

Elliman Report

Q4-2025 Los Angeles, CA Sales

Single Family & Condo Dashboard

YEAR-OVER-YEAR

+ 5.6%
Prices
Median Sales Price

+ 0.9 mos
Pace
Months of Supply

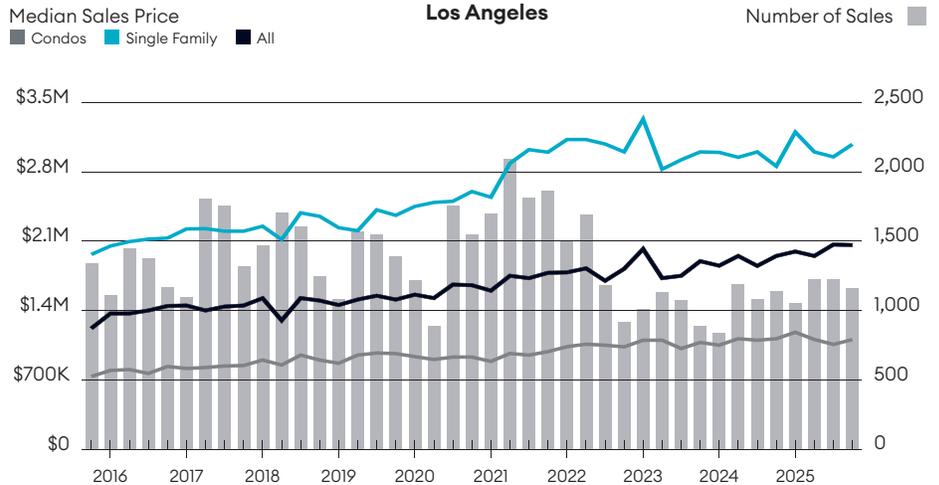
+ 1.5%
Sales
Closed Sales

+ 13.5%
Inventory
Total Inventory

+ 8 days
Marketing Time
Days on Market

+ 0.5%
Negotiability
Listing Discount

- Median sales price increased year over year to the second-highest on record
- Sales increased year over year for the seventh time
- Listing inventory has continued to rise annually for the past three years



Los Angeles Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$3,272,064	-4.2%	\$3,414,293	2.2%	\$3,200,626
Average Price Per Sq Ft	\$1,284	-3.1%	\$1,325	2.1%	\$1,258
Median Sales Price	\$2,060,000	-0.2%	\$2,065,000	5.6%	\$1,950,000
Number of Sales (Closed)	1,156	-5.2%	1,220	1.5%	1,139
Days on Market (From Last List Date)	54	12.5%	48	17.4%	46
Listing Discount (From Last List Price)	5.0%		5.3%		4.5%
Listing Inventory	3,252	-20.5%	4,092	13.5%	2,865
Months of Supply	8.4	-16.8%	10.1	12.0%	7.5
Year-to-Date	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price (YTD)	\$3,372,270	N/A	N/A	7.4%	\$3,140,825
Average Price per Sq Ft (YTD)	\$1,300	N/A	N/A	3.7%	\$1,254
Median Sales Price (YTD)	\$2,009,000	N/A	N/A	5.7%	\$1,900,000
Number of Sales (YTD)	4,646	N/A	N/A	9.5%	4,243

Prices and sales continued to rise, aided by declining mortgage rates and robust financial markets.

Housing prices and sales continued to rise, aided by declining mortgage rates and robust financial markets. Sales rose 1.5% year over year to 1,156. Listing inventory rose year over year by 13.5% to 3,252. Months of supply, the number of months to sell all listings at the current sales rate, was 8.4 months, 12% slower than the year-ago quarter. The median sales price increased by 5.6% year over year to

\$2,060,000, the second-highest on record. The average sales price showed a similar pattern, rising by 2.2% annually to \$3,272,064 over the same period. The listing discount, the average difference between the last asking price and the final sale price, was 5%, consistent with the 4.7% fourth quarter average over the past decade. The days on market averaged 54 days, 17.4% slower than



Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single Family

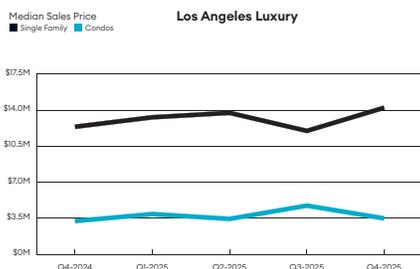
- All price trend indicators increased year over year
- Sales declined annually for the first time in seven quarters
- Listing inventory has been rising year over year for more than three years

Condo

- The price trend indicators showed mixed year over year results
- Sales increased year over year for the first time in three quarters
- Listing inventory has been rising annually for more than two years

Luxury

- Luxury single family price trend indicators pressed higher



the year-ago quarter but consistent with the fourth quarter decade average of 53 days. The market share of bidding wars, our proxy when the purchase price is higher than the last asking price, was 17.1%, down from the all-

time high of 50.7% set in the second quarter of 2022. When the purchase price exceeded the last asking price, the average premium paid was 6%.

Single Family Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$4,644,248	0.2%	\$4,633,627	7.0%	\$4,342,261
Average Price Per Sq Ft	\$1,406	-1.1%	\$1,421	1.8%	\$1,381
Median Sales Price	\$3,077,000	4.3%	\$2,950,000	7.7%	\$2,855,689
Number of Sales (Closed)	654	-9.8%	725	-0.9%	660
Days on Market (From Last List Date)	49	8.9%	45	16.7%	42

Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,484,397	-8.8%	\$1,628,401	-8.8%	\$1,627,602
Average Price Per Sq Ft	\$954	-8.3%	\$1,040	2.6%	\$930
Median Sales Price	\$1,106,250	4.6%	\$1,058,000	-0.8%	\$1,115,000
Number of Sales (Closed)	502	1.4%	495	4.8%	479
Days on Market (From Last List Date)	61	17.3%	52	19.6%	51

Luxury Single Family Matrix (Top 10% of Sales)	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$16,726,234	-5.8%	\$17,765,093	5.1%	\$15,921,142
Average Price Per Sq Ft	\$2,279	3.7%	\$2,198	0.8%	\$2,261
Median Sales Price	\$14,250,000	18.8%	\$12,000,000	14.9%	\$12,400,000
Number of Sales (Closed)	66	-9.6%	73	-1.5%	67
Days on Market (From Last List Date)	86	26.5%	68	53.6%	56
Entry Price Threshold	\$9,490,000	9.4%	\$8,677,000	11.0%	\$8,550,000

Luxury Condo Matrix (Top 10% of Sales)	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$4,655,742	-26.5%	\$6,333,200	-25.2%	\$6,227,900
Average Price Per Sq Ft	\$1,737	-11.7%	\$1,967	16.3%	\$1,493
Median Sales Price	\$3,500,000	-26.1%	\$4,737,500	7.9%	\$3,243,000
Number of Sales (Closed)	51	2.0%	50	6.3%	48
Days on Market (From Last List Date)	56	-5.1%	59	-32.5%	83
Entry Price Threshold	\$2,600,000	-3.5%	\$2,695,000	11.6%	\$2,330,000

New Development Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$5,894,260	-21.5%	\$7,510,120	30.9%	\$4,502,700
Average Price Per Sq Ft	\$1,631	-4.8%	\$1,714	26.0%	\$1,294
Median Sales Price	\$3,500,000	-27.6%	\$4,835,000	9.4%	\$3,200,000
Number of Sales (Closed)	45	4.7%	43	21.6%	37
Days on Market (From Last List Date)	64	10.3%	58	16.4%	55

Downtown Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$680,955	-5.6%	\$721,546	-25.8%	\$917,911
Average Price Per Sq Ft	\$601	-1.5%	\$610	-17.7%	\$730
Median Sales Price	\$562,000	0.4%	\$560,000	-5.9%	\$597,500
Number of Sales (Closed)	66	4.8%	63	17.9%	56
Days on Market (From Last List Date)	93	38.8%	67	6.9%	87

Beverly Hills P.O. Single Family Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$4,976,203	25.7%	\$3,958,312	-3.8%	\$5,172,963
Average Price Per Sq Ft	\$1,245	11.8%	\$1,114	-5.1%	\$1,312
Median Sales Price	\$2,950,000	9.3%	\$2,700,000	-0.8%	\$2,975,000
Number of Sales (Closed)	53	-10.2%	59	-1.9%	54
Days on Market (From Last List Date)	58	-12.1%	66	-7.9%	63

New Development Condo

- All price trend indicators increased year over year
- Sales posted large annual gains for the fifth time

Downtown Condo

- Price trend indicators and average sales size declined annually
- Listing inventory increased year over year for the eighth time

Beverly Hills P.O. Single Family

- Price trend indicators and sales slipped year over year
- Listing inventory fell annually for the second time

Beverly Hills

- Single family price trend indicators showed mixed results as sales rose year over year
- Single family listing inventory increased annually
- Condo price trend indicators surged year over year as sales slipped
- Condo listing inventory increased for the fourth time

Bel Air & Holmby Hills

- Price trend indicators declined annually as sales continued to surge
- Listing inventory increased year over year for the seventh time

Brentwood

- Single family price trend indicators and sales surged year over year
- Single family listing inventory increased annually for the fourth time
- Condo price trend indicators and sales increased year over year
- Condo listing inventory increased for the fifth time

Century City & Westwood

- Single family price trend indicators increased year over year
- Single family listing inventory fell annually for the third time
- Condo median sales price increased year over year
- Condo listing inventory has been expanding annually for two years

Venice

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

Beverly Hills SF Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$9,075,815	11.8%	\$8,118,122	-5.7%	\$9,625,576
Average Price Per Sq Ft	\$1,923	9.0%	\$1,765	0.7%	\$1,910
Median Sales Price	\$6,022,500	20.7%	\$4,990,300	-28.9%	\$8,475,000
Number of Sales (Closed)	48	4.3%	46	4.3%	46
Days on Market (From Last List Date)	63	50.0%	42	34.0%	47
Beverly Hills Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$3,052,042	54.5%	\$1,975,306	76.9%	\$1,725,656
Average Price Per Sq Ft	\$1,408	47.7%	\$953	75.8%	\$801
Median Sales Price	\$1,595,500	-6.1%	\$1,700,000	12.2%	\$1,422,500
Number of Sales (Closed)	30	3.4%	29	-6.3%	32
Days on Market (From Last List Date)	61	35.6%	45	-1.6%	62
Bel Air & Holmby Hills SF Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$6,042,981	-22.9%	\$7,840,320	-46.0%	\$11,196,214
Average Price Per Sq Ft	\$1,291	-13.1%	\$1,485	-27.1%	\$1,771
Median Sales Price	\$4,640,000	6.7%	\$4,350,000	-7.2%	\$5,000,000
Number of Sales (Closed)	26	4.0%	25	23.8%	21
Days on Market (From Last List Date)	60	36.4%	44	-10.4%	67
Brentwood SF Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$6,354,953	3.1%	\$6,165,125	33.4%	\$4,765,402
Average Price Per Sq Ft	\$1,641	13.6%	\$1,444	24.2%	\$1,321
Median Sales Price	\$4,000,000	-9.6%	\$4,425,000	17.7%	\$3,397,500
Number of Sales (Closed)	81	11.0%	73	76.1%	46
Days on Market (From Last List Date)	55	17.0%	47	31.0%	42
Brentwood Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,387,213	3.4%	\$1,342,204	14.9%	\$1,207,038
Average Price Per Sq Ft	\$890	6.8%	\$833	13.7%	\$783
Median Sales Price	\$1,270,000	10.4%	\$1,150,000	6.8%	\$1,189,500
Number of Sales (Closed)	47	-7.8%	51	17.5%	40
Days on Market (From Last List Date)	46	12.2%	41	9.5%	42
Century City & Westwood SF Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$4,551,938	-45.3%	\$8,324,931	45.8%	\$3,121,227
Average Price Per Sq Ft	\$1,315	-20.6%	\$1,657	42.8%	\$921
Median Sales Price	\$3,411,500	-2.5%	\$3,500,000	19.7%	\$2,849,000
Number of Sales (Closed)	32	10.3%	29	-3.0%	33
Days on Market (From Last List Date)	33	-35.3%	51	3.1%	32
Century City & Westwood Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,847,858	-20.4%	\$2,320,471	-12.9%	\$2,120,643
Average Price Per Sq Ft	\$971	-14.6%	\$1,137	-6.1%	\$1,034
Median Sales Price	\$1,347,500	7.8%	\$1,250,000	12.3%	\$1,200,000
Number of Sales (Closed)	104	-1.0%	105	6.1%	98
Days on Market (From Last List Date)	55	-8.3%	60	10.0%	50
Venice SF Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$2,621,368	-9.5%	\$2,896,233	3.4%	\$2,535,737
Average Price Per Sq Ft	\$1,150	-8.2%	\$1,253	-0.8%	\$1,159
Median Sales Price	\$2,475,000	-0.2%	\$2,480,000	12.0%	\$2,208,888
Number of Sales (Closed)	53	-13.1%	61	-24.3%	70
Days on Market (From Last List Date)	45	0.0%	45	-10.0%	50
Venice Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,493,933	-1.6%	\$1,518,342	-2.0%	\$1,524,121
Average Price Per Sq Ft	\$948	-2.0%	\$967	-4.3%	\$991
Median Sales Price	\$1,343,000	0.2%	\$1,340,000	-7.4%	\$1,450,000
Number of Sales (Closed)	34	17.2%	29	3.0%	33
Days on Market (From Last List Date)	50	-10.7%	56	13.6%	44

Santa Monica

- Single family price trend indicators expanded year over year
- Single family sales and listing inventory declined annually
- Condo price trend indicators and sales declined year over year
- Condo listing inventory has been rising for nearly two years

Sunset Strip & Hollywood Hills West

- Single family median sales price rose for the first time in five quarters
- Single family listing inventory continued to rise
- Condo price trend indicators declined as sales surged year over year
- Condo listing inventory has been rising for two years

Pacific Palisades

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

West Hollywood

- Single family price trend indicators and sales increased year over year
- Single family listing inventory declined annually
- Condo price trend indicators and sales increased year over year
- Condo listing inventory has been rising for two years

Santa Monica SF Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$4,800,916	3.5%	\$4,640,220	39.0%	\$3,452,837
Average Price Per Sq Ft	\$1,610	-6.2%	\$1,717	16.2%	\$1,386
Median Sales Price	\$3,563,000	-11.2%	\$4,012,500	5.6%	\$3,375,000
Number of Sales (Closed)	58	-14.7%	68	-4.9%	61
Days on Market (From Last List Date)	34	70.0%	20	54.5%	22
Santa Monica Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,371,316	-0.2%	\$1,374,137	-0.9%	\$1,383,251
Average Price Per Sq Ft	\$991	-4.7%	\$1,040	-2.2%	\$1,013
Median Sales Price	\$1,192,000	-1.6%	\$1,211,563	-7.4%	\$1,287,500
Number of Sales (Closed)	86	-2.3%	88	-8.5%	94
Days on Market (From Last List Date)	48	4.3%	46	33.3%	36
SS & HHW SF Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$2,999,591	3.7%	\$2,891,533	-4.6%	\$3,144,443
Average Price Per Sq Ft	\$1,012	-3.8%	\$1,052	-11.2%	\$1,139
Median Sales Price	\$2,350,000	14.6%	\$2,050,000	6.6%	\$2,205,500
Number of Sales (Closed)	133	-21.3%	169	2.3%	130
Days on Market (From Last List Date)	52	8.3%	48	15.6%	45
SS & HHW Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,360,722	-33.8%	\$2,056,577	-15.1%	\$1,602,921
Average Price Per Sq Ft	\$1,025	-21.9%	\$1,312	-11.4%	\$1,157
Median Sales Price	\$699,500	-6.0%	\$744,500	-13.1%	\$805,000
Number of Sales (Closed)	26	0.0%	26	36.8%	19
Days on Market (From Last List Date)	66	11.9%	59	-23.3%	86
Pacific Palisades SF Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$4,396,997	-18.0%	\$5,364,600	-12.8%	\$5,043,806
Average Price Per Sq Ft	\$1,253	-10.9%	\$1,406	-19.4%	\$1,555
Median Sales Price	\$3,167,500	-13.4%	\$3,659,000	-20.3%	\$3,971,955
Number of Sales (Closed)	50	4.2%	48	-25.4%	67
Days on Market (From Last List Date)	42	10.5%	38	10.5%	38
Pacific Palisades Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,635,385	6.0%	\$1,542,486	-3.0%	\$1,685,389
Average Price Per Sq Ft	\$803	-5.0%	\$845	-8.6%	\$879
Median Sales Price	\$1,220,000	-22.5%	\$1,575,000	-25.7%	\$1,642,500
Number of Sales (Closed)	13	85.7%	7	-18.8%	16
Days on Market (From Last List Date)	56	1.8%	55	86.7%	30
West Hollywood SF Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$3,435,169	46.7%	\$2,342,063	44.4%	\$2,378,375
Average Price Per Sq Ft	\$1,792	47.2%	\$1,217	53.8%	\$1,165
Median Sales Price	\$2,395,000	16.3%	\$2,058,500	31.6%	\$1,820,000
Number of Sales (Closed)	21	31.3%	16	31.3%	16
Days on Market (From Last List Date)	52	-5.5%	55	20.9%	43
West Hollywood Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,509,428	-31.1%	\$2,190,925	3.8%	\$1,454,181
Average Price Per Sq Ft	\$1,066	-30.1%	\$1,524	1.4%	\$1,051
Median Sales Price	\$1,035,000	25.5%	\$825,000	9.8%	\$942,500
Number of Sales (Closed)	71	10.9%	64	22.4%	58
Days on Market (From Last List Date)	78	62.5%	48	34.5%	58

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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