

Elliman Report

Q1-2025

Los Angeles, CA Sales

Single Family & Condo Dashboard

YEAR-OVER-YEAR

+ 7.7%
Prices
Median Sales Price

+ 1.7 mos
Pace
Months of Supply

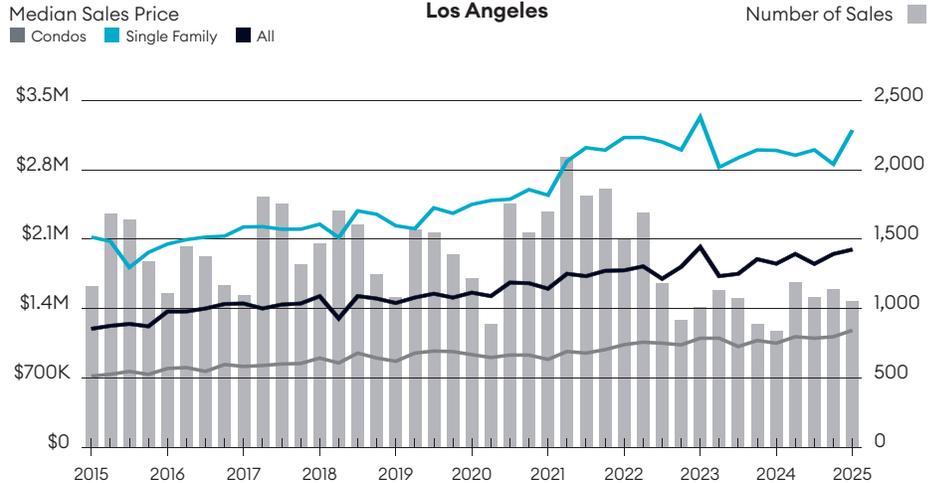
+ 25.2%
Sales
Closed Sales

+ 47.6%
Inventory
Total Inventory

- 3 days
Marketing Time
Days on Market

- 1.2%
Negotiability
Listing Discount

- Median sales price rose year over year to the second-highest on record
- Sales surged annually for the second time, rising for the fourth time
- Listing inventory has been expanding annually for more than two years



Los Angeles Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$3,303,865	3.2%	\$3,200,626	9.4%	\$3,018,848
Average Price Per Sq Ft	\$1,284	2.1%	\$1,258	6.7%	\$1,203
Median Sales Price	\$1,995,000	2.3%	\$1,950,000	7.7%	\$1,852,000
Number of Sales (Closed)	1,047	-8.1%	1,139	25.2%	836
Days on Market (From Last List Date)	50	8.7%	46	-5.7%	53
Listing Discount (From Last List Price)	3.6%		4.5%		4.8%
Listing Inventory	3,797	32.5%	2,865	47.6%	2,572
Months of Supply	10.9	45.3%	7.5	18.5%	9.2
Year-to-Date	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price (YTD)	\$3,303,865	N/A	N/A	9.4%	\$3,018,848
Average Price per Sq Ft (YTD)	\$1,284	N/A	N/A	6.7%	\$1,203
Median Sales Price (YTD)	\$1,995,000	N/A	N/A	7.7%	\$1,852,000
Number of Sales (YTD)	1,047	N/A	N/A	25.2%	836

Price trend indicators and sales continued to rise.

All price trend indicators increased annually as sales surged. The median sales price rose by 7.7% year over year to \$1,995,000, marking the second-highest record. The average sales price followed a similar trajectory, rising 9.4% annually to \$3,303,865, the third-highest on record. The market share of bidding wars constituted 23.3% of all closings in the quarter, down from 24.7% last

year. In a bidding war, the average premium paid was 7%, up from 5% the previous year. Sales surged by 25.2% year over year to 1,047. Listing inventory jumped by 47.6% to 3,797 compared to the same quarter last year. With listing inventory growing faster than sales, the pace of the market eased. The months of supply, indicating the time required to sell all listing inventory at the



Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single Family

- Median sales price rose year over year for the third time in four quarters
- Sales increased year over year for the fourth time
- Listing inventory has been expanding annually for more than two years

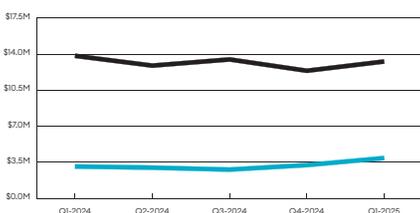
Condo

- Median sales price and average sales price rose to new highs
- Sales surged annually for the second time
- Listing inventory has been expanding for nearly two years

Luxury

- Luxury condo price trend indicators surged year over year

Median Sales Price
■ Single Family ■ Condo
Los Angeles Luxury



current sales rate, was 10.9 months, 18.5% slower than the same period last year and slower than the 6.7-month decade average for the first quarter. The luxury condo market, representing the top ten percent of all condo

sales starting at \$2,640,000 this quarter, had a median sales price of \$3,918,000, surging 26.4% annually to the highest on record. Luxury inventory edged up year over year by 2.8% to 181.

Single Family Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$4,664,206	7.4%	\$4,342,261	2.7%	\$4,540,370
Average Price Per Sq Ft	\$1,390	0.7%	\$1,381	4.0%	\$1,337
Median Sales Price	\$3,200,000	12.1%	\$2,855,689	6.8%	\$2,995,000
Number of Sales (Closed)	577	-12.6%	660	30.2%	443
Days on Market (From Last List Date)	46	9.5%	42	-4.2%	48

Condo Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,633,830	0.4%	\$1,627,602	25.3%	\$1,303,747
Average Price Per Sq Ft	\$1,025	10.2%	\$930	16.0%	\$884
Median Sales Price	\$1,180,000	5.8%	\$1,115,000	12.4%	\$1,050,000
Number of Sales (Closed)	470	-1.9%	479	19.6%	393
Days on Market (From Last List Date)	55	7.8%	51	-3.5%	57

Luxury Single Family Matrix (Top 10% of Sales)	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$15,533,640	-2.4%	\$15,921,142	-5.8%	\$16,493,605
Average Price Per Sq Ft	\$2,025	-10.4%	\$2,261	-1.6%	\$2,057
Median Sales Price	\$13,317,912	7.4%	\$12,400,000	-3.8%	\$13,850,000
Number of Sales (Closed)	58	-13.4%	67	28.9%	45
Days on Market (From Last List Date)	54	-3.6%	56	-28.9%	76
Entry Price Threshold	\$9,500,000	11.1%	\$8,550,000	5.6%	\$9,000,000

Luxury Condo Matrix (Top 10% of Sales)	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$5,694,427	-8.6%	\$6,227,900	58.7%	\$3,589,136
Average Price Per Sq Ft	\$1,792	20.0%	\$1,493	36.2%	\$1,316
Median Sales Price	\$3,918,000	20.8%	\$3,243,000	26.4%	\$3,100,000
Number of Sales (Closed)	48	0.0%	48	20.0%	40
Days on Market (From Last List Date)	90	8.4%	83	0.0%	90
Entry Price Threshold	\$2,640,000	13.3%	\$2,330,000	19.6%	\$2,207,000

New Development Condo Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$6,230,446	38.4%	\$4,502,700	-38.9%	\$10,197,762
Average Price Per Sq Ft	\$1,435	10.9%	\$1,294	-2.6%	\$1,473
Median Sales Price	\$4,707,750	47.1%	\$3,200,000	-25.0%	\$6,275,000
Number of Sales (Closed)	48	29.7%	37	128.6%	21
Days on Market (From Last List Date)	53	-3.6%	55	-38.4%	86

Downtown Condo Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$666,575	-27.4%	\$917,911	-6.4%	\$712,033
Average Price Per Sq Ft	\$625	-14.4%	\$730	-6.2%	\$666
Median Sales Price	\$608,000	1.8%	\$597,500	-0.3%	\$610,000
Number of Sales (Closed)	55	-1.8%	56	-9.8%	61
Days on Market (From Last List Date)	78	-10.3%	87	14.7%	68

Beverly Hills P.O. Single Family Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$5,473,908	5.8%	\$5,172,963	60.0%	\$3,421,309
Average Price Per Sq Ft	\$1,207	-8.0%	\$1,312	21.9%	\$990
Median Sales Price	\$2,650,000	-10.9%	\$2,975,000	-14.9%	\$3,115,500
Number of Sales (Closed)	35	-35.2%	54	-2.8%	36
Days on Market (From Last List Date)	38	-39.7%	63	-15.6%	45

New Development Condo

- Price trend indicators were skewed lower by the significant drop in average sales size
- Listing inventory surged year over year

Downtown Condo

- All price trend indicators continued to slide annually
- Sales declined year over year as listing inventory expanded

Beverly Hills P.O. Single Family

- Price trend indicators showed mixed year over year results
- Sales slipped annually for the fourth time

Beverly Hills

- Single family price trend indicators declined year over year as sales surged annually
- Single family listing inventory increased year over year
- Condo price trend indicators surged year over year
- Condo sales declined annually for the first time in three quarters

Bel Air & Holmby Hills

- Single family price trend indicators showed mixed year over year results
- Single family listing inventory increased year over year for the fourth time

Brentwood

- Single family price trend indicators and sales surged year over year
- Single family listing inventory increased year over year
- Condo price trend indicators and sales rose year over year
- Condo listing inventory increased for the second time

Century City & Westwood

- Single family price trend indicators declined year over year
- Single family listing inventory increased year over year for the second time
- Condo price trend indicators and sales rose year over year
- Condo listing inventory increased for the fifth time

Venice

- Single family price trend indicators and sales rose year over year
- Single family listing inventory increased year over year for the seventh time
- Condo price trend indicators and sales rose year over year
- Condo listing inventory increased for the fifth time

Beverly Hills SF Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$8,290,304	-13.9%	\$9,625,576	-25.6%	\$11,139,981
Average Price Per Sq Ft	\$1,762	-7.7%	\$1,910	-7.4%	\$1,903
Median Sales Price	\$7,201,900	-15.0%	\$8,475,000	-8.5%	\$7,874,300
Number of Sales (Closed)	42	-8.7%	46	55.6%	27
Days on Market (From Last List Date)	48	2.1%	47	-9.4%	53
Beverly Hills Condo Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$3,106,281	80.0%	\$1,725,656	72.9%	\$1,796,256
Average Price Per Sq Ft	\$1,402	75.0%	\$801	62.3%	\$864
Median Sales Price	\$1,887,500	32.7%	\$1,422,500	21.8%	\$1,550,000
Number of Sales (Closed)	16	-50.0%	32	-11.1%	18
Days on Market (From Last List Date)	67	8.1%	62	1.5%	66
Bel Air & Holmby Hills SF Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$7,503,292	-33.0%	\$11,196,214	-7.4%	\$8,102,607
Average Price Per Sq Ft	\$1,546	-12.7%	\$1,771	2.5%	\$1,509
Median Sales Price	\$5,062,000	1.2%	\$5,000,000	10.9%	\$4,562,500
Number of Sales (Closed)	24	14.3%	21	-14.3%	28
Days on Market (From Last List Date)	74	10.4%	67	23.3%	60
Brentwood SF Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$7,480,972	57.0%	\$4,765,402	51.2%	\$4,946,814
Average Price Per Sq Ft	\$1,671	26.5%	\$1,321	33.7%	\$1,250
Median Sales Price	\$5,135,000	51.1%	\$3,397,500	46.7%	\$3,500,000
Number of Sales (Closed)	54	17.4%	46	25.6%	43
Days on Market (From Last List Date)	42	0.0%	42	44.8%	29
Brentwood Condo Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,709,761	41.6%	\$1,207,038	36.4%	\$1,253,419
Average Price Per Sq Ft	\$987	26.1%	\$783	29.0%	\$765
Median Sales Price	\$1,274,500	7.1%	\$1,189,500	5.3%	\$1,210,000
Number of Sales (Closed)	44	10.0%	40	18.9%	37
Days on Market (From Last List Date)	31	-26.2%	42	-31.1%	45
Century City & Westwood SF Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$5,214,382	67.1%	\$3,121,227	40.7%	\$3,706,333
Average Price Per Sq Ft	\$1,237	34.3%	\$921	6.3%	\$1,164
Median Sales Price	\$3,390,000	19.0%	\$2,849,000	24.6%	\$2,720,000
Number of Sales (Closed)	38	15.2%	33	81.0%	21
Days on Market (From Last List Date)	32	0.0%	32	-15.8%	38
Century City & Westwood Condo Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$2,012,536	-5.1%	\$2,120,643	29.8%	\$1,550,787
Average Price Per Sq Ft	\$995	-3.8%	\$1,034	18.2%	\$842
Median Sales Price	\$1,275,000	6.3%	\$1,200,000	9.3%	\$1,166,000
Number of Sales (Closed)	124	26.5%	98	51.2%	82
Days on Market (From Last List Date)	56	12.0%	50	-3.4%	58
Venice SF Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$3,145,196	24.0%	\$2,535,737	23.3%	\$2,551,737
Average Price Per Sq Ft	\$1,216	4.9%	\$1,159	12.9%	\$1,077
Median Sales Price	\$2,892,500	30.9%	\$2,208,888	31.4%	\$2,201,000
Number of Sales (Closed)	74	5.7%	70	105.6%	36
Days on Market (From Last List Date)	49	-2.0%	50	14.0%	43
Venice Condo Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,865,363	22.4%	\$1,524,121	14.0%	\$1,636,640
Average Price Per Sq Ft	\$1,037	4.6%	\$991	3.0%	\$1,007
Median Sales Price	\$1,735,000	19.7%	\$1,450,000	19.7%	\$1,450,000
Number of Sales (Closed)	28	-15.2%	33	12.0%	25
Days on Market (From Last List Date)	52	18.2%	44	23.8%	42

Santa Monica

- Single family price trend indicators and sales rose year over year
- Single family listing inventory increased year over year for the second time
- Condo price trend indicators and sales rose year over year
- Condo listing inventory increased for the fifth time

Sunset Strip & Hollywood Hills West

- Single family price trend indicators had mixed annual results as sales increased
- Single family listing inventory increased year over year for the sixth time
- Condo price trend indicators had mixed annual results as sales declined
- Condo listing inventory increased for the ninth time

Pacific Palisades

- Single family price trend indicators rose year over year as sales declined
- Single family listing inventory fell year over year for the second time in three quarters
- Condo price trend indicators increased year over year as sales declined
- Condo listing inventory increased for the fifth time

West Hollywood

- Single family price trend indicators and sales rose year over year
- Single family listing inventory increased year over year for the fourth time
- Condo price trend indicators and sales rose year over year
- Condo listing inventory increased for the sixth time

Santa Monica SF Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$5,089,638	47.4%	\$3,452,837	26.7%	\$4,016,028
Average Price Per Sq Ft	\$1,615	16.5%	\$1,386	10.2%	\$1,466
Median Sales Price	\$4,050,000	20.0%	\$3,375,000	15.7%	\$3,500,000
Number of Sales (Closed)	68	11.5%	61	119.4%	31
Days on Market (From Last List Date)	27	22.7%	22	-15.6%	32
Santa Monica Condo Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,660,808	20.1%	\$1,383,251	12.6%	\$1,474,796
Average Price Per Sq Ft	\$1,156	14.1%	\$1,013	9.6%	\$1,055
Median Sales Price	\$1,450,000	12.6%	\$1,287,500	10.3%	\$1,315,000
Number of Sales (Closed)	105	11.7%	94	69.4%	62
Days on Market (From Last List Date)	51	41.7%	36	-26.1%	69
SS & HHW SF Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$2,990,481	-4.9%	\$3,144,443	-5.3%	\$3,158,867
Average Price Per Sq Ft	\$1,014	-11.0%	\$1,139	-11.1%	\$1,140
Median Sales Price	\$2,079,250	-5.7%	\$2,205,500	-11.0%	\$2,335,000
Number of Sales (Closed)	102	-21.5%	130	13.3%	90
Days on Market (From Last List Date)	62	37.8%	45	14.8%	54
SS & HHW Condo Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,312,118	-18.1%	\$1,602,921	28.5%	\$1,021,395
Average Price Per Sq Ft	\$1,059	-8.5%	\$1,157	35.8%	\$780
Median Sales Price	\$750,000	-6.8%	\$805,000	-6.1%	\$799,000
Number of Sales (Closed)	17	-10.5%	19	-10.5%	19
Days on Market (From Last List Date)	72	-16.3%	86	75.6%	41
Pacific Palisades SF Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$5,721,258	13.4%	\$5,043,806	16.2%	\$4,925,624
Average Price Per Sq Ft	\$1,534	-1.4%	\$1,555	5.6%	\$1,453
Median Sales Price	\$6,400,000	61.1%	\$3,971,955	77.7%	\$3,602,000
Number of Sales (Closed)	19	-71.6%	67	-48.6%	37
Days on Market (From Last List Date)	27	-28.9%	38	-35.7%	42
Pacific Palisades Condo Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$2,005,000	19.0%	\$1,685,389	68.1%	\$1,192,821
Average Price Per Sq Ft	\$912	3.8%	\$879	3.2%	\$884
Median Sales Price	\$2,005,000	22.1%	\$1,642,500	70.6%	\$1,175,000
Number of Sales (Closed)	1	-93.8%	16	-93.3%	15
Days on Market (From Last List Date)	102	240.0%	30	104.0%	50
West Hollywood SF Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$2,644,508	11.2%	\$2,378,375	33.5%	\$1,980,800
Average Price Per Sq Ft	\$1,334	14.5%	\$1,165	4.9%	\$1,272
Median Sales Price	\$2,364,000	29.9%	\$1,820,000	23.0%	\$1,922,500
Number of Sales (Closed)	19	18.8%	16	90.0%	10
Days on Market (From Last List Date)	63	46.5%	43	80.0%	35
West Hollywood Condo Matrix	Q1-2025	%Δ (QTR)	Q2-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,599,284	10.0%	\$1,454,181	36.6%	\$1,170,377
Average Price Per Sq Ft	\$1,169	11.2%	\$1,051	27.8%	\$915
Median Sales Price	\$982,500	4.2%	\$942,500	2.3%	\$960,000
Number of Sales (Closed)	60	3.4%	58	9.1%	55
Days on Market (From Last List Date)	53	-8.6%	58	6.0%	50

Questions or comments? Email report author
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Methodology: millersamuel.com/research-reports/methodology

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