

Elliman Report

Q3-2025 Los Angeles, CA Sales

Single Family & Condo Dashboard

YEAR-OVER-YEAR

+ 11.6%
Prices
Median Sales Price

= 0.0 mos
Pace
Months of Supply

+ 13.1%
Sales
Closed Sales

+ 13.0%
Inventory
Total Inventory

+ 5 days
Marketing Time
Days on Market

+ 0.2%
Negotiability
Listing Discount

- Median sales price rose annually to a new high
- Sales surged year over year for the sixth consecutive increase
- Listing inventory has been rising annually for three years



Los Angeles Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$3,414,293	-2.0%	\$3,483,628	8.5%	\$3,147,039
Average Price Per Sq Ft	\$1,325	1.8%	\$1,302	3.9%	\$1,275
Median Sales Price	\$2,065,000	5.9%	\$1,950,000	11.6%	\$1,850,000
Number of Sales (Closed)	1,220	-0.2%	1,223	13.1%	1,079
Days on Market (From Last List Date)	48	26.3%	38	11.6%	43
Listing Discount (From Last List Price)	5.3%		4.2%		5.1%
Listing Inventory	4,092	-4.9%	4,303	13.0%	3,622
Months of Supply	10.1	-4.7%	10.6	0.0%	10.1
Year-to-Date	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price (YTD)	\$3,405,462	N/A	N/A	9.2%	\$3,118,882
Average Price per Sq Ft (YTD)	\$1,305	N/A	N/A	4.2%	\$1,253
Median Sales Price (YTD)	\$2,000,000	N/A	N/A	6.1%	\$1,885,000
Number of Sales (YTD)	3,490	N/A	N/A	12.4%	3,104

The luxury condo market saw prices rising to new highs as listing inventory fell.

The median sales price increased by 11.6% year over year to \$2,065,000, the highest on record. Bidding wars remained elevated at 18.7% of sales during the quarter and the average premium paid was 4.9%. There were 1,220 sales during the quarter, a 13.1% increase from the same period last year. Listing inventory expanded by 13% to 4,092. With sales and listing inventory rising at a similar pace, the market showed stability. The market pace, the number of months to sell all

listing inventory at the current sales rate, had a months of supply of 10.1 months unchanged from the year ago quarter. The average market pace for the third quarter over the decade was 6.8 months, substantially faster than the current market. Higher mortgage rates and more inventory have played a role in easing the pace. While the market is not moving as fast as it was coming out of the pandemic, it is not accurate to describe the current market as slow. Half of the sales sold



Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single Family

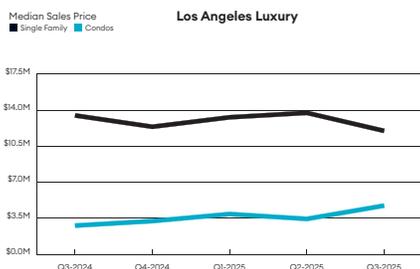
- All price trend indicators slipped year over year
- Sales surged year over year for the sixth consecutive increase
- Listing inventory has been rising annually for more than three years

Condo

- Median sales price slipped annually for the past two quarters
- Sales slipped year over year for the second time
- Listing inventory continued to expand

Luxury

- Luxury condo median and average sales prices surged to new highs



within 30 days at an average of 0.3% above the last listing price. Three years ago, the speed of the market was an historic anomaly, with nearly two-thirds of all properties selling within 30 days for an average of 1.9% above the last list price. The luxury condo market

represents the top ten percent of all condo sales beginning at \$2,695,000. The luxury median and average sales price surged to new highs as listing inventory dropped sharply.

Single Family Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$4,633,627	-7.1%	\$4,987,282	-2.1%	\$4,734,475
Average Price Per Sq Ft	\$1,421	-0.5%	\$1,428	-0.8%	\$1,432
Median Sales Price	\$2,950,000	-1.7%	\$3,000,000	-1.7%	\$3,000,000
Number of Sales (Closed)	725	2.8%	705	26.5%	573
Days on Market (From Last List Date)	45	28.6%	35	7.1%	42

Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$1,628,401	13.3%	\$1,437,148	20.7%	\$1,349,410
Average Price Per Sq Ft	\$1,040	10.8%	\$939	15.9%	\$897
Median Sales Price	\$1,058,000	-4.5%	\$1,107,500	-3.8%	\$1,100,000
Number of Sales (Closed)	495	-4.4%	518	-2.2%	506
Days on Market (From Last List Date)	52	23.8%	42	20.9%	43

Luxury Single Family Matrix (Top 10% of Sales)	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$17,765,093	-14.0%	\$20,655,389	-0.4%	\$17,839,876
Average Price Per Sq Ft	\$2,198	-5.8%	\$2,333	-3.3%	\$2,273
Median Sales Price	\$12,000,000	-12.7%	\$13,750,000	-11.1%	\$13,495,000
Number of Sales (Closed)	73	2.8%	71	25.9%	58
Days on Market (From Last List Date)	68	33.3%	51	-5.6%	72
Entry Price Threshold	\$8,677,000	-6.2%	\$9,250,000	-6.7%	\$9,300,000

Luxury Condo Matrix (Top 10% of Sales)	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$6,333,200	50.8%	\$4,198,375	80.4%	\$3,511,384
Average Price Per Sq Ft	\$1,967	21.3%	\$1,622	51.4%	\$1,299
Median Sales Price	\$4,737,500	37.3%	\$3,450,000	69.2%	\$2,800,000
Number of Sales (Closed)	50	-3.8%	52	-7.4%	54
Days on Market (From Last List Date)	59	55.3%	38	1.7%	58
Entry Price Threshold	\$2,695,000	9.6%	\$2,460,000	22.5%	\$2,200,000

New Development Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$7,510,120	29.9%	\$5,780,317	-24.8%	\$9,992,325
Average Price Per Sq Ft	\$1,714	12.8%	\$1,519	-17.4%	\$2,074
Median Sales Price	\$4,835,000	27.2%	\$3,800,000	2.2%	\$4,732,500
Number of Sales (Closed)	43	-21.8%	55	7.5%	40
Days on Market (From Last List Date)	58	13.7%	51	-1.7%	59

Downtown Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$721,546	-6.1%	\$768,121	5.5%	\$684,190
Average Price Per Sq Ft	\$610	-9.2%	\$672	-3.6%	\$633
Median Sales Price	\$560,000	-19.3%	\$694,000	-9.3%	\$617,500
Number of Sales (Closed)	63	10.5%	57	26.0%	50
Days on Market (From Last List Date)	67	-16.3%	80	3.1%	65

Beverly Hills P.O. Single Family Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$3,958,312	-38.3%	\$6,414,311	-5.7%	\$4,198,104
Average Price Per Sq Ft	\$1,114	-22.5%	\$1,438	9.0%	\$1,022
Median Sales Price	\$2,700,000	-17.2%	\$3,261,000	-13.5%	\$3,120,500
Number of Sales (Closed)	59	3.5%	57	22.9%	48
Days on Market (From Last List Date)	66	37.5%	48	13.8%	58

New Development Condo

- Median sales price rose year over year for the first time in four quarters
- Sales increased annually for the fourth time

Downtown Condo

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

Beverly Hills P.O. Single Family

- Price trend indicators showed mixed annual results as sales surged
- Listing inventory declined annually for the first time in seven quarters

Beverly Hills

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

Bel Air & Holmby Hills

- Price trend indicators declined as sales stabilized
- Listing inventory increased year over year for the third time

Brentwood

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

Century City & Westwood

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

Venice

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

Beverly Hills SF Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$8,118,122	-33.8%	\$12,253,776	11.8%	\$7,261,011
Average Price Per Sq Ft	\$1,765	-14.3%	\$2,060	11.2%	\$1,587
Median Sales Price	\$4,990,300	-27.4%	\$6,875,000	1.9%	\$4,897,500
Number of Sales (Closed)	46	21.1%	38	48.4%	31
Days on Market (From Last List Date)	42	-27.6%	58	-16.0%	50
Beverly Hills Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$1,975,306	-25.0%	\$2,632,354	23.8%	\$1,595,260
Average Price Per Sq Ft	\$953	-20.5%	\$1,198	14.1%	\$835
Median Sales Price	\$1,700,000	-1.8%	\$1,731,250	20.6%	\$1,410,000
Number of Sales (Closed)	29	-14.7%	34	0.0%	29
Days on Market (From Last List Date)	45	15.4%	39	-4.3%	47
Bel Air & Holmby Hills SF Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$7,840,320	-30.3%	\$11,250,594	-29.8%	\$11,162,644
Average Price Per Sq Ft	\$1,485	-11.6%	\$1,680	-13.7%	\$1,721
Median Sales Price	\$4,350,000	-8.4%	\$4,750,000	-4.4%	\$4,550,000
Number of Sales (Closed)	25	-40.5%	42	0.0%	25
Days on Market (From Last List Date)	44	-22.8%	57	-10.2%	49
Brentwood SF Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$6,165,125	4.3%	\$5,908,313	0.8%	\$6,116,700
Average Price Per Sq Ft	\$1,444	-5.9%	\$1,535	-4.5%	\$1,512
Median Sales Price	\$4,425,000	-1.1%	\$4,475,000	3.8%	\$4,265,000
Number of Sales (Closed)	73	-5.2%	77	46.0%	50
Days on Market (From Last List Date)	47	46.9%	32	30.6%	36
Brentwood Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$1,342,204	-9.7%	\$1,486,071	19.4%	\$1,124,198
Average Price Per Sq Ft	\$833	-3.7%	\$865	7.6%	\$774
Median Sales Price	\$1,150,000	-18.4%	\$1,410,000	4.5%	\$1,100,000
Number of Sales (Closed)	51	21.4%	42	18.6%	43
Days on Market (From Last List Date)	41	24.2%	33	17.1%	35
Century City & Westwood SF Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$8,324,931	159.7%	\$3,206,056	104.3%	\$4,075,704
Average Price Per Sq Ft	\$1,657	36.5%	\$1,214	32.1%	\$1,254
Median Sales Price	\$3,500,000	21.4%	\$2,882,500	4.8%	\$3,340,000
Number of Sales (Closed)	29	61.1%	18	7.4%	27
Days on Market (From Last List Date)	51	121.7%	23	82.1%	28
Century City & Westwood Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$2,320,471	37.5%	\$1,687,462	38.2%	\$1,679,018
Average Price Per Sq Ft	\$1,137	23.2%	\$923	28.5%	\$885
Median Sales Price	\$1,250,000	4.2%	\$1,200,000	5.3%	\$1,187,500
Number of Sales (Closed)	105	-6.3%	112	-7.9%	114
Days on Market (From Last List Date)	60	50.0%	40	33.3%	45
Venice SF Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$2,896,233	1.9%	\$2,843,163	25.2%	\$2,312,794
Average Price Per Sq Ft	\$1,253	2.2%	\$1,226	5.3%	\$1,190
Median Sales Price	\$2,480,000	7.4%	\$2,310,000	27.2%	\$1,950,000
Number of Sales (Closed)	61	-26.5%	83	19.6%	51
Days on Market (From Last List Date)	45	32.4%	34	7.1%	42
Venice Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$1,518,342	-13.7%	\$1,758,997	-11.5%	\$1,716,514
Average Price Per Sq Ft	\$967	-9.0%	\$1,063	-5.2%	\$1,020
Median Sales Price	\$1,340,000	-14.1%	\$1,560,000	-18.8%	\$1,650,000
Number of Sales (Closed)	29	-17.1%	35	-17.1%	35
Days on Market (From Last List Date)	56	47.4%	38	36.6%	41

Santa Monica

- Single family price trend indicators and average sales size rose year over year
- Single family sales and listing inventory increased annually
- Condo price trend indicators showed mixed annual results as sales declined
- Condo listing inventory increased for the seventh time

Sunset Strip & Hollywood Hills West

- Single family price trend indicators declined year over year as sales surged
- Single family listing inventory continued to rise
- Condo price trend indicators and sales surged year over year
- Condo listing inventory continued to rise

Pacific Palisades

- Single family price trend indicators continued to show mixed annual results as sales fell
- Single family listing inventory fell sharply year over year for the third time
- Condo price trend indicators increased as sales declined year over year
- Condo listing inventory fell sharply year over year

West Hollywood

- Single family price trend indicators showed mixed annual results as sales increased
- Single family listing inventory fell year over year for the first time in six quarters
- Condo price trend indicators showed mixed annual results as sales fell
- Condo listing inventory has moved higher over the past two years

Santa Monica SF Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$4,640,220	-8.1%	\$5,051,712	10.9%	\$4,183,985
Average Price Per Sq Ft	\$1,717	8.7%	\$1,580	8.8%	\$1,578
Median Sales Price	\$4,012,500	-8.6%	\$4,390,000	14.6%	\$3,500,000
Number of Sales (Closed)	68	-8.1%	74	54.5%	44
Days on Market (From Last List Date)	20	-37.5%	32	-9.1%	22
Santa Monica Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$1,374,137	-1.8%	\$1,399,817	-3.3%	\$1,420,417
Average Price Per Sq Ft	\$1,040	0.8%	\$1,032	-1.0%	\$1,051
Median Sales Price	\$1,211,563	-1.0%	\$1,224,000	1.0%	\$1,200,000
Number of Sales (Closed)	88	-14.6%	103	-14.6%	103
Days on Market (From Last List Date)	46	53.3%	30	12.2%	41
SS & HHW SF Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$2,891,533	6.2%	\$2,723,373	-11.8%	\$3,276,942
Average Price Per Sq Ft	\$1,052	3.2%	\$1,019	-8.3%	\$1,147
Median Sales Price	\$2,050,000	-3.2%	\$2,117,500	-10.9%	\$2,300,000
Number of Sales (Closed)	169	7.6%	157	45.7%	116
Days on Market (From Last List Date)	48	60.0%	30	23.1%	39
SS & HHW Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$2,056,577	55.0%	\$1,327,162	40.0%	\$1,468,615
Average Price Per Sq Ft	\$1,312	32.7%	\$989	23.9%	\$1,059
Median Sales Price	\$744,500	-13.4%	\$860,000	10.3%	\$675,000
Number of Sales (Closed)	26	-21.2%	33	100.0%	13
Days on Market (From Last List Date)	59	20.4%	49	47.5%	40
Pacific Palisades SF Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$5,364,600	29.1%	\$4,156,819	9.5%	\$4,900,801
Average Price Per Sq Ft	\$1,406	7.2%	\$1,311	6.3%	\$1,323
Median Sales Price	\$3,659,000	25.1%	\$2,925,000	-3.3%	\$3,785,000
Number of Sales (Closed)	48	33.3%	36	-29.4%	68
Days on Market (From Last List Date)	38	81.0%	21	2.7%	37
Pacific Palisades Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$1,542,486	4.5%	\$1,475,571	14.7%	\$1,344,433
Average Price Per Sq Ft	\$845	7.9%	\$783	4.3%	\$810
Median Sales Price	\$1,575,000	15.8%	\$1,360,000	17.4%	\$1,341,500
Number of Sales (Closed)	7	0.0%	7	-56.3%	16
Days on Market (From Last List Date)	55	139.1%	23	31.0%	42
West Hollywood SF Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$2,342,063	-0.1%	\$2,344,135	-4.9%	\$2,462,750
Average Price Per Sq Ft	\$1,217	3.5%	\$1,176	-1.3%	\$1,233
Median Sales Price	\$2,058,500	2.0%	\$2,017,500	0.7%	\$2,045,000
Number of Sales (Closed)	16	14.3%	14	33.3%	12
Days on Market (From Last List Date)	55	77.4%	31	52.8%	36
West Hollywood Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$2,190,925	83.2%	\$1,195,639	83.6%	\$1,193,467
Average Price Per Sq Ft	\$1,524	59.9%	\$953	58.6%	\$961
Median Sales Price	\$825,000	-8.2%	\$899,000	-10.1%	\$917,500
Number of Sales (Closed)	64	-19.0%	79	-15.8%	76
Days on Market (From Last List Date)	48	-9.4%	53	37.1%	35

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

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