



# SOCAL QUARTERLY MARKET (MICRO) INSIGHTS REPORT

—

Q1 2022



It is our pleasure to bring you the Compass SoCal Q1 2022 Market Report.

The Southern California market continued its trajectory of double-digit price increases from the Central Coast to the South Bay. Single-family homes in Santa Barbara saw a median sales price increase of 23 percent to \$2.3 million in the first quarter of 2022. The median sales price for condos in Manhattan Beach rose by 64 percent to \$2.7 million. Historic low inventory levels across the region caused home sales to falter in almost every market. Even potential sellers with significant equity gains chose not to sell right now. Though inventory constraints did not stop motivated buyers from hoping to take advantage of lower interest rates before they increased, “Where will I go?” remained the sentiment. Buyers were out in full force making multiple offers and paying above asking price to secure the “winning bid.”

Buyers moved increasingly quickly, reducing days on market dramatically in some areas from months to weeks. Malibu condo buyers cut days on market from 93 days in Q1 2021 to only 11 days. In Brentwood the brisk demand for single-family homes reduced days on market from 64 days to 30 days. Cash offers were common and often that is what it took to write a competitive contract. Some buyers waived contingencies including inspections and financing. In some highly competitive markets, sellers were even able to stay in their home at no cost after escrow closed until they could move without leasing it back from the buyers. The Compass community of agents across Southern California continues to guide buyers and sellers through challenging times.

LOS ANGELES + WESTSIDE

3	Coastal Communities
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 Communities
----	--

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 in the Coastal Communities declined by 15 percent over last year's first quarter. The median sales price increased by 13 percent to \$2.2 million compared to the same time last year. First quarter median sales prices for single-family homes rose by 38 percent in Malibu Beach to \$10.7 million. Condo prices there did not fare as well, falling by 62 percent to a median sales price of \$1.3 million.





		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Malibu	SFR	43	49	14.0%	\$2,815,000	\$3,800,000	35.0%	91	69	-24.2%
	CONDO	15	9	-40.0%	\$1,340,000	\$986,000	-26.4%	93	11	-88.2%
Malibu Beach	SFR	23	22	-4.3%	\$7,750,000	\$10,711,675	38.2%	84	86	2.4%
	CONDO	7	6	-14.3%	\$3,500,000	\$1,343,000	-61.6%	58	24	-58.6%
Marina del Rey	SFR	29	20	-31.0%	\$1,676,000	\$1,817,500	8.4%	47	24	-48.9%
	CONDO	86	88	2.3%	\$1,032,500	\$1,200,000	16.2%	38	27	-28.9%
Pacific Palisades	SFR	93	62	-33.3%	\$3,620,000	\$4,016,702	11.0%	56	63	12.5%
	CONDO	21	19	-9.5%	\$1,350,000	\$1,350,000	0.0%	37	47	27.0%
Palms - Mar Vista	SFR	81	54	-33.3%	\$1,847,350	\$1,892,500	2.4%	42	23	-45.2%
	CONDO	41	15	-63.4%	\$730,000	\$825,000	13.0%	35	28	-20.0%
Santa Monica	SFR	54	56	3.7%	\$3,415,000	\$3,889,922	13.9%	39	31	-20.5%
	CONDO	107	116	8.4%	\$1,014,000	\$1,362,500	34.4%	53	30	-43.4%
Topanga	SFR	30	19	-36.7%	\$1,510,000	\$1,749,999	15.9%	85	30	-64.7%
	CONDO	0	3	N/A	\$0	\$730,000	N/A	0	32	N/A
Venice	SFR	66	68	3.0%	\$1,894,500	\$2,525,000	33.3%	55	43	-21.8%
	CONDO	14	9	-35.7%	\$1,100,000	\$1,500,000	36.4%	93	39	-58.1%
Westchester	SFR	70	65	-7.1%	\$1,331,925	\$1,485,000	11.5%	33	20	-39.4%
	CONDO	14	10	-28.6%	\$602,500	\$656,500	9.0%	31	27	-12.9%



# THE HILLS

The number of homes sold in the Hills in the first quarter declined by only 1.8 percent. That pushed the median sales price up by 35 percent to \$3.5 million. Average days on market in the Hills fell by 16 percent to 41 days. The median sales price for single-family homes in ultra-luxury Bel Air and Holmby Hills rose by 91 percent over last year's fourth quarter to \$4.1 million.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Beverly Hills	SFR	42	42	N/A	\$7,374,000	\$9,560,000	29.6%	75	51	-32.0%
	CONDO	27	25	-7.4%	\$1,250,000	\$1,550,000	24.0%	54	44	-18.5%
Beverly Hills P.O.	SFR	46	51	10.9%	\$3,042,862	\$3,600,000	18.3%	85	69	-18.8%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
Bel-Air - Holmby Hills	SFR	51	44	-13.7%	\$2,183,000	\$4,175,000	91.3%	68	55	-19.1%
	CONDO	2	3	50.0%	\$1,049,000	\$1,200,000	14.4%	10	25	150.0%

# THE WESTSIDE

Home sales activity on the Westside performed well relative to other areas increasing by 6 percent compared to last year's fourth quarter. The median sales price rose by 12 percent year-over-year to \$1.7 million. Westside buyers moved quickly in the first quarter reducing days on market from 41 days to 26 days. The median sales price for single-family homes in Cheviot Hills-Rancho Park showed an impressive 36 percent increase to \$3.2 million.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Beverlywood	SFR	35	34	-2.9%	\$1,626,000	\$1,778,500	9.4%	37	22	-40.5%
	CONDO	9	23	155.6%	\$870,000	\$968,000	11.3%	37	22	-40.5%
Brentwood	SFR	62	48	-22.6%	\$3,675,000	\$3,597,500	-2.1%	64	30	-53.1%
	CONDO	53	51	-3.8%	\$990,000	\$1,190,000	20.2%	43	26	-39.5%
Cheviot Hills - Rancho Park	SFR	24	16	-33.3%	\$2,360,000	\$3,212,500	36.1%	49	26	-46.9%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
West LA	SFR	27	21	-22.2%	\$1,288,000	\$1,557,000	20.9%	33	25	-24.2%
	CONDO	53	50	-5.7%	\$865,000	\$927,500	7.2%	49	21	-57.1%
Westwood - Century City	SFR	40	47	17.5%	\$2,495,000	\$2,732,700	9.5%	45	35	-22.2%
	CONDO	145	185	27.6%	\$1,010,000	\$1,077,000	6.6%	55	52	-5.5%



# HOLLYWOOD HILLS & MID-CITY

Home sales activity in Hollywood Hills & Mid-City declined by almost 13 percent compared to last year's fourth quarter. The median sale price rose by 11 percent to \$1.5 million. West Hollywood condos' year-over-year median sales price increased by 28 percent to just over \$1 million. Single-family homes in desirable Beverly Center-Miracle Mile saw the median sales price increase year-over-year by 36 percent to \$2.5 million.



	TYPE	Number of Sales			Average Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Beverly Center - Miracle Mile	SFR	66	38	-42.4%	\$1,878,075	\$2,561,250	36.4%	41	30	-26.8%
	CONDO	42	45	7.1%	\$914,000	\$975,000	6.7%	65	34	-47.7%
Hancock Park - Wilshire	SFR	82	59	-28.0%	\$1,982,875	\$2,250,000	13.5%	42	45	7.1%
	CONDO	43	52	20.9%	\$729,000	\$780,000	7.0%	41	44	7.3%
Hollywood Hills East	SFR	52	29	-44.2%	\$1,725,000	\$1,963,500	13.8%	51	32	-37.3%
	CONDO	12	13	8.3%	\$662,500	\$635,000	-4.2%	26	16	-38.5%
Sunset Strip - Hollywood Hills West	SFR	140	125	-10.7%	\$2,395,000	\$2,500,000	4.4%	69	42	-39.1%
	CONDO	24	43	79.2%	\$769,000	\$725,000	-5.7%	41	45	9.8%
West Hollywood	SFR	40	27	-32.5%	\$2,325,000	\$2,350,000	1.1%	62	51	-17.7%
	CONDO	114	106	-7.0%	\$799,500	\$1,022,500	27.9%	50	36	-28.0%



# WESTSIDE/ SOUTH

Westside South's home sales activity fell by 8 percent in 2022's first quarter. Park Hills Heights performed better than most of the Westside South neighborhoods with year-over-year home sales activity up by 10 percent. The median sales price for single-family homes there increased by 20 percent compared to last year to just above \$1 million. The median sales price for condos in Inglewood also trended upwards increasing by 17 percent to \$542,750.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Culver City	SFR	66	40	-39.4%	\$1,575,000	\$1,738,000	10.3%	33	21	-36.4%
	CONDO	58	50	-13.8%	\$622,500	\$665,000	6.8%	32	20	-37.5%
Inglewood	SFR	50	54	8.0%	\$757,500	\$799,500	5.5%	32	20	-37.5%
	CONDO	38	38	0.0%	\$465,000	\$542,750	16.7%	40	18	-55.0%
Ladera Heights	SFR	18	12	-33.3%	\$1,536,000	\$1,731,000	12.7%	32	18	-43.8%
	CONDO	1	3	200.0%	\$615,000	\$600,000	-2.4%	133	54	-59.4%
Park Hills Heights	SFR	119	131	10.1%	\$850,000	\$1,021,000	20.1%	28	29	3.6%
	CONDO	20	11	-45.0%	\$572,000	\$489,000	-14.5%	37	32	-13.5%



# METRO LOS ANGELES

Home sales activity in Metro Los Angeles fell by 12 percent as the median sales price rose by 10 percent topping \$1 million in the first quarter. Condo sales activity in Silver Lake – Echo Park dropped by 45 percent. Most likely the result of a year-over-year median sales price increase of almost 100 percent to \$952,500. Silver Lake - Echo Park buyers still reduced average days on market from 61 to 47 days.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Atwater	SFR	29	17	-41.4%	\$1,125,000	\$1,252,500	11.3%	31	27	-12.9%
	CONDO	1	0	-100.0%	\$593,500	0	-100.0%	42	0	-100.0%
Downtown LA	SFR	32	36	12.5%	\$516,250	\$549,500	6.4%	47	52	10.6%
	CONDO	107	114	6.5%	\$600,000	\$545,000	-9.2%	81	54	-33.3%
Hollywood	SFR	42	37	-11.9%	\$1,212,500	\$1,350,000	11.3%	51	44	-13.7%
	CONDO	43	29	-32.6%	\$700,000	\$825,000	17.9%	66	56	-15.2%
Los Feliz	SFR	60	33	-45.0%	\$1,997,500	\$2,350,000	17.6%	39	34	-12.8%
	CONDO	7	15	114.3%	\$675,000	\$841,000	24.6%	42	20	-52.4%
Silver Lake - Echo Park	SFR	100	101	1.0%	\$1,249,000	\$1,379,000	10.4%	31	26	-16.1%
	CONDO	40	22	-45.0%	\$477,000	\$952,500	99.7%	61	47	-23.0%



# DESERT/SPRINGS & MOUNTAIN AREAS

Home sales activity in the first quarter in the Desert and Mountain Areas fell by 19 percent. The median sales price rose by 32 percent to \$570,196.38. The median sales price for condos in Palm Springs rose by 39 percent reaching \$422,000. Big Bear home sales activity fell 56% year-over-year. A combination of low inventory and the median sales price for single-family homes rising by 49 percent to \$668,250 kept buyers away in Big Bear.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Cathedral City	SFR	174	179	2.9%	\$432,500	\$540,000	24.9%	49	34	-30.6%
	CONDO	59	52	-11.9%	\$210,000	\$305,500	45.5%	64	40	-37.5%
Coachella	SFR	38	40	5.3%	\$302,500	\$385,000	27.3%	38	40	5.3%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
Desert Hot Springs	SFR	175	195	11.4%	\$299,000	\$400,000	33.8%	43	28	-34.9%
	CONDO	4	10	150.0%	\$53,500	\$126,250	136.0%	10	35	250.0%
Indian Wells	SFR	111	68	-38.7%	\$1,200,000	\$1,450,000	20.8%	87	54	-37.9%
	CONDO	32	27	-15.6%	\$520,000	\$699,000	34.4%	90	30	-66.7%
Indio	SFR	394	396	0.5%	\$405,000	\$529,500	30.7%	49	29	-40.8%
	CONDO	16	20	25.0%	\$180,000	\$307,250	70.7%	35	22	-37.1%
Idyllwild	SFR	22	41	86.4%	\$447,000	\$525,000	17.4%	31	44	41.9%
	CONDO	0	0	NA	\$0	\$0	NA	0	0	NA
La Quinta	SFR	493	348	-29.4%	\$717,000	\$835,338	16.5%	62	32	-48.4%
	CONDO	144	83	-42.4%	\$444,800	\$615,000	38.3%	51	115	125.5%
Palm Desert	SFR	412	303	-26.5%	\$534,000	\$660,000	23.6%	49	29	-40.8%
	CONDO	360	238	-33.9%	\$350,000	\$485,000	38.6%	64	23	-64.1%
Palm Springs	SFR	281	251	-10.7%	\$904,000	\$1,200,000	32.7%	45	35	-22.2%
	CONDO	322	290	-9.9%	\$304,500	\$422,000	38.6%	47	23	-51.1%
Rancho Mirage	SFR	223	189	-15.2%	\$850,000	\$1,200,000	41.2%	74	39	-47.3%
	CONDO	133	89	-33.1%	\$385,000	\$530,000	37.7%	67	25	-62.7%
Big Bear	SFR	244	108	-55.7%	\$449,000	\$668,250	48.8%	21	25	19.0%
	CONDO	5	3	-40.0%	\$400,000	\$475,000	18.8%	89	7	-92.1%
Lake Arrowhead	SFR	174	149	-14.4%	\$607,500	\$715,000	17.7%	73	22	-69.9%
	CONDO	8	10	25.0%	\$399,500	\$611,625	53.1%	35	29	-17.1%



# ORANGE COUNTY

Home sales activity in Orange County fell by 21 percent while the median sales price increased by 27 percent to \$1.5 million. The median sales price for single-family homes in Mission Viejo for the first quarter rose by 30 percent hitting the million-dollar mark for the first time. Prestigious Newport Coast's median sales price for single-family homes increased by 44 percent to \$4.8 million compared to last year's first quarter.





		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Corona Del Mar	SFR	40	50	25.0%	\$4,250,000	\$4,650,000	9.4%	83	40	-51.8%
	CONDO	41	28	-31.7%	\$2,120,000	\$2,337,500	10.3%	52	16	-69.2%
Costa Mesa	SFR	80	52	-35.0%	\$1,492,500	\$1,949,500	30.6%	32	17	-46.9%
	CONDO	7	7	0.0%	\$710,000	\$925,000	30.3%	7	8	14.3%
Dana Point	SFR	162	109	-32.7%	\$1,089,000	\$1,420,000	30.4%	20	12	-40.0%
	CONDO	75	47	-37.3%	\$665,000	\$815,000	22.6%	18	20	11.1%
Huntington Beach	SFR	107	57	-46.7%	\$1,399,500	\$2,035,000	45.4%	58	36	-37.9%
	CONDO	51	63	23.5%	\$780,088	\$1,000,000	28.2%	44	14	-68.2%
Irvine	SFR	332	240	-27.7%	\$1,100,000	\$1,370,000	24.5%	22	16	-27.3%
	CONDO	191	169	-11.5%	\$605,000	\$705,000	16.5%	23	18	-21.7%
Ladera Ranch	SFR	353	257	-27.2%	\$1,380,000	\$1,730,000	25.4%	34	14	-58.8%
	CONDO	494	382	-22.7%	\$770,000	\$1,034,600	34.4%	27	10	-63.0%
Laguna Beach	SFR	86	45	-47.7%	\$1,100,000	\$1,630,000	48.2%	27	9	-66.7%
	CONDO	50	35	-30.0%	\$649,750	\$807,000	24.2%	8	9	12.5%
Laguna Hills	SFR	91	88	-3.3%	\$2,620,000	\$3,107,500	18.6%	67	48	-28.4%
	CONDO	17	16	-5.9%	\$975,000	\$1,850,000	89.7%	96	15	-84.4%
Laguna Niguel	SFR	57	51	-10.5%	\$1,225,000	\$1,460,000	19.2%	29	17	-41.4%
	CONDO	39	30	-23.1%	\$530,000	\$626,000	18.1%	24	20	-16.7%
Long Beach	SFR	142	108	-23.9%	\$1,175,000	\$1,692,500	44.0%	20	11	-45.0%
	CONDO	109	101	-7.3%	\$551,000	\$775,000	40.7%	20	10	-50.0%
Mission Viejo	SFR	468	454	-3.0%	\$780,000	\$898,450	15.2%	20	17	-15.0%
	CONDO	331	287	-13.3%	\$440,000	\$500,000	13.6%	30	19	-36.7%



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Newport Beach	SFR	203	137	-32.5%	\$2,500,000	\$3,530,000	41.2%	44	29	-34.1%
	CONDO	84	62	-26.2%	\$1,210,500	\$1,355,000	11.9%	84	62	-26.2%
Newport Coast	SFR	31	26	-16.1%	\$3,365,000	\$4,840,000	43.8%	65	41	-36.9%
	CONDO	19	11	-42.1%	\$1,239,800	\$1,840,000	48.4%	13	15	15.4%
San Clemente	SFR	198	133	-32.8%	\$1,320,000	\$1,650,000	25.0%	21	13	-38.1%
	CONDO	71	39	-45.1%	\$799,000	\$902,000	12.9%	26	20	-23.1%
San Juan Capistrano	SFR	75	80	6.7%	\$1,425,000	\$1,574,000	10.5%	30	23	-23.3%
	CONDO	24	19	-20.8%	\$610,000	\$499,000	-18.2%	21	20	-4.8%
Seal Beach	SFR	33	19	-42.4%	\$1,208,000	\$1,475,000	22.1%	37	13	-64.9%
	CONDO	13	9	-30.8%	\$489,000	\$410,000	-16.2%	51	59	15.7%



# SAN FERNANDO VALLEY





# SAN FERNANDO VALLEY

Home sales activity in San Fernando Valley fell by 19 percent in this year's first quarter. Valley-wide home buyers did pay more in 2022's first quarter as the median sales price increased by 22 percent to \$1.1 million. Buyers there moved quickly, reducing the average days on market from 32 to 23 days. The median sales price for Studio City condos increased by 21 percent to \$847,000.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Burbank	SFR	111	145	30.6%	\$1,070,000	\$1,250,000	16.8%	18	10	-44.4%
	CONDO	48	47	-2.1%	\$655,000	\$700,000	6.9%	27	28	3.7%
Chatsworth	SFR	87	60	-31.0%	\$910,000	\$948,000	4.2%	27	24	-11.1%
	CONDO	50	41	-18.0%	\$518,500	\$605,000	16.7%	12	13	8.3%
Encino	SFR	101	88	-12.9%	\$1,925,000	\$2,137,500	11.0%	30	22	-26.7%
	CONDO	70	65	-7.1%	\$518,750	\$570,000	9.9%	40	21	-47.5%
Glendale (All Areas)	SFR	176	130	-26.1%	\$1,183,000	\$1,430,000	20.9%	29	20	-31.0%
	CONDO	91	75	-17.6%	\$578,000	\$640,000	10.7%	39	19	-51.3%
Northridge	SFR	105	101	-3.8%	\$845,000	\$1,025,000	21.3%	29	13	-55.2%
	CONDO	23	32	39.1%	\$490,000	\$617,500	26.0%	13	16	23.1%
Santa Clarita	SFR	12	13	8.3%	\$770,000	\$825,000	7.1%	53	22	-58.5%
	CONDO	12	8	-33.3%	\$432,500	\$453,000	4.7%	35	35	0.0%
Sherman Oaks	SFR	164	117	-28.7%	\$1,415,000	\$1,825,000	29.0%	34	20	-41.2%
	CONDO	92	61	-33.7%	\$613,500	\$689,000	12.3%	34	15	-55.9%
Studio City	SFR	97	60	-38.1%	\$1,825,000	\$2,087,500	14.4%	39	26	-33.3%
	CONDO	68	46	-32.4%	\$697,250	\$847,000	21.5%	42	16	-61.9%
Tarzana	SFR	74	53	-28.4%	\$1,499,500	\$1,760,000	17.4%	34	17	-50.0%
	CONDO	56	45	-19.6%	\$399,500	\$495,000	23.9%	33	20	-39.4%
Toluca Lake	SFR	23	24	4.3%	\$1,528,000	\$2,155,000	41.0%	45	31	-31.1%
	CONDO	27	14	-48.1%	\$647,000	\$772,500	19.4%	24	17	-29.2%
Van Nuys	SFR	72	71	-1.4%	\$766,000	\$870,000	13.6%	23	19	-17.4%
	CONDO	38	40	5.3%	\$420,000	\$482,500	14.9%	34	26	-23.5%
Woodland Hills	SFR	228	171	-25.0%	\$1,124,500	\$1,300,000	15.6%	26	17	-34.6%
	CONDO	81	49	-39.5%	\$462,000	\$555,000	20.1%	31	13	-58.1%



# CONEJO VALLEY

Home sales in the Conejo Valley dipped by 21 percent compared to last year's first quarter. The median sales price of \$1.3 million reflected a year-over-year 22 percent increase. Demand for single-family homes in Agoura Hills pushed the median sales price up by 32 percent to \$1.3 million. Buyers moved fast writing contracts and reduced days on market from 42 to 22 days in 2022's first quarter.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Agoura Hills	SFR	91	57	-37.4%	\$1,045,000	\$1,384,000	32.4%	42	22	-47.6%
	CONDO	35	24	-31.4%	\$485,000	\$552,500	13.9%	25	25	0.0%
Calabasas	SFR	69	71	2.9%	\$1,887,500	\$1,766,778	-6.4%	33	28	-15.2%
	CONDO	19	23	21.1%	\$580,000	\$715,000	23.3%	35	15	-57.1%
Hidden Hills	SFR	12	8	-33.3%	\$4,425,000	\$6,537,500	47.7%	56	85	51.8%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
Newbury Park	SFR	99	67	-32.3%	\$870,000	\$1,020,000	17.2%	31	23	-25.8%
	CONDO	23	16	-30.4%	\$599,000	\$617,500	3.1%	28	19	-32.1%
Oak Park	SFR	31	23	-25.8%	\$950,000	\$1,410,000	48.4%	26	22	-15.4%
	CONDO	13	9	-30.8%	\$519,000	\$650,000	25.2%	27	28	3.7%
Thousand Oaks	SFR	138	138	0.0%	\$921,060	\$1,099,975	19.4%	28	26	-7.1%
	CONDO	59	52	-11.9%	\$505,000	\$585,000	15.8%	29	24	-17.2%
Westlake Village	SFR	96	74	-22.9%	\$1,550,000	\$1,975,000	27.4%	50	33	-34.0%
	CONDO	71	35	-50.7%	\$699,000	\$850,000	21.6%	41	25	-39.0%



# SAN GABRIEL VALLEY





# PASADENA

Home sales in greater Pasadena fell by 9 percent in the first quarter as the median sales price increased by 17 percent to \$1.1 million. Single-family homes in South Pasadena were in demand with the median sales price rising by 46 percent to \$2.3 million. Condo buyers in South Pasadena made quick decisions cutting days on market from 29 days to 10 days compared to a year ago.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Alhambra	SFR	48	49	2.1%	\$839,000	\$950,000	13.2%	33	173	424.2%
	CONDO	35	58	65.7%	\$590,000	\$680,000	15.3%	28	22	-21.4%
Altadena	SFR	85	84	-1.2%	\$1,050,000	\$1,220,000	16.2%	24	21	-12.5%
	CONDO	1	2	100.0%	\$905,000	\$570,000	-37.0%	26	50	92.3%
Pasadena	SFR	192	198	3.1%	\$1,167,500	\$1,353,500	15.9%	37	26	-29.7%
	CONDO	147	132	-10.2%	\$650,000	\$821,000	26.3%	40	28	-30.0%
San Gabriel	SFR	51	52	2.0%	\$900,000	\$1,048,049	16.4%	29	20	-31.0%
	CONDO	19	26	36.8%	\$779,000	\$828,000	6.3%	20	10	-50.0%
San Marino	SFR	25	31	24.0%	\$2,230,000	\$2,750,000	23.3%	58	40	-31.0%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
South Pasadena	SFR	37	19	-48.6%	\$1,638,500	\$2,388,000	45.7%	29	21	-27.6%
	CONDO	17	10	-41.2%	\$825,000	\$895,000	8.5%	29	10	-65.5%



# LA CAÑADA FLINTRIDGE

Home sales activity in La Cañada Flintridge declined by 22 percent. The Sunland/Tujunga median sales price increased by 27 percent to \$930,000 in the first quarter. Year-over-year sales activity for Glendale's single-family homes dropped by 26 percent. That median sales price there rose by 21 percent to \$1.4 million. Glendale condo buyers moved the fastest in the area, reducing days on market by 51 percent from 39 days to 19 days.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Atwater	SFR	29	17	-41.4%	\$1,125,000	\$1,252,500	11.3%	31	27	-12.9%
	CONDO	1	0	-100.0%	\$593,500	0	-100.0%	42	0	-100.0%
Glendale	SFR	176	130	-26.1%	\$1,183,000	\$1,430,000	20.9%	29	20	-31.0%
	CONDO	91	75	-17.6%	\$578,000	\$640,000	10.7%	39	19	-51.3%
La Cañada Flintridge	SFR	61	42	-31.1%	\$2,100,000	\$2,532,500	20.6%	39	31	-20.5%
	CONDO	4	0	-100.0%	\$907,500	0	-100.0%	27	0	-100.0%
La Crescenta/Glendale/ Montrose/Sparr Heights	SFR	74	57	-23.0%	\$1,150,750	\$1,310,000	13.8%	25	20	-20.0%
	CONDO	18	20	11.1%	\$717,000	\$761,000	6.1%	57	19	-66.7%
Sunland/Tujunga	SFR	92	77	-16.3%	\$732,000	\$930,000	27.0%	28	22	-21.4%
	CONDO	9	11	22.2%	\$570,000	\$678,000	18.9%	23	26	13.0%



# NORTHEAST LOS ANGELES

Home sales across Northeast Los Angeles decreased by 9 percent. While the median sales price increased by 22 percent year-over-year to \$912,417. Condos in Glassell Park saw the median sales price increase by 48 percent to \$920,000. Prices did not impact those buyers as days on market for Glassell Park condos fell from 104 days in last year's first quarter to only 6 days this year.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Eagle Rock	SFR	44	39	-11.4%	\$1,225,000	\$1,265,000	3.3%	31	25	-19.4%
	CONDO	0	2	N/A	N/A	\$675,000	N/A	N/A	8	N/A
Glassell Park	SFR	22	22	0.0%	\$1,004,000	\$1,250,500	24.6%	26	22	-15.4%
	CONDO	8	2	-75.0%	\$620,000	\$920,000	48.4%	104	6	-94.2%
Highland Park	SFR	87	73	-16.1%	\$960,000	\$1,215,000	26.6%	31	23	-25.8%
	CONDO	11	5	-54.5%	\$465,000	\$550,000	18.3%	20	14	-30.0%
Montecito Heights	SFR	4	6	50.0%	\$927,500	\$1,275,000	37.5%	21	68	223.8%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
Monterey Hills	SFR	1	7	600.0%	\$875,000	\$1,285,000	46.9%	5	23	360.0%
	CONDO	26	18	-30.8%	\$538,000	\$628,500	16.8%	20	20	0.0%
Mount Washington	SFR	27	35	29.6%	\$1,120,000	\$1,285,000	14.7%	36	18	-50.0%
	CONDO	1	1	0.0%	\$515,000	\$600,000	16.5%	11	142	1190.9%



# EAST SAN GABRIEL VALLEY

East San Gabriel Valley home sales activity declined by 10 percent from last year. The year-over-year median sales price increased by 11 percent. La Verne single-family homes fared better with a 20 percent median sales price increase to \$975,000. Arcadia, with its central location, enjoyed a 19 percent increase in the median sales price for single-family homes reaching \$1.8 million.





		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Arcadia	SFR	107	98	-8.4%	\$1,513,000	\$1,804,000	19.2%	45	40	-11.1%
	CONDO	41	28	-31.7%	\$742,000	\$859,000	15.8%	44	37	-15.9%
Atwater	SFR	29	17	-41.4%	\$1,125,000	\$1,252,500	11.3%	31	27	-12.9%
	CONDO	1	0	-100.0%	\$593,500	0	-100.0%	42	0	-100.0%
Azusa	SFR	60	65	8.3%	\$631,500	\$700,000	10.8%	23	19	-17.4%
	CONDO	40	30	-25.0%	\$454,000	\$527,250	16.1%	16	17	6.3%
Bradbury	SFR	5	4	-20.0%	\$1,300,000	\$1,503,750	15.7%	76	105	38.2%
	CONDO	0	0	N/A	0	0	N/A	0	0	N/A
Glendora	SFR	84	94	11.9%	\$802,500	\$817,500	1.9%	29	14	-51.7%
	CONDO	20	11	-45.0%	\$529,500	\$640,000	20.9%	112	7	-93.8%
La Verne	SFR	70	63	-10.0%	\$815,000	\$975,000	19.6%	25	36	44.0%
	CONDO	10	5	-50.0%	\$357,250	\$420,000	17.6%	12	8	-33.3%
Monrovia	SFR	61	51	-16.4%	\$882,000	\$1,150,000	30.4%	61	51	-16.4%
	CONDO	23	16	-30.4%	\$650,000	\$687,000	5.7%	20	19	-5.0%
Monterey Park	SFR	38	56	47.4%	\$819,500	\$955,000	16.5%	22	19	-13.6%
	CONDO	34	27	-20.6%	\$595,500	\$650,000	9.2%	33	14	-57.6%
San Dimas	SFR	58	54	-6.9%	\$758,000	\$847,500	11.8%	18	14	-22.2%
	CONDO	16	21	31.3%	\$477,500	\$568,000	19.0%	17	6	-64.7%
Sierra Madre	SFR	28	17	-39.3%	\$1,155,000	\$1,475,000	27.7%	59	18	-69.5%
	CONDO	7	4	-42.9%	\$703,000	\$790,000	12.4%	34	18	-47.1%



# SOUTH BAY

Home sales activity in the South Bay declined by 16 percent compared to last year's first quarter. The median sales price rose by 19 percent to \$1.6 million. Buyers across the South Bay acted fast as days on market fell from 32 days to 19 days. Single-family homes in prestigious Rolling Hills Estate saw a median sales price increase of 64 percent to \$3.7 million.



	TYPE	Number of Sales			Average Sold Price			Days on Market		
		2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
El Segundo	SFR	21	12	-42.9%	\$1,570,000	\$2,125,000	35.4%	22	13	-40.9%
	CONDO	12	16	33.3%	\$845,000	\$1,017,500	20.4%	9	23	155.6%
Hermosa Beach	SFR	31	26	-16.1%	\$2,199,000	\$2,750,000	25.1%	39	20	-48.7%
	CONDO	28	13	-53.6%	\$1,925,000	\$1,180,000	-38.7%	40	14	-65.0%
Hawthorne	SFR	49	54	10.2%	\$840,000	\$867,500	3.3%	19	19	0.0%
	CONDO	18	15	-16.7%	\$753,500	\$740,000	-1.8%	18	19	5.6%
Manhattan Beach	SFR	63	55	-12.7%	\$3,380,000	\$3,150,000	-6.8%	46	27	-41.3%
	CONDO	19	11	-42.1%	\$1,649,000	\$2,700,000	63.7%	35	24	-31.4%
Palos Verdes Estates	SFR	45	42	-6.7%	\$2,125,000	\$3,125,000	47.1%	37	36	-2.7%
	CONDO	7	0	-100.0%	\$700,000	\$0	-100.0%	30	0	-100.0%
Playa del Rey	SFR	16	10	-37.5%	\$1,796,250	\$2,262,500	26.0%	45	59	31.1%
	CONDO	34	35	2.9%	\$667,500	\$749,000	12.2%	30	17	-43.3%
Playa Vista	SFR	11	5	-54.5%	\$2,000,000	\$2,599,000	30.0%	39	13	-66.7%
	CONDO	38	38	0.0%	\$972,500	\$1,048,750	7.8%	46	20	-56.5%
Rancho Palos Verdes	SFR	97	86	-11.3%	\$1,510,000	\$1,915,000	26.8%	26	21	-19.2%
	CONDO	23	29	26.1%	\$745,000	\$830,000	11.4%	39	22	-43.6%
Redondo Beach	SFR	93	51	-45.2%	\$1,380,000	\$1,585,000	14.9%	23	13	-43.5%
	CONDO	129	97	-24.8%	\$1,130,000	\$1,230,000	8.8%	22	14	-36.4%
Rolling Hills Estates	SFR	19	25	31.6%	\$2,274,000	\$3,727,911	63.9%	18	9	-50.0%
	CONDO	12	11	-8.3%	\$699,950	\$1,220,000	74.3%	69	10	-85.5%
Torrance	SFR	192	165	-14.1%	\$1,000,685	\$1,140,000	13.9%	17	11	-35.3%
	CONDO	96	89	-7.3%	\$591,000	\$685,000	15.9%	28	14	-50.0%



# CENTRAL COAST + SANTA BARBARA





# CENTRAL COAST

Home sales activity on the Central Coast declined by 25 percent in the first quarter of 2022. The median sales price rose to \$717,719, a 23 percent increase. The median sales price for single-family homes in Arroyo Grande increased by 24 percent just hitting \$1,000,000. Paso Robles, a popular tourist destination, saw the median sales price for single-family homes also increase by 24 percent to \$720,500.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Arroyo Grande	SFR	72	55	-23.6%	\$807,500	\$1,000,000	23.8%	34	23	-32.4%
	CONDO	10	3	-70.0%	\$433,500	\$585,000	34.9%	22	12	-45.5%
Atascadero	SFR	73	65	-11.0%	\$615,000	\$721,000	17.2%	14	14	0.0%
	CONDO	16	8	-50.0%	\$358,500	\$437,500	22.0%	52	15	-71.2%
Lompoc	SFR	19	34	78.9%	\$440,000	\$517,500	17.6%	23	12	-47.8%
	CONDO	2	2	0.0%	\$302,500	\$316,000	4.5%	9	43	377.8%
Morro Bay	SFR	40	28	-30.0%	\$791,500	\$991,500	25.3%	37	36	-2.7%
	CONDO	4	5	25.0%	\$705,250	\$955,000	35.4%	34	5	-85.3%
Paso Robles	SFR	176	118	-33.0%	\$582,750	\$720,500	23.6%	26	23	-11.5%
	CONDO	5	4	-20.0%	\$374,500	\$397,000	6.0%	14	25	78.6%
Pismo Beach	SFR	32	21	-34.4%	\$1,000,500	\$1,310,000	30.9%	51	11	-78.4%
	CONDO	9	10	11.1%	\$675,000	\$858,500	27.2%	22	16	-27.3%
San Luis Obispo	SFR	111	53	-52.3%	\$865,000	\$1,150,000	32.9%	40	14	-65.0%
	CONDO	34	28	-17.6%	\$495,000	\$565,000	14.1%	43	14	-67.4%
Santa Maria	SFR	141	128	-9.2%	\$520,000	\$630,000	21.2%	17	17	0.0%
	CONDO	29	18	-37.9%	\$350,000	\$329,000	-6.0%	22	9	-59.1%



# SANTA BARBARA

Home sales activity in Santa Barbara declined by 23 percent in the first quarter. While the median sales price rose by 14 percent to just above \$2 million. Surprisingly the small coastal town of Carpinteria had a 20 percent decline in the median sales price falling to \$1.5 million for single-family homes. Conversely, Santa Barbara saw a 23 percent year-over-year median sales price increase for single-family homes to \$2.2 million.



		Number of Sales			Average Sold Price			Days on Market		
	TYPE	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
Carpinteria	SFR	16	13	-18.8%	\$1,892,750	\$1,512,000	-20.1%	66	21	-68.2%
	CONDO	17	16	-5.9%	\$650,000	\$853,500	31.3%	15	9	-40.0%
Montecito	SFR	41	34	-17.1%	\$5,750,000	\$5,997,500	4.3%	109	49	-55.0%
	CONDO	4	5	25.0%	\$1,825,500	\$3,200,000	75.3%	81	98	21.0%
Santa Barbara	SFR	247	177	-28.3%	\$1,850,000	\$2,280,000	23.2%	39	33	-15.4%
	CONDO	78	59	-24.4%	\$870,000	\$950,000	9.2%	31	15	-51.6%
Ventura	SFR	18	23	27.8%	\$936,000	\$900,000	-3.8%	13	53	307.7%
	CONDO	7	1	-85.7%	\$550,000	\$615,000	11.8%	34	13	-61.8%



[compass.com](https://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 1/1/2021 - 3/31/2021 as compared to 1/1/2022 - 3/31/2022. 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.