

Elliman Report

Q2-2025 Los Angeles, CA Sales

Single Family & Condo Dashboard

YEAR-OVER-YEAR

= 0.0%
Prices
Median Sales Price

+ 1.9 mos
Pace
Months of Supply

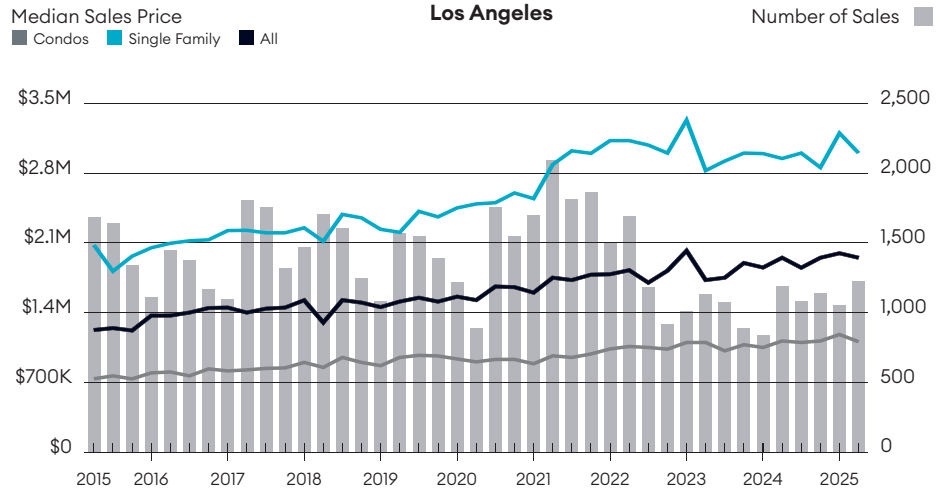
+ 2.9%
Sales
Closed Sales

+ 24.7%
Inventory
Total Inventory

- 1 day
Marketing Time
Days on Market

- 0.1%
Negotiability
Listing Discount

- Median sales price was the third-highest on record
- Sales rose year over year for the fifth consecutive quarter
- Listing inventory continued to expand year over year



Los Angeles Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$3,483,628	5.4%	\$3,303,865	10.1%	\$3,163,664
Average Price Per Sq Ft	\$1,302	1.4%	\$1,284	2.8%	\$1,266
Median Sales Price	\$1,950,000	-2.3%	\$1,995,000	0.0%	\$1,950,000
Number of Sales (Closed)	1,223	16.8%	1,047	2.9%	1,189
Days on Market (From Last List Date)	38	-24.0%	50	-2.6%	39
Listing Discount (From Last List Price)	4.2%		3.6%		4.3%
Listing Inventory	4,303	13.3%	3,797	24.7%	3,450
Months of Supply	10.6	-2.8%	10.9	21.8%	8.7
Year-to-Date	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price (YTD)	\$3,400,715	N/A	N/A	9.6%	\$3,103,878
Average Price per Sq Ft (YTD)	\$1,294	N/A	N/A	4.3%	\$1,241
Median Sales Price (YTD)	\$1,970,000	N/A	N/A	3.7%	\$1,900,000
Number of Sales (YTD)	2,270	N/A	N/A	12.1%	2,025

The luxury market continued to experience more price growth than the overall market.

The overall median sales price was the third-highest on record at \$1,950,000, unchanged year over year. The average sales price and the average price per square foot showed annual gains, indicating that the higher end of the market is showing more price growth. The average price per square foot rose 2.8% annually to \$1,302, while the average sales

price increased 10.1% to \$3,483,628, the second-highest on record. The number of sales increased by 2.9% annually to 1,223, for the fifth consecutive increase. Listing inventory also continued to rise, up 24.7% to 4,303 over the same period. With the expansion of listing inventory, pocket listings continue to fall out of favor. The market share



Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single Family

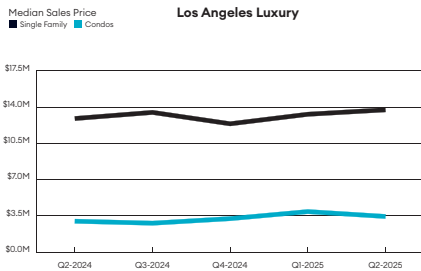
- Median sales price increased year over year for the second time
- Sales expanded annually for the fifth time
- Listing inventory has expanded year over year each quarter for the past three years

Condo

- Price trend indicators showed mixed annual results
- Sales slipped year over year for the first time in three quarters
- Listing inventory continued to expand

Luxury

- Luxury single family median sales price rose annually for the fourth time in five quarters



of pocket listings was 2.8%, down from 22% in the second quarter of 2019. Consequently, the market's pace to sell all listing inventory at the current sales rate was 21.8% slower annually,

with 10.6 months of supply. The market share of bidding wars was 21.3% of all sales, or more than one in five closings, down from 25.5% in the year-ago quarter.

Single Family Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$4,987,282	6.9%	\$4,664,206	9.2%	\$4,565,160
Average Price Per Sq Ft	\$1,428	2.7%	\$1,390	2.6%	\$1,392
Median Sales Price	\$3,000,000	-6.3%	\$3,200,000	1.8%	\$2,945,750
Number of Sales (Closed)	705	22.2%	577	7.1%	658
Days on Market (From Last List Date)	35	-23.9%	46	-5.4%	37

Condo Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,437,148	-12.0%	\$1,633,830	0.7%	\$1,426,971
Average Price Per Sq Ft	\$939	-8.4%	\$1,025	-0.5%	\$944
Median Sales Price	\$1,107,500	-6.1%	\$1,180,000	-0.7%	\$1,115,000
Number of Sales (Closed)	518	10.2%	470	-2.4%	531
Days on Market (From Last List Date)	42	-23.6%	55	5.0%	40

Luxury Single Family Matrix (Top 10% of Sales)	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$20,655,389	33.0%	\$15,533,640	21.3%	\$17,021,851
Average Price Per Sq Ft	\$2,333	15.2%	\$2,025	4.4%	\$2,235
Median Sales Price	\$13,750,000	3.2%	\$13,317,912	6.5%	\$12,908,750
Number of Sales (Closed)	71	22.4%	58	7.6%	66
Days on Market (From Last List Date)	51	-5.6%	54	-5.6%	54

Luxury Condo Matrix (Top 10% of Sales)	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$4,198,375	-26.3%	\$5,694,427	-3.6%	\$4,356,307
Average Price Per Sq Ft	\$1,622	-9.5%	\$1,792	3.0%	\$1,575
Median Sales Price	\$3,450,000	-11.9%	\$3,918,000	15.5%	\$2,987,500
Number of Sales (Closed)	52	8.3%	48	-3.7%	54
Days on Market (From Last List Date)	38	-57.8%	90	-22.4%	49
Entry Price Threshold	\$2,460,000	-6.8%	\$2,640,000	10.5%	\$2,226,000

New Development Condo Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$5,780,317	-7.2%	\$6,230,446	-18.0%	\$7,048,331
Average Price Per Sq Ft	\$1,519	5.9%	\$1,435	8.3%	\$1,402
Median Sales Price	\$3,800,000	-19.3%	\$4,707,750	-2.4%	\$3,892,500
Number of Sales (Closed)	55	14.6%	48	71.9%	32
Days on Market (From Last List Date)	51	-3.8%	53	18.6%	43

Downtown Condo Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$768,121	15.2%	\$666,575	11.1%	\$691,284
Average Price Per Sq Ft	\$672	7.5%	\$625	2.0%	\$659
Median Sales Price	\$694,000	14.1%	\$608,000	14.2%	\$607,500
Number of Sales (Closed)	57	3.6%	55	-23.0%	74
Days on Market (From Last List Date)	80	2.6%	78	19.4%	67

Beverly Hills P.O. Single Family Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$6,414,311	17.2%	\$5,473,908	17.4%	\$5,461,458
Average Price Per Sq Ft	\$1,438	19.1%	\$1,207	2.1%	\$1,408
Median Sales Price	\$3,261,000	23.1%	\$2,650,000	2.6%	\$3,178,500
Number of Sales (Closed)	57	62.9%	35	29.5%	44
Days on Market (From Last List Date)	48	26.3%	38	23.1%	39

New Development Condo

- Price trend indicators showed mixed annual results
- Sales surged annually for the third time

Downtown Condo

- Price trend indicators pressed higher
- Sales declined year over year for the second time while supply increased

Beverly Hills P.O. Single Family

- Price trend indicators increased annually
- Sales and listing inventory increased year over year

Beverly Hills

- Single family price trend indicators jumped annually as sales declined
- Single family listing inventory rose annually for the second time
- Condo price trend indicators expanded annually
- Condo sales rose annually for the second time

Bel Air & Holmby Hills

- Single family price trend indicators jumped annually as sales surged
- Single family listing inventory continued to rise

Brentwood

- Single family price trend indicators showed mixed results year over year as sales increased
- Single family listing inventory increased year over year
- Condo price trend indicators and sales rose year over year
- Condo listing inventory continued to rise

Century City & Westwood

- Single family median sales price and sales declined year over year
- Single family listing inventory fell annually for the first time in seven quarters
- Condo median sales price was flat as sales declined annually
- Condo listing inventory rose annually for the sixth time

Venice

- Single family price trend indicators and sales continued to rise annually
- Single family listing inventory declined annually for the first time in eight quarters
- Condo price trend indicators showed mixed annual results as sales surged
- Condo listing inventory declined annually for the first time in six quarters

Beverly Hills SF Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$12,253,776	47.8%	\$8,290,304	47.5%	\$8,308,967
Average Price Per Sq Ft	\$2,060	16.9%	\$1,762	31.8%	\$1,563
Median Sales Price	\$6,875,000	-4.5%	\$7,201,900	16.0%	\$5,925,000
Number of Sales (Closed)	38	-9.5%	42	-11.6%	43
Days on Market (From Last List Date)	58	20.8%	48	48.7%	39
Beverly Hills Condo Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$2,632,354	-15.3%	\$3,106,281	48.6%	\$1,770,909
Average Price Per Sq Ft	\$1,198	-14.6%	\$1,402	31.6%	\$910
Median Sales Price	\$1,731,250	-8.3%	\$1,887,500	9.5%	\$1,581,250
Number of Sales (Closed)	34	112.5%	16	41.7%	24
Days on Market (From Last List Date)	39	-41.8%	67	-31.6%	57
Bel Air & Holmby Hills SF Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$11,250,594	49.9%	\$7,503,292	75.2%	\$6,420,250
Average Price Per Sq Ft	\$1,680	8.7%	\$1,546	33.2%	\$1,261
Median Sales Price	\$4,750,000	-6.2%	\$5,062,000	22.2%	\$3,887,500
Number of Sales (Closed)	42	75.0%	24	75.0%	24
Days on Market (From Last List Date)	57	-23.0%	74	-32.9%	85
Brentwood SF Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$5,908,313	-21.0%	\$7,480,972	16.5%	\$5,072,933
Average Price Per Sq Ft	\$1,535	-8.1%	\$1,671	-1.2%	\$1,553
Median Sales Price	\$4,475,000	-12.9%	\$5,135,000	21.5%	\$3,682,500
Number of Sales (Closed)	77	42.6%	54	28.3%	60
Days on Market (From Last List Date)	32	-23.8%	42	18.5%	27
Brentwood Condo Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,486,071	-13.1%	\$1,709,761	16.1%	\$1,279,963
Average Price Per Sq Ft	\$865	-12.4%	\$987	18.0%	\$733
Median Sales Price	\$1,410,000	10.6%	\$1,274,500	7.0%	\$1,317,500
Number of Sales (Closed)	42	-4.5%	44	5.0%	40
Days on Market (From Last List Date)	33	6.5%	31	17.9%	28
Century City & Westwood SF Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$3,206,056	-38.5%	\$5,214,382	-14.1%	\$3,733,222
Average Price Per Sq Ft	\$1,214	-1.9%	\$1,237	15.6%	\$1,050
Median Sales Price	\$2,882,500	-15.0%	\$3,390,000	-9.9%	\$3,200,000
Number of Sales (Closed)	18	-52.6%	38	-33.3%	27
Days on Market (From Last List Date)	23	-28.1%	32	-46.5%	43
Century City & Westwood Condo Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,687,462	-16.2%	\$2,012,536	1.5%	\$1,662,950
Average Price Per Sq Ft	\$923	-7.2%	\$995	1.8%	\$907
Median Sales Price	\$1,200,000	-5.9%	\$1,275,000	0.0%	\$1,200,000
Number of Sales (Closed)	112	-9.7%	124	-14.5%	131
Days on Market (From Last List Date)	40	-28.6%	56	-11.1%	45
Venice SF Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$2,843,163	-9.6%	\$3,145,196	15.3%	\$2,466,646
Average Price Per Sq Ft	\$1,226	0.8%	\$1,216	10.6%	\$1,109
Median Sales Price	\$2,310,000	-20.1%	\$2,892,500	1.1%	\$2,285,000
Number of Sales (Closed)	83	12.2%	74	27.7%	65
Days on Market (From Last List Date)	34	-30.6%	49	-17.1%	41
Venice Condo Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,758,997	-5.7%	\$1,865,363	-5.0%	\$1,852,043
Average Price Per Sq Ft	\$1,063	2.5%	\$1,037	1.8%	\$1,044
Median Sales Price	\$1,560,000	-10.1%	\$1,735,000	-4.0%	\$1,625,000
Number of Sales (Closed)	35	25.0%	28	52.2%	23
Days on Market (From Last List Date)	38	-26.9%	52	-13.6%	44

Santa Monica

- Single family price trend indicators and sales continued to rise annually
- Single family listing inventory rose annually for the third time
- Condo price trend indicators and sales declined year over year
- Condo listing inventory continued to expand

Sunset Strip & Hollywood Hills West

- Single family price trend indicators declined year over year as sales expanded
- Single family listing inventory continued to expand
- Condo price trend indicators continued to show mixed results as sales surged
- Condo listing inventory continued to expand

Pacific Palisades

- Single family price trend indicators and sales declined annually
- Single family listing inventory declined year over year
- Condo price trend indicators showed mixed annual results as sales fell
- Condo listing inventory continued to rise

West Hollywood

- Single family price trend indicators showed mixed annual results as sales rose
- Single family listing inventory increased year over year
- Condo price trend indicators showed mixed annual results as sales increased
- Condo listing inventory continued to rise

Santa Monica SF Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$5,051,712	-0.7%	\$5,089,638	5.1%	\$4,805,748
Average Price Per Sq Ft	\$1,580	-2.2%	\$1,615	5.6%	\$1,496
Median Sales Price	\$4,390,000	8.4%	\$4,050,000	11.8%	\$3,925,000
Number of Sales (Closed)	74	8.8%	68	13.8%	65
Days on Market (From Last List Date)	32	18.5%	27	28.0%	25
Santa Monica Condo Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,399,817	-15.7%	\$1,660,808	-11.2%	\$1,575,871
Average Price Per Sq Ft	\$1,032	-10.7%	\$1,156	-8.5%	\$1,128
Median Sales Price	\$1,224,000	-15.6%	\$1,450,000	-9.4%	\$1,350,500
Number of Sales (Closed)	103	-1.9%	105	-4.6%	108
Days on Market (From Last List Date)	30	-41.2%	51	3.4%	29
SS & HHW SF Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$2,723,373	-8.9%	\$2,990,481	-25.5%	\$3,654,654
Average Price Per Sq Ft	\$1,019	0.5%	\$1,014	-6.3%	\$1,088
Median Sales Price	\$2,117,500	1.8%	\$2,079,250	-15.0%	\$2,492,500
Number of Sales (Closed)	157	53.9%	102	13.8%	138
Days on Market (From Last List Date)	30	-51.6%	62	-25.0%	40
SS & HHW Condo Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,327,162	1.1%	\$1,312,118	-15.5%	\$1,570,955
Average Price Per Sq Ft	\$989	-6.6%	\$1,059	-11.4%	\$1,116
Median Sales Price	\$860,000	14.7%	\$750,000	4.8%	\$821,000
Number of Sales (Closed)	33	94.1%	17	50.0%	22
Days on Market (From Last List Date)	49	-31.9%	72	104.2%	24
Pacific Palisades SF Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$4,156,819	-27.3%	\$5,721,258	-23.3%	\$5,422,885
Average Price Per Sq Ft	\$1,311	-14.5%	\$1,534	-10.5%	\$1,464
Median Sales Price	\$2,925,000	-54.3%	\$6,400,000	-23.7%	\$3,832,500
Number of Sales (Closed)	36	89.5%	19	-45.5%	66
Days on Market (From Last List Date)	21	-22.2%	27	-38.2%	34
Pacific Palisades Condo Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,475,571	-26.4%	\$2,005,000	3.9%	\$1,419,600
Average Price Per Sq Ft	\$783	-14.1%	\$912	-18.9%	\$965
Median Sales Price	\$1,360,000	-32.2%	\$2,005,000	-2.8%	\$1,399,500
Number of Sales (Closed)	7	600.0%	1	-65.0%	20
Days on Market (From Last List Date)	23	-77.5%	102	-25.8%	31
West Hollywood SF Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$2,344,135	-11.4%	\$2,644,508	-8.0%	\$2,547,154
Average Price Per Sq Ft	\$1,176	-11.8%	\$1,334	-38.1%	\$1,900
Median Sales Price	\$2,017,500	-14.7%	\$2,364,000	22.3%	\$1,650,000
Number of Sales (Closed)	14	-26.3%	19	7.7%	13
Days on Market (From Last List Date)	31	-50.8%	63	-18.4%	38
West Hollywood Condo Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,195,639	-25.2%	\$1,599,284	-26.8%	\$1,634,029
Average Price Per Sq Ft	\$953	-18.5%	\$1,169	-24.4%	\$1,260
Median Sales Price	\$899,000	-8.5%	\$982,500	3.9%	\$865,000
Number of Sales (Closed)	79	31.7%	60	14.5%	69
Days on Market (From Last List Date)	53	0.0%	53	82.8%	29

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

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