



SOCAL QUARTERLY MARKET INSIGHTS REPORT



Q3 2023



4602 Cartwright Ave,
North Hollywood

Listed by Jennifer Cahill & Kurt Wisner
DRE 01980658 | 01431217

LOS ANGELES + WESTSIDE

3
Coastal Communities

7
The Hills

11
Westside

15
Hollywood Hills + Mid-City

19
Westside / South

23
Metro Los Angeles

SOUTH BAY

27
Manhattan Beach +
Adjacent Communities

ORANGE COUNTY

31
Costa Mesa + Orange County

DESERT + MOUNTAIN AREAS

37
Palm Springs + Palm Desert

SAN FERNANDO VALLEY

41
San Fernando Valley

47
Conejo Valley

SAN GABRIEL VALLEY

51
Pasadena

55
La Cañada Flintridge

59
Northeast Los Angeles

63
East San Gabriel Valley

CENTRAL COAST

69
San Luis Obispo

SANTA BARBARA

73
Carpinteria + Montecito

It is our pleasure to bring you the Compass SoCal Q3 2023 Market Report. Third-quarter home sales activity around Southern California declined in part due to interest rates. Exceptions included the Santa Barbara County beach town of Carpinteria where home sales activity increased by 38 percent. An 8 percent decline in the median sales price for single-family homes in Carpinteria to \$1.6 million may have fueled that activity.

Heading down the coast to Malibu Beach the median price for single-family homes increased by a hefty 106 percent to \$13.6 million. Those buyers took their time as average days on market increased to 121 days from 59 days the year before.

In the San Fernando Valley Encino fell out of favor with buyers as home sales activity fell by 23 percent. A median sales price decline for single-family homes of

20 percent to \$1.8 million did not motivate buyers there in the third quarter.

Sales activity for condos around Southern California also declined. Condos once considered an “affordable” alternative to single-family homes had been enjoying significant median price increases over the last few years. Those increases likely impacted sales activity for condos. For example, the median sales price for condos in Playa Vista increased by 34 percent to \$1.3 million in the third quarter. Conversely, sales activity for those condos fell by 48 percent.

As we enter the fourth quarter of a challenging housing market partnering with experienced agents and brokers remains key. Compass professionals have the knowledge to support clients from their first meeting to the close of escrow.

LOS ANGELES/OC DESERT/MOUNTAIN



708 Winston Ave, San Marino

Listed by Ann Gluck
DRE 01780026

COASTAL COMMUNITIES

Home sales activity across the Coastal Communities fell by 18 percent in the third quarter of 2023. That did not impact the median sales price there as it increased by 23 percent to \$2.5 million. Average days on market, a key indicator, remained the same as last year's third quarter at 37 days. Marina del Rey saw the single-family home median sales price rise 37 percent to \$1.9 million.

27366 E Winding Way, Malibu

Listed by Madison Hildebrand & Jennifer Chrisman
DRE 01413280 | 01325526

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Malibu	SFR	34	26	-23.5%	\$3,512,000	\$4,720,000	34.4%	67	56	-16.4%
	Condo	9	9	0.0%	\$1,275,000	\$945,000	-25.9%	72	43	-40.3%
Malibu Beach	SFR	13	11	-15.4%	\$6,595,000	\$13,600,000	106.2%	59	121	105.1%
	Condo	3	3	0.0%	\$1,175,000	\$1,000,000	-14.9%	7	20	185.7%
Marina del Rey	SFR	18	20	11.1%	\$1,383,750	\$1,900,000	37.3%	30	30	0.0%
	Condo	78	61	-21.8%	\$1,195,000	\$1,330,000	11.3%	32	31	-3.1%
Pacific Palisades	SFR	54	56	3.7%	\$4,382,000	\$3,913,000	-10.7%	38	37	-2.6%
	Condo	31	18	-41.9%	\$1,700,000	\$1,392,500	-18.1%	42	45	7.1%
Palms - Mar Vista	SFR	57	54	-5.3%	\$1,890,000	\$1,970,000	4.2%	23	22	-4.3%
	Condo	26	12	-53.8%	\$870,625	\$1,020,000	17.2%	30	15	-50.0%
Santa Monica	SFR	62	49	-21.0%	\$3,882,500	\$3,270,000	-15.8%	30	40	33.3%
	Condo	109	80	-26.6%	\$1,255,000	\$1,206,500	-3.9%	37	32	-13.5%
Topanga	SFR	13	20	53.8%	\$1,680,000	\$1,537,500	-8.5%	88	62	-29.5%
	Condo	3	0	N/A	\$917,000	N/A	N/A	8	32	N/A
Venice	SFR	55	39	-29.1%	\$2,225,000	\$2,610,000	17.3%	49	29	-40.8%
	Condo	9	2	-77.8%	\$1,900,000	\$2,285,000	20.3%	25	26	4.0%
Westchester	SFR	74	64	-13.5%	\$1,570,000	\$1,622,500	3.3%	36	22	-38.9%
	Condo	6	10	66.7%	\$724,500	\$553,000	-23.7%	30	27	-10.0%

THE HILLS

Home sales activity in the Hills fell by 25 percent as the median sales price decreased 4 percent to \$3 million compared to last year. Beverly Hills remains desirable as the median sales price for single-family homes rose 24 percent to \$6.7 million. Condos in Beverly Hills did not fare as well. The median sales price for those condos dropped by 19 percent to \$1.3 million.

1460 Laurel Way, Beverly Hills

Listed by Sally Forster Jones & Tomer Fridman
DRE 00558939 | 01750717

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Beverly Hills	SFR	31	19	-38.7%	\$5,400,000	\$6,700,000	24.1%	39	77	97.4%
	Condo	21	20	-4.8%	\$1,700,000	\$1,370,000	-19.4%	62	52	-16.1%
Beverly Hills P.O.	SFR	29	25	-13.8%	\$3,825,000	\$4,250,000	11.1%	53	56	5.7%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Bel-Air - Holmby Hills	SFR	39	25	-35.9%	\$3,250,000	\$2,075,000	-36.2%	43	38	-11.6%
	Condo	2	3	50.0%	\$1,502,500	\$715,000	-52.4%	15	42	180.0%

THE WESTSIDE

Home sales activity on the Westside saw a slight decline of 3 percent in the third quarter. The Westside's median sales price also fell by 3 percent to \$1.7 million. The median sales price for single-family homes in West L.A. rose 16 percent to \$1.8 million. Buyers for those single-family homes moved quickly, reducing average days on market to 20 days from 34 days compared to last year's third quarter.

409 S Bundy Drive, Los Angeles

Listed by Jeffrey Saad & Nadia Saad
DRE 01320613 | 01327800

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Beverlywood	SFR	26	25	-3.8%	\$1,867,500	\$1,995,000	6.8%	28	32	14.3%
	Condo	12	15	25.0%	\$930,000	\$819,500	-11.9%	22	30	36.4%
Brentwood	SFR	41	41	0.0%	\$3,762,000	\$3,342,600	-11.1%	38	36	-5.3%
	Condo	38	32	-15.8%	\$1,145,000	\$939,500	-17.9%	24	27	12.5%
Cheviot Hills - Rancho Park	SFR	22	20	-9.1%	\$2,525,000	\$2,656,855	5.2%	28	28	0.0%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
West LA	SFR	25	18	-28.0%	\$1,559,000	\$1,800,000	15.5%	29	19	-34.5%
	Condo	39	42	7.7%	\$1,021,000	\$990,000	-3.0%	34	20	-41.2%
Westwood - Century City	SFR	37	45	21.6%	\$2,600,000	\$2,490,000	-4.2%	37	36	-2.7%
	Condo	131	123	-6.1%	\$1,100,000	\$1,050,000	-4.5%	43	39	-9.3%

HOLLYWOOD HILLS & MID-CITY

Home sales activity in Hollywood Hills & Mid-City decreased by 6 percent in the third quarter. Condos in the Beverly Center – Miracle Mile area had a median sales price increase of 18 percent to just over \$1 million. Hancock Park – Wilshire neighborhood saw the median sales price for condos fall by 16 percent to \$762,000. Condo buyers in Hollywood increased average days on market to 85 days up from 27 days last year.

8003 Hollywood Boulevard, Los Angeles

Listed by Robby Fields & Lauren Biedenharn
DRE 02080346 | 01955597

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Beverly Center - Miracle Mile	SFR	28	39	39.3%	\$2,247,500	\$2,277,000	1.3%	26	47	80.8%
	Condo	31	24	-22.6%	\$880,000	\$1,035,000	17.6%	32	55	71.9%
Hancock Park - Wilshire	SFR	58	34	-41.4%	\$2,017,566	\$1,910,000	-5.3%	33	34	3.0%
	Condo	31	27	-12.9%	\$908,000	\$762,000	-16.1%	43	37	-14.0%
Hollywood Hills East	SFR	21	26	23.8%	\$1,495,000	\$1,720,000	15.1%	27	48	77.8%
	Condo	12	6	-50.0%	\$749,500	\$768,500	2.5%	27	85	214.8%
Sunset Strip - Hollywood Hills West	SFR	66	86	30.3%	\$2,335,000	\$2,190,400	-6.2%	42	53	26.2%
	Condo	16	20	25.0%	\$878,500	\$682,500	-22.3%	50	35	-30.0%
West Hollywood	SFR	23	24	4.3%	\$2,561,300	\$2,286,000	-10.7%	30	68	126.7%
	Condo	104	82	-21.2%	\$1,020,000	\$1,000,000	-2.0%	32	49	53.1%

WESTSIDE/ SOUTH

Westside/South's home sales activity decreased by 23 percent in the third quarter. Culver City, where condos were in demand previously, saw sales activity for those condos decline by 40 percent. The median sales price for single-family homes in Culver City was flat at \$1,594,000 compared to \$1,595,000 in last year's third quarter. Home sales activity in Ladera Heights saw only a slight decline of 4 percent.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Culver City	SFR	62	48	-22.6%	\$1,595,000	\$1,594,000	-0.1%	23	24	4.3%
	Condo	63	38	-39.7%	\$685,000	\$682,500	-0.4%	31	25	-19.4%
Inglewood	SFR	49	47	-4.1%	\$800,000	\$767,000	-4.1%	31	27	-12.9%
	Condo	33	22	-33.3%	\$549,900	\$490,000	-10.9%	32	48	50.0%
Ladera Heights	SFR	49	47	-4.1%	\$800,000	\$767,000	-4.1%	31	27	-12.9%
	Condo	33	22	N/A	\$549,900	\$490,000	N/A	32	48	N/A
Park Hills Heights	SFR	2	0	-100.0%	\$802,500	N/A	N/A	45	N/A	N/A
	Condo	1	0	-100.0%	\$325,000	N/A	N/A	23	N/A	N/A

METRO LOS ANGELES

Home sales activity in Metro Los Angeles decreased by 17 percent in the third quarter while the median sales price increased by 10 percent to \$1.2 million. Condos in Hollywood were a bright spot for the area as the median sales price rose by 22 percent to \$878,500. Los Feliz saw single-family home sales activity decline by 23 percent compared to last year's third quarter.

900 Rector Place, Los Angeles

Listed by Alyssa Valentine & Kurt Wisner
DRE 01517618 | 01431217

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Atwater	SFR	22	18	-18.2%	\$1,344,366	\$1,460,000	8.6%	18	14	-22.2%
	Condo	1	0	N/A	\$810,000	N/A	N/A	74	N/A	N/A
Downtown LA	SFR	27	14	-48.1%	\$613,000	\$657,500	7.3%	40	76	90.0%
	Condo	105	81	-22.9%	\$585,000	\$610,500	4.4%	52	76	46.2%
Hollywood	SFR	18	21	16.7%	\$1,395,000	\$1,475,000	5.7%	44	51	15.9%
	Condo	28	18	-35.7%	\$722,500	\$878,500	21.6%	43	32	-25.6%
Los Feliz	SFR	48	37	-22.9%	\$2,375,000	\$2,326,000	-2.1%	25	30	20.0%
	Condo	6	7	16.7%	\$865,000	\$880,000	1.7%	30	29	-3.3%
Silver Lake - Echo Park	SFR	86	81	-5.8%	\$1,490,000	\$1,675,000	12.4%	30	35	16.7%
	Condo	102	93	-8.8%	\$1,387,500	\$1,550,000	11.7%	29	34	17.2%

SOUTH BAY

Home sales activity in the South Bay declined by 10 percent in the third quarter. El Segundo saw the median sales price for condos fall by 22 percent to \$824,000. Hermosa Beach single-family homes enjoyed a median sales price increase of 19 percent to \$2.5 million. Conversely, single-family homes in Manhattan Beach had a 14 percent decline in the third quarter to \$2.9 million.

808 John Street, Manhattan Beach

Listed by Jennifer Caskey
DRE 01075946

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
El Segundo	SFR	14	15	7.1%	\$1,880,500	\$1,851,000	-1.6%	41	34	-17.1%
	Condo	13	11	-15.4%	\$1,060,000	\$824,000	-22.3%	18	23	27.8%
Hermosa Beach	SFR	21	28	33.3%	\$2,100,000	\$2,500,000	19.0%	45	62	37.8%
	Condo	23	13	-43.5%	\$2,100,000	\$1,820,000	-13.3%	28	45	60.7%
Hawthorne	SFR	60	53	-11.7%	\$837,450	\$860,000	2.7%	26	31	19.2%
	Condo	21	8	-61.9%	\$836,000	\$778,000	-6.9%	20	48	140.0%
Manhattan Beach	SFR	63	71	12.7%	\$3,495,000	\$2,999,999	-14.2%	27	35	29.6%
	Condo	14	13	-7.1%	\$2,005,000	\$1,872,000	-6.6%	23	13	-43.5%
Palos Verdes Estates	SFR	35	36	2.9%	\$2,709,000	\$2,387,500	-11.9%	45	29	-35.6%
	Condo	5	1	-80.0%	\$1,080,000	\$915,000	-15.3%	12	29	141.7%
Playa del Rey	SFR	12	9	-25.0%	\$2,397,500	\$2,443,500	1.9%	69	38	-44.9%
	Condo	30	34	13.3%	\$795,000	\$780,000	-1.9%	39	20	-48.7%
Playa Vista	SFR	5	3	-40.0%	\$2,350,000	\$2,415,000	2.8%	18	16	-11.1%
	Condo	29	15	-48.3%	\$975,000	\$1,310,000	34.4%	31	32	3.2%
Rancho Palos Verdes	SFR	86	57	-33.7%	\$1,835,000	\$1,775,000	-3.3%	23	24	4.3%
	Condo	22	24	9.1%	\$790,000	\$941,500	19.2%	27	25	-7.4%
Redondo Beach	SFR	68	68	0.0%	\$1,660,000	\$1,565,000	-5.7%	33	28	-15.2%
	Condo	97	85	-12.4%	\$1,260,000	\$1,360,000	7.9%	27	32	18.5%
Rolling Hills Estates	SFR	23	15	-34.8%	\$2,100,000	\$2,600,000	23.8%	21	45	114.3%
	Condo	15	10	-33.3%	\$990,000	\$1,066,000	7.7%	19	36	-47.2%
Torrance	SFR	206	192	-6.8%	\$1,088,000	\$1,150,000	5.7%	24	18	-25.0%
	Condo	77	85	10.4%	\$695,000	\$680,000	-2.2%	23	32	39.1%

ORANGE COUNTY

Home sales activity in Orange County fell 10 percent over last year. Irvine saw home sales activity for condos decline by only 1.5 percent. The same cannot be said for Costa Mesa condos where home sales activity fell 27 percent in the third quarter. That median sales price increased 8 percent to \$835,000. The median sales price for single-family homes in Irvine increased 11 percent to \$1.9 million.



	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Corona Del Mar	SFR	37	36	-2.7%	\$4,000,000	\$4,750,000	18.8%	47	52	10.6%
	Condo	22	16	-27.3%	\$2,722,500	\$2,600,000	-4.5%	40	26	-35.0%
Costa Mesa	SFR	43	40	-7.0%	\$2,070,000	\$2,295,000	10.9%	29	22	-24.1%
	Condo	6	10	66.7%	\$897,000	\$950,000	5.9%	31	35	12.9%
Coto de Caza	SFR	126	110	-12.7%	\$1,235,000	\$1,375,000	11.3%	29	27	-6.9%
	Condo	44	32	-27.3%	\$775,000	\$835,000	7.7%	24	32	33.3%
Dana Point	SFR	54	77	42.6%	\$2,042,500	\$1,910,000	-6.5%	34	40	17.6%
	Condo	38	31	-18.4%	\$1,215,000	\$850,000	-30.0%	31	35	12.9%
Huntington Beach	SFR	292	286	-2.1%	\$1,300,400	\$1,404,500	8.0%	28	27	-3.6%
	Condo	153	132	-13.7%	\$715,000	\$749,944	4.9%	33	28	-15.2%
Irvine	SFR	269	245	-8.9%	\$1,800,000	\$1,990,000	10.6%	32	21	-34.4%
	Condo	328	333	1.5%	\$1,065,000	\$1,150,000	8.0%	26	19	-26.9%
Ladera Ranch	SFR	48	35	-27.1%	\$1,787,500	\$1,775,000	-0.7%	31	30	-3.2%
	Condo	29	30	3.4%	\$890,000	\$835,000	-6.2%	17	14	-17.6%
Laguna Beach	SFR	65	63	-3.1%	\$3,580,000	\$2,950,000	-17.6%	48	65	35.4%
	Condo	8	9	12.5%	\$2,972,500	\$1,620,000	-45.5%	45	51	13.3%
Laguna Hills	SFR	53	41	-22.6%	\$1,419,815	\$1,375,000	-3.2%	34	24	-29.4%
	Condo	21	26	23.8%	\$620,000	\$675,000	8.9%	31	26	-16.1%
Laguna Niguel	SFR	117	103	-12.0%	\$1,400,000	\$1,670,000	19.3%	31	38	22.6%
	Condo	74	65	-12.2%	\$625,500	\$785,000	25.5%	28	26	-7.1%
Long Beach	SFR	446	316	-29.1%	\$880,000	\$911,000	3.5%	27	21	-22.2%
	Condo	252	207	-17.9%	\$509,000	\$529,000	3.9%	25	24	-4.0%

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Mission Viejo	SFR	213	176	-17.4%	\$1,100,000	\$1,170,000	6.4%	29	21	-27.6%
	Condo	67	61	-9.0%	\$647,500	\$707,000	9.2%	28	19	-32.1%
Newport Beach	SFR	116	110	-5.2%	\$3,237,500	\$3,890,000	20.2%	44	39	-11.4%
	Condo	37	48	29.7%	\$1,200,000	\$1,257,500	4.8%	39	29	-25.6%
Newport Coast	SFR	16	26	62.5%	\$4,465,000	\$7,375,000	65.2%	70	67	-4.3%
	Condo	10	8	-20.0%	\$1,855,000	\$2,135,000	15.1%	23	16	-30.4%
San Clemente	SFR	111	107	-3.6%	\$1,749,000	\$1,650,000	-5.7%	37	31	-16.2%
	Condo	42	40	-4.8%	\$862,260	\$1,025,000	18.9%	21	22	4.8%
San Juan Capistrano	SFR	78	73	-6.4%	\$1,470,000	\$1,586,990	8.0%	33	30	-9.1%
	Condo	13	17	30.8%	\$900,000	\$1,020,000	13.3%	28	41	-31.7%
Seal Beach	SFR	78	73	-6.4%	\$1,470,000	\$1,586,990	8.0%	33	30	-9.1%
	Condo	13	17	30.8%	\$900,000	\$1,020,000	13.3%	28	41	46.4%

DESERT/SPRINGS & MOUNTAIN AREAS

Home sales activity in the Desert and Mountain Areas fell 11 percent in the third quarter. Drilling down to Palm Springs/Palm Desert the median sales price increased by 3 percent to \$627,236. Mountain areas' home sales activity dropped 25 percent. Though Big Bear's median sales price for single-family homes did increase by 14 percent to \$610,000. Palm Springs saw a 17 percent decrease in home sales activity.

38894 Trinidad Circle, Palm Springs

Listed by Scott Ehrens
DRE 02074886

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Cathedral City	SFR	104	98	-5.8%	\$575,000	\$550,000	-4.3%	38	52	36.8%
	Condo	33	48	45.5%	\$315,000	\$336,250	6.7%	39	57	46.2%
Coachella	SFR	52	48	-7.7%	\$422,500	\$498,216	17.9%	33	32	-3.0%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Desert Hot Springs	SFR	128	125	-2.3%	\$379,000	\$390,000	2.9%	36	46	27.8%
	Condo	11	5	-54.5%	\$145,000	\$120,000	-17.2%	29	23	-20.7%
Indian Wells	SFR	31	31	0.0%	\$1,100,000	\$1,500,000	36.4%	39	53	35.9%
	Condo	12	14	16.7%	\$712,500	\$709,950	-0.4%	45	72	60.0%
Indio	SFR	276	223	-19.2%	\$549,900	\$540,000	-1.8%	40	52	30.0%
	Condo	14	17	21.4%	\$275,500	\$285,000	3.4%	36	57	58.3%
Idyllwild	SFR	49	31	-36.7%	\$500,000	\$550,000	10.0%	46	41	-10.9%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
La Quinta	SFR	200	178	-11.0%	\$765,000	\$832,500	8.8%	48	63	31.3%
	Condo	40	30	-25.0%	\$702,500	\$575,000	-18.1%	56	50	-10.7%
Palm Desert	SFR	205	185	-9.8%	\$715,000	\$648,375	-9.3%	43	57	32.6%
	Condo	148	146	-1.4%	\$508,500	\$497,450	-2.2%	38	55	44.7%
Palm Springs	SFR	184	153	-16.8%	\$1,127,500	\$1,235,000	9.5%	50	50	0.0%
	Condo	223	179	-19.7%	\$425,000	\$385,000	-9.4%	36	53	47.2%
Rancho Mirage	SFR	80	100	25.0%	\$1,167,500	\$1,062,500	-9.0%	42	61	45.2%
	Condo	55	59	7.3%	\$570,000	\$575,000	0.9%	45	56	24.4%
Big Bear	SFR	42	31	-26.2%	\$537,450	\$610,000	13.5%	40	48	20.0%
	Condo	0	2	N/A	N/A	\$429,500	N/A	73	131	79.45%
Lake Arrowhead	SFR	140	104	-25.7%	\$659,000	\$660,000	0.2%	52	62	19.2%
	Condo	5	4	-20.0%	\$434,500	\$420,000	-3.3%	28	28	0.0%

SAN FERNANDO VALLEY

Home sales activity in San Fernando Valley fell by 21 percent. The median sales price fell by only 1 percent compared to last year to just over \$ 1 million. Encino single-family homes saw the median sales price decline by almost 20 percent to \$1.8 million. In neighboring Tarzana, the numbers were different. The median sales price for single-family homes there rose 21 percent to \$1.7 million.

4828 Densmore Avenue, Encino

Listed by Lilach Basson
DRE 01704715

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Burbank	SFR	139	98	-29.5%	\$1,205,000	\$1,345,000	11.6%	21	20	-4.8%
	Condo	50	33	-34.0%	\$742,500	\$734,000	-1.1%	21	23	9.5%
Chatsworth	SFR	76	57	-25.0%	\$985,000	\$961,000	-2.4%	36	32	-11.1%
	Condo	33	26	-21.2%	\$590,000	\$595,000	0.8%	24	18	-25.0%
Calabasas	SFR	46	39	-15.2%	\$1,655,000	\$2,200,000	32.9%	28	34	21.4%
	Condo	14	9	-35.7%	\$700,000	\$665,000	-5.0%	19	29	52.6%
Encino	SFR	96	74	-22.9%	\$2,290,000	\$1,842,885	-19.5%	27	27	0.0%
	Condo	53	40	-24.5%	\$470,000	\$650,000	38.3%	23	27	17.4%
Glendale (All Areas)	SFR	128	110	-14.1%	\$1,327,500	\$1,466,100	10.4%	24	21	-12.5%
	Condo	70	60	-14.3%	\$646,000	\$720,000	11.5%	24	18	-25.0%
Hidden Hills	SFR	3	3	0.0%	\$10,800,000	\$15,000,000	38.9%	60	48	-20.0%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Northridge	SFR	152	90	-40.8%	\$1,022,500	\$1,050,000	2.7%	29	23	-20.7%
	Condo	30	14	-53.3%	\$655,750	\$625,000	-4.7%	27	38	40.7%
Santa Clarita	SFR	17	14	-17.6%	\$760,000	\$742,500	-2.3%	45	34	-24.4%
	Condo	7	5	-28.6%	\$515,000	\$630,000	22.3%	57	35	-38.6%
Sherman Oaks	SFR	133	111	-16.5%	\$1,720,000	\$1,745,000	1.5%	27	25	-7.4%
	Condo	60	50	-16.7%	\$708,000	\$712,500	0.6%	24	25	4.2%
Studio City	SFR	81	62	-23.5%	\$2,100,000	\$2,165,000	3.1%	26	32	23.1%
	Condo	44	34	-22.7%	\$815,000	\$875,500	7.4%	28	22	-21.4%
Tarzana	SFR	50	46	-8.0%	\$1,425,000	\$1,725,000	21.1%	28	37	32.1%
	Condo	34	31	-8.8%	\$486,500	\$549,000	12.8%	25	32	13.3%

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Toluca Lake	SFR	16	9	-43.8%	\$2,215,000	\$1,200,000	-45.8%	33	33	0.0%
	Condo	13	10	-23.1%	\$770,000	\$667,500	-13.3%	15	17	13.3%
Van Nuys	SFR	52	62	19.2%	\$884,500	\$902,500	2.0%	33	28	-15.2%
	Condo	25	33	32.0%	\$475,000	\$465,000	-2.1%	36	29	-19.4%
Woodland Hills	SFR	149	125	-16.1%	\$1,286,000	\$1,350,000	5.0%	27	30	11.1%
	Condo	40	31	-22.5%	\$552,500	\$650,000	17.6%	30	28	-6.7%

CONEJO VALLEY

Home sales activity in the Conejo Valley decreased by 25 percent in the third quarter. Single-family homes in Calabasas saw strong appreciation with the median sales price increasing by 33 percent to \$2.2 million. Neighboring Hidden Hills with large single-family homes and estates' median sales price rose 39 percent to \$15 million. Buyers were eager in Hidden Hills as they reduced average days on market from 60 days last year to 30 days.

2816 Ladbrook Way, Thousand Oaks

Listed by Erica Fields
DRE 01333446

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Agoura Hills	SFR	74	57	-23.0%	\$1,444,000	\$1,425,000	-1.3%	44	40	-9.1%
	Condo	38	32	-15.8%	\$627,500	\$622,500	-0.8%	30	23	-23.3%
Newbury Park	SFR	107	74	-53.5%	\$956,270	\$1,082,500	13.2%	36	27	-25.0%
	Condo	21	15	-28.6%	\$672,000	\$675,000	0.4%	38	37	-2.6%
Oak Park	SFR	21	16	-23.8%	\$1,325,000	\$1,381,500	4.3%	31	37	19.4%
	Condo	20	12	-40.0%	\$739,500	\$710,000	-4.0%	30	19	-36.7%
Thousand Oaks	SFR	176	134	-23.9%	\$1,110,000	\$1,130,350	1.8%	34	29	-14.7%
	Condo	43	44	2.3%	\$560,000	\$620,000	10.7%	29	54	86.2%
Westlake Village	SFR	89	65	-47.8%	\$1,685,000	\$2,175,000	29.1%	37	45	21.6%
	Condo	54	30	-44.4%	\$873,282	\$820,000	-6.1%	33	44	33.3%

PASADENA

Home sales activity in Pasadena fell by 15 percent in the third quarter. In upscale San Marino, the median sales price for single-family homes rose 25 percent to \$3.1 million. Home sales activity for condos in South Pasadena fell by 21 percent. South Pasadena condo buyers saw average days on market fall from 40 days to 28 days. The median sales price for single-family homes in South Pasadena rose 4 percent to \$1.8 million.

603 Arbor Street, Pasadena

Listed by Carol Ortega & Dorothy Korostoff
DRE 01228983 | DRE 01181688

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Alhambra	SFR	43	45	4.7%	\$968,000	\$962,580	-0.6%	20	16	-20.0%
	Condo	42	25	-40.5%	\$690,000	\$748,300	8.4%	23	25	8.7%
Altadena	SFR	84	74	-11.9%	\$1,305,000	\$1,335,000	2.3%	25	29	16.0%
	Condo	0	1	100.00%	N/A	\$560,000	N/A	N/A	8	N/A
Pasadena	SFR	194	172	-11.3%	\$1,320,000	\$1,392,500	5.5%	25	26	4.0%
	Condo	131	113	-13.7%	\$815,000	\$875,380	7.4%	34	30	-11.8%
San Gabriel	SFR	67	47	-29.9%	\$985,000	\$1,190,000	20.8%	23	24	4.3%
	Condo	10	9	-10.0%	\$655,000	\$738,000	12.7%	14	41	192.9%
San Marino	SFR	24	30	25.0%	\$2,493,000	\$3,125,000	25.4%	41	41	0.0%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
South Pasadena	SFR	37	23	-37.8%	\$1,800,000	\$1,875,000	4.2%	27	39	44.4%
	Condo	14	11	-21.4%	\$810,000	\$1,097,200	35.5%	40	28	-30.0%

LA CAÑADA FLINTRIDGE

Home sales activity in La Cañada Flintridge declined by 15 percent compared to last year's third quarter. The median sales price increased by 3 percent to \$1.1 million. Both single-family homes and condos in Glendale saw the median sales price increase. Single-family homes had a median sales price increase of 10 percent to \$1.4 million. While the median sales price for Glendale condos rose 11 percent to \$720,000.

4888 Commonwealth Avenue, La Cañada Flintridge

Listed by Carey Haynes & Andy Haynes
DRE 01144568 | 02029593

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Glendale	SFR	128	110	-14.1%	\$1,327,500	\$1,466,100	10.4%	24	21	-12.5%
	Condo	70	60	-14.3%	\$646,000	\$720,000	11.5%	24	18	-25.0%
La Cañada Flintridge	SFR	51	46	-9.8%	\$2,539,000	\$2,250,000	-11.4%	24	32	33.3%
	Condo	4	1	N/A	\$1,247,500	\$1,380,000	N/A	24	1	N/A
La Crescenta/Glendale/ Montrose/Sparr Heights	SFR	81	60	-25.9%	\$1,216,000	\$1,332,500	9.6%	26	20	-23.1%
	Condo	13	17	30.8%	\$730,000	\$785,000	7.5%	31	34	9.7%
Sunland/Tujunga	SFR	77	64	-16.9%	\$849,000	\$890,000	4.8%	34	22	-20.9%
	Condo	9	10	11.1%	\$635,000	\$638,500	0.6%	14	18	28.6%

NORTHEAST LOS ANGELES

Home sales activity across Northeast Los Angeles declined by 25 percent in the third quarter. Buyers in Monterey Hills moved quickly, reducing average days on market to 1 day from 9 days. Condos in most desirable Highland Park had a median sales price increase of 42 percent to \$687,500. Single-family homes in nearby Eagle Rock saw the median sales price hold steady at \$1.3 million.

4001 Verdugo View Drive, Los Angeles

Listed by Brad Holmes & Joanna Suhl
DRE 01930471 | 01935804

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Eagle Rock	SFR	44	46	4.5%	\$1,310,825	\$1,307,500	-0.3%	23	21	-8.7%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Glassell Park	SFR	27	24	-11.1%	\$1,225,000	\$1,072,500	-12.4%	36	36	0.0%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Highland Park	SFR	64	44	-31.3%	\$1,125,000	\$1,100,414	-2.2%	30	27	-10.0%
	Condo	9	4	-55.6%	\$485,000	\$687,500	41.8%	32	39	21.9%
Montecito Heights	SFR	12	7	-41.7%	\$1,205,000	\$1,160,000	-3.7%	14	20	42.9%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Monterey Hills	SFR	3	2	-33.3%	\$1,185,000	\$1,725,000	N/A	9	1	-88.9%
	Condo	18	15	-16.7%	\$690,000	\$646,000	-6.4%	19	23	21.1%
Mount Washington	SFR	37	19	-48.6%	\$1,200,000	\$1,280,000	6.7%	26	29	11.5%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

EAST SAN GABRIEL VALLEY

East San Gabriel Valley home sales activity declined by 16 percent while the median sales price declined by 6 percent to \$916,953. In Arcadia off the 210 Freeway, the median sales price for single-family homes continued to increase by 7 percent in the third quarter to \$1.7 million. Condos in Arcadia performed strongly with a median sales price increase of 13 percent to \$928,888.

1187 Edinburgh Road, San Dimas

Listed by Maureen Haney
DRE 01169487

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Arcadia	SFR	95	90	-5.3%	\$1,630,000	\$1,727,500	6.0%	36	38	5.6%
	Condo	43	35	-18.6%	\$820,000	\$928,888	13.3%	29	23	-20.7%
Atwater	SFR	22	18	-18.2%	\$1,344,366	\$1,460,000	8.6%	18	14	-22.2%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Azusa	SFR	41	44	7.3%	\$705,000	\$725,000	2.8%	33	25	-24.2%
	Condo	33	20	-39.4%	\$594,000	\$603,000	1.5%	22	36	63.6%
Bradbury	SFR	4	3	-25.0%	\$2,650,000	\$1,285,000	-51.5%	118	10	-91.5%
	Condo	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Glendora	SFR	102	89	-12.7%	\$902,000	\$877,000	-2.8%	32	19	-40.6%
	Condo	13	12	-7.7%	\$600,000	\$688,750	14.8%	23	21	-8.7%
La Verne	SFR	54	53	-1.9%	\$918,500	\$950,000	3.4%	24	29	20.8%
	Condo	12	6	-50.0%	\$430,000	\$590,000	37.2%	26	21	-19.2%
Monrovia	SFR	59	34	-42.4%	\$964,000	\$970,000	0.6%	30	24	-20.0%
	Condo	12	8	-33.3%	\$757,500	\$640,000	-15.5%	25	22	-12.0%
Monterey Park	SFR	59	34	-42.4%	\$964,000	\$970,000	0.6%	30	24	-20.0%
	Condo	12	8	-33.3%	\$757,500	\$640,000	-15.5%	25	22	-12.0%
San Dimas	SFR	60	55	-36.5%	\$877,500	\$905,000	3.1%	29	21	-27.6%
	Condo	16	15	-6.3%	\$609,000	\$610,015	0.2%	22	22	0.0%
Sierra Madre	SFR	41	41	0.0%	\$1,080,000	\$1,060,000	-1.9%	39	32	-17.9%
	Condo	7	8	14.3%	\$860,000	\$875,000	1.7%	24	21	-12.5%

CENTRAL COAST + SANTA BARBARA



CENTRAL COAST

Home sales activity on the Central Coast fell by 18 percent compared to last year's third quarter. In Santa Maria homes sales activity for single-family homes decreased by 27 percent. While Paso Robles saw the median sales price for single-family homes rise 10 percent to \$1.1 million. Condos in Pismo Beach did not fare well as the median sales price fell 55 percent to \$409,581 in the third quarter.

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2021	2022	% CHANGE
Arroyo Grande	SFR	68	67	-1.5%	\$1,085,000	\$1,080,000	-0.5%	33	30	-9.1%
	Condo	7	1	-85.7%	\$530,000	\$570,000	7.5%	13	35	169.2%
Atascadero	SFR	82	63	-23.2%	\$780,000	\$734,000	-5.9%	23	25	8.7%
	Condo	7	6	-14.3%	\$515,000	\$455,000	-11.7%	19	6	-68.4%
Lompoc	SFR	33	14	-57.6%	\$525,000	\$593,500	13.0%	25	23	-8.0%
	Condo	3	1	-66.7%	\$315,000	\$325,000	3.2%	38	8	-78.9%
Morro Bay	SFR	20	31	55.0%	\$1,030,000	\$1,075,000	4.4%	24	67	179.2%
	Condo	6	5	-16.7%	\$732,000	\$845,000	15.4%	12	91	658.3%
Paso Robles	SFR	157	131	-16.6%	\$690,000	\$730,000	5.8%	30	23	-23.3%
	Condo	3	3	0.0%	\$360,000	\$420,000	16.7%	10	42	320.0%
Pismo Beach	SFR	25	19	-24.0%	\$1,050,000	\$1,150,000	9.5%	38	30	-21.1%
	Condo	4	2	-50.0%	\$900,500	\$409,581	-54.5%	11	79	618.2%
San Luis Obispo	SFR	87	68	-21.8%	\$1,100,000	\$1,075,000	-2.3%	27	24	-11.1%
	Condo	26	30	15.4%	\$615,082	\$651,000	5.8%	16	24	50.0%
Santa Maria	SFR	150	110	-26.7%	\$610,000	\$653,500	7.1%	26	21	-19.2%
	Condo	6	9	50.0%	\$338,000	\$430,000	27.2%	26	12	-53.8%

SANTA BARBARA

Home sales activity in Santa Barbara decreased by 15 percent over last year's third quarter. While the median sales price there declined 1 percent to \$2.2 million. In the beach town of Carpinteria, home sales activity was brisk in the third quarter, increasing 38 percent. Montecito, which was seeing double-digit gains, had a 32 percent decline in the median sales price to \$5.2 million.



1564 Ramona Lane, Montecito

Listed by Tyler Källénbach
DRE 02021945

SANTA BARBARA

Carpinteria, Montecito & Adjacent Communities

	TYPE	Number of Sales			Median Sold Price			Days on Market		
		2022	2023	% CHANGE	2022	2023	% CHANGE	2022	2023	% CHANGE
Carpinteria	SFR	16	22	37.5%	\$1,787,500	\$1,652,500	-7.6%	47	23	-51.1%
	Condo	13	13	0.0%	\$800,000	\$865,000	8.1%	10	18	80.0%
Montecito	SFR	25	17	-32.0%	\$6,900,000	\$5,297,000	-23.2%	56	66	17.9%
	Condo	2	2	0.0%	\$3,375,000	\$3,097,500	-8.2%	28	47	67.9%
Santa Barbara	SFR	163	137	-16.0%	\$1,988,000	\$2,223,850	11.9%	25	28	12.0%
	Condo	52	43	-17.3%	\$1,110,000	\$1,250,000	12.6%	22	15	-31.8%
Ventura	SFR	18	16	-11.1%	\$1,634,500	\$1,371,500	-16.1%	45	70	55.6%
	Condo	4	0	-100.0%	\$589,000	N/A	N/A	15	N/A	N/A

COMPASS

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 7/1/23 to 9/31/23 as compared to 7/1/22 to 9/31/22. 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.