

DECEMBER 8, 2025 - WRITTEN BY STEVEN THOMAS

HOT TO NOT: THE CONDO SHIFT

THE ATTACHED HOME MARKET, CONDOMINIUMS AND TOWNHOMES,
SUDDENLY SLOWED SUBSTANTIALLY COMPARED TO THE DETACHED
HOME MARKET.



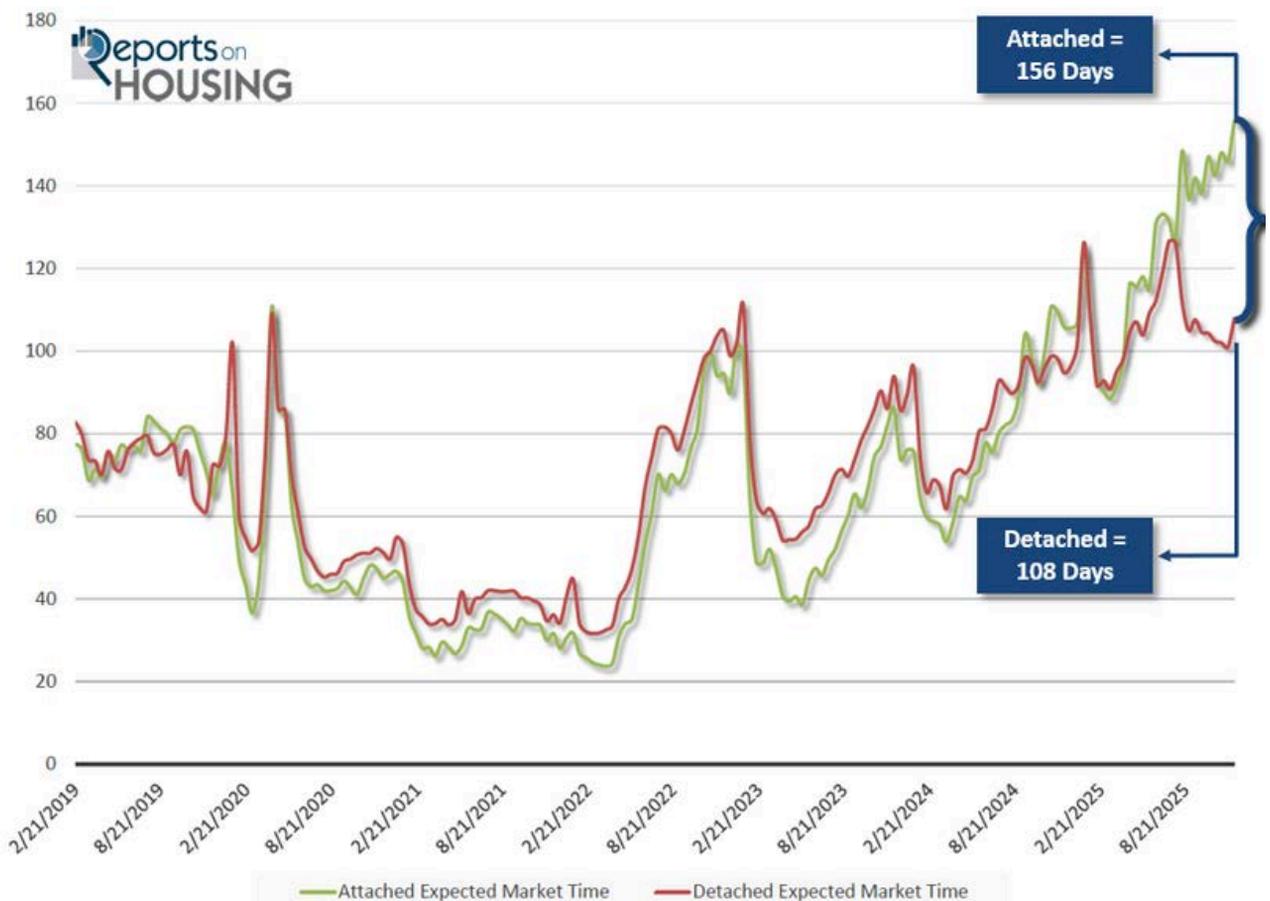
The typical meal at a fast-food restaurant used to cost \$5 or \$6. But over the past 10 years, prices have been rising faster than inflation. The cost of delivering a large hamburger and fries has skyrocketed due to much higher labor costs, persistent inflation, increased commodity prices, and relentless supply chain issues. The fast food meal has ballooned to \$10 to \$12 per meal. Fast food has suddenly become nearly as expensive as dining out. The allure of cost-effective fast-food dining out, compared to cooking at home, has lost its luster.

Condominiums were long known as the “stepping stone” to owning a home, a much cheaper alternative to a detached house. They offered a more affordable option, along with amenities such as pools, spas, barbecues, fitness centers, and community centers. It was a lifestyle choice for the young, a pathway to owning a home with a white picket fence. Yet, the cost of condominiums has soared, and their allure has lost its luster.

The cost savings advantage of owning a condominium has diminished over time. They still have a much lower sticker price compared to detached homes, but the other fees have skyrocketed. Higher maintenance, skyrocketing insurance premiums, and reserve fund issues have led to much higher Homeowner Association fees. These increased costs are absorbed in rising dues. The median monthly Homeowners Association fees for all attached sales in November were \$445, and the median sales price was \$700,000. For detached homes, the median Homeowners Association fees were \$0, and the median sales price was \$985,000.

LOS ANGELES COUNTY

ATTACHED VS. DETACHED EXPECTED MARKET TIME OVER TIME



Many condominium complexes have not maintained sufficient reserves (not enough money saved for future major repairs, such as roofs, plumbing, and roads), leading to special assessments and increased dues. In addition, California adopted balcony inspection requirements in response to the tragic 2015 Berkeley 5th-floor balcony collapse that killed six people and injured seven. It is an additional hurdle in the inspection process that can delay a closing and reduce a seller's net proceeds.

As a result of the higher costs, it is now taking longer to sell attached homes compared to detached houses. The inventory of attached homes is up 92%, nearly double compared to last year, from 2,398 to 4,599, while demand (a snapshot of the number of new pending sales over the prior month) is up 30%, from 680 to 886 pending sales. On the other hand, the detached home inventory is down from 8,234 to 7,905, a 4% decrease, while demand is down 16%, from 2,608 pending sales to 2,200. The Expected Market Time (the number of days it takes to sell all Los Angeles County listings at the current buying pace) is 156 days for attached homes compared to 108 days for detached homes. It is taking 48 days longer, over a month-and-a-half, to sell condominiums versus detached houses.

The difference between the attached-home and detached-home markets in Los Angeles County began to develop in October last year, but really took root in August of this year and has never looked back. For some markets, it has been an issue for a few months, while for others it has been a concern for the last couple of years. In Orange County, the attached market is 13 days slower than the detached market. It is 54 days slower in Riverside County, and 31 days in San Diego County. It takes a mind-blowing 79 days longer in Clark County (Las Vegas).

Attached Vs. Detached - Market Differences

	Expected Market Time Attached	Expected Market Time Detached	Difference
Bay Area	100 Days	69 Days	+31 Days
Las Vegas	224 Days	145 Days	+79 Days
Los Angeles	156 Days	108 Days	+48 Days
Orange	95 Days	82 Days	+13 Days
Phoenix	160 Days	112 Days	+48 Days
Riverside	170 Days	116 Days	+54 Days
San Bernardino	132 Days	127 Days	+5 Days
San Diego	119 Days	88 Days	+31 Days
Ventura	103 Days	83 Days	+20 Days



Lenders are cautious about lending on condominiums due to higher risk factors. They assess the entire complex's financial health, not just the buyer. They look at an association's financial health, from reserve levels to delinquent dues to pending litigation. They consider the number of owners who occupy their units compared to the number of investor-owned units. They examine insurance and liability concerns to ensure adequate

coverage in the event of a disaster. As a result, some condominiums are harder to finance, requiring different loan products and larger down payments. They become harder to sell, which adds to their market time.

When inventory is severely limited and there are very few options for buyers, the attached-home market becomes much more attractive. But with higher Homeowners Association fees, higher 30-year mortgage rates, and an elevated active listing inventory, attached homes are taking much longer to sell. The condominium slowdown has arrived.



ACTIVE LISTINGS

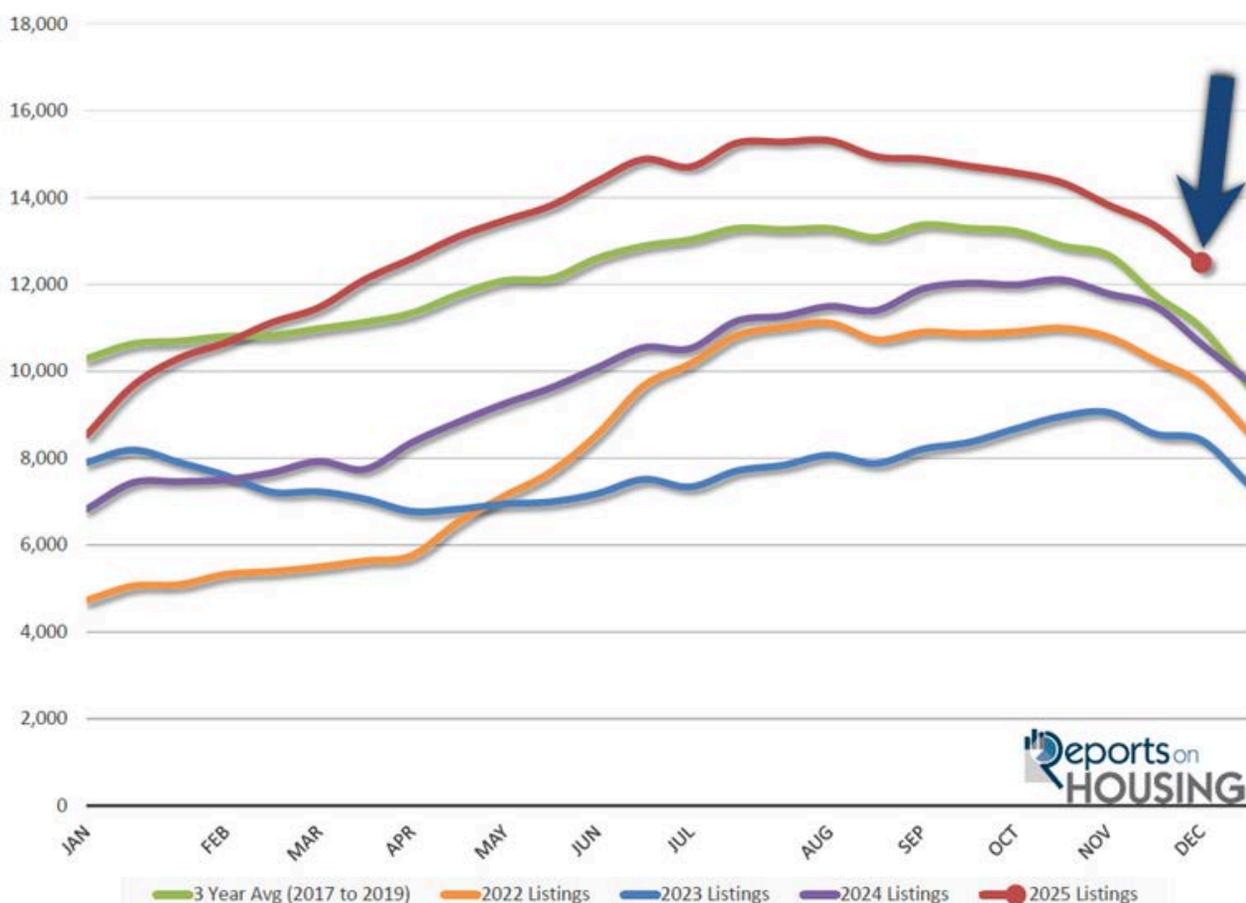
THE INVENTORY EXPERIENCED ITS LARGEST DROP OF THE YEAR IN THE PAST COUPLE OF WEEKS.

The active listing inventory plunged by 850 homes over the past two weeks, a 6% decline, and now stands at 12,504, its largest drop of the year, and its lowest level since March. As is customary during the Holiday Market, the inventory is dropping at its fastest pace of the year. Since peaking in August at 15,310 homes, the inventory has declined by 18% to 2,806 homes. It is December, when the fewest homes are placed on the market, with many sellers delisting their homes, pulling them off the market due to a lack of success and the desire to enjoy the holiday season. Many sellers are delisting, knowing it is the slowest time of the year in terms of demand. The inventory will continue to plummet until the ringing in of a New Year. It will then grow from day to day, week to week, in January, picking up steam by the third week of a fresh year.

Last year, the inventory was at 10,632 homes, **15% lower, or 1,872 fewer**. The 3-year average before COVID (2017-2019) was 10,998, 1,506 fewer, or 12% lower.

LOS ANGELES COUNTY

ACTIVE LISTING INVENTORY YEAR-OVER-YEAR



Homeowners continue to “hunker down” in their homes, unwilling to move because of their current, underlying, locked-in, low fixed-rate mortgage. This trend has been easing from the lows established in 2023. Through November, 74,262 homes were placed on the market in Los Angeles County, 13,153 fewer than the 3-year average before COVID (2017-2019), 15% less. In 2024, 67,309 homes entered the market, compared with 57,851 in 2023. More sellers are opting to sell in 2025. Yet, in November, 4,257 homes came on the market, 3% fewer than last year’s 4,392.

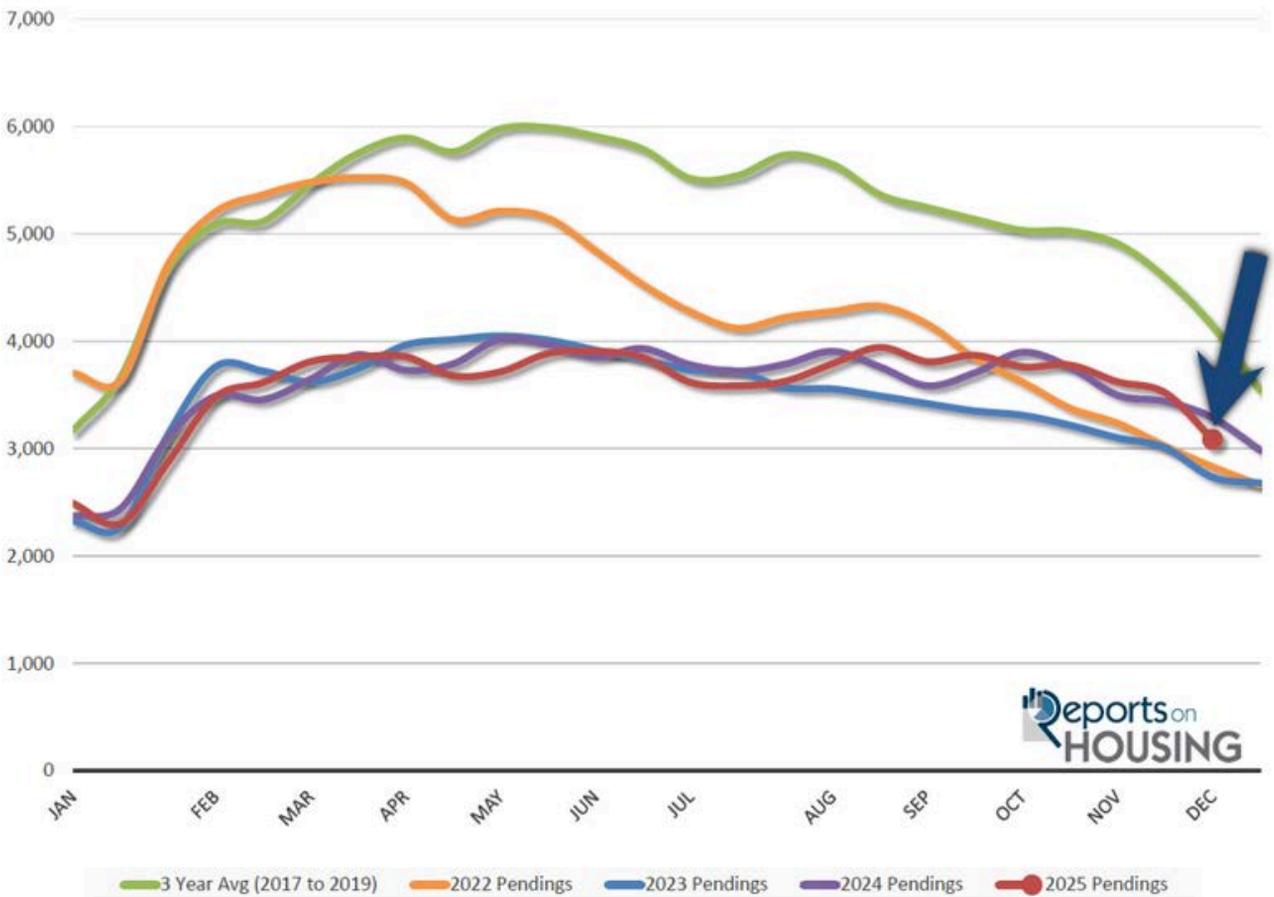


DEMAND

DEMAND EXPERIENCED ITS LARGEST DROP OF THE YEAR IN THE PAST COUPLE OF WEEKS.

Demand, a snapshot of the number of new pending sales over the prior month, plunged from 3,520 to 3,086 in the past couple of weeks, representing a 434-pending-sale drop, or a 12% decrease, its most significant drop of the year and its lowest level since January. Despite rates continuing to drift between 6% and 6.5% since September 3rd, their lowest level of the year, demand unexpectedly dropped considerably more than expected for this time of year. It was the largest drop since 2017, when it also plunged by 12%. It is a bit perplexing because 30-year mortgage rates were a half-of-a-percent higher last year, meaning affordability is **better** today. It will be interesting to see if this trend continues as the year comes to a close. Nonetheless, expect demand to drop to its lowest level on New Year’s Day. From there, it will accelerate rapidly, picking up steam week to week in January. Demand will outpace inventory growth in January and February.

LOS ANGELES COUNTY DEMAND YEAR-OVER-YEAR



Last year, demand was 3,288, **an additional 202 pending sales, or 7% more.** The 3-year average before COVID (2017-2019) was 4,142 pending sales, **34% higher than today, representing an additional 1,056 pending sales.**

As the Federal Reserve has indicated, it is essential to watch all economic releases for signs of slowing. That is the only path to lower mortgage rates at this time. These releases can cause mortgage rates to rise or fall, depending on how they compare with market expectations. This week, the Federal Reserve meets and will conduct a news conference on Wednesday, ultimately revealing its appetite to cut rates in the near future and into 2025, a crucial day for mortgage rates. Next week is one of the most jam-packed weeks of the year, with November's Jobs Report, retail sales, the Consumer Price Index, and the Personal Consumption Expenditures – Price Index (the Federal Reserve's preferred inflation indicator). It will be a fascinating two weeks for mortgage rates.



EXPECTED MARKET TIME

THE EXPECTED MARKET TIME JUMPED HIGHER OVER THE PAST COUPLE OF WEEKS.

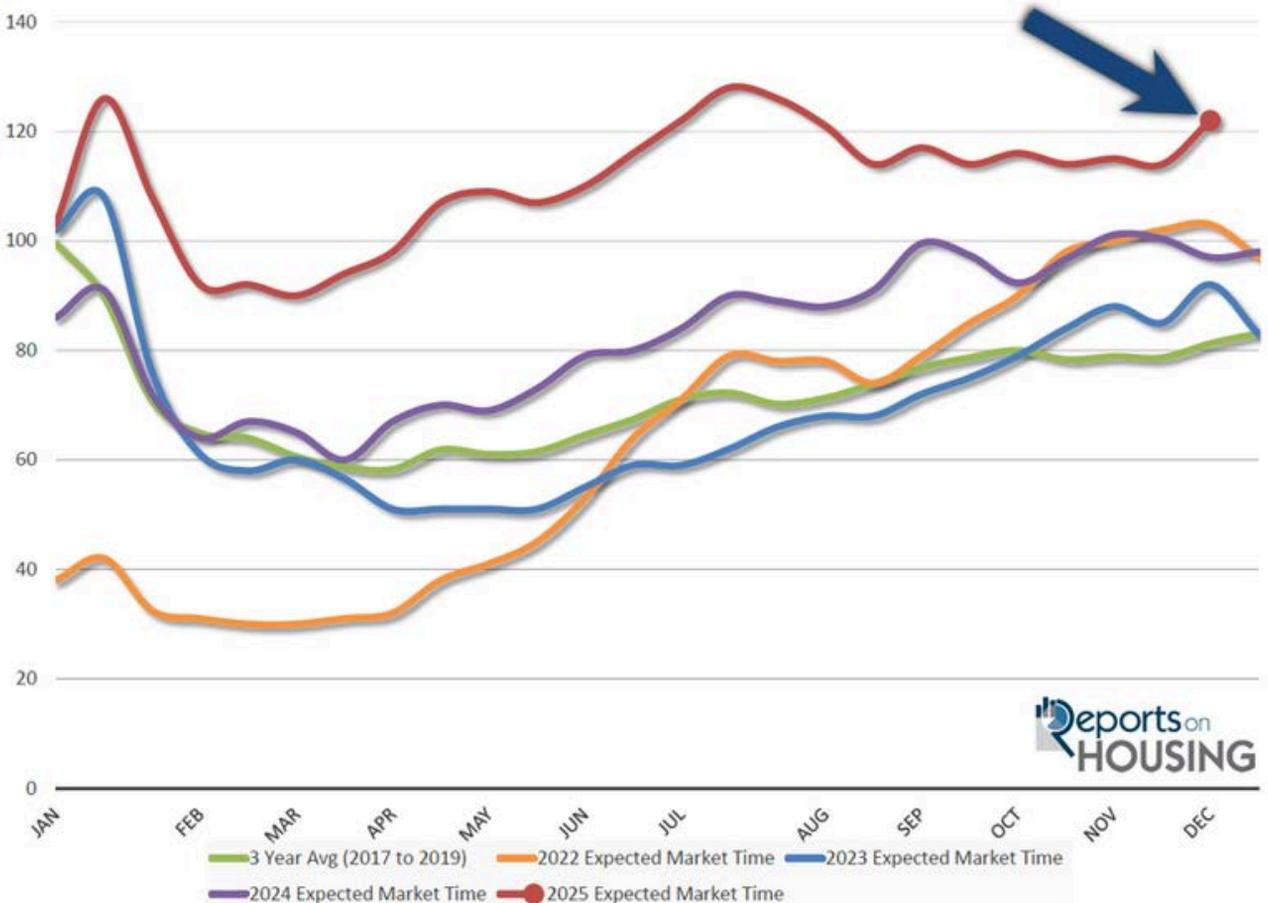
With the supply of available homes falling by 850 homes, **down 6%**, and demand dropping by 434 pending sales, **down 11%**, the Expected Market Time (the number of days it takes to sell all Los Angeles County listings at the current buying pace) increased from 114 to 122 days. It is the highest start to December since tracking began in 2012.

Last year, it was 97 days, faster than today. The 3-year average before COVID was 81 days, which is quicker than today.

The Expected Market Time for condominiums and townhomes increased from 146 to 156 days in the past two weeks. It was at 106 days last year. For detached homes, the Expected Market Time increased from 101 to 108 days. It was 95 days a year ago. The detached-home market is substantially stronger than the attached-home market.

LOS ANGELES COUNTY

EXPECTED MARKET TIME YEAR-OVER-YEAR (IN DAYS)



Over the past couple of weeks, the luxury home inventory priced above \$2 million (the top 10% of the Los Angeles County housing market) decreased from 3,009 to 2,824, a drop of 185 homes, or 6%. Luxury demand decreased by 51 pending sales, down 13%, to 340. The Expected Market Time for luxury homes priced above \$2 million increased from 231 to 249 days, its slowest reading since July. Luxury demand is dropping at a much faster pace than luxury inventory.

Year over year, the active luxury listing inventory has increased by 251 homes, or 10%, and luxury demand has risen by 86 pending sales, or 34%. Last year's Expected Market Time was 304 days, slower than today.

In the past two weeks, the Expected Market Time for homes priced between \$2 million and \$3 million increased from 154 to 158 days. The Expected Market Time for homes priced between \$3 million and \$4 million increased from 197 to 229 days. The Expected Market Time for homes priced between \$4 million and \$8 million increased from 295 to 363 days. The Expected Market Time for homes priced above \$8 million decreased from 859 to 773 days. Luxury is at 249 days overall. At this pace, a seller would be looking at becoming a pending sale around **August 2026**.

LOS ANGELES COUNTY MARKET BREAKDOWN

PRICE RANGES & MARKET SPEED	MARKET TIME	% OF CURRENT INVENTORY	% OF CURRENT DEMAND	LAST YEAR
\$0 - \$750K 	106 Days	32%	37%	83 Days
\$750k - \$1M 	89 Days	18%	25%	69 Days
\$1M - \$1.5M 	107 Days	17%	19%	86 Days
\$1.5M - \$2M 	158 Days	10%	7%	112 Days
\$2M - \$3M 	158 Days	8%	6%	160 Days
\$3M - \$4M 	229 Days	4%	2%	196 Days
\$4M - \$8M 	363 Days	7%	3%	310 Days
\$8M+ 	773 Days	4%	1%	640 Days

- **INVENTORY:** The active listing inventory over the past couple of weeks plunged by 850 homes, down 6%, and now stands at 12,504, its largest drop of the year and its lowest level since March. Last year, there were 10,632 homes on the market, 1,872 fewer homes, or **15% less**. The 3-year average before COVID (2017-2019) was 10,998, which is **12% lower**. From January through November, 15% fewer homes came on the market compared to the 3-year average before COVID (2017-2019), 13,153 less. Yet 6,953 more sellers came on the market this year than last year, and 16,411 more than in 2023.
- **DEMAND:** Buyer demand, the number of pending sales over the prior month, sank by 434 in the past two weeks, down 12%, and now totals 3,086, its largest drop of the year. Last year, demand was 3,288 pending sales, **7% more than today**. The 3-year average before COVID (2017-2019) was 4,142, which is **34% higher**.
- **MARKET TIME:** With supply and demand falling at a similar pace, the Expected Market Time, the number of days to sell all Los Angeles County listings at the current buying pace, jumped from 114 to 122 days in the past couple of weeks, its highest start to December level since tracking began in 2012. Last year, it was 97 days, faster than today. The 3-year average before COVID (2017-2019) was 81 days, which is much quicker than today.
- **LUXURY:** In the past two weeks, the Expected Market Time for homes priced between \$2 million and \$3 million increased from 154 to 158 days. The Expected Market Time for homes priced between \$3 million and \$4 million increased from 197 to 229 days. The Expected Market Time for homes priced between \$4 million and \$8 million increased from 295 to 363 days. The Expected Market Time for homes priced above \$8 million decreased from 859 to 773 days.
- **DISTRESSED HOMES:** Short sales and foreclosures combined, comprised only 1% of all listings and 1.2% of demand. There are 63 foreclosures and 62 short sales available today in Los Angeles County, totaling 125 distressed homes on the active market, down three from two weeks ago. Last year, 100 distressed homes were on the market, slightly fewer than today.
- **CLOSED SALES:** There were 4,311 closed residential resales in October, up 2% from October 2024's 4,211 and up 10% from September 2025. The sales-to-list price ratio was 98.4% for Los Angeles County. Foreclosures accounted for 0.4% of all closed sales, and short sales accounted for 0.1%. That means that 99.5% of all sales were sellers with equity.

LOS ANGELES COUNTY MARKET TIME REPORT

DECEMBER 8, 2025 - HOT TO NOT: THE CONDO SHIFT

LOS ANGELES COUNTY CITIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
12/4/2025								
Acton	35	6	175	146	90	132	165	\$850k
Agoura Hills	65	13	150	150	137	88	64	\$1.8m
Agua Dulce	19	1	570	270	255	480	64	\$1.1m
Alhambra	68	10	204	148	123	81	35	\$837k
Altadena	49	7	210	103	94	30	55	\$1.8m
Arcadia	139	30	139	136	180	114	96	\$1.8m
Artesia	11	8	41	120	90	98	60	\$795k
Azusa	62	17	109	126	49	37	111	\$677k
Baldwin Park	30	17	53	189	140	73	44	\$644k
Bel Air	112	6	560	565	300	364	522	\$8.0m
Bellflower	23	13	53	53	90	77	75	\$840k
Beverly Center - Miracle Mile	106	23	138	234	202	201	161	\$1.9m
Beverly Hills	284	25	341	444	477	257	446	\$6.0m
Beverlywood	40	10	120	123	102	200	225	\$1.5m
Brentwood	190	22	259	230	207	177	116	\$4.0m
Burbank	113	31	109	106	83	56	47	\$1.2m
Calabasas	99	10	297	116	104	164	213	\$2.5m
Canoga Park	49	13	113	114	92	61	68	\$500k
Canyon Country	133	53	75	87	103	84	75	\$740k
Carson	58	25	70	83	63	60	49	\$823k
Castaic	44	17	78	76	92	108	78	\$840k
Cerritos	25	17	44	54	73	49	30	\$1.2m
Chatsworth	82	24	103	99	100	105	68	\$999k
Claremont	49	15	98	77	63	73	52	\$995k
Compton	86	39	66	51	79	57	73	\$644k
Covina	71	35	61	51	85	60	53	\$735k
Culver City	76	15	152	100	120	97	100	\$899k
Diamond Bar	80	28	86	72	125	78	144	\$1.1m
Downey	59	21	84	64	79	43	55	\$1.1m
Downtown L.A.	276	26	318	296	313	313	271	\$620k
Duarte	14	6	70	73	50	42	45	\$812k
Eagle Rock	37	8	139	83	73	65	105	\$1.5m
East Los Angeles	19	2	285	120	60	120	450	\$850k
El Monte	62	16	116	73	87	71	120	\$787k
El Segundo	18	3	180	85	57	190	210	\$1.6m
Encino	182	30	182	205	161	127	132	\$2.1m
Gardena	72	19	114	94	128	70	44	\$778k
Glassell Park	27	8	101	101	168	79	54	\$1.2m
Glendale	115	44	78	59	56	58	64	\$1.1m
Glendora	59	26	68	74	62	102	40	\$1000k
Granada Hills	64	19	101	97	90	57	72	\$1.2m
Hacienda Heights	48	21	69	70	77	84	115	\$1.1m
Hancock Park	117	15	234	212	252	210	208	\$1.5m
Harbor City	34	6	170	120	98	90	40	\$780k
Hawthorne	48	17	85	98	118	49	36	\$925k
Hermosa Beach	32	7	137	87	117	62	167	\$2.4m
Hidden Hills	26	1	780	Infinite	930	285	810	\$10.0m
Highland Park	74	18	123	122	123	67	51	\$1.2m
Hollywood	99	12	248	229	224	216	261	\$1.2m
Hollywood Hills East	83	12	208	252	470	396	264	\$2.0m
Hollywood Hills West	328	25	394	304	293	327	321	\$2.7m
Huntington Park	16	0	Infinite	72	38	85	51	\$717k

LOS ANGELES COUNTY MARKET TIME REPORT

DECEMBER 8, 2025 - HOT TO NOT: THE CONDO SHIFT

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12/4/2025								
Inglewood	92	28	99	126	90	94	143	\$752k
La Cañada Flintridge	19	8	71	68	34	107	77	\$3.4m
La Crescenta	22	9	73	60	93	63	19	\$1.4m
La Habra Heights	13	3	130	98	130	108	114	\$1.5m
La Mirada	39	19	62	46	53	43	29	\$779k
La Puente	53	18	88	87	77	54	60	\$799k
La Verne	33	13	76	90	84	70	94	\$1.2m
Lake Balboa	24	12	60	58	100	73	45	\$935k
Lake Hughes	12	2	180	210	210	180	210	\$478k
Lakewood	41	28	44	40	38	41	33	\$910k
Lancaster	423	84	151	139	125	94	78	\$480k
Lawndale	16	4	120	170	75	30	165	\$687k
Littlerock	34	9	113	130	171	225	132	\$499k
Lomita	10	3	100	73	63	70	90	\$898k
Long Beach	485	137	106	88	83	87	82	\$750k
Los Angeles	3,047	531	172	167	171	143	141	\$1.2m
Los Feliz	82	15	164	157	270	175	253	\$2.5m
Lynwood	18	9	60	38	38	56	55	\$700k
Malibu	270	11	736	637	775	442	610	\$6.1m
Manhattan Beach	57	23	74	77	101	120	168	\$4.4m
Marina del Rey	101	11	275	267	178	131	219	\$1.4m
Mid Wilshire	81	13	187	176	213	186	318	\$799k
Mission Hills (San Fernando)	9	6	45	43	84	270	17	\$985k
Monrovia	40	13	92	139	79	62	46	\$1.0m
Montebello	42	18	70	70	90	42	68	\$1.1m
Monterey Park	65	12	163	109	118	68	56	\$798k
Newhall	60	20	90	101	87	90	30	\$559k
North Hills	58	13	134	113	138	62	62	\$850k
North Hollywood	111	39	85	101	153	94	53	\$900k
Northridge	59	33	54	56	53	85	55	\$1.0m
Norwalk	35	19	55	40	39	79	25	\$700k
Pacific Palisades	97	12	243	249	333	195	187	\$4.0m
Pacoima	39	19	62	73	69	63	60	\$730k
Palmdale	317	64	149	134	104	106	97	\$539k
Palms - Mar Vista	72	21	103	87	119	84	130	\$1.7m
Palos Verdes Estates	28	7	120	93	88	150	113	\$3.9m
Panorama City	61	10	183	236	177	105	93	\$680k
Paramount	20	11	55	46	52	77	56	\$592k
Park Hills Heights	153	17	270	156	154	120	93	\$1.1m
Pasadena	215	68	95	87	84	89	75	\$1.2m
Pico Rivera	28	19	44	85	46	34	57	\$759k
Playa del Rey	48	7	206	199	177	60	158	\$835k
Playa Vista	17	8	64	75	240	138	510	\$1.3m
Pomona	151	36	126	113	96	94	61	\$695k
Porter Ranch	68	20	102	79	76	113	60	\$1.6m
Rancho Palos Verdes	100	27	111	155	122	101	61	\$1.9m
Redondo Beach	112	37	91	95	90	67	77	\$1.6m
Reseda	81	24	101	70	93	71	44	\$769k
Rolling Hills	8	3	80	135	165	330	240	\$5.6m
Rolling Hills Estates	30	5	180	110	137	150	90	\$1.1m
Rosemead	30	10	90	58	39	83	70	\$840k
Rowland Heights	36	11	98	76	60	38	86	\$1.1m

LOS ANGELES COUNTY MARKET TIME REPORT

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12/4/2025								
San Dimas	32	12	80	81	63	104	50	\$1.2m
San Fernando	22	3	220	126	144	26	105	\$775k
San Gabriel	47	13	108	96	103	62	120	\$1.2m
San Marino	18	7	77	90	45	75	188	\$3.8m
San Pedro	86	34	76	75	105	64	77	\$892k
Santa Fe Springs	10	8	38	34	110	75	180	\$790k
Santa Monica	201	44	137	145	192	147	183	\$1.8m
Saugus	93	39	72	76	73	82	52	\$825k
Sherman Oaks	209	42	149	138	163	148	99	\$1.6m
Sierra Madre	22	9	73	115	111	84	70	\$2.0m
Signal Hill	16	4	120	64	84	120	90	\$712k
Silver Lake	43	26	50	63	71	65	120	\$1.3m
South Gate	26	10	78	54	81	33	38	\$669k
South Pasadena	21	10	63	125	98	33	60	\$1.7m
Stevenson Ranch	23	7	99	120	110	72	45	\$1000k
Studio City	128	17	226	229	178	126	135	\$2.4m
Sun Valley	31	4	233	54	66	56	45	\$879k
Sunland	29	10	87	198	175	52	138	\$899k
Sunset Strip	328	25	394	304	293	327	321	\$2.7m
Sylmar	85	36	71	66	83	78	63	\$800k
Tarzana	123	21	176	145	142	95	102	\$1.2m
Temple City	28	11	76	116	94	73	51	\$1.4m
Toluca Lake	31	0	Infinite	320	233	138	255	\$1.7m
Topanga	52	10	156	218	650	350	87	\$1.7m
Torrance	125	51	74	60	63	46	48	\$969k
Tujunga	28	7	120	100	62	75	70	\$952k
Valencia	211	53	119	92	96	77	61	\$764k
Valley Glen	16	4	120	75	200	75	45	\$1.2m
Valley Village	51	16	96	155	153	129	76	\$1.4m
Van Nuys	124	33	113	100	138	106	78	\$889k
Venice	109	13	252	174	203	219	260	\$2.8m
View Park	12	1	360	70	70	90	Infinite	\$1.6m
Walnut	53	16	99	98	101	107	94	\$1.7m
West Covina	72	25	86	72	58	48	61	\$883k
West Hills	72	35	62	71	114	75	31	\$1.3m
West Hollywood	211	21	301	244	178	255	326	\$1.2m
West Los Angeles	65	11	177	126	95	82	154	\$1.1m
Westchester	54	15	108	136	92	70	139	\$2.0m
Westlake Village	28	7	120	330	310	111	49	\$1.6m
Westwood - Century City	254	42	181	210	210	181	217	\$1.5m
Whittier	110	66	50	53	45	74	64	\$848k
Wilmington	13	3	130	83	51	78	113	\$760k
Winnetka	58	25	70	63	122	61	99	\$879k
Woodland Hills	200	51	118	104	122	88	94	\$1.4m
All of L.A.	12,504	3,086	122	114	115	97	92	\$999k

LOS ANGELES COUNTY PRICE RANGE REPORT

DECEMBER 8, 2025 - HOT TO NOT: THE CONDO SHIFT

LOS ANGELES COUNTY ATTACHED HOMES								
	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
12/4/2025								
All of L.A.	4,599	886	156	146	148	106	86	\$725k
\$0-\$500k	912	213	128	128	125	103	76	\$429k
\$500k-\$750k	1,558	335	140	135	146	95	71	\$629k
\$750k-\$1m	863	168	154	133	143	101	92	\$859k
\$1m-\$2m	898	136	198	181	152	132	142	\$1.4m
\$2m+	368	34	325	257	304	304	253	\$3.2m

LOS ANGELES COUNTY DETACHED HOMES								
	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
12/4/2025								
All of L.A.	7,905	2,200	108	101	102	95	94	\$1.3m
\$0-\$500k	448	129	104	102	98	91	64	\$429k
\$500k-\$750k	1,129	469	72	69	67	68	58	\$650k
\$750k-\$1m	1,447	610	71	63	68	63	59	\$879k
\$1m-\$1.25m	781	271	86	85	86	81	74	\$1.2m
\$1.25m-\$1.5m	713	223	96	95	86	84	114	\$1.4m
\$1.5m-\$2m	931	192	145	133	133	106	127	\$1.8m
\$2m-\$3m	841	172	147	149	151	156	165	\$2.5m
\$3m-\$4m	465	61	229	189	179	195	322	\$3.5m
\$4m-\$6m	433	38	342	272	303	314	280	\$5.0m
\$6m+	717	35	615	656	628	470	689	\$11.9m

LOS ANGELES COUNTY ALL HOMES								
	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
12/4/2025								
All of L.A.	7,905	2,200	108	101	102	95	94	\$1.3m
\$0-\$500k	448	129	104	102	98	91	64	\$429k
\$500k-\$750k	1,129	469	72	69	67	68	58	\$650k
\$750k-\$1m	1,447	610	71	63	68	63	59	\$879k
\$1m-\$1.25m	781	271	86	85	86	81	74	\$1.2m
\$1.25m-\$1.5m	713	223	96	95	86	84	114	\$1.4m
\$1.5m-\$2m	931	192	145	133	133	106	127	\$1.8m
\$2m-\$3m	841	172	147	149	151	156	165	\$2.5m
\$3m-\$4m	465	61	229	189	179	195	322	\$3.5m
\$4m-\$6m	433	38	342	272	303	314	280	\$5.0m
\$6m+	717	35	615	656	628	470	689	\$11.9m

*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Due to Range Price listings, "All Homes," "Attached" and "Detached" totals do not add up and are slightly off.

LOS ANGELES COUNTY SOLD REPORT

DECEMBER 8, 2025 - HOT TO NOT: THE CONDO SHIFT

LOS ANGELES COUNTY CITIES	UNITS SOLD OCT 2025	MEDIAN SALES PRICE	MEDIAN LIST PRICE	SALES TO LIST PRICE RATIO	LOW PRICE	HIGH PRICE	MEDIAN SQ. FT.	MEDIAN \$ PER SQ. FT.	MEDIAN DOM	UNITS SOLD OCT 2024
Acton	11	\$769,000	\$769,000	97.6%	\$464,000	\$1,233,500	1,928	\$399	56	6
Agoura Hills	27	\$1,110,000	\$1,150,000	95.5%	\$550,000	\$3,436,710	2,017	\$550	43	19
Agua Dulce	5	\$1,320,000	\$1,349,000	97.8%	\$836,140	\$1,610,000	2,925	\$451	59	5
Alhambra	21	\$996,000	\$949,900	141.9%	\$490,000	\$9,995,000	1,374	\$725	37	27
Altadena	10	\$1,077,500	\$1,069,500	103.1%	\$715,100	\$1,851,000	1,317	\$818	27	28
Arcadia	44	\$1,522,000	\$1,525,000	97.3%	\$599,000	\$8,500,000	2,160	\$705	25	38
Artesia	3	\$797,000	\$799,999	98.4%	\$699,990	\$905,000	1,373	\$580	72	4
Azusa	29	\$700,000	\$705,000	101.3%	\$450,000	\$1,380,000	1,277	\$548	23	25
Baldwin Park	14	\$697,500	\$684,850	99.9%	\$390,000	\$925,000	1,256	\$555	15	24
Bel Air	17	\$3,195,000	\$3,295,000	87.7%	\$1,165,600	\$16,000,000	2,810	\$1,137	51	9
Bellflower	27	\$760,000	\$749,995	99.5%	\$525,000	\$1,250,000	1,440	\$528	22	11
Beverly Center - Miracle Mile	25	\$2,085,000	\$2,095,000	98.3%	\$385,000	\$4,800,000	1,929	\$1,081	65	24
Beverly Hills	39	\$3,800,000	\$3,995,000	93.1%	\$885,000	\$34,000,000	3,342	\$1,137	94	33
Beverly Wood	5	\$2,600,000	\$2,595,555	96.6%	\$782,200	\$4,025,000	3,194	\$814	47	15
Brentwood	41	\$2,600,000	\$2,795,000	95.9%	\$525,000	\$48,000,000	2,272	\$1,144	47	27
Burbank	63	\$1,200,000	\$1,200,000	99.9%	\$489,000	\$2,250,000	1,503	\$798	29	52
Calabasas	30	\$1,429,000	\$1,492,500	96.9%	\$522,000	\$5,000,000	2,445	\$584	84	17
Canoga Park	12	\$803,500	\$797,000	97.0%	\$635,000	\$1,085,000	1,431	\$561	46	15
Canyon Country	50	\$785,000	\$799,400	99.7%	\$300,000	\$2,400,000	1,683	\$466	55	45
Carson	37	\$800,000	\$798,000	98.9%	\$370,000	\$1,100,000	1,543	\$518	22	35
Castaic	26	\$798,750	\$805,000	99.6%	\$507,000	\$1,950,000	2,238	\$357	52	19
Cerritos	18	\$1,054,500	\$1,087,500	99.5%	\$356,279	\$1,515,000	1,661	\$635	18	24
Chatsworth	26	\$889,500	\$885,250	97.6%	\$545,000	\$2,800,000	1,916	\$464	41	24
Claremont	38	\$955,000	\$929,944	98.4%	\$485,000	\$2,950,000	1,773	\$539	29	26
Compton	40	\$664,500	\$639,950	112.2%	\$408,000	\$3,200,000	1,311	\$507	31	31
Covina	39	\$765,000	\$759,000	100.9%	\$555,000	\$1,800,000	1,473	\$519	46	24
Culver City	21	\$1,100,000	\$1,050,000	100.6%	\$470,000	\$2,450,000	1,254	\$877	36	33
Diamond Bar	30	\$1,054,000	\$1,049,500	97.2%	\$288,000	\$3,160,000	1,759	\$599	21	36
Downey	38	\$962,500	\$932,000	100.0%	\$313,000	\$1,800,000	1,678	\$574	25	23
Downtown L.A.	28	\$532,500	\$550,000	96.4%	\$320,000	\$1,800,000	1,035	\$514	75	29
Duarte	13	\$880,000	\$850,000	99.6%	\$485,000	\$1,250,000	1,532	\$574	19	11
Eagle Rock	10	\$1,699,500	\$1,696,500	104.0%	\$1,100,250	\$2,206,000	1,818	\$935	30	14
East Los Angeles	4	\$744,500	\$724,000	102.6%	\$601,000	\$920,000	1,909	\$390	23	4
El Monte	22	\$712,500	\$699,000	99.6%	\$495,000	\$1,010,000	1,274	\$559	21	22
El Segundo	11	\$1,475,000	\$1,499,000	102.7%	\$967,000	\$2,769,000	1,588	\$929	13	8
Encino	47	\$1,495,000	\$1,525,000	96.2%	\$259,450	\$5,200,000	2,192	\$682	78	35
Gardena	30	\$810,250	\$817,000	101.0%	\$395,000	\$1,095,000	1,526	\$531	15	30
Glassell Park	8	\$1,188,530	\$1,188,030	101.5%	\$855,000	\$1,510,000	1,642	\$724	27	11
Glendale	69	\$1,156,000	\$1,179,000	101.7%	\$420,000	\$4,000,000	1,701	\$680	24	57
Glendora	38	\$902,500	\$939,900	97.3%	\$620,000	\$1,930,000	1,616	\$558	40	35
Granada Hills	42	\$946,000	\$954,750	99.5%	\$415,000	\$2,959,000	1,921	\$492	29	38
Hacienda Heights	43	\$895,000	\$906,000	98.3%	\$380,000	\$2,380,000	1,742	\$514	32	31
Hancock Park	35	\$2,175,000	\$2,249,000	97.7%	\$410,000	\$9,500,000	2,382	\$913	58	25
Harbor City	11	\$760,000	\$760,000	97.6%	\$570,000	\$1,269,500	1,424	\$534	38	17
Hawthorne	18	\$850,000	\$849,500	98.9%	\$610,000	\$1,275,000	1,314	\$647	54	22
Hermosa Beach	14	\$2,075,000	\$2,147,000	96.9%	\$680,000	\$8,937,500	2,278	\$911	50	14
Hidden Hills	2	\$6,600,000	\$6,517,500	101.3%	\$6,100,000	\$7,100,000	5,092	\$1,296	34	1
Highland Park	20	\$1,316,500	\$1,199,000	108.0%	\$465,000	\$2,024,000	1,406	\$936	34	28
Hollywood	16	\$902,500	\$927,500	96.9%	\$400,000	\$1,575,000	1,341	\$673	70	22
Hollywood Hills East	13	\$1,609,000	\$1,425,000	100.7%	\$465,000	\$2,250,000	1,734	\$928	37	10
Hollywood Hills West	37	\$2,343,500	\$2,290,000	97.5%	\$540,000	\$26,055,000	2,276	\$1,030	43	45
Huntington Park	9	\$600,000	\$600,000	99.6%	\$400,000	\$799,000	1,179	\$509	52	7
Inglewood	21	\$847,000	\$850,000	97.4%	\$350,000	\$1,275,000	1,434	\$591	55	23
La Canada Flintridge	19	\$2,537,500	\$2,488,777	101.7%	\$1,363,500	\$6,070,000	2,646	\$959	30	19
La Crescenta	19	\$1,291,100	\$1,099,000	104.5%	\$484,000	\$1,625,000	1,489	\$867	29	19
La Habra Heights	3	\$1,400,000	\$1,500,000	99.3%	\$1,078,750	\$1,888,888	2,607	\$537	34	2

LOS ANGELES COUNTY SOLD REPORT

DECEMBER 8, 2025 - HOT TO NOT: THE CONDO SHIFT

LOS ANGELES COUNTY CITIES	UNITS SOLD OCT 2025	MEDIAN SALES PRICE	MEDIAN LIST PRICE	SALES TO LIST PRICE RATIO	LOW PRICE	HIGH PRICE	MEDIAN SQ. FT.	MEDIAN \$ PER SQ. FT.	MEDIAN DOM	UNITS SOLD OCT 2024
La Mirada	31	\$840,000	\$840,000	99.9%	\$345,000	\$1,250,000	1,376	\$610	29	28
La Puente	26	\$765,000	\$749,000	101.1%	\$510,000	\$1,154,000	1,266	\$604	22	34
La Verne	16	\$917,000	\$928,500	98.8%	\$420,000	\$1,970,000	1,725	\$532	40	16
Lake Balboa	10	\$787,500	\$795,000	99.1%	\$560,000	\$1,250,000	1,459	\$540	30	8
Lake Hughes	4	\$472,500	\$474,500	99.3%	\$352,000	\$525,000	1,446	\$327	52	5
Lakewood	40	\$910,000	\$899,450	100.3%	\$529,000	\$1,900,000	1,403	\$649	10	46
Lancaster	131	\$455,000	\$460,000	99.9%	\$79,000	\$760,000	1,703	\$267	39	129
Lawndale	12	\$777,500	\$812,500	94.9%	\$550,000	\$926,000	1,449	\$537	19	8
Littlerock	3	\$585,000	\$600,000	99.8%	\$427,000	\$610,000	1,771	\$330	54	4
Lomita	8	\$846,125	\$842,500	98.4%	\$760,000	\$1,060,000	1,433	\$590	16	21
Long Beach	205	\$825,000	\$830,000	99.8%	\$265,000	\$4,230,000	1,276	\$647	24	223
Los Angeles	727	\$1,150,000	\$1,150,000	98.1%	\$299,900	\$48,000,000	1,608	\$715	43	688
Los Feliz	23	\$2,500,000	\$2,495,000	99.2%	\$775,000	\$5,950,000	2,715	\$921	41	14
Lynwood	5	\$640,000	\$629,000	102.9%	\$570,000	\$675,000	1,549	\$413	40	4
Malibu	17	\$4,900,000	\$5,295,000	92.8%	\$700,000	\$17,600,000	3,565	\$1,374	101	11
Manhattan Beach	26	\$3,625,000	\$3,999,500	93.2%	\$1,462,000	\$6,575,000	2,837	\$1,278	22	42
Marina del Rey	23	\$1,173,375	\$1,199,000	97.3%	\$335,000	\$4,355,000	1,582	\$742	68	20
Mid Wilshire	18	\$619,750	\$624,000	97.7%	\$340,000	\$1,599,000	1,008	\$615	49	8
Mission Hills (San Fernando)	6	\$806,500	\$825,000	98.1%	\$440,000	\$979,000	1,540	\$524	73	8
Monrovia	19	\$990,000	\$980,000	100.7%	\$650,000	\$2,400,000	1,565	\$633	41	25
Montebello	17	\$677,000	\$685,000	98.8%	\$290,000	\$999,990	1,132	\$598	53	22
Monterey Park	33	\$840,000	\$799,000	100.4%	\$355,000	\$1,650,000	1,536	\$547	24	25
Newhall	28	\$665,000	\$675,000	99.9%	\$345,000	\$2,300,000	1,479	\$450	32	18
North Hills	16	\$837,000	\$839,500	99.9%	\$352,000	\$1,090,000	1,566	\$534	37	16
North Hollywood	33	\$875,000	\$873,950	97.6%	\$435,532	\$1,590,000	1,233	\$710	29	31
Northridge	30	\$817,500	\$796,500	100.8%	\$580,000	\$1,575,000	1,501	\$545	26	31
Norwalk	39	\$750,000	\$749,900	100.7%	\$400,000	\$1,214,500	1,164	\$644	14	35
Pacific Palisades	13	\$2,250,000	\$2,295,000	95.1%	\$1,150,000	\$22,610,000	2,567	\$877	56	18
Pacoima	16	\$562,500	\$609,999	97.3%	\$285,000	\$1,150,000	1,210	\$465	40	11
Palmdale	92	\$525,000	\$529,950	99.5%	\$259,000	\$1,100,000	1,981	\$265	33	107
Palms - Mar Vista	30	\$2,312,500	\$2,045,000	100.7%	\$518,000	\$4,910,000	1,923	\$1,203	40	45
Palos Verdes Estates	10	\$3,425,000	\$3,324,500	90.2%	\$1,600,000	\$12,288,888	3,244	\$1,056	115	16
Panorama City	8	\$577,500	\$567,000	101.7%	\$375,000	\$760,000	1,374	\$420	25	14
Paramount	10	\$516,500	\$509,250	99.1%	\$325,000	\$1,050,000	964	\$536	25	5
Park Hills Heights	42	\$937,500	\$949,500	98.5%	\$449,999	\$2,100,000	1,463	\$641	40	42
Pasadena	100	\$1,237,278	\$1,202,788	102.7%	\$399,000	\$3,400,000	1,535	\$806	33	88
Pico Rivera	24	\$740,000	\$725,000	100.1%	\$575,000	\$1,125,000	1,245	\$594	18	15
Playa del Rey	7	\$733,000	\$743,000	95.1%	\$525,000	\$1,400,000	1,005	\$729	77	17
Playa Vista	11	\$1,172,500	\$1,200,000	99.6%	\$730,000	\$1,800,000	1,260	\$931	43	15
Pomona	52	\$661,500	\$667,495	100.5%	\$360,000	\$1,350,000	1,420	\$466	31	61
Porter Ranch	23	\$1,555,000	\$1,499,000	98.2%	\$750,000	\$3,300,000	2,859	\$544	69	39
Rancho Palos Verdes	37	\$1,825,000	\$1,849,000	96.2%	\$600,000	\$5,120,000	2,276	\$802	43	33
Redondo Beach	60	\$1,507,675	\$1,549,500	99.8%	\$304,300	\$3,850,000	1,625	\$928	13	55
Reseda	24	\$850,000	\$857,500	96.2%	\$219,000	\$1,700,000	1,541	\$552	48	30
Rolling Hills	0	-	-	-	-	-	-	-	-	1
Rolling Hills Estates	5	\$1,550,000	\$1,599,000	98.3%	\$1,056,000	\$2,160,000	1,884	\$823	33	10
Rosemead	17	\$870,000	\$890,000	98.5%	\$416,000	\$2,800,000	1,276	\$682	31	19
Rowland Heights	29	\$999,999	\$1,010,000	95.6%	\$345,000	\$2,550,000	2,083	\$480	72	25
San Dimas	16	\$896,000	\$922,500	99.7%	\$650,000	\$1,398,000	1,691	\$530	12	28
San Fernando	9	\$750,000	\$735,000	100.5%	\$540,000	\$865,000	1,344	\$558	22	4
San Gabriel	26	\$1,040,000	\$1,012,000	99.0%	\$565,000	\$2,360,000	1,398	\$744	36	24
San Marino	8	\$3,715,000	\$3,820,000	98.7%	\$2,800,000	\$5,950,000	3,582	\$1,037	48	11
San Pedro	50	\$837,500	\$855,000	99.8%	\$275,000	\$2,100,000	1,556	\$538	36	38
Santa Fe Springs	10	\$767,500	\$789,950	99.7%	\$655,000	\$850,000	1,483	\$518	74	7
Santa Monica	49	\$1,875,000	\$1,899,000	98.6%	\$705,000	\$11,625,000	1,628	\$1,152	47	59
Saugus	54	\$835,500	\$835,000	98.0%	\$113,000	\$3,655,000	1,868	\$447	64	34

LOS ANGELES COUNTY SOLD REPORT

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LOS ANGELES COUNTY CITIES	UNITS SOLD OCT 2025	MEDIAN SALES PRICE	MEDIAN LIST PRICE	SALES TO LIST PRICE RATIO	LOW PRICE	HIGH PRICE	MEDIAN SQ. FT.	MEDIAN \$ PER SQ. FT.	MEDIAN DOM	UNITS SOLD OCT 2024
Sherman Oaks	65	\$1,310,000	\$1,318,000	97.7%	\$420,000	\$4,900,000	1,597	\$820	40	48
Sierra Madre	9	\$1,670,000	\$1,699,000	100.4%	\$621,000	\$2,500,000	2,669	\$626	35	8
Signal Hill	11	\$690,000	\$690,000	100.2%	\$410,000	\$1,359,800	1,141	\$605	33	7
Silver Lake	0	-	-	-	-	-	-	-	-	10
South Gate	11	\$680,000	\$669,777	100.6%	\$580,000	\$800,000	1,145	\$594	19	13
South Pasadena	10	\$1,715,000	\$1,609,000	103.4%	\$658,000	\$2,720,000	1,747	\$982	28	12
Stevenson Ranch	17	\$1,199,000	\$1,219,900	98.6%	\$637,000	\$1,850,000	2,916	\$411	63	7
Studio City	36	\$1,680,000	\$1,699,500	98.7%	\$540,000	\$4,200,000	1,650	\$1,018	48	33
Sun Valley	14	\$876,000	\$864,950	98.0%	\$565,000	\$2,200,000	1,291	\$679	36	17
Sunland	11	\$775,000	\$820,000	99.7%	\$590,000	\$1,430,000	1,218	\$636	22	12
Sunset Strip	37	\$2,343,500	\$2,290,000	97.5%	\$540,000	\$26,055,000	2,276	\$1,030	43	45
Sylmar	31	\$795,000	\$799,999	99.9%	\$212,500	\$1,250,000	1,440	\$552	33	36
Tarzana	19	\$742,500	\$749,000	97.6%	\$300,000	\$2,742,900	1,659	\$448	46	33
Temple City	13	\$1,280,000	\$1,199,000	99.7%	\$590,000	\$1,950,000	1,553	\$824	33	14
Toluca Lake	11	\$1,440,000	\$1,445,000	99.0%	\$399,000	\$4,075,000	1,765	\$816	57	6
Topanga	1	\$1,535,000	\$1,650,000	93.0%	\$1,535,000	\$1,535,000	1,600	\$959	17	10
Torrance	96	\$1,140,000	\$1,099,500	99.9%	\$310,000	\$3,375,000	1,408	\$810	24	80
Tujunga	20	\$927,500	\$944,000	99.1%	\$520,000	\$1,720,000	1,315	\$705	44	14
Valencia	78	\$849,500	\$849,950	99.0%	\$299,500	\$3,750,000	1,877	\$453	33	85
Valley Glen	9	\$1,102,000	\$1,100,000	101.0%	\$875,000	\$1,496,000	1,848	\$596	53	3
Valley Village	13	\$1,175,180	\$1,175,000	98.6%	\$400,000	\$3,675,000	1,645	\$714	46	13
Van Nuys	34	\$860,000	\$912,475	98.3%	\$315,000	\$1,750,000	1,545	\$557	49	39
Venice	15	\$2,560,000	\$2,600,000	97.0%	\$875,000	\$5,295,000	1,930	\$1,326	50	24
View Park	1	\$1,726,000	\$1,599,000	107.9%	\$1,726,000	\$1,726,000	1,942	\$889	36	6
Walnut	19	\$1,130,000	\$1,150,000	98.2%	\$598,000	\$2,600,000	1,812	\$624	17	15
West Covina	49	\$850,000	\$849,999	98.7%	\$350,000	\$2,400,000	1,457	\$583	31	37
West Hills	37	\$1,025,000	\$1,050,000	97.9%	\$650,000	\$1,550,000	1,636	\$627	41	44
West Hollywood	29	\$1,157,770	\$1,295,000	96.7%	\$480,000	\$4,495,000	1,423	\$814	54	29
West Los Angeles	21	\$999,000	\$990,000	100.8%	\$599,900	\$2,935,000	1,570	\$636	40	22
Westchester	23	\$1,650,000	\$1,649,000	98.3%	\$930,000	\$3,400,000	1,842	\$896	40	20
Westlake Village	8	\$1,664,000	\$1,724,498	96.5%	\$845,750	\$3,975,000	2,800	\$594	57	8
Westwood - Century City	56	\$1,368,750	\$1,439,500	98.5%	\$545,000	\$8,050,000	1,726	\$793	39	47
Whittier	89	\$820,000	\$799,000	100.3%	\$520,000	\$2,000,000	1,439	\$570	22	81
Wilmington	7	\$650,000	\$648,800	101.3%	\$465,000	\$825,000	1,300	\$500	32	8
Winnetka	19	\$795,000	\$799,000	99.6%	\$385,000	\$965,000	1,392	\$571	42	24
Woodland Hills	66	\$1,331,500	\$1,349,500	97.3%	\$375,000	\$2,850,000	2,085	\$639	31	55
All of L.A.	4,311	\$900,000	\$899,000	98.4%	\$79,000	\$48,000,000	1,590	\$566	36	4,211
L.A. \$0-\$500k	396	\$430,000	\$433,375	98.4%	\$79,000	\$500,000	945	\$455	51	387
L.A. \$500k-\$750k	1,006	\$650,000	\$649,999	99.3%	\$501,000	\$750,000	1,240	\$524	34	1,034
L.A. \$750k-\$1m	1,100	\$855,500	\$859,000	99.7%	\$750,990	\$1,000,000	1,491	\$574	33	1,088
L.A. \$1m-\$1.25m	512	\$1,125,000	\$1,134,995	99.6%	\$1,005,000	\$1,250,000	1,768	\$636	31	464
L.A. \$1.25m-\$1.5m	365	\$1,365,000	\$1,385,000	99.6%	\$1,252,000	\$1,500,000	1,920	\$711	34	388
L.A. \$1.5m-\$2m	392	\$1,700,000	\$1,699,000	99.5%	\$1,505,000	\$2,000,000	2,228	\$763	39	363
L.A. \$2m-\$3m	289	\$2,420,000	\$2,450,000	99.1%	\$2,000,050	\$3,000,000	2,706	\$894	43	263
L.A. \$3m-\$4m	106	\$3,418,355	\$3,500,000	97.5%	\$3,025,000	\$4,000,000	3,381	\$1,011	44	101
L.A. \$4m-\$6m	92	\$4,539,000	\$4,887,500	96.1%	\$4,010,000	\$5,950,000	4,061	\$1,118	62	82
L.A. \$6m+	53	\$9,375,000	\$9,275,000	94.2%	\$6,070,000	\$48,000,000	5,802	\$1,616	55	41