

# Elliman Report

## Q4-2024 Los Angeles, CA Sales

### Single Family & Condo Dashboard

YEAR-OVER-YEAR

+ **2.8%**  
Prices  
Median Sales Price

+ **0.2 mos**  
Pace  
Months of Supply

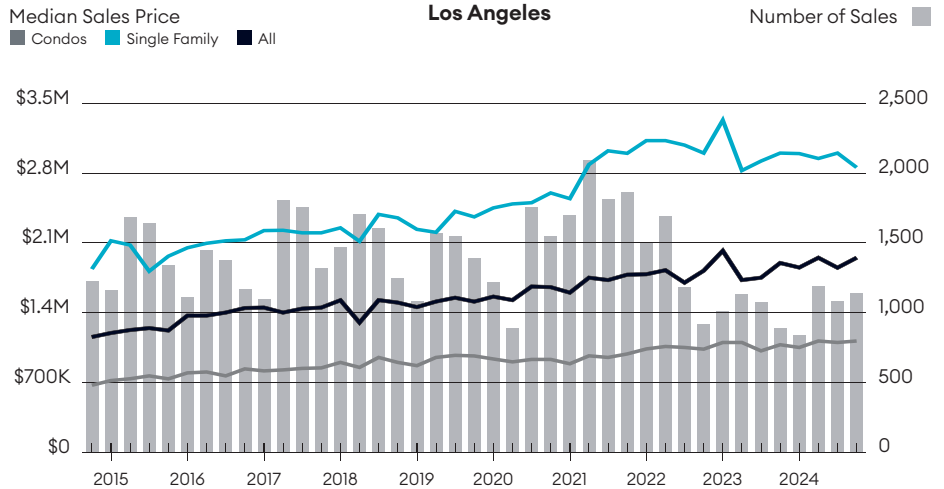
+ **28.6%**  
Sales  
Closed Sales

+ **32.9%**  
Inventory  
Total Inventory

+ **6 days**  
Marketing Time  
Days on Market

+ **0.3%**  
Negotiability  
Listing Discount

- Median sales price rose year over year for the third time
- Sales surged annually, rising for the third consecutive quarter
- Listing inventory continued to rise annually as it has for the past two years



Los Angeles Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$3,200,626	1.7%	\$3,147,039	7.0%	\$2,989,935
Average Price Per Sq Ft	\$1,258	-1.3%	\$1,275	-0.6%	\$1,265
Median Sales Price	\$1,950,000	5.4%	\$1,850,000	2.8%	\$1,897,500
Number of Sales (Closed)	1,139	5.6%	1,079	28.6%	886
Days on Market (From Last List Date)	46	7.0%	43	15.0%	40
Listing Discount (From Last List Price)	4.5%		5.1%		4.2%
Listing Inventory	2,865	-20.9%	3,622	32.9%	2,155
Months of Supply	7.5	-25.7%	10.1	2.7%	7.3
Year-to-Date	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price (YTD)	\$3,140,825	N/A	N/A	1.1%	\$3,107,713
Average Price per Sq Ft (YTD)	\$1,254	N/A	N/A	-4.1%	\$1,308
Median Sales Price (YTD)	\$1,900,000	N/A	N/A	4.4%	\$1,820,000
Number of Sales (YTD)	4,243	N/A	N/A	3.6%	4,096

### Price trend indicators and sales continued to rise.

The results of this analysis, particularly those for the Pacific Palisades, do not reflect the impact of the Los Angeles wildfires that began on January 7, one week after the reporting period concluded.

The median sales price increased by 2.8% year over year to \$1,950,000, marking the third consecutive quarter of growth.

Sales surged by 28.6% to 1,139, while listing inventory fell by 32.9% to 2,865. As listing inventory grew slightly faster than sales, the pace of the market eased a bit. The months of supply, which indicate the time required to sell all listing inventory at the current sales rate, stood at 7.5 months, reflecting a 2.7% slower-moving market compared



Prepared by Miller Samuel Real Estate Appraisers & Consultants

## Single Family

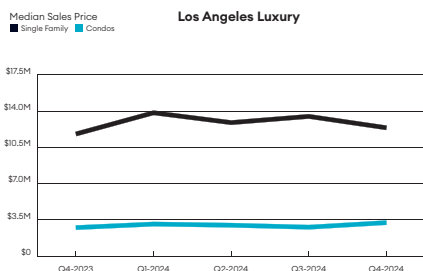
- Median sales price declined year over year for the first time in three quarters
- Sales increased year over year for the third time
- Listing inventory expanded annually for the ninth time

## Condo

- Median sales price increased annually for the third time in four quarters
- Sales increased year over year for the eleventh time
- Listing inventory continued to rise annually as it has for more than two years

## Luxury

- Luxury single family price trend indicators continued to see annual increases



to the same time last year. The single family luxury market, defined as the top ten percent of all sales starting at \$8,550,000 this quarter, experienced a 5.1% year over year increase in single family median sales price

to \$12,400,000. The condo luxury market, starting at \$2,330,000 this quarter, recorded a median sales price of \$3,243,000, which rose annually by 17.7%.

Single Family Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$4,342,261	-8.3%	\$4,734,475	0.6%	\$4,315,103
Average Price Per Sq Ft	\$1,381	-3.6%	\$1,432	-1.5%	\$1,402
Median Sales Price	\$2,855,689	-4.8%	\$3,000,000	-4.8%	\$3,000,000
Number of Sales (Closed)	660	15.2%	573	34.7%	490
Days on Market (From Last List Date)	42	0.0%	42	10.5%	38

Condo Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$1,627,602	20.6%	\$1,349,410	20.5%	\$1,350,206
Average Price Per Sq Ft	\$930	3.7%	\$897	2.0%	\$912
Median Sales Price	\$1,115,000	1.4%	\$1,100,000	3.5%	\$1,077,500
Number of Sales (Closed)	479	-5.3%	506	21.0%	396
Days on Market (From Last List Date)	51	18.6%	43	21.4%	42

Luxury Single Family Matrix (Top 10% of Sales)	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$15,921,142	-10.8%	\$17,839,876	6.0%	\$15,026,120
Average Price Per Sq Ft	\$2,261	-0.5%	\$2,273	0.5%	\$2,250
Median Sales Price	\$12,400,000	-8.1%	\$13,495,000	5.1%	\$11,800,000
Number of Sales (Closed)	67	15.5%	58	34.0%	50
Days on Market (From Last List Date)	56	-22.2%	72	-6.7%	60
Entry Price Threshold	\$8,550,000	-8.1%	\$9,300,000	6.2%	\$8,050,000

Luxury Condo Matrix (Top 10% of Sales)	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$6,227,900	77.4%	\$3,511,384	73.2%	\$3,595,978
Average Price Per Sq Ft	\$1,493	14.9%	\$1,299	3.5%	\$1,442
Median Sales Price	\$3,243,000	15.8%	\$2,800,000	17.7%	\$2,755,000
Number of Sales (Closed)	48	-11.1%	54	20.0%	40
Days on Market (From Last List Date)	83	43.1%	58	38.3%	60
Entry Price Threshold	\$2,330,000	5.9%	\$2,200,000	4.7%	\$2,225,000

New Development Condo Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$4,502,700	-54.9%	\$9,992,325	-42.0%	\$7,769,443
Average Price Per Sq Ft	\$1,294	-37.6%	\$2,074	-14.8%	\$1,518
Median Sales Price	\$3,200,000	-32.4%	\$4,732,500	-33.3%	\$4,800,000
Number of Sales (Closed)	37	-7.5%	40	19.4%	31
Days on Market (From Last List Date)	55	-6.8%	59	-24.7%	73

Downtown Condo Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$917,911	34.2%	\$684,190	34.9%	\$680,191
Average Price Per Sq Ft	\$730	15.3%	\$633	8.6%	\$672
Median Sales Price	\$597,500	-3.2%	\$617,500	-2.3%	\$611,500
Number of Sales (Closed)	56	12.0%	50	0.0%	56
Days on Market (From Last List Date)	87	33.8%	65	40.3%	62

Beverly Hills P.O. Single Family Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$5,172,963	23.2%	\$4,198,104	61.7%	\$3,199,155
Average Price Per Sq Ft	\$1,312	28.4%	\$1,022	12.2%	\$1,169
Median Sales Price	\$2,975,000	-4.7%	\$3,120,500	18.8%	\$2,505,000
Number of Sales (Closed)	54	12.5%	48	38.5%	39
Days on Market (From Last List Date)	63	8.6%	58	53.7%	41

## New Development Condo

- Sales increased year over year as price trend indicators declined
- Listing inventory increased year over year for the third time

## Downtown Condo

- Price trend indicators showed mixed annual results as sales stabilized
- Listing inventory increased year over year for the fifth time

## Beverly Hills P.O. Single Family

- Price trend indicators surged annually, skewed larger by the jump in average sales size
- Sales increased annually for the third time as listing inventory expanded

## Beverly Hills

- Single family price trend indicators pressed higher as sales surged annually
- Single family listing inventory stabilized for the first time in six quarters
- Condo price trend indicators fell short of year-ago levels
- Condo listing inventory declined year over year for the first time in three quarters

## Bel Air & Holmby Hills

- Single family price trend indicators pressed higher as sales surged annually
- Single family listing inventory increased annually for the third time

## Brentwood

- Single family price trend indicators declined annually for the first time in three quarters
- Single family listing inventory fell year over year for the first time in three quarters
- Condo price trend indicators rose from year-ago levels
- Condo listing inventory increased year over year for the second time in three quarters

## Century City & Westwood

- Single family price trend indicators showed mixed annual results
- Single family sales rose annually for the second time in three quarters
- Condo price trend indicators showed mixed annual results
- Condo sales rose annually for the second time in three quarters

## Venice

- Single family price trend indicators showed mixed annual results
- Single family sales rose annually for the third time
- Condo price trend indicators increased year over year
- Condo sales rose annually for the second time

Beverly Hills SF Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$9,625,576	32.6%	\$7,261,011	7.7%	\$8,936,863
Average Price Per Sq Ft	\$1,910	20.4%	\$1,587	15.5%	\$1,654
Median Sales Price	\$8,475,000	73.0%	\$4,897,500	21.1%	\$7,000,000
Number of Sales (Closed)	46	48.4%	31	70.4%	27
Days on Market (From Last List Date)	47	-6.0%	50	-27.7%	65
Beverly Hills Condo Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$1,725,656	8.2%	\$1,595,260	-14.1%	\$2,009,456
Average Price Per Sq Ft	\$801	-4.1%	\$835	-17.3%	\$968
Median Sales Price	\$1,422,500	0.9%	\$1,410,000	-10.3%	\$1,585,000
Number of Sales (Closed)	32	10.3%	29	23.1%	26
Days on Market (From Last List Date)	62	31.9%	47	14.8%	54
Bel Air & Holmby Hills SF Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$11,196,214	0.3%	\$11,162,644	45.3%	\$7,703,167
Average Price Per Sq Ft	\$1,771	2.9%	\$1,721	0.7%	\$1,758
Median Sales Price	\$5,000,000	9.9%	\$4,550,000	33.3%	\$3,750,000
Number of Sales (Closed)	21	-16.0%	25	75.0%	12
Days on Market (From Last List Date)	67	36.7%	49	17.5%	57
Brentwood SF Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$4,765,402	-22.1%	\$6,116,700	-12.5%	\$5,445,491
Average Price Per Sq Ft	\$1,321	-12.6%	\$1,512	-6.1%	\$1,407
Median Sales Price	\$3,397,500	-20.3%	\$4,265,000	-20.9%	\$4,296,250
Number of Sales (Closed)	46	-8.0%	50	-11.5%	52
Days on Market (From Last List Date)	42	16.7%	36	7.7%	39
Brentwood Condo Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$1,207,038	7.4%	\$1,124,198	11.7%	\$1,080,236
Average Price Per Sq Ft	\$783	1.2%	\$774	5.2%	\$744
Median Sales Price	\$1,189,500	8.1%	\$1,100,000	20.8%	\$984,750
Number of Sales (Closed)	40	-7.0%	43	11.1%	36
Days on Market (From Last List Date)	42	20.0%	35	31.3%	32
Century City & Westwood SF Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$3,121,227	-23.4%	\$4,075,704	-25.9%	\$4,214,063
Average Price Per Sq Ft	\$921	-26.6%	\$1,254	-22.8%	\$1,193
Median Sales Price	\$2,849,000	-14.7%	\$3,340,000	9.8%	\$2,594,000
Number of Sales (Closed)	33	22.2%	27	37.5%	24
Days on Market (From Last List Date)	32	14.3%	28	18.5%	27
Century City & Westwood Condo Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$2,120,643	26.3%	\$1,679,018	36.4%	\$1,555,292
Average Price Per Sq Ft	\$1,034	16.8%	\$885	22.2%	\$846
Median Sales Price	\$1,200,000	1.1%	\$1,187,500	-1.6%	\$1,220,000
Number of Sales (Closed)	98	-14.0%	114	36.1%	72
Days on Market (From Last List Date)	50	11.1%	45	38.9%	36
Venice SF Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$2,535,737	9.6%	\$2,312,794	-9.8%	\$2,812,132
Average Price Per Sq Ft	\$1,159	-2.6%	\$1,190	1.8%	\$1,139
Median Sales Price	\$2,208,888	13.3%	\$1,950,000	-13.6%	\$2,556,263
Number of Sales (Closed)	70	37.3%	51	45.8%	48
Days on Market (From Last List Date)	50	19.0%	42	19.0%	42
Venice Condo Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$1,524,121	-11.2%	\$1,716,514	2.0%	\$1,493,929
Average Price Per Sq Ft	\$991	-2.8%	\$1,020	8.1%	\$917
Median Sales Price	\$1,450,000	-12.1%	\$1,650,000	13.8%	\$1,274,500
Number of Sales (Closed)	33	-5.7%	35	65.0%	20
Days on Market (From Last List Date)	44	7.3%	41	4.8%	42

## Santa Monica

- Single family price trend indicators and average sales size declined annually
- Single family listing inventory increased year over year for the first time in five quarters
- Condo price trend indicators declined year over year as sales rose
- Condo listing inventory increased annually for the fourth time

## Sunset Strip & Hollywood Hills West

- Single family price trend indicators showed mixed annual results
- Single family sales rose annually for the second time in three quarters
- Condo price trend indicators increased year over year
- Condo sales rose annually for the second time in three quarters

## Pacific Palisades

- Single family price trend indicators showed mixed annual results
- Single family sales rose annually for the third time
- Condo price trend indicators increased year over year
- Condo sales declined annually for the third time

## West Hollywood

- Single family price trend indicators declined annually as sales surged
- Single family listing inventory rose annually for the third time
- Condo price trend indicators showed mixed annual results
- Condo listing inventory rose annually for the fifth time

Santa Monica SF Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$3,452,837	-17.5%	\$4,183,985	-11.7%	\$3,909,107
Average Price Per Sq Ft	\$1,386	-12.2%	\$1,578	-3.3%	\$1,434
Median Sales Price	\$3,375,000	-3.6%	\$3,500,000	-0.7%	\$3,400,000
Number of Sales (Closed)	61	38.6%	44	35.6%	45
Days on Market (From Last List Date)	22	0.0%	22	-35.3%	34
Santa Monica Condo Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$1,383,251	-2.6%	\$1,420,417	-10.9%	\$1,552,069
Average Price Per Sq Ft	\$1,013	-3.6%	\$1,051	-10.4%	\$1,131
Median Sales Price	\$1,287,500	7.3%	\$1,200,000	-7.5%	\$1,392,500
Number of Sales (Closed)	94	-8.7%	103	27.0%	74
Days on Market (From Last List Date)	36	-12.2%	41	-16.3%	43
SS & HHW SF Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$3,144,443	-4.0%	\$3,276,942	9.5%	\$2,872,291
Average Price Per Sq Ft	\$1,139	-0.7%	\$1,147	7.5%	\$1,060
Median Sales Price	\$2,205,500	-4.1%	\$2,300,000	-1.4%	\$2,237,500
Number of Sales (Closed)	130	12.1%	116	32.7%	98
Days on Market (From Last List Date)	45	15.4%	39	9.8%	41
SS & HHW Condo Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$1,602,921	9.1%	\$1,468,615	100.0%	\$801,417
Average Price Per Sq Ft	\$1,157	9.3%	\$1,059	75.3%	\$660
Median Sales Price	\$805,000	19.3%	\$675,000	7.0%	\$752,500
Number of Sales (Closed)	19	46.2%	13	58.3%	12
Days on Market (From Last List Date)	86	115.0%	40	230.8%	26
Pacific Palisades SF Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$5,043,806	2.9%	\$4,900,801	0.9%	\$4,998,319
Average Price Per Sq Ft	\$1,555	17.5%	\$1,323	8.4%	\$1,435
Median Sales Price	\$3,971,955	4.9%	\$3,785,000	-7.4%	\$4,287,500
Number of Sales (Closed)	67	-1.5%	68	24.1%	54
Days on Market (From Last List Date)	38	2.7%	37	8.6%	35
Pacific Palisades Condo Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$1,685,389	25.4%	\$1,344,433	17.5%	\$1,434,105
Average Price Per Sq Ft	\$879	8.5%	\$810	11.0%	\$792
Median Sales Price	\$1,642,500	22.4%	\$1,341,500	15.7%	\$1,420,000
Number of Sales (Closed)	16	0.0%	16	-15.8%	19
Days on Market (From Last List Date)	30	-28.6%	42	0.0%	30
West Hollywood SF Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$2,378,375	-3.4%	\$2,462,750	-6.3%	\$2,539,000
Average Price Per Sq Ft	\$1,165	-5.5%	\$1,233	-19.4%	\$1,445
Median Sales Price	\$1,820,000	-11.0%	\$2,045,000	-6.2%	\$1,940,000
Number of Sales (Closed)	16	33.3%	12	45.5%	11
Days on Market (From Last List Date)	43	19.4%	36	186.7%	15
West Hollywood Condo Matrix	Q4-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$1,454,181	21.8%	\$1,193,467	8.5%	\$1,339,693
Average Price Per Sq Ft	\$1,051	9.4%	\$961	3.8%	\$1,013
Median Sales Price	\$942,500	2.7%	\$917,500	-3.5%	\$977,000
Number of Sales (Closed)	58	-23.7%	76	0.0%	58
Days on Market (From Last List Date)	58	65.7%	35	28.9%	45

Questions or comments? Email report author Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
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