed to a 5 percent increase compared to last year.





# San Fernando Valley East of 405

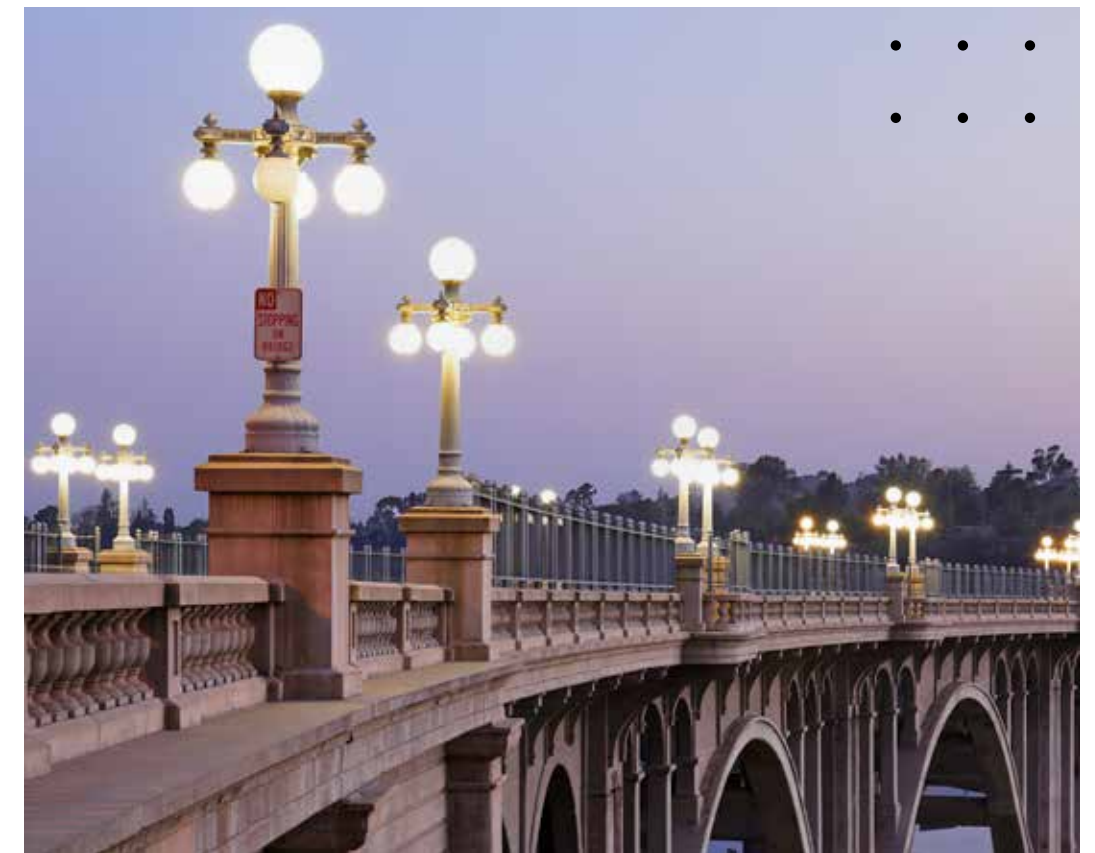
## Sherman Oaks & Adjacent Communities

		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2018	2019	% CHANGE	2018	2019	% CHANGE	2018	2019	% CHANGE
Burbank	SFR	130	116	-10.80%	\$936,280	\$919,586	-1.80%	41	46	10.60%
	CONDO	47	41	-12.80%	\$596,565	\$572,280	-4.10%	41	41	0.00%
Glendale	SFR	147	153	4.10%	\$1,060,131	\$1,063,309	0.30%	52	51	-2.60%
	CONDO	76	86	13.20%	\$545,459	\$544,696	-0.10%	51	45	-12.20%
Sherman Oaks	SFR	132	161	22.00%	\$1,345,681	\$1,466,440	9.00%	67	48	-27.50%
	CONDO	72	72	0.00%	\$578,450	\$563,726	-2.50%	59	48	-19.80%
Studio City	SFR	68	77	13.20%	\$2,000,059	\$1,882,975	-5.90%	58	51	-11.60%
	CONDO	40	48	20.00%	\$631,154	\$647,750	2.60%	44	49	10.20%
Toluca Lake	SFR	16	10	-37.50%	\$1,547,938	\$1,479,774	-4.40%	68	70	4.10%
	CONDO	22	15	-31.80%	\$593,395	\$616,200	3.80%	48	44	-7.30%

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The East San Fernando Valley had mixed activity with several markets performing better. The market for single-family residences was strong in Sherman Oaks and Studio City. Sherman Oaks led the area with a 22 percent activity increase while neighboring Studio City had a 13 percent sales gain. Moving further East to Glendale, Burbank and Toluca Lake, sales activity fell. Toluca Lake, which had inventory shortages, took the hardest hit with a 37 percent decline. Prices across the area were flat except for desirable Sherman Oaks where single-family residences had an increase of 9 percent while days on market decreased 27 percent.





## San Gabriel Valley





# Pasadena

## Pasadena & Adjacent Communities

		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2018	2019	% CHANGE	2018	2019	% CHANGE	2018	2019	% CHANGE
Alhambra	SFR	40	50	25.00%	\$794,170	\$764,120	-3.80%	43	40	-6.60%
	CONDO	28	38	35.70%	\$516,785	\$550,860	6.60%	47	36	23.80%
Altadena	SFR	92	96	4.30%	\$971,585	\$1,033,327	6.40%	44	47	7.80%
	CONDO	0	0	N/A	\$0	\$0	N/A	0	0	N/A
Pasadena	SFR	201	226	12.40%	\$1,382,203	\$1,270,101	-8.10%	48	57	18.20%
	CONDO	129	142	10.10%	\$838,878	\$803,550	-4.20%	47	54	16.10%
San Gabriel	SFR	60	77	28.30%	\$868,460	\$836,746	-3.70%	47	43	-8.00%
	CONDO	21	20	-4.80%	\$616,395	\$567,912	-7.90%	43	40	-6.80%
San Marino	SFR	25	15	-40.00%	\$2,392,178	\$2,824,067	18.10%	65	60	-8.20%
	CONDO	0	0	N/A	\$0	\$0	N/A	0	0	N/A
South Pasadena	SFR	21	27	28.60%	\$1,176,727	\$1,316,428	11.90%	37	39	7.20%
	CONDO	8	10	25.00%	\$785,500	\$809,510	3.10%	30	27	-10.10%

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The Eastside saw an 8 percent increase in sales activity and only a 1 percent increase in average sales price year-over-year. Various areas performed better in sales activity. Alhambra had a 25 percent increase in single-family sales and 35 percent increase in condominium sales. San Gabriel saw activity increase 28 percent from last year in single-family residences. While activity in Pasadena averaged approximately 12 percent above last year, prices of single-family residences slipped 8 percent while the market slowed, with days on market increasing by 18 percent. The luxury market faltered in San Marino where activity fell 40 percent.





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In several Eastside markets, condominium sales were the leaders in increased activity and fewer days on market. La Crescenta Glendale/Montrose/ condominium sales spiked with a 66 percent increase. Buyers took note of increased activity levels by making quicker decisions, decreasing the average days on market by seven days. Despite this, overall area sales activity increased by only 8 percent.

Sunland/Tujunga’s condominium market took a hit with sales activity decreasing by 76 percent. This could be due to inventory constraints. La Cañada Flintridge’s slight increase of 2 percent in the average sales price nudged the area’s sales price for a single-family residence to more than \$2 million.

# La Cañada Flintridge

## La Cañada Flintridge & Adjacent Communities

		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2018	2019	% CHANGE	2018	2019	% CHANGE	2018	2019	% CHANGE
Atwater	SFR	17	19	11.80%	\$1,061,016	\$1,132,521	6.70%	42	23	-44.00%
	CONDO	0	0	N/A	\$0	\$0	N/A	0	0	N/A
Glendale	SFR	147	153	4.10%	\$1,060,131	\$1,063,309	0.30%	52	51	-2.60%
	CONDO	76	86	13.20%	\$545,459	\$544,696	-0.10%	51	45	-12.20%
La Cañada Flintridge	SFR	60	60	0.00%	\$1,972,675	\$2,023,378	2.60%	62	64	3.00%
	CONDO	2	2	0.00%	\$882,500	\$755,500	-12.68%	110	88	-19.90%
La Crescenta/ Glendale/Montrose/ Sparr Heights	SFR	77	78	1.30%	\$906,356	\$974,224	7.50%	48	43	-11.50%
	CONDO	15	25	66.70%	\$670,700	\$665,040	-0.80%	58	45	-22.50%
Sunland/Tujunga	SFR	104	105	1.00%	\$641,227	\$642,644	0.20%	50	44	-11.90%
	CONDO	33	8	-75.80%	\$419,076	\$474,688	13.30%	51	40	-21.00%





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While home sales activity in much of Northeast Los Angeles was generally down or flat from last year, two markets bucked the trend. Both Monterey Park and Monterey Hills saw increased activity and higher average sales prices.

Monterey Park's activity increased 65 percent for single-family residences and condominium sales increased by 107 percent year-over-year. Monterey Park's mixed-use newer developments are attracting younger buyers who work downtown. A 22 percent decrease in single-family home sales in Mount Washington did not stop the average sales price from reaching more than \$1 million.

# Northeast Los Angeles

## Eagle Rock & Adjacent Communities

		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2018	2019	% CHANGE	2018	2019	% CHANGE	2018	2019	% CHANGE
Eagle Rock	SFR	46	47	2.20%	\$1,016,285	\$987,685	-2.80%	41	32	-23.00%
	CONDO	4	0	NA	\$701,875	\$0	NA	\$45	NA	NA
Glassell Park	SFR	40	35	-12.50%	\$869,695	\$861,656	-0.90%	41	48	14.90%
	CONDO	6	0	N/A	\$638,446	\$0	N/A	36	0	N/A
Highland Park	SFR	87	91	4.60%	\$836,439	\$851,592	1.80%	36	37	2.50%
	CONDO	4	2	-0.50%	\$474,750	\$646,000	36.10%	38	69	80.40%
Montecito Heights	SFR	3	6	100.00%	\$538,685	\$578,400	7.40%	30	53	80.00%
	CONDO	0	0	N/A	\$0	\$0	N/A	0	0	N/A
Monterey Hills	SFR	3	6	100.00%	\$805,000	\$857,922	6.60%	53	54	2.50%
	CONDO	17	22	29.40%	\$572,971	\$474,500	-17.10%	50	30	-39.30%
Mount Washington	SFR	41	32	-22.00%	\$934,855	\$1,010,301	8.10%	34	37	8.50%
	CONDO	0	0	N/A	\$0	\$0	N/A	0	0	N/A





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Homes sales activity in East San Gabriel Valley continued to show mixed results. The small foothill town of Sierra Madre stood out with a 40 percent increase in sales activity for single-family residences, with average sales prices up 8 percent. Arcadia, a larger more diverse market off the heavily traveled 210 freeway, showed a 25 percent increase in activity for single-family residences. Buyers, nevertheless, were quite cautious there, taking two weeks longer to decide than they did last year. Prices showed a slight increase, like several other areas throughout the region.

# East San Gabriel Valley

Arcadia & Adjacent Communities

		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2018	2019	% CHANGE	2018	2019	% CHANGE	2018	2019	% CHANGE
Arcadia	SFR	77	96	24.70%	\$1,614,983	\$1,634,247	1.20%	63	77	20.80%
	CONDO	41	45	9.80%	\$717,185	\$809,269	12.80%	50	49	-1.30%
Azusa	SFR	70	58	-17.10%	\$555,812	\$557,693	0.30%	43	39	-8.60%
	CONDO	33	45	34.80%	\$414,529	\$430,315	3.80%	56	37	-33.90%
Bradbury	SFR	2	3	50.00%	\$1,424,500	\$1,411,000	-0.90%	152	141	-6.80%
	CONDO	0	0	N/A	\$0	\$0	N/A	0	0	N/A
Monrovia	SFR	53	57	7.50%	\$824,234	\$808,875	-1.90%	42	47	10.90%
	CONDO	13	15	15.40%	\$538,685	\$578,400	7.40%	65	38	-41.50%
Monterey Park	SFR	35	58	65.70%	\$701,836	\$777,517	10.80%	39	36	-6.10%
	CONDO	14	29	107.10%	\$530,679	\$528,544	-0.40%	43	47	10.00%
Sierra Madre	SFR	18	25	38.90%	\$1,058,335	\$1,148,252	8.50%	44	50	14.60%
	CONDO	2	6	200.00%	\$897,000	\$716,000	-20.20%	23	22	-2.20%





## South Bay





# South Bay

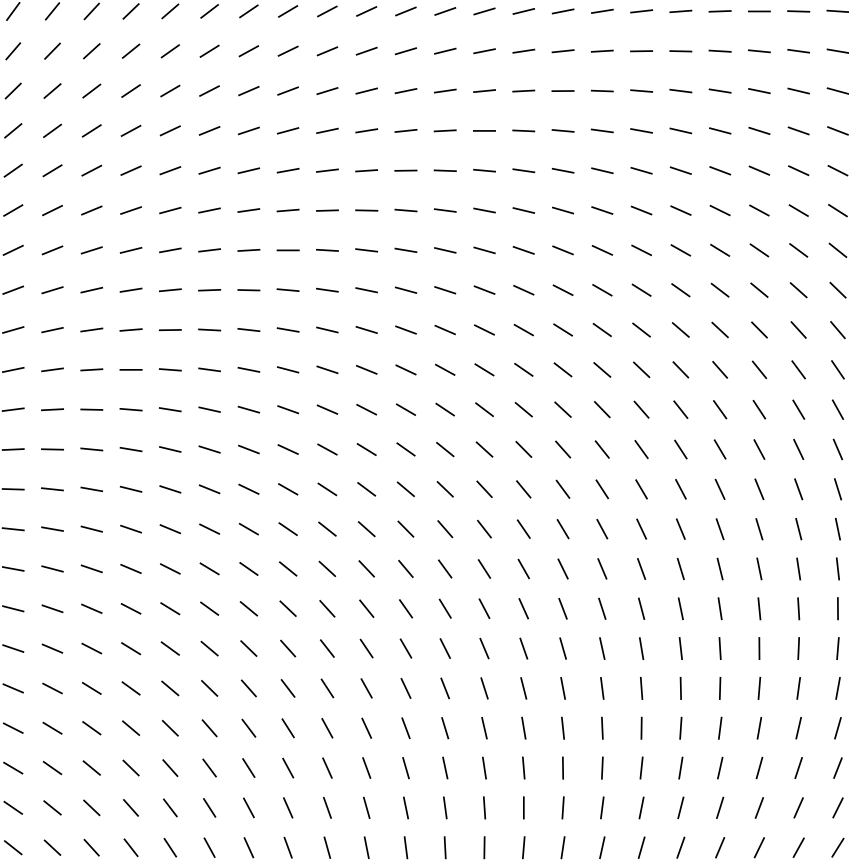
## Manhattan Beach & Adjacent Communities

		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2018	2019	% CHANGE	2018	2019	% CHANGE	2018	2019	% CHANGE
El Segundo	SFR	15	17	13.30%	\$1,430,200	\$1,697,558	18.70%	50	44	-11.60%
	CONDO	7	16	128.60%	\$729,829	\$789,370	8.20%	35	61	74.10%
Hermosa Beach	SFR	21	31	47.60%	\$3,304,279	\$2,046,750	-38.10%	69	77	12.70%
	CONDO	21	24	14.30%	\$1,391,567	\$1,634,824	17.50%	91	59	-34.90%
Hawthorne	SFR	44	65	47.70%	\$678,277	\$764,036	12.60%	29	40	39.60%
	CONDO	20	15	-25.00%	\$667,705	\$861,659	29.00%	18	32	85.10%
Manhattan Beach	SFR	65	82	26.20%	\$3,198,730	\$2,875,514	-10.10%	57	60	4.80%
	CONDO	19	13	-31.60%	\$1,963,132	\$2,178,846	11.00%	75	44	-41.60%
Palos Verdes Estates	SFR	33	39	18.20%	\$2,096,052	\$1,823,976	-13.00%	62	85	37.80%
	CONDO	2	1	-50.00%	\$721,500	\$689,000	-4.50%	54	97	79.60%
Playa Del Rey	SFR	6	20	233.30%	\$1,726,522	\$1,856,208	7.50%	47	61	30.60%
	CONDO	32	22	-31.20%	\$614,162	\$708,733	15.40%	37	39	4.70%
Playa Vista	SFR	4	7	75.00%	\$2,448,750	\$2,708,872	10.60%	68	39	-43.10%
	CONDO	21	29	38.10%	\$1,148,998	\$1,132,747	-1.40%	43	52	21.10%
Rancho Palos Verdes	SFR	75	90	20.00%	\$1,413,995	\$1,445,262	2.20%	45	57	26.70%
	CONDO	17	31	82.40%	\$759,165	\$704,202	-7.20%	44	41	-7.60%
Redondo Beach	SFR	67	86	28.40%	\$1,349,007	\$1,318,249	-2.30%	30	40	35.60%
	CONDO	115	123	7.00%	\$982,837	\$1,001,808	1.90%	33	49	46.90%
Rolling Hills Estate	SFR	16	26	62.50%	\$2,021,080	\$2,044,673	1.20%	62	43	-30.80%
	CONDO	11	15	36.40%	\$688,273	\$616,705	-10.40%	19	27	45.10%
Torrance	SFR	194	210	8.20%	\$830,123	\$876,643	5.60%	26	32	24.40%
	CONDO	90	87	-3.30%	\$568,059	\$544,813	-4.10%	39	32	-16.20%

Home sales activity in the South Bay was energetic, up 17 percent from last year. Activity in the single-family market continued. Standouts were Playa Del Rey, showing a 233 percent increase, and Playa Vista with a 75 percent increase thanks to more companies opening shop in “Silicon Beach.” Rolling Hills Estates, Hawthorne and Hermosa Beach also did well.

Condominium activity was strong compared to last year. El Segundo had a 128 percent increase while prices rose 8 percent. Hermosa Beach's condominium market enjoyed a 17 percent increase in the average sales price. Buyers there moved quickly resulting in a solid 32-day decline of days on market.





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