



SOCAL QUARTERLY MARKET (MICRO) INSIGHTS REPORT

Q4 2022



Home sales activity declined across Southern California from the Central Coast to the South Bay. Buyers took a wait-and-see approach as the Fed continued to raise interest rates. Buyers recalculated and reevaluated where they could afford to buy and at what price point. The holidays are traditionally a slower period when sellers wait to list their homes and buyers take a break, impacting home sales activity more in this fourth quarter compared to last year's fourth quarter. Home sales activity on the Westside | South fell 44 percent. Home sales activity in the Desert and Mountain Areas fell 56 percent trending with the rest of the Southern California market. On the Central Coast home sales activity fell by 40 percent in 2022's fourth quarter.

Home prices were very much location-centric. In San Fernando Valley, the median sales price rose 27 percent

to \$1.3 million. In Westside / South the median sales price declined over 6 percent to \$929,363. The South Bay also saw the median sales price decline 5 percent to \$1.6 million. While up the coast to Ventura, the median sales price for single-family homes increased 32 percent to \$1.2 million. The median sales prices for condos fared better than single-family homes in some areas. The median sales price for Pacific Palisades condos increased by 21 percent to \$1.5 million. Condos in Irvine had a median sales price increase of 11 percent to just over \$1 million.

As we move forward into 2023 the Southern California market offers challenges and opportunities. Compass agents know first-hand the markets they work in and most importantly the particulars of each market.

LOS ANGELES + WESTSIDE

3
Coastal Communit

7
The Hills

11
Westside

15
Hollywood Hills + Mid-City

19
Westside / South

23
Metro Los Angeles

DESERT + MOUNTAIN AREAS

27
Palm Springs + Palm Desert

ORANGE COUNTY

31
Costa Mesa + Orange County

SAN FERNANDO VALLEY

39
San Fernando Valley

43
Conejo Valley

SAN GABRIEL VALLEY

49
Pasadena

53
La Cañada Flintridge

57
Northeast Los Angeles

61
East San Gabriel Valley

SOUTH BAY

65
Manhattan Beach +
Adjacent Communit

CENTRAL COAST

71
Atascadero + San Luis Obispo

SANTA BARBARA

75
Carpinteria + Montecito

SOCAL
LOS ANGELES / OC
DESERT/MOUNTAIN
CENTRAL COAST



COASTAL COMMUNITIES

Housing market activity across the Coastal Communities declined by 48 percent in the fourth quarter of 2022. Though the median sales price increased 10 percent to \$2.3 million compared to last year, Malibu single-family home sales were down 47 percent while the median sales prices dipped 15 percent to \$3 million. The median sales price for Pacific Palisades condos increased by 21 percent to \$1.5 million.

		Number of Sales			Median Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Malibu	SFR	62	33	-46.8%	\$3,600,000	\$3,075,000	-14.6%	84	92	9.5%
	Condo	13	3	-76.9%	\$1,250,000	\$1,629,000	30.3%	19	34	78.9%
Malibu Beach	SFR	18	12	-33.3%	\$5,750,000	\$10,917,500	89.9%	77	82	6.5%
	Condo	2	3	50.0%	\$4,643,108	\$1,175,000	-74.7%	24	47	95.8%
Marina del Rey	SFR	46	20	-56.5%	\$1,950,000	\$1,952,504	0.1%	36	43	19.4%
	Condo	100	53	-47.0%	\$1,110,000	\$1,205,000	8.6%	28	45	60.7%
Pacific Palisades	SFR	92	49	-46.7%	\$4,107,500	\$4,730,000	15.2%	38	46	21.1%
	Condo	23	14	-39.1%	\$1,311,800	\$1,587,000	21.0%	45	39	-13.3%
Palms - Mar Vista	SFR	96	51	-46.9%	\$1,862,500	\$1,962,000	5.3%	19	35	84.2%
	Condo	40	14	-65.0%	\$810,000	\$832,500	2.8%	32	39	21.9%
Santa Monica	SFR	90	37	-58.9%	\$3,475,000	\$3,000,000	-13.7%	36	36	0.0%
	Condo	153	75	-51.0%	\$1,185,000	\$1,252,000	5.7%	39	48	23.1%
Topanga	SFR	22	18	-18.2%	\$1,910,625	\$1,562,500	-18.2%	67	82	22.4%
	Condo	1	0	-100.0%	\$730,000	N/A	N/A	82	N/A	N/A
Venice	SFR	78	36	-53.8%	\$2,510,000	\$2,103,750	-16.2%	57	55	-3.5%
	Condo	18	13	-27.8%	\$1,472,500	\$1,415,000	-3.9%	48	18	-62.5%
Westchester	SFR	78	54	-30.8%	\$1,400,000	\$1,491,000	6.5%	23	41	78.3%
	Condo	13	6	-53.8%	\$580,000	\$641,050	10.5%	23	30	30.4%

THE HILLS

Home sales activity in the Hills fell 37 percent compared to the same time last year. The median sales price there dipped 2 percent to \$2.7 million. Beverly Hills single-family homes saw 2022's fourth quarter median sales price increase by 7 percent to \$8 million. Those Beverly Hills single-family homes sat longer as Average days on market increased to 108 from 63 in Q4 2021.

		Number of Sales			Median Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Beverly Hills	SFR	55	38	-30.9%	\$7,500,000	\$8,050,000	7.3%	63	108	71.4%
	Condo	29	19	-34.5%	\$1,400,000	\$1,315,000	-6.1%	48	41	-14.6%
Beverly Hills P.O.	SFR	44	25	-43.2%	\$3,387,500	\$3,125,000	-7.7%	71	66	-7.0%
	Condo	0	0	N/A	0	0	N/A	0	0	N/A
Bel-Air - Holmby Hills	SFR	55	31	-43.6%	\$3,500,000	\$2,700,000	-22.9%	53	92	73.6%
	Condo	38	27	-28.9%	\$870,250	\$1,079,500	24.0%	38	27	-28.9%

THE WESTSIDE

Home sales activity on the Westside fell 44 percent in the fourth quarter. Sales activity for single-family homes in Brentwood decreased by 53 percent. While the median sales price for those single-family homes rose 3 percent to \$3.7 million. Condo prices in West LA declined by 10 percent to \$785,000 compared to Q4 2021. Condos in the Westwood-Century City area saw sales activity decline by 52 percent.

		Number of Sales			Median Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Beverlywood	SFR	55	31	-43.6%	\$1,760,000	\$1,670,000	-5.1%	27	31	14.8%
	Condo	21	11	-47.6%	\$739,500	\$865,000	17.0%	45	46	2.2%
Brentwood	SFR	83	39	-53.0%	\$3,600,000	\$3,700,000	2.8%	62	39	-37.1%
	Condo	57	30	-47.4%	\$1,049,000	\$1,034,750	-1.4%	41	50	22.0%
Cheviot Hills - Rancho Park	SFR	34	48	41.2%	\$2,725,000	\$2,750,000	0.9%	34	48	41.2%
	Condo	0	0	N/A	0	0	N/A	0	0	N/A
West LA	SFR	29	18	-37.9%	\$1,510,000	\$1,593,000	5.5%	34	38	11.8%
	Condo	60	26	-56.7%	\$874,500	\$785,000	-10.2%	24	38	58.3%
Westwood - Century City	SFR	48	27	-43.8%	\$2,673,225	\$2,675,000	0.1%	25	33	32.0%
	Condo	208	100	-51.9%	\$1,060,000	\$1,025,500	-3.3%	50	53	6.0%

HOLLYWOOD HILLS & MID-CITY

Home sales activity in Hollywood Hills & Mid-City fell 52 percent in the fourth quarter. Sales activity in Beverly Center-Miracle Mile decreased by 44 percent as condo prices there rose 12 percent to \$904,500. The median sales price for single-family homes in Hancock Park – Wilshire declined by 10 percent to \$2 million. Buyers in Hollywood & Mid-City increased the Average days on market to 46 from 36.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Beverly Center - Miracle Mile	SFR	55	27	-50.9%	\$2,305,000	\$2,300,000	-0.2%	19	41	115.8%
	Condo	39	22	-43.6%	\$810,000	\$904,500	11.7%	41	49	19.5%
Hancock Park - Wilshire	SFR	64	35	-45.3%	\$2,233,056	\$2,000,000	-10.4%	28	54	92.9%
	Condo	55	25	-54.5%	\$835,000	\$740,000	-11.4%	41	66	61.0%
Hollywood Hills East	SFR	55	17	-69.1%	\$1,815,000	\$1,800,000	-0.8%	28	39	39.3%
	Condo	11	6	-45.5%	\$700,000	\$505,250	-27.8%	45	44	-2.2%
Sunset Strip - Hollywood Hills West	SFR	148	71	-52.0%	\$2,497,500	\$2,625,000	5.1%	52	57	9.6%
	Condo	36	17	-52.8%	\$780,000	\$895,000	14.7%	41	26	-36.6%
West Hollywood	SFR	49	18	-63.3%	\$2,770,000	\$2,100,000	-24.2%	32	32	0.0%
	Condo	132	74	-43.9%	\$901,250	\$1,050,000	16.5%	33	47	42.4%

WESTSIDE/ SOUTH

Westside | South's home sales activity fell by 36 percent in the fourth quarter. The median sales price there declined 6 percent to \$929,363. Culver City's median price for single-family homes remained strong increasing 20 percent to \$1.8 million compared to last year's fourth quarter. Home sales activity in Culver City for condos which had strong demand over the last several years declined by 47 percent.



		Number of Sales			Median Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Culver City	SFR	71	41	-42.3%	\$1,500,000	\$1,800,000	20.0%	23	33	43.5%
	Condo	88	47	-46.6%	\$702,500	\$652,000	-7.2%	29	34	17.2%
Inglewood	SFR	66	44	-33.3%	\$785,000	\$712,500	-9.2%	25	38	52.0%
	Condo	40	24	-40.0%	\$528,150	\$477,000	-9.7%	39	60	53.8%
Ladera Heights	SFR	12	14	16.7%	\$1,705,000	\$1,600,000	-6.2%	21	23	9.5%
	Condo	0	2	N/A	N/A	\$602,500	N/A	N/A	24	N/A
Park Hills Heights	SFR	130	85	-34.6%	\$1,041,500	\$999,900	-4.0%	29	45	55.2%
	Condo	14	13	-7.1%	\$692,500	\$591,000	-14.7%	32	31	-3.1%

METRO LOS ANGELES

Home sales activity in Metro Los Angeles fell by 45 percent in this year's fourth quarter. The median sales price there increased to just over \$ 1 million. Single-family homes in Hollywood saw the median sales price increase 11 percent to \$1.3 million. That increase may have impacted sales activity in Hollywood which fell by 54 percent compared to last year's fourth quarter. Home sales activity in the fourth quarter in the Desert and Mountain Areas fell 56 percent.

		Number of Sales			Median Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Atwater	SFR	21	14	-33.3%	\$1,326,000	\$1,245,000	-6.1%	29	39	34.5%
	Condo	0	1	N/A	N/A	\$695,000	N/A	N/A	0	N/A
Downtown LA	SFR	38	19	-50.0%	\$552,500	\$550,077	-0.4%	31	33	6.5%
	Condo	106	52	-50.9%	\$630,000	\$572,500	-9.1%	62	64	3.2%
Hollywood	SFR	37	17	-54.1%	\$1,250,000	\$1,385,000	10.8%	35	43	22.9%
	Condo	44	17	-61.4%	\$682,500	\$775,000	13.6%	55	52	-5.5%
Los Feliz	SFR	67	45	-32.8%	\$1,805,000	\$2,000,000	10.8%	67	45	-32.8%
	Condo	16	5	-68.8%	\$805,000	\$741,500	-7.9%	26	42	61.5%
Silver Lake - Echo Park	SFR	112	83	-25.9%	\$1,348,400	\$1,450,000	7.5%	26	25	-3.8%
	Condo	32	8	-75.0%	\$811,618	\$677,500	-16.5%	34	32	-5.9%

DESERT/SPRINGS & MOUNTAIN AREAS

Home sales activity in the fourth quarter in the Desert and Mountain Areas fell 56 percent. Palm Springs/ Palm Desert saw housing activity in the two popular resort cities fall over 50 percent compared to last year. In Palm Springs the median price for a single-family home fell 8 percent to \$609,500. In Lake Arrowhead single-family housing activity dropped 71 percent compared to last year's fourth quarter.

		Number of Sales			Median Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Cathedral City	SFR	179	92	-48.6%	\$512,500	\$527,500	2.9%	39	56	43.6%
	Condo	54	29	-46.3%	\$281,000	\$315,000	12.1%	29	46	58.6%
Coachella	SFR	52	27	-48.1%	\$368,500	\$510,290	38.5%	61	58	-4.9%
	Condo	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Desert Hot Springs	SFR	173	109	-37.0%	\$364,000	\$380,000	4.4%	48	48	0.0%
	Condo	5	2	-60.0%	\$95,000	\$112,000	17.9%	38	114	200.0%
Indian Wells	SFR	58	35	-39.7%	\$1,644,750	\$1,325,000	-19.4%	50	45	-10.0%
	Condo	21	14	-33.3%	\$625,000	\$642,500	2.8%	38	36	-5.3%
Indio	SFR	358	177	-50.6%	\$502,500	\$535,000	6.5%	36	60	66.7%
	Condo	27	15	-44.4%	\$229,000	\$267,000	16.6%	41	62	51.2%
Idyllwild	SFR	48	24	-50.0%	\$542,500	\$515,000	-5.1%	59	78	32.2%
	Condo	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
La Quinta	SFR	353	141	-60.1%	\$709,900	\$800,000	12.7%	42	52	23.8%
	Condo	71	36	-49.3%	\$548,000	\$620,000	13.1%	28	64	128.6%
Palm Desert	SFR	331	160	-51.7%	\$659,500	\$609,500	-7.6%	40	53	32.5%
	Condo	245	119	-51.4%	\$429,000	\$489,000	14.0%	32	52	62.5%
Palm Springs	SFR	331	160	-51.7%	\$659,500	\$609,500	-7.6%	40	53	32.5%
	Condo	245	119	-51.4%	\$429,000	\$489,000	14.0%	32	52	62.5%
Rancho Mirage	SFR	163	84	-48.5%	\$950,000	\$1,050,000	10.5%	39	55	41.0%
	Condo	85	50	-41.2%	\$485,000	\$609,500	25.7%	35	44	25.7%
Big Bear	SFR	323	32	-90.1%	\$515,000	\$500,000	-2.9%	44	63	43.2%
	Condo	9	0	-100.0%	\$455,000	N/A	N/A	65	N/A	N/A
Lake Arrowhead	SFR	414	119	-71.3%	\$672,500	\$670,000	-0.4%	45	81	80.0%
	Condo	5	6	20.0%	\$645,000	\$660,000	2.3%	114	57	-50.0%

ORANGE COUNTY

Home sales activity in the fourth quarter in Orange County fell by 46 percent as the median sales price rose to \$1.5 million. Buyers around Orange County moved slowly increasing Average days on market from 25 last year to 40. Condos in Irvine's median sales price increased 11 percent to just over \$1 million. Single-family homes there had a 9 percent median sales price increase to \$1.6 million.



		Number of Sales			Median Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Corona Del Mar	SFR	48	25	-47.9%	\$4,550,000	\$4,100,000	-9.9%	58	75	29.3%
	Condo	38	15	-60.5%	\$2,194,444	\$2,500,000	13.9%	28	38	35.7%
Costa Mesa	SFR	65	30	-53.8%	\$1,660,000	\$1,725,000	3.9%	26	49	88.5%
	Condo	3	5	66.7%	\$678,000	\$1,050,000	54.9%	20	8	-60.0%
Coto de Caza	SFR	162	98	-39.5%	\$1,213,000	\$1,227,500	1.2%	23	45	95.7%
	Condo	62	23	-62.9%	\$765,000	\$755,000	-1.3%	16	38	137.5%
Dana Point	SFR	96	33	-65.6%	\$1,725,000	\$1,895,000	9.9%	21	43	104.8%
	Condo	44	30	-31.8%	\$889,500	\$1,122,500	26.2%	29	30	3.4%
Huntington Beach	SFR	344	216	-37.2%	\$1,225,000	\$1,225,000	0.0%	18	41	127.8%
	Condo	178	117	-34.3%	\$685,000	\$674,054	-1.6%	23	31	34.8%
Irvine	SFR	316	176	-44.3%	\$1,536,035	\$1,680,000	9.4%	19	42	121.1%
	Condo	401	236	-41.1%	\$910,000	\$1,007,000	10.7%	15	39	160.0%
Ladera Ranch	SFR	60	24	-60.0%	\$1,478,000	\$1,736,500	17.5%	14	44	214.3%
	Condo	41	11	-73.2%	\$716,000	\$805,000	12.4%	9	35	288.9%
Laguna Beach	SFR	105	39	-62.9%	\$3,200,000	\$3,010,000	-5.9%	58	39	-32.8%
	Condo	11	4	-63.6%	\$2,000,000	\$1,395,000	-30.3%	68	49	-27.9%
Laguna Hills	SFR	61	39	-36.1%	\$1,150,000	\$1,250,000	8.7%	21	42	100.0%
	Condo	45	25	-44.4%	\$575,000	\$600,500	4.4%	17	43	152.9%
Laguna Niguel	SFR	148	80	-45.9%	\$1,350,000	\$1,427,500	5.7%	17	51	200.0%
	Condo	107	42	-60.7%	\$681,000	\$657,500	-3.5%	11	40	263.6%
Long Beach	SFR	605	309	-48.9%	\$860,000	\$833,000	-3.1%	22	35	59.1%
	Condo	289	172	-40.5%	\$490,000	\$499,000	1.8%	22	31	40.9%

		Number of Sales			Median Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Mission Viejo	SFR	279	158	-43.4%	\$1,015,000	\$1,100,000	8.4%	16	42	162.5%
	Condo	85	52	-38.8%	\$660,000	\$700,000	6.1%	20	52	160.0%
Newport Beach	SFR	163	60	-63.2%	\$3,300,000	\$3,837,500	16.3%	37	54	45.9%
	Condo	65	28	-56.9%	\$1,249,000	\$1,084,500	-13.2%	34	29	-14.7%
Newport Coast	SFR	47	15	-68.1%	\$5,150,000	\$6,880,000	33.6%	46	61	32.6%
	Condo	15	10	-33.3%	\$1,650,000	\$1,625,000	-1.5%	23	42	82.6%
San Clemente	SFR	194	108	-44.3%	\$1,534,790	\$1,570,000	2.3%	19	44	131.6%
	Condo	49	35	-28.6%	\$890,000	\$899,000	1.0%	34	30	-11.8%
San Juan Capistrano	SFR	94	58	-38.3%	\$1,761,000	\$1,570,000	-10.8%	20	34	70.0%
	Condo	22	16	-27.3%	\$737,065	\$675,000	-8.4%	11	29	-62.1%
Seal Beach	SFR	27	21	-22.2%	\$1,370,000	\$1,420,000	3.6%	15	36	140.0%
	Condo	13	7	-46.2%	\$470,000	\$525,000	11.7%	31	29	-6.5%

SAN FERNANDO VALLEY



SAN FERNANDO VALLEY

Home sales activity in San Fernando Valley fell by 43 percent in the fourth quarter. The median sales price across the San Fernando Valley increased 27 percent to \$1.3 million. Single-family homes in Tarzana enjoyed a median sales price increase of 45 percent to \$1.7 million. Sherman Oaks' condos had a median sales price increase of 10 percent to \$685,000 compared to last year's fourth quarter.

		Number of Sales			Median Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Burbank	SFR	161	124	-23.0%	\$1,158,500	\$1,107,500	-4.4%	20	35	75.0%
	Condo	51	21	-58.8%	\$677,000	\$680,000	0.4%	26	36	38.5%
Chatsworth	SFR	92	53	-42.4%	\$960,000	\$1,015,000	5.7%	28	45	60.7%
	Condo	41	20	-51.2%	\$575,000	\$613,500	6.7%	18	43	138.9%
Encino	SFR	114	55	-51.8%	\$2,063,500	\$2,116,000	2.5%	32	38	18.8%
	Condo	59	42	-28.8%	\$495,000	\$589,000	19.0%	27	42	55.6%
Glendale (All Areas)	SFR	179	88	-50.8%	\$1,285,000	\$1,386,000	7.9%	26	30	15.4%
	Condo	106	52	-50.9%	\$605,000	\$665,000	9.9%	30	34	13.3%
Northridge	SFR	100	84	-16.0%	\$747,000	\$969,500	29.8%	39	38	-2.6%
	Condo	34	16	-52.9%	\$541,500	\$557,500	3.0%	29	48	65.5%
Santa Clarita	SFR	20	19	-5.0%	\$814,750	\$833,500	2.3%	27	76	181.5%
	Condo	6	7	16.7%	\$457,000	\$508,000	11.2%	19	84	342.1%
Sherman Oaks	SFR	158	93	-41.1%	\$1,587,125	\$1,690,000	6.5%	24	36	50.0%
	Condo	88	51	-42.0%	\$625,000	\$685,000	9.6%	28	42	50.0%
Studio City	SFR	83	56	-32.5%	\$2,045,000	\$2,020,000	-1.2%	27	28	3.7%
	Condo	27	34	25.9%	\$764,500	\$783,500	2.5%	27	34	25.9%
Tarzana	SFR	65	44	-32.3%	\$1,186,500	\$1,719,500	44.9%	25	27	8.0%
	Condo	53	30	-43.4%	\$459,000	\$559,500	21.9%	32	38	18.8%
Toluca Lake	SFR	29	16	-44.8%	\$1,900,000	\$2,161,500	13.8%	17	52	205.9%
	Condo	27	6	-77.8%	\$705,000	\$678,000	-3.8%	23	26	13.0%
Van Nuys	SFR	96	43	-55.2%	\$847,500	\$860,000	1.5%	24	42	75.0%
	Condo	30	32	6.7%	\$467,500	\$450,000	-3.7%	35	31	-11.4%
Woodland Hills	SFR	241	117	-51.5%	\$1,245,000	\$1,200,000	-3.6%	23	34	47.8%
	Condo	65	36	-44.6%	\$533,500	\$595,000	11.5%	22	38	72.7%

CONEJO VALLEY

Home sales activity in the Conejo Valley declined by 47 percent in the fourth quarter. While the median sales price rose 53 percent to \$1.8 million. Agoura Hills single-family median home sales price decreased by 9 percent to \$1.2 million. Sales activity in Calabasas fell 53 percent. The celebrity enclave of Hidden Hills saw the median sales price for single-family homes increase by 158 percent to \$12.6 million.

		Number of Sales			Median Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Agoura Hills	SFR	93	51	-45.2%	\$1,320,000	\$1,204,000	-8.8%	39	45	15.4%
	Condo	49	30	-38.8%	\$545,000	\$580,000	6.4%	34	32	-5.9%
Calabasas	SFR	75	35	-53.3%	\$1,721,000	\$2,200,000	27.8%	31	51	64.5%
	Condo	21	11	-47.6%	\$645,000	\$725,000	12.4%	20	27	35.0%
Hidden Hills	SFR	15	6	-60.0%	\$4,900,000	\$12,625,000	157.7%	60	55	-8.3%
	Condo	0	0	N/A	0	0	N/A	0	0	N/A
Newbury Park	SFR	114	53	-53.5%	\$942,500	\$916,000	-2.8%	39	56	43.6%
	Condo	19	7	-63.2%	\$590,000	\$555,000	-5.9%	28	37	32.1%
Oak Park	SFR	33	15	-54.5%	\$1,320,000	\$1,280,000	-3.0%	29	59	103.4%
	Condo	17	16	-5.9%	\$578,000	\$705,000	22.0%	31	44	41.9%
Thousand Oaks	SFR	225	123	-45.3%	\$999,999	\$1,045,000	4.5%	42	44	4.8%
	Condo	53	33	-37.7%	\$530,000	\$510,000	-3.8%	31	49	58.1%
Westlake Village	SFR	92	48	-47.8%	\$1,800,000	\$2,190,000	21.7%	54	54	0.0%
	Condo	50	26	-48.0%	\$747,500	\$877,500	17.4%	29	38	31.0%

SAN GABRIEL VALLEY



PASADENA

Home sales in Pasadena fell 38 percent in the fourth quarter. The median sales price increased 6 percent to just over \$1 million. Condos in South Pasadena, traditionally a strong market, saw the median sales price increase 12 percent to \$844,000 compared to last year. The median sales price for single-family homes in San Marino, a luxury community rose 3 percent to \$2.6 million.

		Number of Sales			Median Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Alhambra	SFR	55	29	-47.3%	\$910,000	\$950,000	4.4%	28	30	7.1%
	Condo	41	34	-17.1%	\$670,000	\$637,500	-4.9%	35	38	8.6%
Altadena	SFR	21	35	66.7%	\$1,165,188	\$1,273,500	9.3%	21	35	66.7%
	Condo	0	1	N/A	\$0	\$545,000	N/A	N/A	46	N/A
Pasadena	SFR	232	160	-31.0%	\$1,395,000	\$1,305,000	-6.5%	31	40	29.0%
	Condo	185	100	-45.9%	\$775,000	\$828,000	6.8%	35	37	5.7%
San Gabriel	SFR	72	37	-48.6%	\$1,052,500	\$1,000,000	-5.0%	24	39	62.5%
	Condo	31	6	-80.6%	\$788,000	\$619,300	-21.4%	30	66	120.0%
San Marino	SFR	40	20	-50.0%	\$2,527,500	\$2,604,000	3.0%	46	61	32.6%
	Condo	0	0	N/A	0	0	N/A	0	0	N/A
South Pasadena	SFR	42	24	-42.9%	\$1,609,000	\$1,790,000	11.2%	26	60	130.8%
	Condo	19	11	-42.1%	\$755,000	\$844,000	11.8%	18	51	183.3%

LA CAÑADA FLINTRIDGE

Home sales activity in La Cañada Flintridge fell by 50 percent compared to 2021's fourth quarter. The median sales price in La Cañada Flintridge declined by 8 percent to \$978,938. The median sales price in Glendale increased for both single-family homes and condos. Those condos in Glendale saw the median sales price rise to \$665,000, a 9 percent increase compared to last year.

		Number of Sales			Median Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Glendale	SFR	179	88	-50.8%	\$1,285,000	\$1,386,000	7.9%	26	30	15.4%
	Condo	106	52	-50.9%	\$605,000	\$665,000	9.9%	30	34	13.3%
La Cañada Flintridge	SFR	73	32	-56.2%	\$2,265,000	\$1,902,500	-16.0%	41	38	-7.3%
	Condo	0	1	N/A	N/A	\$820,000	N/A	N/A	28	N/A
La Crescenta/Glendale/ Montrose/Sparr Heights	SFR	84	49	-41.7%	\$1,200,000	\$1,125,000	-6.3%	23	35	52.2%
	Condo	17	7	-58.8%	\$673,000	\$643,000	-4.5%	21	46	119.0%
Sunland/Tujunga	SFR	121	65	-46.3%	\$855,000	\$765,000	-10.5%	27	39	-20.9%
	Condo	20	7	-65.0%	\$572,500	\$525,000	-8.3%	19	39	105.3%

NORTHEAST LOS ANGELES

Home sales activity across Northeast Los Angeles decreased by 45 percent compared to last year's fourth quarter. In Highland Park, sales activity fell 40 percent. In Montecito Heights, buyers moved quickly making decisions faster than last year resulting in Average days on market decreasing from 47 to 22 in the fourth quarter. The median sales price for single-family homes there declined by 13 percent to \$1 million.

		Number of Sales			Median Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Eagle Rock	SFR	71	42	-40.8%	\$1,241,500	\$1,260,000	1.5%	25	23	-8.0%
	Condo	2	2	0.0%	\$692,500	\$837,500	20.9%	29	63	117.2%
Glassell Park	SFR	29	14	-51.7%	\$1,200,000	\$1,040,000	-13.3%	24	41	70.8%
	Condo	1	1	0.0%	\$577,200	\$551,000	-4.5%	46	0	-100.0%
Highland Park	SFR	83	50	-39.8%	\$1,100,000	\$1,105,000	0.5%	26	34	16.6%
	Condo	10	5	-50.0%	\$518,000	\$580,000	12.0%	18	21	16.7%
Montecito Heights	SFR	8	7	-12.5%	\$1,191,500	\$915,000	-23.2%	47	22	-62.5%
	Condo	0	0	N/A	0	0	N/A	0	0	N/A
Monterey Hills	SFR	2	2	0.0%	\$1,000,000	\$1,435,000	43.5%	30	34	13.3%
	Condo	26	9	-65.4%	\$567,000	\$540,000	-4.8%	23	51	121.7%
Mount Washington	SFR	55	25	-54.5%	\$1,175,000	\$1,291,530	9.9%	24	46	91.7%
	Condo	1	0	-100.0%	\$449,000	N/A	N/A	0	NA	N/A

EAST SAN GABRIEL VALLEY

East San Gabriel Valley home sales activity declined by 39 percent in the fourth quarter. Arcadia, one of the largest East San Gabriel Valley communities, saw the median sales price for single-family homes in the fourth quarter decrease by 4 percent to \$1.5 million. Sales activity in Glendora for single-family homes fell 45 percent while the median sales price for condos there rose 15 percent to \$446,425.

		Number of Sales			Median Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Arcadia	SFR	115	85	-26.1%	\$1,580,000	\$1,510,000	-4.4%	42	55	31.0%
	Condo	58	24	-58.6%	\$903,000	\$797,500	-11.7%	26	43	65.4%
Atwater	SFR	21	14	-33.3%	\$1,326,000	\$1,245,000	-6.1%	29	39	34.5%
	Condo	0	1	N/A	N/A	\$695,000	N/A	N/A	0	N/A
Azusa	SFR	77	34	-55.8%	\$675,000	\$691,000	2.4%	15	14	-6.7%
	Condo	42	24	-42.9%	\$535,000	\$580,000	8.4%	25	38	52.0%
Bradbury	SFR	4	2	-50.0%	\$1,590,500	\$1,871,000	17.6%	36	56	55.6%
	Condo	0	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Glendora	SFR	140	77	-45.0%	\$840,000	\$810,000	-3.6%	24	39	62.5%
	Condo	161	89	-44.7%	\$820,000	\$780,000	-4.9%	22	37	68.2%
La Verne	SFR	74	48	-35.1%	\$883,750	\$842,500	-4.7%	23	43	87.0%
	Condo	10	8	-20.0%	\$387,000	\$446,425	15.4%	19	67	252.6%
Monrovia	SFR	68	52	-23.5%	\$975,500	\$1,040,000	6.6%	29	43	48.3%
	Condo	11	8	-27.3%	\$653,000	\$590,000	-9.6%	26	13	-50.0%
Monterey Park	SFR	56	37	-33.9%	\$952,500	\$898,250	-5.7%	56	37	-33.9%
	Condo	33	33	0.0%	\$698,000	\$628,000	-10.0%	23	52	126.1%
San Dimas	SFR	74	47	-36.5%	\$870,000	\$940,000	8.0%	20	44	120.0%
	Condo	23	11	-52.2%	\$567,000	\$570,000	0.5%	23	11	-52.2%
Sierra Madre	SFR	33	12	-63.6%	\$1,451,000	\$1,402,500	-3.3%	15	27	80.0%
	Condo	4	3	-25.0%	\$752,500	\$910,000	20.9%	13	30	130.8%

SOUTH BAY

Home sales activity in the South Bay declined by 43 percent in the fourth quarter. Buyers around the South Bay held back as Average days on market increased from 24 to 40 compared to last year. Playa Vista saw the median sales price in the fourth quarter for single-family homes decrease by 19 percent to \$2 million. Conversely, the median sales price for condos there increased 10 percent to \$1.1 million.

		Number of Sales			Median Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
El Segundo	SFR	22	12	-45.5%	\$1,815,000	\$1,747,000	-3.7%	28	29	3.6%
	Condo	13	11	-15.4%	\$925,000	\$859,000	-7.1%	44	35	-20.5%
Hermosa Beach	SFR	29	18	-37.9%	\$2,800,000	\$2,168,000	-22.6%	46	38	-17.4%
	Condo	28	18	-35.7%	\$2,187,000	\$2,005,000	-8.3%	28	43	53.6%
Hawthorne	SFR	87	40	-54.0%	\$830,000	\$870,000	4.8%	23	43	87.0%
	Condo	17	8	-52.9%	\$820,000	\$892,500	8.8%	8	28	250.0%
Manhattan Beach	SFR	96	55	-42.7%	\$3,225,000	\$2,937,812	-8.9%	20	32	60.0%
	Condo	23	10	-56.5%	\$2,599,000	\$1,962,500	-24.5%	19	18	-5.3%
Palos Verdes Estates	SFR	47	28	-40.4%	\$2,798,800	\$2,712,500	-3.1%	34	84	147.1%
	Condo	5	1	-80.0%	\$857,500	\$735,000	-14.3%	13	123	846.2%
Playa del Rey	SFR	20	8	-60.0%	\$1,972,500	\$1,912,500	-3.0%	37	50	35.1%
	Condo	41	24	-41.5%	\$695,000	\$720,000	3.6%	29	32	10.3%
Playa Vista	SFR	9	6	-33.3%	\$2,595,000	\$2,100,000	-19.1%	11	9	-18.2%
	Condo	53	21	-60.4%	\$1,025,000	\$1,125,000	9.8%	19	33	73.7%
Rancho Palos Verdes	SFR	114	67	-41.2%	\$1,761,500	\$1,790,000	1.6%	23	48	108.7%
	Condo	23	20	-13.0%	\$730,000	\$865,000	18.5%	36	34	-5.6%
Redondo Beach	SFR	91	55	-39.6%	\$1,536,000	\$1,695,000	10.4%	20	38	90.0%
	Condo	152	71	-53.3%	\$1,141,000	\$1,200,000	5.2%	28	35	25.0%
Rolling Hills Estates	SFR	24	10	-58.3%	\$2,587,500	\$2,437,500	-5.8%	18	22	22.2%
	Condo	20	15	-25.0%	\$796,000	\$1,100,000	38.2%	11	35	-68.6%
Torrance	SFR	229	149	-34.9%	\$1,060,000	\$1,095,000	3.3%	17	38	123.5%
	Condo	99	61	-38.4%	\$655,000	\$659,000	0.6%	17	37	117.6%

CENTRAL COAST + SANTA BARBARA



CENTRAL COAST

Home sales activity on the Central Coast declined by 40 percent in the fourth quarter compared to last year. In Pismo Beach, the median sales price for condos increased by 21 percent to \$967,000. In Morro Bay, home sales activity fell 51 percent. Single-family home buyers there moved very slowly resulting in the Average days on market increasing to 54 days compared to 29 a year ago.

		Number of Sales			Median Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Arroyo Grande	SFR	86	52	-39.5%	\$952,000	\$1,060,000	11.3%	25	42	68.0%
	Condo	3	2	-33.3%	\$450,000	\$555,000	23.3%	15	52	246.7%
Atascadero	SFR	116	55	-52.6%	\$685,000	\$780,000	13.9%	19	33	73.7%
	Condo	13	11	-15.4%	\$355,000	\$400,000	12.7%	23	28	21.7%
Lompoc	SFR	46	25	-45.7%	\$518,000	\$527,500	1.8%	14	42	200.0%
	Condo	3	2	-33.3%	\$318,000	\$362,450	14.0%	3	46	1433.3%
Morro Bay	SFR	41	20	-51.2%	\$862,850	\$925,000	7.2%	29	54	86.2%
	Condo	6	5	-16.7%	\$677,000	\$625,000	-7.7%	11	53	381.8%
Paso Robles	SFR	170	86	-49.4%	\$677,500	\$682,500	0.7%	26	35	34.6%
	Condo	5	2	-60.0%	\$390,000	\$335,000	-14.1%	38	25	-34.2%
Pismo Beach	SFR	29	20	-31.0%	\$1,225,000	\$1,204,900	-1.6%	16	33	106.3%
	Condo	7	3	-57.1%	\$800,000	\$967,000	20.9%	16	22	37.5%
San Luis Obispo	SFR	80	51	-36.3%	\$951,250	\$955,500	0.4%	21	46	119.0%
	Condo	24	23	-4.2%	\$613,000	\$589,000	-3.9%	22	31	40.9%
Santa Maria	SFR	158	111	-29.7%	\$595,000	\$575,000	-3.4%	14	40	185.7%
	Condo	16	10	-37.5%	\$354,000	\$342,500	-3.2%	14	19	35.7%

SANTA BARBARA

Home sales activity in the Santa Barbara area declined by 40 percent in the fourth quarter. The median sales price for single-family homes in Santa Barbara decreased 5 percent to \$1.9 million. In Montecito, the median sales price for single-family homes increased 5 percent to \$5.8 million. Carpinteria 10 miles south of Santa Barbara median sales price for single-family homes increased by 18 percent to \$2 million.

		Number of Sales			Median Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Carpinteria	SFR	23	14	-39.1%	\$1,695,000	\$2,000,000	18.0%	17	89	423.5%
	Condo	21	13	-38.1%	\$710,000	\$780,000	9.9%	22	26	18.2%
Montecito	SFR	28	9	-67.9%	\$5,558,472	\$5,825,000	4.8%	65	58	-10.8%
	Condo	5	4	-20.0%	\$3,550,000	\$3,225,000	-9.2%	11	72	554.5%
Santa Barbara	SFR	220	136	-38.2%	\$2,012,500	\$1,910,000	-5.1%	24	39	62.5%
	Condo	63	31	-50.8%	\$1,000,000	\$1,200,000	20.0%	16	25	56.3%
Ventura	SFR	12	13	8.3%	\$870,000	\$1,150,000	32.2%	22	38	72.7%
	Condo	2	3	50.0%	\$406,500	\$565,000	39.0%	53	23	-56.6%

compass.com

Compass makes no representations or warranties, express or implied, with respect to future market conditions or prices of residential product at the time the subject property or any competitive property is complete and ready for occupancy or with respect to any report, study, finding, recommendation or other information provided by Compass herein. Moreover, no warranty, express or implied, is made or should be assumed regarding the accuracy, adequacy, completeness, legality, reliability, merchantability or fitness for a particular purpose of any information, in part or whole, contained herein. The statistics and information in this report are based upon data from CRMLS/SBMLS/TheMLS™ accessed via BrokerMetrics® of closed transactions reported from reported from 10/1/21 to 12/31/21 as compared to 10/1/22 to 12/31/22. All material is presented with the understanding that Compass shall not be deemed to provide legal, accounting or other professional services. This is not intended to solicit the purchase or sale of any property. Any and all such warranties are hereby expressly disclaimed. Equal Housing Opportunity. License Number 01991628, 01527235, 01527365.