



# SOCAL + HI QUARTERLY MARKET (MICRO) INSIGHTS REPORT

—

Q4 2021



It is our pleasure to bring you the Compass 2021 SoCal + Hawaii Q4 2021 Market Report. We are expanding our coverage to include Palm Springs/Palm Desert, Orange County, and Hawaii (Big Island, Oahu, Maui, and Hawaii). The top real estate story in the fourth quarter continued to focus on inventory constraints—simply not enough homes for sale to meet increased demand. The move-up market stalled with potential sellers asking, “where will I go?” This was true throughout Southern California and Hawaii.

Rising home prices from everywhere reflected this key market fundamental as home prices hit record highs. On the Westside, Brentwood’s average sales price for single-family homes increased 41 percent to \$6.3 million. The average sales price for Culver City condos rose 26 percent to \$863,763. The good news for sellers is the equity in their homes grew at unprecedented rates.

While inventory reached historic lows, sales activity declined in most markets. Home sales activity in Orange County fell by 17 percent year-over-year. While in Palm Springs/Palm Desert home sales activity decreased by 21 percent. Days on market proved how quickly buyers made decisions. In Irvine, condo buyers made offers very quickly resulting in those condos selling 22 days faster than last year.

During these turbulent times, Compass professionals continued to advise sellers on strategically selling their homes for the best offer and price. Advising buyers and submitting that “winning offer” was a challenge in all markets. Compass agents continued to prove the value of working with a respected professional with deep market knowledge and a network of industry contacts to assure smooth and successful transactions from showings to closings.

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SOCAL  
LOS ANGELES +  
PALM SPRINGS/  
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# COASTAL COMMUNITIES

Housing market activity in the Coastal Communities increased by only 3 percent over last year's fourth quarter. The average sales price increased 9 percent to \$2.5 million compared to the same time last year. Malibu Beach single-family home sales, which reached record levels for much of 2021, fell by 37 percent in the fourth quarter. Meanwhile, that dip in sales is despite a 14 percent decrease in the average single-family home sales price there, which fell to \$7.5 million.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Malibu	SFR	60	61	1.7%	\$4,505,757	\$4,727,992	4.9%	64	82	28.1%
	CONDO	18	13	-27.8%	\$1,218,949	\$1,238,163	1.6%	81	19	-76.5%
Malibu Beach	SFR	27	17	-37.0%	\$8,765,448	\$7,507,859	-14.3%	85	62	-27.1%
	CONDO	6	2	-66.7%	\$3,432,800	\$4,643,108	35.3%	124	24	-80.6%
Marina del Rey	SFR	30	46	53.3%	\$2,106,867	\$2,134,289	1.3%	54	37	-31.5%
	CONDO	75	96	28.0%	\$1,137,297	\$1,201,423	5.6%	37	31	-16.2%
Pacific Palisades	SFR	89	90	1.1%	\$4,238,206	\$5,066,246	19.5%	52	39	-25.0%
	CONDO	21	23	9.5%	\$1,343,888	\$1,518,970	13.0%	44	45	2.3%
Palms - Mar Vista	SFR	101	96	-5.0%	\$2,004,635	\$2,220,494	10.8%	44	21	-52.3%
	CONDO	30	40	33.3%	\$772,409	\$829,717	7.4%	34	32	-5.9%
Santa Monica	SFR	62	88	41.9%	\$3,364,439	\$4,166,448	23.8%	53	37	-30.2%
	CONDO	142	152	7.0%	\$1,121,189	\$1,431,577	27.7%	46	38	-17.4%
Topanga	SFR	45	21	-53.3%	\$1,718,817	\$2,187,417	27.3%	58	75	29.3%
	CONDO	7	1	-85.7%	\$580,386	\$730,000	25.8%	77	82	6.5%
Venice	SFR	67	78	16.4%	\$2,356,248	\$2,741,890	16.4%	66	55	-16.7%
	CONDO	11	17	54.5%	\$1,329,500	\$1,408,971	6.0%	97	49	-49.5%
Westchester	SFR	90	75	-16.7%	\$1,457,552	\$1,575,212	8.1%	32	23	-28.1%
	CONDO	18	13	-27.8%	\$641,861	\$639,192	-0.4%	34	24	-29.4%



# THE HILLS

The number of homes sold in the Hills in the fourth quarter increased 19 percent. Strong demand in the Hills, combined with inventory constraints, saw the year-over-year average sales price rise 15 percent to \$4.6 million. Single-family home sales activity in Beverly Hills increased by 83 percent. Those Beverly Hills buyers were not deterred as the average sales price rose 20 percent over last year's fourth quarter to \$10.1 million.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Beverly Hills	SFR	29	53	82.8%	\$8,447,121	\$10,179,179	20.5%	99	63	-36.4%
	CONDO	22	29	31.8%	\$1,419,114	\$1,576,734	11.1%	63	50	-20.6%
Beverly Hills P.O.	SFR	44	44	0.0%	\$4,043,357	\$6,031,118	49.2%	72	77	6.9%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
Bel-Air - Holmby Hills	SFR	59	55	-6.8%	\$5,215,545	\$4,785,173	-8.3%	66	54	-18.2%
	CONDO	2	4	100.0%	\$1,264,900	\$913,625	-27.8%	12	38	216.7%

# THE WESTSIDE

Home sales activity on the Westside increased 18 percent compared to last year's fourth quarter. The average sales price increased 25 percent to \$2.3 million. Buyers moved quickly on available homes which resulted in homes selling 7 days faster compared to last year's fourth quarter. Brentwood saw the average sales price increase significantly for both single-family homes and condos. Year-over-year single-family home prices there rose 41 percent to \$6.3 million.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Beverlywood	SFR	59	54	-8.5%	\$1,595,000	\$1,755,000	10.0%	42	22	-47.6%
	CONDO	14	23	64.3%	\$703,286	\$813,974	15.7%	36	39	8.3%
Brentwood	SFR	82	82	0.0%	\$4,502,869	\$6,343,143	40.9%	57	63	10.5%
	CONDO	51	57	11.8%	\$865,725	\$1,148,797	32.7%	43	41	-4.7%
Cheviot Hills - Rancho Park	SFR	30	24	-20.0%	\$2,643,458	\$3,262,312	23.4%	41	33	-19.5%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
West LA	SFR	35	29	-17.1%	\$1,546,040	\$1,602,834	3.7%	43	41	-4.7%
	CONDO	42	59	40.5%	\$941,718	\$906,156	-3.8%	39	24	-38.5%
Westwood - Century City	SFR	59	47	-20.3%	\$2,569,345	\$3,467,987	35.0%	37	25	-32.4%
	CONDO	122	208	70.5%	\$1,218,205	\$1,361,249	11.7%	69	50	-27.5%





# HOLLYWOOD HILLS & MID-CITY

Home sales activity in Hollywood Hills & Mid-City increased 3 percent compared to last year's fourth quarter. The average sale price rose 15 percent to nearly \$1.8 million. Condo sales in Hancock Park-Wilshire bucked the overall sales activity trend increasing 49 percent year-over-year. Buyers for single-family homes in Hancock Park-Wilshire made quick decisions with homes selling 12 days faster compared to last year.



	TYPE	Number of Sales			Average Sold Price			Days on Market		
		2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Beverly Center - Miracle Mile	SFR	79	55	-30.4%	\$2,084,714	\$2,704,172	29.7%	41	20	-51.2%
	CONDO	35	38	8.6%	\$833,486	\$924,345	10.9%	47	42	-10.6%
Hancock Park - Wilshire	SFR	95	63	-33.7%	\$2,394,421	\$2,616,319	9.3%	53	28	-47.2%
	CONDO	37	55	48.6%	\$742,878	\$843,978	13.6%	41	42	2.4%
Hollywood Hills East	SFR	46	54	17.4%	\$1,846,777	\$2,090,071	13.2%	51	29	-43.1%
	CONDO	17	11	-35.3%	\$723,982	\$686,129	-5.2%	47	45	-4.3%
Sunset Strip - Hollywood Hills West	SFR	130	146	12.3%	\$2,664,961	\$3,225,563	21.0%	52	52	0.0%
	CONDO	28	33	17.9%	\$985,082	\$846,465	-14.1%	47	44	-6.4%
West Hollywood	SFR	39	49	25.6%	\$2,369,533	\$2,908,896	22.8%	55	33	-40.0%
	CONDO	109	132	21.1%	\$899,120	\$1,041,858	15.9%	56	33	-41.1%



# WESTSIDE/ SOUTH

Westside South's home sales activity was flat compared to last year's fourth quarter. This is most likely the result of fewer homes for sale combined with rapidly rising home prices. A 22 percent year-over-year increase pushed the average sales price to over \$1 million. Culver City, with its younger workforce and buyer demographic, saw the average condo sales price increase 26 percent to \$863,763. The average single-family sales price in Culver City reached \$1.6 million.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Culver City	SFR	68	72	5.9%	\$1,532,169	\$1,662,512	8.5%	36	23	-36.1%
	CONDO	81	86	6.2%	\$685,018	\$863,763	26.1%	36	30	-16.7%
Inglewood	SFR	72	66	-8.3%	\$770,788	\$794,981	3.1%	30	25	-16.7%
	CONDO	33	39	18.2%	\$459,606	\$542,106	18.0%	40	38	-5.0%
Ladera Heights	SFR	10	12	20.0%	\$1,598,000	\$1,825,891	14.3%	46	21	-54.3%
	CONDO	2	0	-100.0%	\$510,000	N/A	N/A	42	0	-100.0%
Park Hills Heights	SFR	122	125	2.5%	\$892,843	\$1,130,902	26.7%	32	30	-6.3%
	CONDO	25	14	-44.0%	\$596,474	\$682,206	14.4%	51	35	-31.4%



# METRO LOS ANGELES

The number of homes sold in Metro Los Angeles increased by 7 percent. As offices reopened, Downtown LA's condo market rebounded showing a 51 percent increase in sales activity. That strong demand is reflected in the fourth quarter average sales price for those condos which increased 15 percent to \$735,065. Moving west, the average sales price of condos in Hollywood fell 10 percent to \$730,576. Single-family home sales activity in popular Los Feliz decreased by 3 percent.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Atwater	SFR	30	21	-30.0%	\$1,143,416	\$1,403,690	22.8%	46	29	-37.0%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
Downtown LA	SFR	28	34	21.4%	\$572,464	\$562,229	-1.8%	27	34	25.9%
	CONDO	70	106	51.4%	\$637,497	\$735,065	15.3%	83	63	-24.1%
Hollywood	SFR	29	35	20.7%	\$1,325,317	\$1,492,575	12.6%	59	41	-30.5%
	CONDO	37	42	13.5%	\$814,707	\$730,576	-10.3%	54	55	1.9%
Los Feliz	SFR	69	67	-2.9%	\$2,455,876	\$2,516,342	2.5%	47	28	-40.4%
	CONDO	10	16	60.0%	\$727,640	\$797,125	9.5%	36	24	-33.3%
Silver Lake - Echo Park	SFR	128	109	-14.8%	\$1,332,956	\$1,568,520	17.7%	41	28	-31.7%
	CONDO	28	30	7.1%	\$732,961	\$792,875	8.2%	54	37	-31.5%



# SOUTH BAY

Home sales activity in the South Bay increased by almost 2 percent over last year's fourth quarter. Palos Verdes Estates' average sales price had the strongest growth increasing 24 percent to just above \$2 million. The average sales price for Manhattan Beach condos was up 32 percent year-over-year to \$2.9 million. Just south is Hermosa Beach, where the average sales price for condos increased 7 percent to \$1.9 million.

	TYPE	Number of Sales			Average Sold Price			Days on Market		
		2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
El Segundo	SFR	26	22	-15.4%	\$1,795,731	\$1,960,182	9.2%	52	28	-46.2%
	CONDO	16	13	-18.8%	\$968,249	\$960,462	-0.8%	40	44	10.0%
Hermosa Beach	SFR	27	29	7.4%	\$2,929,807	\$2,975,552	1.6%	59	46	-22.0%
	CONDO	26	28	7.7%	\$1,765,699	\$1,897,429	7.5%	40	28	-30.0%
Hawthorne	SFR	81	87	7.4%	\$787,230	\$888,166	12.8%	25	23	-8.0%
	CONDO	36	17	-52.8%	\$731,917	\$812,765	11.0%	22	9	-59.1%
Manhattan Beach	SFR	107	96	-10.3%	\$3,295,074	\$3,629,866	10.2%	52	20	-61.5%
	CONDO	29	23	-20.7%	\$2,246,984	\$2,961,548	31.8%	25	19	-24.0%
Palos Verdes Estates	SFR	50	47	-6.0%	\$2,570,883	\$3,216,125	25.1%	51	33	-35.3%
	CONDO	3	5	66.7%	\$763,333	\$899,600	17.9%	14	14	0.0%
Playa del Rey	SFR	10	20	100.0%	\$2,374,734	\$2,187,147	-7.9%	63	37	-41.3%
	CONDO	38	41	7.9%	\$783,316	\$816,565	4.2%	29	30	3.4%
Playa Vista	SFR	14	9	-35.7%	\$2,083,929	\$2,623,778	25.9%	72	11	-84.7%
	CONDO	31	53	71.0%	\$1,091,908	\$1,204,263	10.3%	52	19	-63.5%
Rancho Palos Verdes	SFR	120	114	-5.0%	\$1,634,808	\$2,034,521	24.5%	25	23	-8.0%
	CONDO	41	23	-43.9%	\$716,016	\$861,891	20.4%	34	36	5.9%
Redondo Beach	SFR	101	92	-8.9%	\$1,491,486	\$1,809,866	21.3%	34	21	-38.2%
	CONDO	146	151	3.4%	\$1,094,513	\$1,189,461	8.7%	26	30	15.4%
Rolling Hills Estates	SFR	39	24	-38.5%	\$2,245,024	\$2,736,832	21.9%	62	18	-71.0%
	CONDO	19	20	5.3%	\$846,047	\$839,650	-0.8%	45	11	-75.6%
Torrance	SFR	237	229	-3.4%	\$966,101	\$1,106,657	14.5%	18	17	-5.6%
	CONDO	107	99	-7.5%	\$601,737	\$676,053	12.4%	28	17	-39.3%



# SAN FERNANDO VALLEY





# SFV WEST OF 405

Home sales activity in San Fernando Valley West, strong in last year's fourth quarter during the migration to the suburbs, fell almost 12 percent. Westlake Village saw home sales decline 19 percent, while the average sales price there rose to \$2.2 million. Condo sales in Woodland Hills fell by 22 percent. However, those condos sold 13 days faster than last year.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Agoura	SFR	112	92	-17.9%	\$1,155,813	\$1,489,927	28.9%	41	40	-2.4%
	CONDO	54	49	-9.3%	\$502,972	\$543,024	8.0%	36	34	-5.6%
Calabasas	SFR	88	74	-15.9%	\$1,949,926	\$2,085,082	6.9%	41	34	-17.1%
	CONDO	31	21	-32.3%	\$756,106	\$675,952	-10.6%	38	20	-47.4%
Chatsworth	SFR	88	92	4.5%	\$895,365	\$1,187,418	32.6%	32	30	-6.3%
	CONDO	56	41	-26.8%	\$504,320	\$575,793	14.2%	22	20	-9.1%
Encino	SFR	158	113	-28.5%	\$2,097,988	\$2,331,515	11.1%	35	29	-17.1%
	CONDO	70	57	-18.6%	\$475,786	\$490,591	3.1%	40	34	-15.0%
Hidden Hills	SFR	12	15	25.0%	\$5,925,583	\$6,573,133	10.9%	67	56	-16.4%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
Northridge	SFR	126	170	34.9%	\$921,183	\$1,056,626	14.7%	19	20	5.3%
	CONDO	42	32	-23.8%	\$546,109	\$555,316	1.7%	25	29	16.0%
Tarzana	SFR	88	65	-26.1%	\$1,465,584	\$1,637,085	11.7%	26	24	-7.7%
	CONDO	55	53	-3.6%	\$439,298	\$493,687	12.4%	30	32	6.7%
Westlake Village	SFR	113	91	-19.5%	\$2,113,873	\$2,262,312	7.0%	66	54	-18.2%
	CONDO	66	50	-24.2%	\$747,031	\$772,360	3.4%	56	29	-48.2%
Woodland Hills	SFR	250	239	-4.4%	\$1,145,522	\$1,317,208	15.0%	30	23	-23.3%
	CONDO	82	64	-22.0%	\$465,577	\$541,561	16.3%	34	21	-38.2%

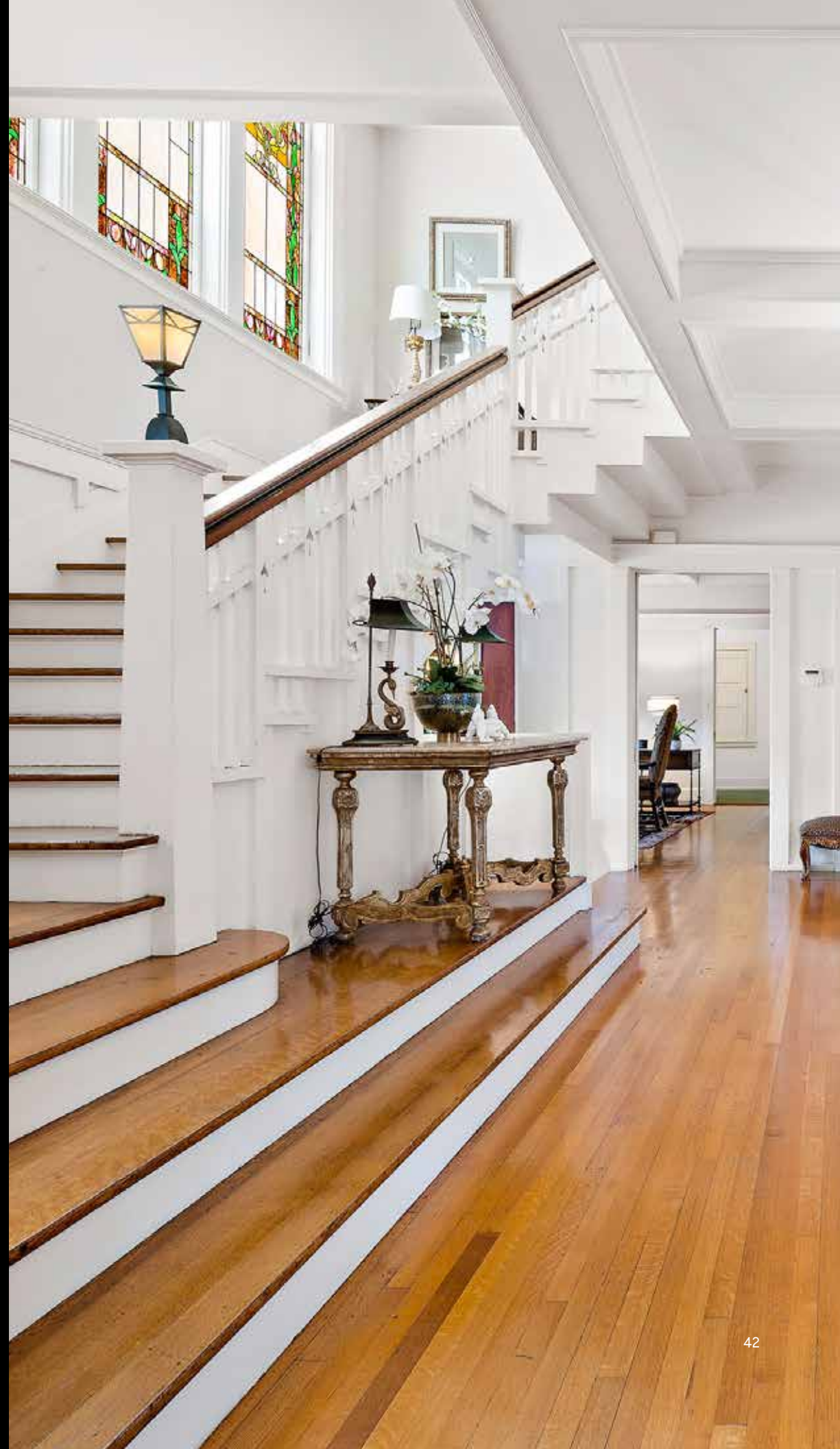
# SFV EAST OF 405

Home sales in the East San Fernando Valley declined by 12 percent in this year's fourth quarter. The average Studio City sales price for single-family homes increased 18 percent to \$2.3 million. Sherman Oaks had a 9 percent gain in the average sales price for single-family homes, reaching \$1.7 million. Further east in Toluca Lake, single-family sales activity was brisk with a 32 percent increase. That's despite the average sales price for single-family homes there increasing 61 percent to \$2.3 million.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Burbank	SFR	183	160	-12.6%	\$1,073,943	\$1,255,036	16.9%	18	20	11.1%
	CONDO	59	51	-13.6%	\$629,358	\$688,578	9.4%	26	27	3.8%
Glendale	SFR	170	178	4.7%	\$1,223,158	\$1,397,267	14.2%	34	25	-26.5%
	CONDO	111	107	-3.6%	\$591,714	\$618,579	4.5%	40	29	-27.5%
Sherman Oaks	SFR	209	157	-24.9%	\$1,629,018	\$1,784,278	9.5%	34	24	-29.4%
	CONDO	89	88	-1.1%	\$620,267	\$648,765	4.6%	37	28	-24.3%
Studio City	SFR	119	82	-31.1%	\$1,965,339	\$2,329,766	18.5%	45	27	-40.0%
	CONDO	62	51	-17.7%	\$718,871	\$787,035	9.5%	40	29	-27.5%
Toluca Lake	SFR	22	29	31.8%	\$1,458,895	\$2,347,897	60.9%	49	16	-67.3%
	CONDO	32	27	-15.6%	\$631,781	\$688,707	9.0%	31	23	-25.8%

# SAN GABRIEL VALLEY





# PASADENA

Home sales in greater Pasadena trended down with a 2 percent decline while the average sales price increased by 8 percent to \$1.2 million. South Pasadena single-family home sales activity rebounded from last year's fourth quarter, increasing 28 percent while condo sales there increased 36 percent. Desirable San Marino saw a 40 percent increase in year-over-year single family home sales activity. The average sales price for that single-family in San Marino rose to \$2.7 million.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Alhambra	SFR	57	55	-3.51%	\$817,703	\$927,406	13.4%	26	33	26.9%
	CONDO	52	41	-21.15%	\$595,190	\$648,583	9.0%	42	35	-16.7%
Altadena	SFR	92	92	0.00%	\$1,180,788	\$1,268,670	7.4%	30	21	-30.0%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
Pasadena	SFR	264	227	-14.02%	\$1,556,937	\$1,720,752	10.5%	35	31	-11.4%
	CONDO	177	166	-6.21%	\$717,108	\$869,442	21.2%	40	31	-22.5%
San Gabriel	SFR	60	72	20.00%	\$980,726	\$1,133,575	15.6%	20	24	20.0%
	CONDO	20	31	55.00%	\$618,318	\$831,058	34.4%	30	30	0.0%
San Marino	SFR	30	42	40.00%	\$2,662,280	\$2,751,933	3.4%	60	50	-16.7%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
South Pasadena	SFR	29	37	27.59%	\$1,842,513	\$1,738,749	-5.6%	24	27	12.5%
	CONDO	14	19	35.71%	\$886,779	\$959,409	8.2%	19	18	-5.3%



# LA CAÑADA FLINTRIDGE

Home sales activity in La Cañada Flintridge decreased 6 percent. Single-family home buyers in La Cañada Flintridge let homes sit on the market longer in the fourth quarter compared to last year, with homes taking 9 days longer to sell. Glendale condo buyers saw the average sales price increase 4 percent to \$618,570. The average sales price for more "affordable" Sunland/Tujunga condos rose 28 percent to \$572,139.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Atwater	SFR	30	21	-30.00%	\$1,143,416	\$1,403,590	22.8%	46	29	-37.0%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
Glendale	SFR	170	178	4.71%	\$1,223,158	\$1,397,267	14.2%	34	25	-26.5%
	CONDO	111	107	-3.60%	\$591,714	\$618,579	4.5%	40	29	-27.5%
La Cañada Flintridge	SFR	79	71	-10.13%	\$2,383,047	\$2,751,878	15.5%	38	42	10.5%
	CONDO	3	0	-100.00%	\$1,050,000	N/A	N/A	38	N/A	N/A
La Crescenta/Glendale/ Montrose/Sparr Heights	SFR	92	84	-8.70%	\$1,143,979	\$1,236,894	8.1%	35	23	-34.3%
	CONDO	31	17	-45.16%	\$630,455	\$680,735	8.0%	29	22	-24.1%
Sunland/Tujunga	SFR	130	119	-8.46%	\$774,001	\$872,764	12.8%	33	28	-15.2%
	CONDO	15	20	33.33%	\$446,292	\$572,139	28.2%	38	20	-47.4%



# NORTHEAST LOS ANGELES

Home sales across Northeast Los Angeles decreased by 11 percent. The average sales price increased by 14 percent to \$901,105. Days on market declined by 23 percent compared to last year. The average sales price of single-family homes in Highland Park, a community favored by young families, increased by 18 percent to \$1.1 million. Neighboring Eagle Rock's average sales price for single-family homes also reached \$1.1 million.

		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Eagle Rock	SFR	60	69	15.00%	\$1,119,982	\$1,340,163	19.7%	31	26	-16.1%
	CONDO	1	2	100.00%	\$644,000	\$692,500	7.5%	82	29	-64.6%
Glassell Park	SFR	51	29	-43.14%	\$945,025	\$1,167,943	23.6%	37	24	-35.1%
	CONDO	3	1	-66.67%	\$527,667	\$577,200	9.4%	75	46	-38.7%
Highland Park	SFR	98	80	-18.37%	\$970,611	\$1,141,045	17.6%	43	28	-34.9%
	CONDO	10	10	0.00%	\$568,700	\$625,500	10.0%	28	18	-35.7%
Montecito Heights	SFR	8	8	0.00%	\$956,377	\$1,097,500	14.8%	35	47	34.3%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
Monterey Hills	SFR	7	2	-71.43%	\$905,143	\$1,000,000	10.5%	24	32	33.3%
	CONDO	25	26	4.00%	\$532,440	\$618,377	16.1%	25	26	4.0%
Mount Washington	SFR	52	54	3.85%	\$1,065,480	\$1,202,929	12.9%	33	24	-27.3%
	CONDO	1	1	0.00%	\$426,000	\$449,000	5.4%	1	18	1700.0%



# EAST SAN GABRIEL VALLEY

East San Gabriel Valley home sales activity declined 3 percent over last year. Single-family home sales were the strongest in Arcadia, increasing by 19 percent. Buyers also liked condos in Arcadia where year-over-year sales activity increased 35 percent. The average sales price of those condos increased 18 percent to \$892,315. The condo market there was competitive as they sold 20 days faster than last year.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Arcadia	SFR	96	114	18.75%	\$1,508,339	\$1,850,716	22.7%	43	42	-2.3%
	CONDO	43	58	34.88%	\$756,286	\$892,315	18.0%	46	26	-43.5%
Azusa	SFR	66	77	16.67%	\$685,280	\$739,806	8.0%	19	16	-15.8%
	CONDO	59	41	-30.51%	\$456,201	\$542,456	18.9%	24	27	12.5%
Bradbury	SFR	5	4	-20.00%	\$2,342,200	\$5,177,750	121.1%	194	36	-81.4%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
Monrovia	SFR	75	68	-9.33%	\$894,074	\$1,082,158	21.0%	36	28	-22.2%
	CONDO	24	11	-54.17%	\$554,981	\$649,990	17.1%	20	26	30.0%
Monterey Park	SFR	55	55	0.00%	\$825,534	\$1,008,053	22.1%	31	29	-6.5%
	CONDO	22	33	50.00%	\$559,771	\$704,676	25.9%	46	24	-47.8%
Sierra Madre	SFR	35	33	-5.71%	\$1,203,271	\$1,502,689	24.9%	32	15	-53.1%
	CONDO	1	4	300.00%	\$550,000	\$777,275	41.3%	55	13	-76.4%



# THE DESERT

Home sales activity in Palm Springs/Palm Desert decreased 21 percent. The year-over-year average sales price rose 26 percent to a record high of \$662,321. The Desert benefited from buyers relocating from Los Angeles, Orange County, and San Diego. Some purchased primary residences while others chose second homes. Most Desert cities posted strong double-digit gains in average sales price for single-family homes and condos.





	TYPE	Number of Sales			Average Sold Price			Days on Market		
		2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Cathedral City	SFR	190	179	-5.8%	\$439,608	\$537,923	22.36%	53	40	-24.53%
	CONDO	63	54	-14.3%	\$212,893	\$269,626	26.65%	71	27	-61.97%
Coachella	SFR	42	52	23.8%	\$284,575	\$365,827	28.55%	55	56	1.82%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
Desert Hot Springs	SFR	163	172	5.5%	\$292,283	\$366,376	25.35%	49	44	-10.20%
	CONDO	7	5	-28.6%	\$58,057	\$110,600	90.50%	32	47	46.88%
Indian Wells	SFR	129	58	-55.0%	\$1,510,813	\$1,950,040	29.07%	98	59	-39.80%
	CONDO	41	21	-48.8%	\$578,244	\$607,571	5.07%	118	37	-68.64%
Indio	SFR	319	357	11.9%	\$354,578	\$551,709	55.60%	75	35	-53.33%
	CONDO	32	27	-15.6%	\$213,457	\$239,815	12.35%	68	36	-47.06%
La Quinta	SFR	474	353	-25.5%	\$910,446	\$1,020,169	12.05%	66	41	-37.88%
	CONDO	122	71	-41.8%	\$443,116	\$595,997	34.50%	54	28	-48.15%
Palm Desert	SFR	386	329	-14.8%	\$667,389	\$851,355	27.57%	58	42	-27.59%
	CONDO	365	245	-32.9%	\$356,227	\$465,206	30.59%	76	31	-59.21%
Palm Springs	SFR	333	247	-25.8%	\$974,794	\$1,190,426	22.12%	43	36	-16.28%
	CONDO	372	268	-28.0%	\$332,847	\$419,609	26.07%	54	30	-44.44%
Rancho Mirage	SFR	236	163	-30.9%	\$946,112	\$1,215,692	28.49%	67	37	-44.78%
	CONDO	118	85	-28.0%	\$377,727	\$501,524	32.77%	72	33	-54.17%



# ORANGE COUNTY

Home sales activity in Orange County fell by 17 percent and the average sales price increased 21 percent to \$1.7 million. Laguna's average sales price for single-family homes climbed 65 percent from last year's fourth quarter to \$4.5 million. The average sales price for Irvine condos increased 26 percent to \$968,200. Those Irvine buyers made offers very quickly resulting in condos selling 22 days faster than last year.





		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Corona Del Mar	SFR	44	47	6.8%	\$4,613,961	\$5,744,541	24.5%	74	57	-23.0%
	CONDO	19	35	84.2%	\$2,043,895	\$2,308,743	13.0%	62	30	-51.6%
Costa Mesa	SFR	177	160	-9.6%	\$1,097,879	\$1,332,296	21.4%	30	21	-30.0%
	CONDO	72	58	-19.4%	\$675,425	\$825,524	22.2%	26	16	-38.5%
Dana Point	SFR	103	91	-11.7%	\$2,006,004	\$2,865,740	42.9%	67	25	-62.7%
	CONDO	60	42	-30.0%	\$987,854	\$950,524	-3.8%	37	30	-18.9%
Huntington Beach	SFR	382	329	-13.9%	\$1,226,840	\$1,407,360	14.7%	30	18	-40.0%
	CONDO	184	174	-5.4%	\$656,175	\$740,316	12.8%	26	22	-15.4%
Irvine	SFR	361	310	-14.1%	\$1,439,642	\$1,867,029	29.7%	46	20	-56.5%
	CONDO	537	386	-28.1%	\$767,629	\$968,100	26.1%	38	15	-60.5%
Ladera Ranch	SFR	95	58	-38.9%	\$1,356,903	\$1,778,259	31.1%	31	16	-48.4%
	CONDO	57	40	-29.8%	\$598,974	\$733,470	22.5%	26	7	-73.1%
Laguna Beach	SFR	111	101	-9.0%	\$2,764,829	\$4,558,937	64.9%	66	58	-12.1%
	CONDO	17	11	-35.3%	\$1,283,794	\$1,975,573	53.9%	93	74	-20.4%
Laguna Hills	SFR	95	60	-36.8%	\$1,418,636	\$1,499,439	5.7%	34	22	-35.3%
	CONDO	42	43	2.4%	\$485,737	\$577,149	18.8%	17	14	-17.6%
Laguna Niguel	SFR	174	143	-17.8%	\$1,286,120	\$1,704,107	32.5%	31	18	-41.9%
	CONDO	126	105	-16.7%	\$566,339	\$740,532	30.8%	32	12	-62.5%
Long Beach	SFR	617	583	-5.5%	\$879,545	\$988,677	12.4%	22	23	4.5%
	CONDO	346	274	-20.8%	\$496,723	\$550,649	10.9%	36	23	-36.1%
Mission Viejo	SFR	327	272	-16.8%	\$899,912	\$1,080,117	20.0%	17	16	-5.9%
	CONDO	118	81	-31.4%	\$519,892	\$645,318	24.1%	24	19	-20.8%



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Newport Beach	SFR	207	159	-23.2%	\$3,211,336	\$3,744,294	16.6%	50	37	-26.0%
	CONDO	79	65	-17.7%	\$1,447,693	\$1,532,926	5.9%	50	39	-22.0%
Newport Coast	SFR	41	45	9.8%	\$7,516,865	\$7,017,625	-6.6%	82	48	-41.5%
	CONDO	25	14	-44.0%	\$1,165,560	\$1,789,429	53.5%	56	25	-55.4%
San Clemente	SFR	207	187	-9.7%	\$1,385,903	\$1,769,850	27.7%	28	19	-32.1%
	CONDO	70	49	-30.0%	\$754,781	\$987,831	30.9%	30	35	16.7%
San Juan Capistrano	SFR	115	92	-20.0%	\$1,502,501	\$2,017,032	34.2%	46	22	-52.2%
	CONDO	28	19	-32.1%	\$534,009	\$752,054	40.8%	24	12	-50.0%
Seal Beach	SFR	43	28	-34.9%	\$1,358,117	\$1,484,250	9.3%	14	16	14.3%
	CONDO	129	113	-12.4%	\$269,579	\$337,605	25.2%	52	23	-55.8%

# HAWAII





# BIG ISLAND

Housing market activity on the Big Island decreased 16 percent compared to last year's fourth quarter. Buyers moved quickly with homes selling 45 days faster this year. The average single-family sales price in Kona rose 19 percent to \$1.8 million. Condos in Waikoloa had a 72 percent average sales price increase to \$782,024. The average single-family sales price in Waikoloa increased 48 percent topping \$1 million.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Hilo (city)	SFR	75	66	-12.0%	\$425,268	\$531,594	25.0%	49	38	-22.45%
	CONDO	40	45	12.5%	\$326,060	\$402,880	23.6%	56	38	-32.14%
Holualoa (city)	SFR	10	6	-40.0%	\$810,900	\$1,022,833	26.1%	77	23	-70.13%
	CONDO	5	4	-20.0%	\$428,800	\$396,000	-7.6%	23	12	-47.83%
Kona (city)	SFR	174	134	-23.0%	\$1,567,689	\$1,871,986	19.4%	61	30	-50.82%
	CONDO	151	131	-20.0%	\$685,997	\$708,653	3.3%	71	21	-70.42%
Waikoloa (city)	SFR	32	23	-28.1%	\$701,848	\$1,041,748	48.4%	53	15	-71.70%
	CONDO	58	53	-8.6%	\$455,030	\$782,024	71.9%	160	17	-89.38%
Waimea (city)	SFR	4	1	-75.0%	\$551,252	\$675,000	22.4%	56	8	-85.71%
	CONDO	3	0	N/A	\$600,000	N/A	N/A	N/A	N/A	N/A



# OAHU

Oahu's housing market activity increased 10 percent compared to last year. The average sales price reached \$1.3 million, a 28 percent increase. Kailua on Oahu's windward side had a sharp 26 percent decline in single-family home sales activity. Waikiki, with more condos than single-family homes, saw the average sales price of those condos increase by 25 percent to \$550,847. Condo sales activity there increased by 71 percent.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Kahala (zip 96816)	SFR	84	94	11.9%	\$1,561,792	\$2,029,511	29.9%	38	35	-7.89%
	CONDO	18	15	-16.7%	\$464,054	\$584,333	25.9%	43	18	-58.14%
Kahala (zip 96821)	SFR	57	54	-5.3%	\$1,757,351	\$2,065,251	17.5%	70	25	-64.29%
	CONDO	2	3	50.0%	\$812,500	\$941,667	15.9%	36	13	-63.89%
Kailua (city)	SFR	97	72	-25.8%	\$1,606,049	\$2,115,556	31.7%	35	26	-25.71%
	CONDO	39	27	-30.8%	\$600,564	\$781,648	30.2%	32	17	-46.88%
Hawaii Kai (MLS area)	SFR	58	67	15.5%	\$1,546,907	\$2,050,500	32.6%	44	36	-18.18%
	CONDO	99	68	-31.3%	\$667,750	\$634,741	-4.9%	40	19	-52.50%
Waikiki (zip 96815)	SFR	10	6	-40.0%	\$1,250,000	\$1,960,000	56.8%	54	187	246.30%
	CONDO	221	378	71.0%	\$440,026	\$550,847	25.2%	90	51	-43.33%
Haliewa (city)	SFR	31	9	-71.0%	\$1,419,323	\$1,272,667	-10.3%	71	74	4.23%
	CONDO	1	1	0.0%	\$575,000	\$715,000	24.3%	2	0	-100.00%
Waialua (city)	SFR	10	9	-10.0%	\$1,330,050	\$2,341,667	76.1%	66	57	-13.64%
	CONDO	12	7	-41.7%	\$433,699	\$437,571	0.9%	71	17	-76.06%



# MAUI

Housing market activity in the fourth quarter on Maui increased 3.5 percent. This sign of a slowing market was most likely due to low inventory. The average sales price for single-family homes in Kihei increased 32 percent to \$1.4 million. Buyers had to make quick decisions on those single-family homes, reducing days on market by 53 percent. The average sales price for condos in Kihei rose 26 percent to \$730,613.



	TYPE	Number of Sales			Average Sold Price			Days on Market		
		2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Haiku (city)	SFR	31	22	-29.0%	\$1,306,429	\$1,325,528	1.5%	109	83	-23.85%
	CONDO	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Kihei (mls area)	SFR	49	53	8.2%	\$1,091,048	\$1,445,928	32.5%	124	58	-53.23%
	CONDO	144	155	7.6%	\$578,776	\$730,613	26.2%	122	43	-64.75%
Kula (city)	SFR	19	22	15.8%	\$1,223,158	\$1,661,156	35.8%	98	95	-3.06%
	CONDO	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Lahaina (city)	SFR	52	45	-13.5%	\$2,436,863	\$2,563,439	5.2%	139	100	-28.06%
	CONDO	157	169	7.6%	\$861,101	\$1,237,648	43.7%	138	60	-56.52%
Paia (city)	SFR	7	10	42.9	\$846,643	\$1,885,664	122.70%	137	113	-17.52%
	CONDO	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Wailea/Makena (MLS area)	SFR	10	12	20.0%	\$2,850,000	\$2,675,000	-6.1%	169	90	-46.75%
	CONDO	76	59	-22.4%	\$2,824,874	\$2,669,098	-5.5%	197	49	-75.13%
Wailuku (city)	SFR	51	63	23.5%	\$789,524	\$906,313	14.8%	155	57	-63.23%
	CONDO	37	45	21.6%	\$457,832	\$519,011	13.4%	137	46	-66.42%



# KAUAI

Housing market activity on Kauai increased by 5 percent in the fourth quarter. The average sales price rose 8 percent to \$2.1 million. Single-family home sales in Princeville on Kauai's north shore fell by 38 percent, while condos there saw a 42 percent increase with the average sales price reaching \$1.1 million. Those condo buyers moved quickly reducing days on market from 74 in Q4 2020 to 36.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2020	2021	% CHANGE	2020	2021	% CHANGE	2020	2021	% CHANGE
Hanalei (city)	SFR	9	10	11.1%	\$7,288,262	\$2,445,000	-66.50%	120	200	66.67%
	CONDO	2	5	150.0%	\$582,500	\$1,916,250	229.00%	222	355	59.91%
Kapa'a (city)	SFR	47	38	-19.1%	\$799,054	\$948,913	18.8%	46	29	-36.96%
	CONDO	18	41	127.8%	\$572,111	\$597,261	4.4%	86	28	-67.44%
Kilauea (city)	SFR	15	11	-26.7%	\$2,008,767	\$2,688,364	33.8%	135	124	-8.15%
	CONDO	2	2	0.0%	\$2,100,000	\$3,207,500	52.7%	87	1	-98.85%
Poipu (city)	SFR	0	3	N/A	N/A	\$3,425,000	N/A	N/A	84	N/A
	CONDO	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Princeville (city)	SFR	28	18	-35.7%	\$1,365,322	\$2,436,819	78.5%	134	50	-62.69%
	CONDO	34	35	2.9%	\$829,000	\$1,180,814	42.4%	74	36	-51.35%



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