

MAY 11, 2026 - WRITTEN BY STEVEN THOMAS

SHOWCASE HOMES

BUYERS ARE COMPETING FOR TURNKEY HOMES, WHERE PRICING, CONDITION, UPDATES, AND UPGRADES CREATE BUYER URGENCY AND MULTIPLE-OFFER SITUATIONS.



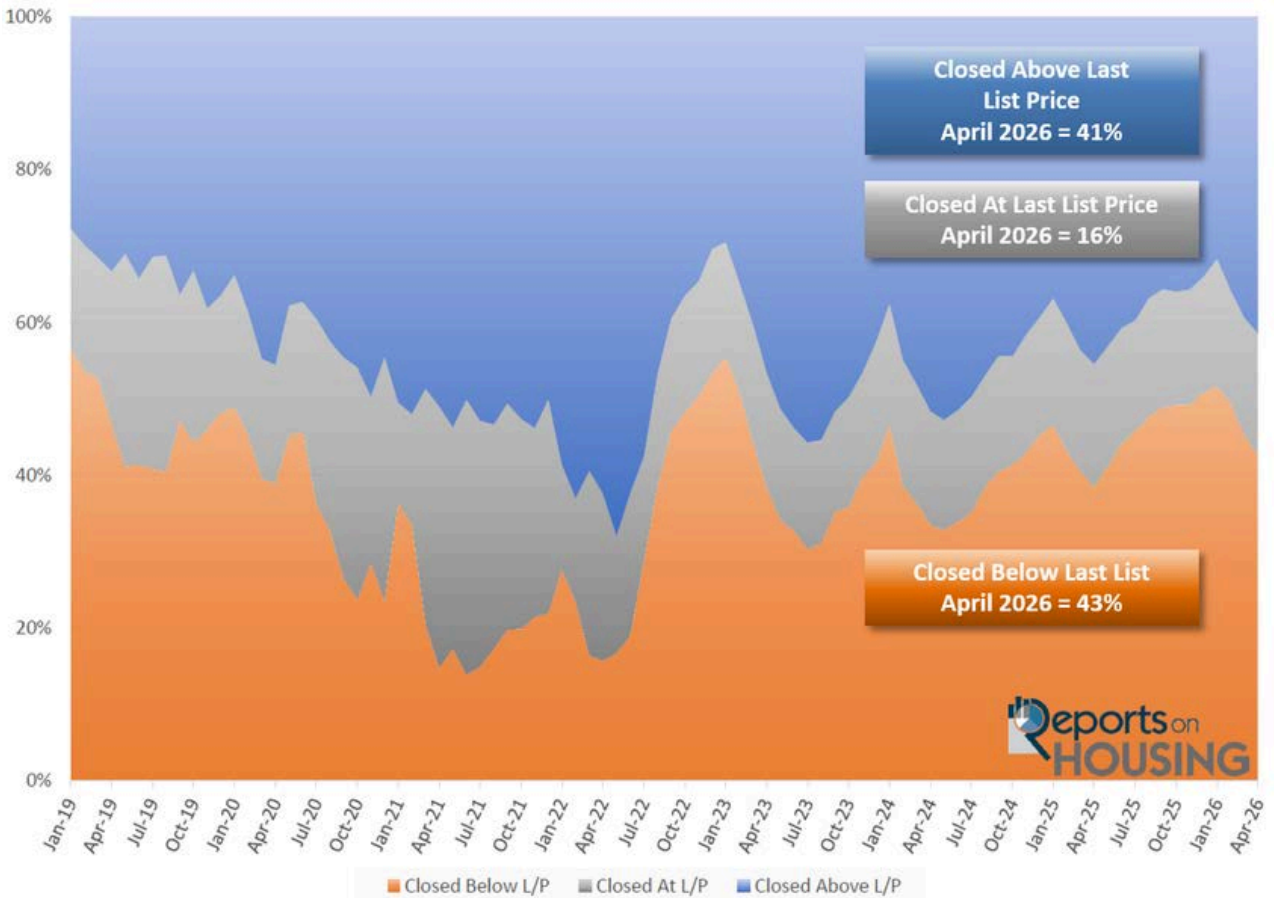
HOMES THAT SELL FOR TOP DOLLAR

IN APRIL, 41% OF ALL LOS ANGELES COUNTY CLOSED SALES SOLD ABOVE THE LIST PRICE, AND ANOTHER 16% SOLD AT THE LIST PRICE.

An elite professional women’s track athlete can run 400 meters in 49 to 52 seconds. Sydney McLaughlin-Levrone ran it in 47.78 seconds, an American record, inches away from a world record. Spectators see her warm up for about 15 minutes in the stadium before running and winning a very fast, short race. Yet, Sydney didn’t just jump on a track and win. She has been preparing for years, training 4 to 5 days per week. Her workouts were intense. She hit the weight room. She used visualizations and positive self-talk techniques. The consistent, calculated preparation is what made Sydney one of the fastest athletes of all time. Her success was planned.

Sellers who sell fast and fetch top dollar don’t simply pound a FOR SALE sign in the yard, pick a price, get plenty of buyer activity, and sell quickly. There is plenty of preparation before these homes are placed on the market. These showcase homes have enhanced their overall appeal by removing any signs of wear and tear. They replace worn flooring, paint inside and out, replace outdated fixtures, install new appliances, repair any deferred maintenance, clean up the landscaping, and enhance the curb appeal. Many of these homes are updated and upgraded. Every detail of the home’s desirability is considered. Finally, these homes are carefully, methodically priced, analyzing all recent pending and closed sales activity. Their success was planned.

LOS ANGELES COUNTY CLOSED VS. LAST PRICE BREAKDOWN (% OF CLOSINGS)



Today’s housing market is considerably slower than it was during the heyday of the pandemic. But that does not mean that homes are not flying off the market. Many buyers mistakenly believe that they can get a “deal” on every home without really knowing the

facts. In April, 41% (1,711 of 4,131) of all Los Angeles County homes sold for more than their last asking price, with a median time on the market of **14 days**. The median amount paid above the asking price was \$30,100.

Another 16% (663 of 4,131) of all homes sold in April were sold at the last list price, with a median time on the market of 15 days. And 43% (1,757 of 4,131) sold below the last list price with a median time on the market of 40 days. The median amount paid below the asking price was \$34,000, and it took nearly a month and a half to secure success.

Buyers look at their favorite real estate app morning, noon, and night, anxiously waiting for anything new to hit the market. When something does, they examine every photo, view the virtual tour, and then look at the price. Showcase homes attract buyers because they are not only turnkey and ready to go, but also priced right. They sell for above the asking price because they attract the interest of several buyers simultaneously. When there is only one home, one seller, and multiple buyers, buyers compete for the home, and it ultimately sells above its asking price in a very short time.

Homes that require work, have deferred maintenance, are in a poor location, or lack updates and upgrades can still attract a buyer, but they must be priced according to their **Fair Market Value**, taking into account their limitations. These homes are excellent candidates for buyers looking to negotiate, as they typically do not attract multiple offers and sell for less than their asking price.

Showcase sellers know buyers want a turnkey home that doesn't need any work before moving in. Buyers are sensitive to the condition of a home, the flooring, paint, appliances, cabinets, countertops, light fixtures, custom built-ins, window coverings, landscaping, curb appeal, upgrades, and amenities. Before touring a home, buyers look at every detail. Finally, they look at price. When a home checks all the boxes and is accurately priced, it attracts plenty of activity, multiple offers, and sells for top dollar. They have the "wow" factor, and their success was carefully planned.

ATTENTION BUYERS: Do not set limits on NOT paying at or above a home's asking price.

A revealing 52% of all closed sales last month sold at or above their asking price, and they sold very fast. Homes with all the bells and whistles, priced right, attract plenty of buyer activity. Buyers who are unwilling to compete limit themselves and will not be able to purchase an attractive showcase home.

ATTENTION SELLERS: Preparation before listing a home is essential in maximizing a home's top dollar.

Preparing a home is not a simple process. In the weeks or months leading up to listing a home, addressing its overall appeal, condition, updates, and upgrades, and then meticulously arriving at its asking price, will result in increased buyer activity and a sale at the highest possible price.

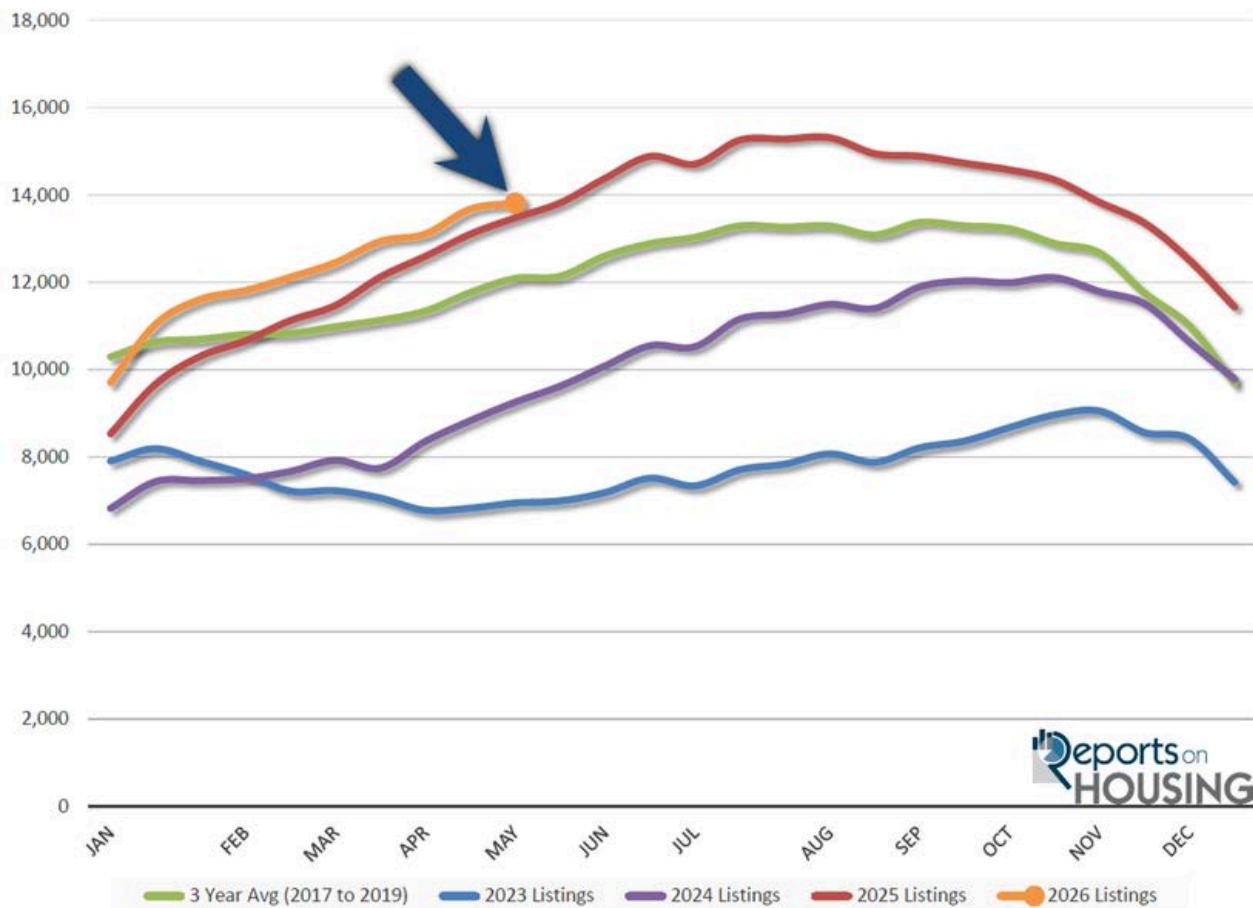
The active listing inventory increased by 138 homes over the past two weeks, up 1%, and now sits at 13,814, its smallest rise of the year. The inventory is not climbing as fast because demand is rising at a faster-than-usual pace for this time of year. There are plenty of homes coming on the market, typical for spring, yet many also go pending and are no longer part of the active listing inventory. The recent increase in demand has limited the

ability of the inventory to grow as fast. The active inventory grew at its slowest rate for the start of May since 2023.

Last year, the inventory was 13,475 homes, **2% lower, or 339 fewer**. The year-over-year narrowed considerably in the past couple of weeks. The 3-year average before COVID (2017 to 2019) was 12,088 homes, 1,726 fewer, or 12% less.

LOS ANGELES COUNTY

ACTIVE LISTING INVENTORY YEAR-OVER-YEAR



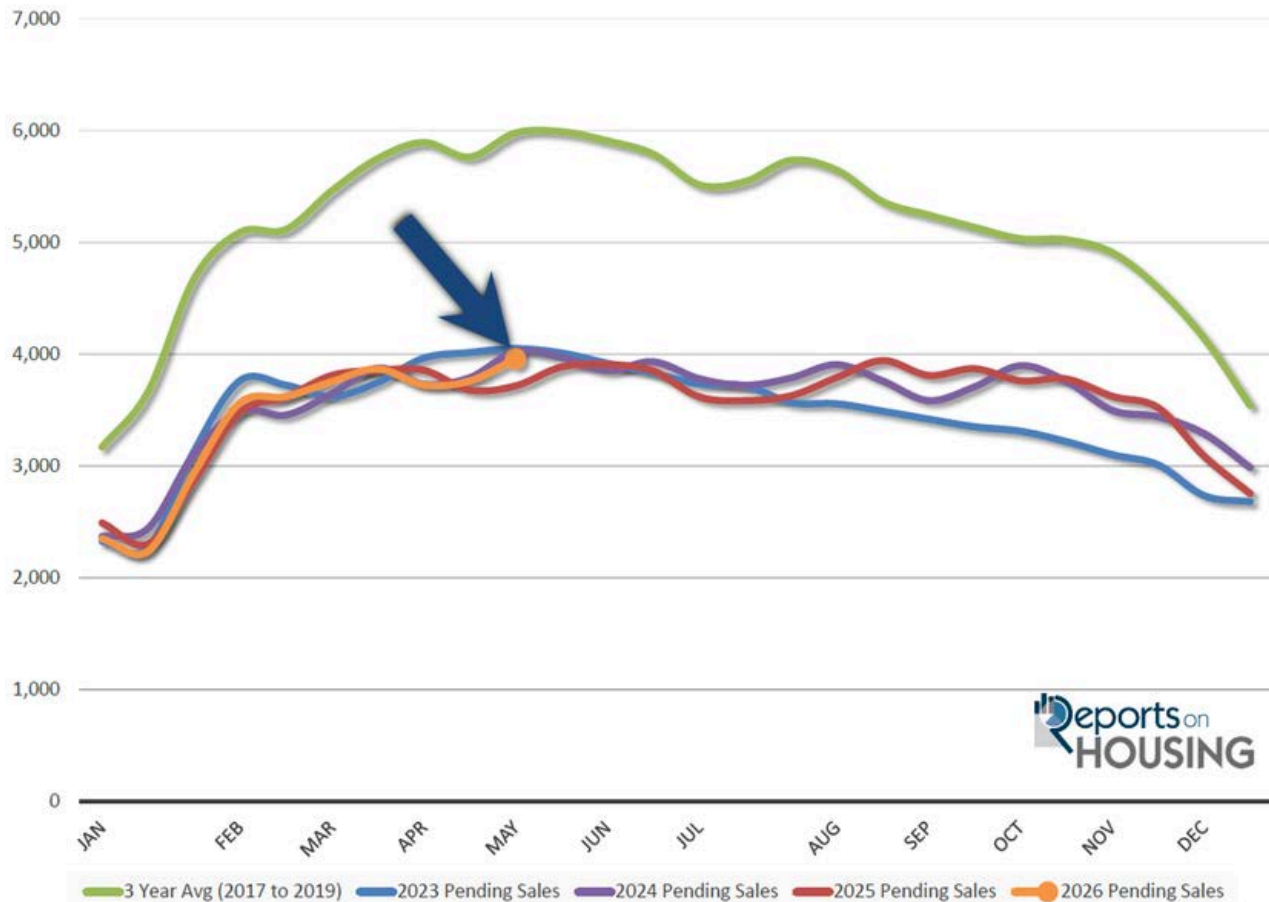
Homeowners continue to “hunker down” in their homes, unwilling to move because of their current, underlying, locked-in, low fixed-rate mortgage. This trend has been easing from the lows established in 2023. Through April, 27,622 homes were placed on the market in Los Angeles County, 3,773 fewer than the 3-year average before COVID (2017-2019), 12% less. In 2025, 28,156 homes entered the market (2% more), compared to 23,103 in 2024 (1916 less), and 19,682 in 2023 (29% less). Slightly fewer homes have been coming on the market this year compared to last.

Demand, a snapshot of the number of new pending sales over the prior month, increased from 3,760 to 3,959 in the past couple of weeks, up 199 pending sales, or 5%. This is the highest demand reading since May 2024, meaning demand has not quite reached its annual peak, which typically occurs between April and May. This spike in demand is uncharacteristic for this time of year. Despite the news regarding higher mortgage rates due to the Iran conflict, mortgage rates are substantially lower than they were last year at this time. Last year, they eclipsed 7% in April and May. According to Mortgage News Daily, they are at 6.49% today. They have been noticeably lower year over year for months now.

Finally, the improved affordability has translated to additional buyer demand. Demand is 7% higher than it was last year. The year-over-year difference began to substantially widen in mid-April.

Last year, demand was 3,716, with **243 fewer pending sales, or 6% less**. The 3-year average before COVID (2017 to 2019) was 5,978 pending sales, **51% more than today, or an additional 2,019**.

LOS ANGELES COUNTY DEMAND YEAR-OVER-YEAR



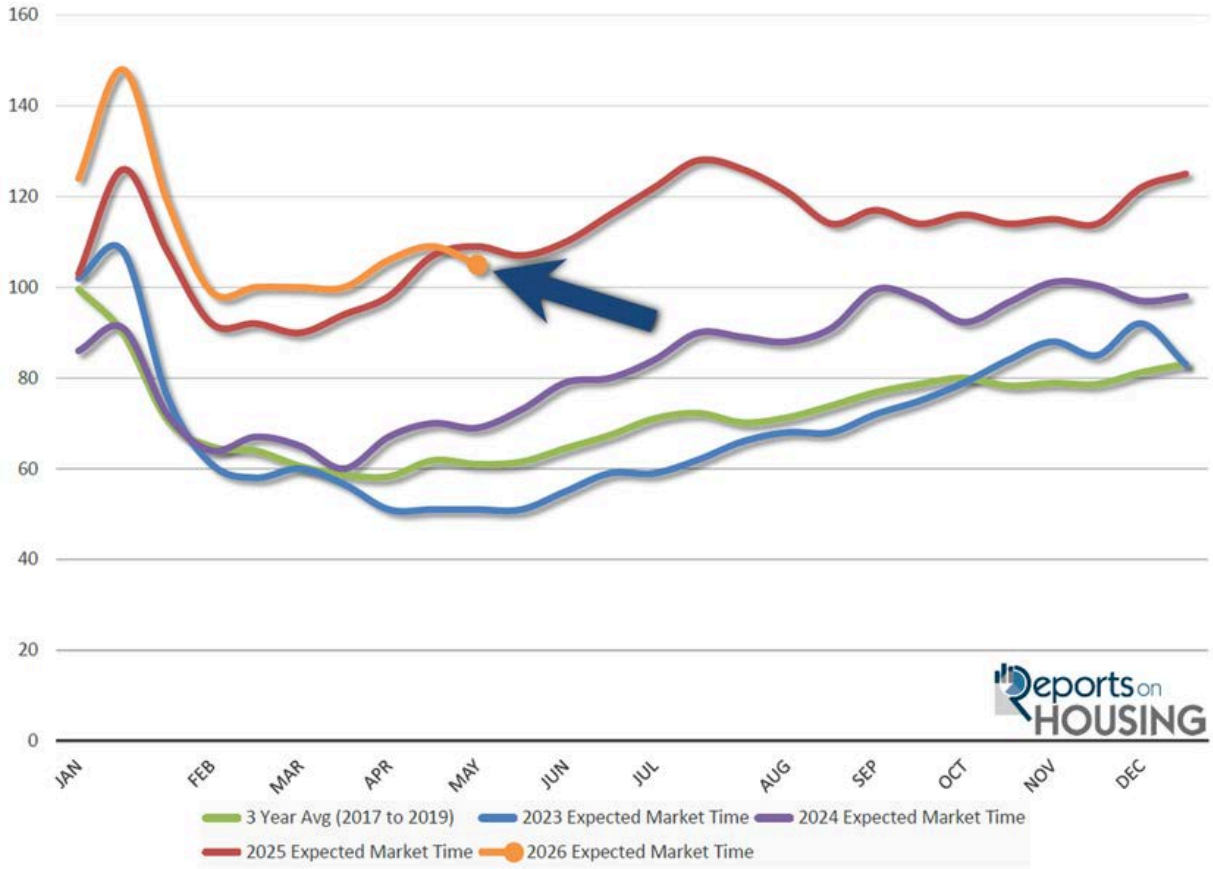
As the Federal Reserve has indicated, it is essential to watch all economic releases for signs of slowing. These releases can cause mortgage rates to rise or fall, depending on how they compare with market expectations. It is also important to monitor any developments in the Iran conflict and its impact on the oil market, and ultimately inflation, which can also cause mortgage rates to rise or fall. This week includes the release of the Consumer Price Index (CPI) and Producer Price Index, two key measures of inflation, followed by Retail Sales on Thursday. Next week marks the release of the S&P Global Manufacturing and Services Purchasing Managers Index (PMI), which tracks the strength of the U.S. manufacturing and services sectors.

With the supply of available homes rising by 138 homes, **up 1%**, and demand increasing by 199 pending sales, **up 5%**, the Expected Market Time (the number of days it takes to sell all Los Angeles County listings at the current buying pace) decreased from 109 to 105 days in the past couple of weeks.

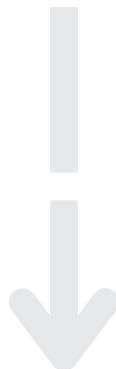
Last year, it was 109 days, similar to today. The 3-year average before COVID (2017 to 2019) was 61 days, which is substantially quicker than today.

The Expected Market Time for condominiums and townhomes increased from 146 to 153 days in the past two weeks. It was at 116 days last year. For detached homes, the Expected Market Time increased from 90 to 93 days. It was 105 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)



LOS ANGELES COUNTY LUXURY END BREAKDOWN



Over the past couple of weeks, the luxury home inventory priced above \$2 million (the top 10% of the Los Angeles County housing market) increased from 3,132 to 3,230, a rise of 98 homes, or up 3%. Luxury demand increased by 23 pending sales, up 6%, to 435. With demand rising faster than supply, the Expected Market Time for luxury homes priced above \$2 million decreased from 228 to 223 days. Like the rest of the market, the luxury market is taking an unexpected turn upward.

Year over year, the active luxury listing inventory has decreased by 246 homes, or 7%, and luxury demand is up by 28 pending sales, or 74%. Last year's Expected Market Time was 256 days, slower than today.

In the past two weeks, the Expected Market Time for homes priced between \$2 million and \$3 million decreased from 149 to 134 days. The Expected Market Time for homes priced between \$3 million and \$4 million decreased from 233 to 229 days. The Expected Market Time for homes priced between \$4 million and \$8 million increased from 263 to 297 days. The Expected Market Time for homes priced above \$8 million increased from 886 to 1,015 days. Luxury is at 223 days overall. At this pace, a seller would be looking at becoming a pending sale around **December 2026**.

LOS ANGELES COUNTY MARKET BREAKDOWN

PRICE RANGES & MARKET SPEED	MARKET TIME	% OF CURRENT INVENTORY	% OF CURRENT DEMAND	LAST YEAR
\$0 - \$750K	95 Days	32%	35%	89 Days
\$750k - \$1M	76 Days	18%	24%	80 Days
\$1M - \$1.5M	92 Days	17%	19%	91 Days
\$1.5M - \$2M	101 Days	9%	10%	125 Days
\$2M - \$3M	134 Days	8%	6%	163 Days
\$3M - \$4M	229 Days	4%	2%	283 Days
\$4M - \$8M	297 Days	8%	3%	280 Days
\$8M+	1,015 Days	4%	1%	1,078 Days

- **INVENTORY:** The active listing inventory over the past couple of weeks increased by 138 homes, up 1%, and now stands at 13,814, its smallest rise of the year. Last year, there were 13,475 homes on the market, 339 fewer homes, or **2% less**. The 3-year average before COVID (2017-2019) was 12,088, which is **12% lower**. From January through April, 12% fewer homes came on the market than the 3-year average before COVID (2017 to 2019), 3,773 fewer. There were 534 fewer than last year, 4,519 more than in 2024, and 7,940 more than in 2023.
- **DEMAND:** Buyer demand, the number of pending sales over the prior month, increased by 199 in the past two weeks, up 5%, and now totals 3,959, its highest level since May 2024. Last year, demand was 3,716 pending sales, **6% lower**. The 3-year average before COVID (2017 to 2019) was 5,978, which is **51% higher**.
- **MARKET TIME:** With demand rising faster than supply, the Expected Market Time, the number of days to sell all Los Angeles County listings at the current buying pace, decreased from 109 to 105 days in the past couple of weeks. Last year, it was 109 days, similar to today. The 3-year average before COVID (2017 to 2019) was 61 days, which is substantially quicker than today.
- **LUXURY:** In the past two weeks, the Expected Market Time for homes priced between \$2 million and \$3 million decreased from 149 to 134 days. The Expected Market Time for homes priced between \$3 million and \$4 million decreased from 233 to 229 days. The Expected Market Time for homes priced between \$4 million and \$8 million increased from 263 to 297 days. The Expected Market Time for homes priced above \$8 million increased from 886 to 1,015 days.
- **DISTRESSED HOMES:** Short sales and foreclosures combined, comprised only 1.2% of all listings and 1.4% of demand. There are 79 foreclosures and 83 short sales available today in Los Angeles County, totaling 162 distressed homes on the active market, up three from two weeks ago. Last year, 91 distressed homes were on the market, fewer than today.
- **CLOSED SALES:** There were 3,968 closed residential resales in March, 7% higher than March 2025's 3,723 and up 31% from February 2026. The sales-to-list price ratio in Los Angeles County was 100.0%. Foreclosures accounted for 0.7% of all closed sales, and short sales accounted for 0.4%. That means that 98.9% of all sales were made by sellers with equity.

LOS ANGELES COUNTY MARKET TIME REPORT

MAY 11, 2026 - SHOWCASE HOMES

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
5/7/2026								
Acton	37	6	185	163	130	350	39	\$950k
Agoura Hills	61	22	83	94	72	127	74	\$1.7m
Agua Dulce	19	4	143	85	90	190	195	\$1.0m
Alhambra	89	31	86	143	164	77	53	\$784k
Altadena	48	16	90	52	56	110	48	\$1.7m
Arcadia	140	34	124	114	111	140	75	\$1.6m
Artesia	11	8	41	38	84	113	68	\$880k
Azusa	47	21	67	81	72	57	35	\$700k
Baldwin Park	39	20	59	60	79	109	73	\$690k
Bel Air	143	7	613	411	307	281	285	\$8.0m
Bellflower	32	16	60	51	60	67	57	\$800k
Beverly Center - Miracle Mile	101	15	202	134	119	198	144	\$1.7m
Beverly Hills	312	24	390	314	285	467	328	\$6.4m
Beverlywood	69	12	173	158	183	111	83	\$1.4m
Brentwood	192	28	206	222	180	295	146	\$3.6m
Burbank	113	48	71	93	83	96	31	\$1.2m
Calabasas	105	20	158	121	137	215	80	\$3.0m
Canoga Park	62	12	155	162	126	145	36	\$484k
Canyon Country	167	52	96	71	95	78	46	\$765k
Carson	47	27	52	69	59	42	40	\$819k
Castaic	44	19	69	71	39	68	24	\$860k
Cerritos	28	18	47	64	38	59	20	\$1.3m
Chatsworth	113	37	92	98	101	110	40	\$1.2m
Claremont	60	31	58	72	77	116	30	\$1.1m
Compton	98	41	72	73	76	69	58	\$650k
Covina	91	26	105	96	77	57	30	\$780k
Culver City	81	27	90	86	85	100	65	\$665k
Diamond Bar	111	25	133	98	111	103	71	\$1.1m
Downey	46	26	53	56	39	60	43	\$925k
Downtown L.A.	347	17	612	604	579	424	218	\$599k
Duarte	20	11	55	48	45	55	36	\$688k
Eagle Rock	30	19	47	74	96	70	71	\$1.4m
East Los Angeles	6	4	45	35	75	70	110	\$850k
El Monte	76	23	99	158	115	61	39	\$774k
El Segundo	25	5	150	230	165	79	170	\$1.9m
Encino	231	47	147	183	215	210	87	\$2.2m
Gardena	61	27	68	81	69	55	24	\$840k
Glassell Park	20	6	100	126	173	46	49	\$1.2m
Glendale	161	64	75	95	107	76	40	\$1.2m
Glendora	62	28	66	135	79	44	39	\$1.1m
Granada Hills	83	37	67	63	58	80	38	\$1.2m
Hacienda Heights	77	33	70	85	86	104	60	\$1.0m
Hancock Park	144	23	188	152	169	244	107	\$1.5m
Harbor City	33	5	198	75	81	74	46	\$729k
Hawthorne	51	24	64	90	85	47	39	\$970k
Hermosa Beach	41	12	103	127	114	69	76	\$2.9m
Hidden Hills	34	1	1,020	495	Infinite	900	340	\$15.7m
Highland Park	73	18	122	109	85	127	94	\$1.2m
Hollywood	129	8	484	600	327	413	262	\$999k
Hollywood Hills East	75	9	250	255	137	201	128	\$1.9m
Hollywood Hills West	346	24	433	489	347	347	401	\$2.8m
Huntington Park	22	6	110	126	180	60	28	\$660k

LOS ANGELES COUNTY MARKET TIME REPORT

MAY 11, 2026 - SHOWCASE HOMES

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-YEAR AGO	MEDIAN ACTIVE LIST PRICE
5/7/2026								
Inglewood	112	26	129	105	82	100	72	\$783k
La Cañada Flintridge	30	15	60	67	65	40	53	\$3.0m
La Crescenta	36	13	83	56	46	58	41	\$1.3m
La Habra Heights	13	2	195	195	113	230	98	\$2.0m
La Mirada	31	26	36	46	48	33	41	\$850k
La Puente	57	14	122	57	39	125	32	\$769k
La Verne	36	22	49	57	65	70	40	\$1000k
Lake Balboa	18	10	54	55	58	60	27	\$948k
Lake Hughes	20	1	600	170	570	78	120	\$414k
Lakewood	60	38	47	47	45	41	20	\$950k
Lancaster	386	152	76	91	98	93	52	\$489k
Lawndale	18	12	45	120	143	81	140	\$875k
Littlerock	30	11	82	72	129	189	73	\$495k
Lomita	18	7	77	240	75	83	64	\$987k
Long Beach	527	194	81	100	95	88	57	\$750k
Los Angeles	3,262	631	155	157	147	169	119	\$1.2m
Los Feliz	68	10	204	134	109	215	113	\$2.5m
Lynwood	15	8	56	41	75	65	60	\$799k
Malibu	291	11	794	499	828	1,608	510	\$6.0m
Manhattan Beach	66	20	99	74	76	148	143	\$4.6m
Marina del Rey	141	13	325	264	233	256	182	\$1.4m
Mid Wilshire	76	8	285	199	173	576	233	\$811k
Mission Hills (San Fernando)	16	1	480	78	47	64	48	\$895k
Monrovia	38	16	71	51	52	42	37	\$1.1m
Montebello	62	21	89	112	114	52	38	\$917k
Monterey Park	54	22	74	56	69	61	54	\$889k
Newhall	87	23	113	89	108	112	45	\$532k
North Hills	60	14	129	90	60	90	42	\$827k
North Hollywood	138	39	106	163	142	106	90	\$860k
Northridge	69	29	71	76	64	56	36	\$1.2m
Norwalk	53	29	55	61	44	39	41	\$700k
Pacific Palisades	122	10	366	290	261	Infinite	116	\$4.2m
Pacoima	51	11	139	159	86	40	47	\$750k
Palmdale	310	116	80	83	91	78	59	\$550k
Palms - Mar Vista	77	26	89	63	60	102	120	\$2.3m
Palos Verdes Estates	44	8	165	104	69	152	105	\$4.4m
Panorama City	64	11	175	145	145	177	43	\$542k
Paramount	21	12	53	90	51	116	25	\$575k
Park Hills Heights	147	36	122	138	143	149	92	\$950k
Pasadena	258	85	91	102	93	80	59	\$1.2m
Pico Rivera	35	12	88	49	31	49	18	\$749k
Playa del Rey	43	6	215	201	99	150	82	\$850k
Playa Vista	32	2	480	180	99	38	81	\$1.2m
Pomona	137	65	63	71	78	90	48	\$699k
Porter Ranch	90	26	104	107	106	121	52	\$1.9m
Rancho Palos Verdes	120	34	106	90	85	98	68	\$2.0m
Redondo Beach	114	74	46	95	95	61	37	\$1.6m
Reseda	74	27	82	123	133	98	49	\$811k
Rolling Hills	14	1	420	Infinite	360	510	110	\$6.0m
Rolling Hills Estates	31	10	93	120	82	63	75	\$998k
Rosemead	38	13	88	293	216	77	63	\$913k
Rowland Heights	47	16	88	73	214	176	43	\$1.2m

LOS ANGELES COUNTY MARKET TIME REPORT

MAY 11, 2026 - SHOWCASE HOMES

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
5/7/2026								
San Dimas	42	16	79	57	79	53	46	\$910k
San Fernando	23	12	58	109	115	143	16	\$780k
San Gabriel	46	20	69	65	61	104	55	\$1.2m
San Marino	23	10	69	77	105	101	116	\$4.6m
San Pedro	93	43	65	54	73	93	48	\$860k
Santa Fe Springs	10	15	20	64	128	110	30	\$770k
Santa Monica	229	49	140	151	152	125	92	\$1.9m
Saugus	100	43	70	66	64	98	33	\$835k
Sherman Oaks	233	47	149	158	107	176	96	\$1.7m
Sierra Madre	22	8	83	120	144	83	85	\$2.0m
Signal Hill	19	10	57	86	57	78	23	\$560k
Silver Lake	37	9	123	130	171	43	103	\$1.5m
South Gate	17	15	34	50	43	90	30	\$715k
South Pasadena	22	13	51	65	70	75	67	\$1.8m
Stevenson Ranch	40	12	100	143	90	71	35	\$927k
Studio City	141	21	201	148	105	118	103	\$2.3m
Sun Valley	42	11	115	234	105	64	58	\$872k
Sunland	38	13	88	75	81	69	77	\$1.1m
Sunset Strip	346	24	433	489	347	347	401	\$2.8m
Sylmar	87	39	67	73	88	76	31	\$755k
Tarzana	113	24	141	176	134	124	101	\$1.7m
Temple City	37	14	79	68	68	52	87	\$1.3m
Toluca Lake	33	3	330	350	186	290	120	\$1.2m
Topanga	71	7	304	287	450	384	210	\$1.9m
Torrance	156	86	54	53	60	61	38	\$886k
Tujunga	48	8	180	113	100	81	81	\$874k
Valencia	242	86	84	93	110	111	40	\$797k
Valley Glen	18	7	77	108	108	60	50	\$1.2m
Valley Village	61	19	96	141	120	110	120	\$1.4m
Van Nuys	100	36	83	112	110	83	44	\$875k
Venice	139	24	174	281	198	215	178	\$2.9m
View Park	6	2	90	105	105	140	105	\$1.7m
Walnut	70	16	131	136	133	74	123	\$1.6m
West Covina	96	33	87	86	57	52	44	\$829k
West Hills	70	35	60	39	74	110	24	\$1.3m
West Hollywood	233	20	350	226	288	342	239	\$1.2m
West Los Angeles	80	21	114	123	89	163	93	\$1.1m
Westchester	58	19	92	116	85	76	50	\$1.8m
Westlake Village	31	6	155	97	47	66	52	\$2.1m
Westwood - Century City	275	39	212	171	173	258	158	\$1.3m
Whittier	138	67	62	57	56	70	39	\$848k
Wilmington	17	7	73	68	95	43	30	\$765k
Winnetka	47	26	54	68	88	73	31	\$780k
Woodland Hills	237	73	97	103	111	145	91	\$1.6m
All of L.A.	13,814	3,959	105	109	106	109	69	\$1.0m

LOS ANGELES COUNTY PRICE RANGE REPORT

MAY 11, 2026 - SHOWCASE HOMES

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
5/7/2026								
All of L.A.	5,300	1,093	145	153	146	115	64	\$700k
\$0-\$500k	1,177	232	152	160	157	110	71	\$429k
\$500k-\$750k	1,770	418	127	133	125	103	47	\$625k
\$750k-\$1m	907	218	125	129	141	126	70	\$860k
\$1m-\$2m	1,011	183	166	181	155	135	88	\$1.3m
\$2m+	435	42	311	316	297	228	175	\$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
5/7/2026								
All of L.A.	8,514	2,866	89	93	90	107	70	\$1.4m
\$0-\$500k	422	180	70	75	87	87	45	\$430k
\$500k-\$750k	1,027	552	56	60	61	76	49	\$652k
\$750k-\$1m	1,586	761	63	65	60	71	43	\$879k
\$1m-\$1.25m	862	364	71	72	72	82	55	\$1.2m
\$1.25m-\$1.5m	781	257	91	88	85	96	70	\$1.4m
\$1.5m-\$2m	1,041	359	87	97	97	119	80	\$1.8m
\$2m-\$3m	921	228	121	134	123	161	116	\$2.5m
\$3m-\$4m	551	76	218	232	206	279	176	\$3.5m
\$4m-\$6m	514	52	297	252	252	288	249	\$5.0m
\$6m+	809	37	656	528	594	769	416	\$12.0m

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
5/7/2026								
All of L.A.	13,814	3,959	105	109	106	109	69	\$1.0m
\$0-\$500k	1,599	412	116	123	128	98	57	\$430k
\$500k-\$750k	2,797	970	87	92	89	86	48	\$639k
\$750k-\$1m	2,493	979	76	80	76	80	48	\$875k
\$1m-\$1.25m	1,252	443	85	90	84	85	56	\$1.2m
\$1.25m-\$1.5m	1,091	320	102	99	97	99	71	\$1.4m
\$1.5m-\$2m	1,352	400	101	112	109	125	86	\$1.8m
\$2m-\$3m	1,123	252	134	149	133	163	118	\$2.5m
\$3m-\$4m	634	83	229	233	214	283	176	\$3.5m
\$4m-\$6m	585	59	297	263	272	280	252	\$5.0m
\$6m+	888	41	650	533	623	777	406	\$11.6m

*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

MAY 11, 2026 - SHOWCASE HOMES

LOS ANGELES COUNTY CITIES	UNITS SOLD MAR 2026	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 MAR 2025
Acton	12	\$815,000	\$860,000	98.2%	\$132,000	\$1,175,000	2,349	\$347	20	3
Agoura Hills	18	\$1,500,000	\$1,499,500	98.7%	\$419,000	\$3,587,000	2,139	\$701	47	20
Agua Dulce	5	\$980,000	\$999,000	99.3%	\$875,000	\$1,140,000	2,605	\$376	94	4
Alhambra	18	\$927,500	\$893,500	100.7%	\$498,888	\$1,500,000	1,441	\$644	39	25
Altadena	17	\$1,000,000	\$1,050,000	100.0%	\$375,000	\$3,315,000	1,547	\$646	38	11
Arcadia	46	\$1,206,440	\$1,220,000	99.2%	\$648,000	\$4,830,000	1,951	\$618	25	37
Artesia	4	\$765,000	\$789,950	98.8%	\$635,000	\$922,000	963	\$795	17	8
Azusa	26	\$697,500	\$675,000	100.0%	\$413,000	\$1,850,000	1,337	\$522	13	13
Baldwin Park	16	\$699,944	\$688,000	100.1%	\$333,000	\$965,000	1,175	\$596	14	21
Bel Air	12	\$2,938,000	\$4,362,000	94.2%	\$1,200,000	\$9,400,000	2,660	\$1,105	89	9
Bellflower	13	\$760,000	\$749,900	100.0%	\$570,000	\$1,325,000	1,366	\$556	13	20
Beverly Center - Miracle Mile	20	\$2,076,000	\$1,942,500	99.1%	\$595,000	\$4,710,000	1,913	\$1,085	25	20
Beverly Hills	31	\$4,450,000	\$4,500,000	92.5%	\$785,000	\$47,000,000	3,981	\$1,118	57	23
Beverly Wood	22	\$1,436,500	\$1,474,000	100.0%	\$489,000	\$4,825,000	1,612	\$891	28	16
Brentwood	31	\$2,261,242	\$2,345,000	96.5%	\$468,700	\$29,000,000	2,123	\$1,065	52	34
Burbank	63	\$1,155,000	\$1,195,000	100.0%	\$390,000	\$3,338,000	1,479	\$781	26	54
Calabasas	24	\$1,775,000	\$1,785,000	97.9%	\$585,000	\$9,100,000	2,561	\$693	34	16
Canoga Park	13	\$581,000	\$540,000	100.0%	\$355,000	\$1,100,000	1,125	\$516	31	8
Canyon Country	48	\$733,000	\$739,450	99.9%	\$205,000	\$3,850,000	1,716	\$427	19	49
Carson	31	\$825,000	\$815,000	101.1%	\$360,000	\$1,230,000	1,545	\$534	15	29
Castaic	15	\$815,000	\$848,000	99.4%	\$510,000	\$2,875,000	2,115	\$385	49	18
Cerritos	20	\$1,152,500	\$1,114,444	101.7%	\$533,650	\$1,770,000	1,877	\$614	13	20
Chatsworth	32	\$1,090,000	\$1,100,000	98.8%	\$503,000	\$2,324,000	2,022	\$539	23	29
Claremont	27	\$1,098,000	\$999,900	100.0%	\$555,000	\$1,828,000	1,908	\$575	18	22
Compton	35	\$620,000	\$615,000	100.5%	\$350,000	\$815,000	1,152	\$538	18	32
Covina	31	\$810,000	\$798,000	101.1%	\$375,000	\$1,315,000	1,507	\$537	10	36
Culver City	29	\$1,425,000	\$1,379,000	101.7%	\$499,000	\$3,050,000	1,322	\$1,078	27	22
Diamond Bar	25	\$1,175,000	\$1,148,000	100.0%	\$260,000	\$2,550,000	2,050	\$573	17	24
Downey	24	\$875,000	\$854,000	100.0%	\$325,000	\$1,955,000	1,474	\$594	18	27
Downtown L.A.	21	\$699,000	\$699,000	98.8%	\$240,000	\$1,675,000	1,240	\$564	60	23
Duarte	9	\$800,000	\$699,000	101.0%	\$485,000	\$1,200,000	1,525	\$525	8	11
Eagle Rock	12	\$1,225,000	\$1,048,000	100.6%	\$719,000	\$2,300,000	1,311	\$935	35	15
East Los Angeles	1	\$810,000	\$810,000	100.0%	\$810,000	\$810,000	1,263	\$641	33	2
El Monte	34	\$742,500	\$704,990	99.6%	\$380,000	\$1,360,000	1,400	\$530	31	15
El Segundo	7	\$1,550,000	\$1,735,000	100.0%	\$600,000	\$2,050,000	1,561	\$993	23	10
Encino	41	\$1,462,500	\$1,599,000	96.5%	\$260,000	\$6,150,000	2,112	\$692	45	38
Gardena	36	\$737,500	\$747,500	100.6%	\$439,000	\$1,400,000	1,298	\$568	14	22
Glassell Park	7	\$850,000	\$800,000	103.5%	\$570,000	\$2,275,000	1,200	\$708	22	8
Glendale	55	\$1,000,000	\$1,099,000	100.0%	\$415,000	\$2,699,000	1,393	\$718	20	51
Glendora	36	\$854,500	\$832,000	100.0%	\$565,000	\$1,575,000	1,606	\$532	31	35
Granada Hills	33	\$1,040,000	\$999,999	100.0%	\$562,500	\$1,775,000	1,840	\$565	12	26
Hacienda Heights	22	\$1,062,500	\$1,057,889	99.2%	\$538,000	\$1,648,000	2,046	\$519	16	27
Hancock Park	20	\$1,067,500	\$1,082,000	98.0%	\$620,000	\$5,270,000	1,828	\$584	52	34
Harbor City	9	\$865,000	\$919,000	98.2%	\$460,000	\$1,295,000	1,783	\$485	15	8
Hawthorne	16	\$762,500	\$782,000	100.0%	\$599,999	\$1,665,000	1,345	\$567	19	10
Hermosa Beach	18	\$1,825,000	\$1,874,000	97.7%	\$725,000	\$4,400,000	1,658	\$1,101	25	14
Hidden Hills	1	\$6,200,000	\$6,200,000	100.0%	\$6,200,000	\$6,200,000	3,995	\$1,552	2	1
Highland Park	28	\$1,251,000	\$1,192,000	101.8%	\$500,000	\$2,543,000	1,447	\$865	32	18
Hollywood	10	\$827,500	\$860,000	98.7%	\$435,000	\$1,550,000	1,349	\$613	119	16
Hollywood Hills East	17	\$1,545,000	\$1,550,000	96.1%	\$665,000	\$3,360,000	2,120	\$729	52	12
Hollywood Hills West	38	\$2,621,000	\$2,724,000	96.2%	\$385,000	\$13,000,000	1,930	\$1,358	55	36
Huntington Park	7	\$665,000	\$670,000	100.0%	\$510,000	\$965,000	1,192	\$558	14	3
Inglewood	21	\$738,000	\$749,950	100.0%	\$399,000	\$1,190,500	1,493	\$494	64	24
La Canada Flintridge	16	\$2,710,000	\$2,575,000	106.4%	\$865,000	\$4,700,000	2,570	\$1,055	24	18
La Crescenta	10	\$1,310,000	\$1,322,000	101.6%	\$812,000	\$1,950,000	1,838	\$713	15	10
La Habra Heights	8	\$1,450,000	\$1,487,500	97.2%	\$1,170,000	\$2,980,000	3,547	\$409	6	5

LOS ANGELES COUNTY SOLD REPORT

MAY 11, 2026 - SHOWCASE HOMES

LOS ANGELES COUNTY CITIES	UNITS SOLD MAR 2026	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 MAR 2025
La Mirada	29	\$939,000	\$949,000	100.1%	\$480,000	\$1,580,000	1,414	\$664	12	27
La Puente	17	\$735,000	\$709,000	101.7%	\$575,000	\$1,550,000	1,235	\$595	16	37
La Verne	17	\$915,000	\$899,900	100.0%	\$420,000	\$1,551,000	1,657	\$552	9	18
Lake Balboa	12	\$914,500	\$927,995	100.0%	\$599,900	\$1,380,000	1,721	\$531	22	11
Lake Hughes	1	\$455,000	\$469,000	97.0%	\$455,000	\$455,000	1,277	\$356	13	1
Lakewood	36	\$912,500	\$899,000	100.1%	\$375,000	\$1,200,000	1,347	\$677	12	32
Lancaster	134	\$464,500	\$466,500	100.0%	\$220,000	\$1,045,000	1,685	\$276	31	130
Lawndale	11	\$825,000	\$779,900	101.3%	\$422,000	\$1,260,000	1,204	\$685	23	5
Littlerock	7	\$475,000	\$469,999	101.1%	\$396,000	\$550,000	1,344	\$353	72	3
Lomita	6	\$790,500	\$754,450	101.8%	\$597,500	\$1,030,000	985	\$803	13	10
Long Beach	205	\$850,000	\$850,000	100.0%	\$185,000	\$3,200,000	1,292	\$658	17	163
Los Angeles	660	\$1,126,250	\$1,099,500	99.4%	\$80,000	\$29,000,000	1,590	\$708	39	668
Los Feliz	16	\$2,382,500	\$2,442,500	98.5%	\$780,000	\$7,450,000	2,543	\$937	39	18
Lynwood	5	\$650,000	\$674,900	100.5%	\$627,000	\$790,000	1,162	\$559	71	5
Malibu	12	\$4,559,688	\$4,837,500	90.9%	\$1,100,000	\$16,900,000	2,485	\$1,835	96	12
Manhattan Beach	38	\$3,475,000	\$3,524,500	98.3%	\$1,500,000	\$15,225,000	2,198	\$1,581	11	34
Marina del Rey	25	\$1,355,000	\$1,330,000	100.0%	\$375,000	\$8,300,000	1,678	\$808	41	12
Mid Wilshire	18	\$662,500	\$682,450	97.5%	\$373,000	\$1,450,000	1,235	\$536	67	9
Mission Hills (San Fernando)	5	\$780,000	\$749,950	100.0%	\$495,000	\$999,000	1,488	\$524	16	3
Monrovia	24	\$989,000	\$991,940	100.1%	\$251,000	\$2,230,000	1,603	\$617	22	18
Montebello	21	\$840,000	\$850,000	100.7%	\$562,000	\$1,973,000	1,349	\$623	19	12
Monterey Park	26	\$908,750	\$874,950	101.8%	\$490,000	\$1,288,000	1,531	\$594	16	19
Newhall	17	\$600,000	\$655,000	99.1%	\$330,000	\$1,355,000	1,206	\$498	21	18
North Hills	29	\$929,300	\$899,000	100.0%	\$465,000	\$1,600,000	1,718	\$541	24	19
North Hollywood	23	\$815,000	\$829,000	98.5%	\$555,000	\$1,930,000	1,606	\$507	28	37
Northridge	28	\$988,500	\$977,000	98.8%	\$565,000	\$2,250,000	1,968	\$502	18	23
Norwalk	37	\$750,000	\$749,900	101.3%	\$235,000	\$1,095,000	1,130	\$664	10	28
Pacific Palisades	16	\$2,472,500	\$2,472,000	99.4%	\$505,000	\$17,800,000	3,126	\$791	52	4
Pacoima	19	\$650,000	\$690,000	100.2%	\$437,000	\$1,850,000	1,366	\$476	26	17
Palmdale	92	\$513,500	\$510,000	100.0%	\$272,500	\$1,275,000	1,938	\$265	25	95
Palms - Mar Vista	27	\$1,925,000	\$1,995,000	100.0%	\$510,000	\$5,295,000	1,890	\$1,019	15	35
Palos Verdes Estates	11	\$2,420,000	\$2,350,000	100.2%	\$1,764,865	\$4,500,000	2,378	\$1,018	10	12
Panorama City	13	\$675,000	\$699,900	100.0%	\$320,500	\$1,285,000	1,427	\$473	24	9
Paramount	9	\$720,000	\$699,000	101.7%	\$454,755	\$890,000	1,284	\$561	9	6
Park Hills Heights	34	\$887,500	\$879,000	100.0%	\$325,000	\$2,257,000	1,514	\$586	38	39
Pasadena	83	\$1,280,000	\$1,250,000	100.4%	\$470,000	\$6,750,000	1,514	\$845	24	92
Pico Rivera	13	\$730,000	\$695,000	100.6%	\$460,000	\$870,000	1,331	\$548	13	10
Playa del Rey	15	\$893,000	\$899,000	97.6%	\$405,000	\$4,800,000	1,471	\$607	32	10
Playa Vista	6	\$1,390,000	\$1,395,000	99.8%	\$915,000	\$2,200,000	1,687	\$824	28	9
Pomona	37	\$660,000	\$659,000	100.0%	\$435,000	\$1,480,000	1,300	\$508	38	52
Porter Ranch	30	\$1,285,000	\$1,299,950	99.2%	\$630,000	\$2,810,000	2,426	\$530	19	21
Rancho Palos Verdes	31	\$1,650,000	\$1,650,000	98.9%	\$470,000	\$3,050,000	2,232	\$739	13	32
Redondo Beach	62	\$1,707,500	\$1,675,000	100.0%	\$540,000	\$4,884,000	1,969	\$867	11	58
Reseda	24	\$777,500	\$775,000	100.1%	\$480,000	\$1,090,000	1,370	\$568	31	27
Rolling Hills	0	-	-	-	-	-	-	-	-	1
Rolling Hills Estates	11	\$1,695,000	\$1,750,000	96.5%	\$665,000	\$2,942,500	2,184	\$776	35	5
Rosemead	17	\$870,000	\$799,000	100.9%	\$545,000	\$1,168,000	1,292	\$673	13	9
Rowland Heights	17	\$1,220,000	\$1,250,000	100.0%	\$749,000	\$1,800,000	2,290	\$533	10	17
San Dimas	15	\$920,000	\$920,000	99.8%	\$500,000	\$1,480,000	1,758	\$523	27	23
San Fernando	6	\$680,000	\$650,000	100.8%	\$600,000	\$1,200,000	1,393	\$488	12	6
San Gabriel	21	\$1,250,000	\$1,100,000	103.4%	\$760,000	\$2,250,000	1,539	\$812	23	15
San Marino	10	\$3,250,000	\$2,898,000	103.2%	\$1,850,000	\$9,980,000	2,985	\$1,089	22	4
San Pedro	36	\$672,500	\$675,000	99.2%	\$350,000	\$1,700,000	1,175	\$572	18	38
Santa Fe Springs	6	\$782,716	\$774,000	101.5%	\$670,000	\$890,000	1,279	\$612	16	10
Santa Monica	51	\$1,569,000	\$1,650,000	98.4%	\$649,000	\$5,665,000	1,486	\$1,056	45	52
Saugus	49	\$855,000	\$855,000	100.0%	\$376,000	\$1,505,000	2,014	\$425	21	41

LOS ANGELES COUNTY SOLD REPORT

MAY 11, 2026 - SHOWCASE HOMES

LOS ANGELES COUNTY CITIES	UNITS SOLD MAR 2026	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 MAR 2025
Sherman Oaks	50	\$1,345,475	\$1,372,000	98.6%	\$440,000	\$10,347,785	1,689	\$797	40	66
Sierra Madre	7	\$1,400,000	\$1,400,000	100.0%	\$825,000	\$1,830,000	1,778	\$787	35	7
Signal Hill	7	\$685,000	\$680,000	100.0%	\$600,000	\$1,880,000	1,233	\$556	7	6
Silver Lake	4	\$1,212,500	\$1,224,500	103.8%	\$1,070,000	\$1,500,000	1,436	\$844	15	1
South Gate	14	\$652,500	\$654,500	100.4%	\$620,000	\$800,000	1,206	\$541	37	7
South Pasadena	10	\$1,756,000	\$1,548,000	107.7%	\$1,355,000	\$3,500,000	1,822	\$964	22	13
Stevenson Ranch	14	\$1,255,000	\$1,251,500	99.3%	\$740,000	\$1,710,000	3,025	\$415	13	18
Studio City	32	\$2,032,500	\$2,074,500	98.0%	\$560,000	\$6,330,000	2,226	\$913	35	36
Sun Valley	11	\$885,000	\$889,000	99.6%	\$550,000	\$1,350,008	1,602	\$552	43	18
Sunland	11	\$695,000	\$695,000	100.0%	\$545,000	\$1,120,000	1,072	\$648	12	9
Sunset Strip	38	\$2,621,000	\$2,724,000	96.2%	\$385,000	\$13,000,000	1,930	\$1,358	55	36
Sylmar	27	\$825,000	\$785,000	100.0%	\$415,000	\$1,825,000	1,490	\$554	18	31
Tarzana	32	\$1,122,500	\$1,124,500	98.8%	\$180,000	\$5,090,000	1,932	\$581	28	27
Temple City	11	\$1,204,000	\$1,138,000	96.4%	\$785,000	\$2,210,000	1,626	\$740	31	12
Toluca Lake	11	\$1,675,000	\$1,749,000	101.9%	\$710,000	\$5,200,000	2,323	\$721	29	3
Topanga	2	\$1,524,500	\$1,699,500	82.5%	\$650,000	\$2,399,000	1,879	\$812	78	1
Torrance	89	\$1,010,000	\$999,000	100.0%	\$355,000	\$1,910,000	1,367	\$739	12	76
Tujunga	11	\$895,000	\$850,000	100.0%	\$578,500	\$1,550,000	1,528	\$586	23	13
Valencia	69	\$775,000	\$769,999	99.9%	\$395,000	\$1,735,000	1,941	\$399	26	60
Valley Glen	7	\$940,000	\$925,000	100.0%	\$400,000	\$1,365,000	1,630	\$577	35	3
Valley Village	11	\$1,326,000	\$1,430,000	96.2%	\$375,000	\$3,800,000	2,047	\$648	49	15
Van Nuys	41	\$800,000	\$799,000	100.0%	\$359,500	\$1,650,000	1,335	\$599	25	34
Venice	17	\$2,025,000	\$2,250,000	98.3%	\$940,000	\$9,285,000	2,478	\$817	61	21
View Park	3	\$1,890,000	\$1,890,000	100.4%	\$1,406,000	\$2,257,000	3,117	\$606	22	3
Walnut	18	\$1,253,500	\$1,274,444	99.4%	\$585,000	\$3,700,000	2,163	\$580	21	20
West Covina	35	\$820,000	\$825,000	99.4%	\$530,000	\$1,535,000	1,488	\$551	22	37
West Hills	30	\$1,000,000	\$990,000	100.0%	\$725,000	\$1,675,000	1,809	\$553	15	28
West Hollywood	38	\$906,000	\$938,500	97.7%	\$445,000	\$4,850,000	1,213	\$747	47	35
West Los Angeles	19	\$1,000,000	\$999,000	100.0%	\$510,000	\$2,195,000	1,359	\$736	25	18
Westchester	24	\$1,632,500	\$1,642,500	98.4%	\$457,800	\$3,475,000	1,886	\$866	38	16
Westlake Village	9	\$1,775,000	\$1,775,000	100.0%	\$350,000	\$2,800,000	2,222	\$799	27	6
Westwood - Century City	52	\$2,202,500	\$2,189,500	98.3%	\$180,000	\$13,750,000	1,995	\$1,104	43	67
Whittier	64	\$807,500	\$799,450	100.1%	\$398,000	\$1,998,000	1,363	\$592	13	73
Wilmington	5	\$700,000	\$699,999	100.0%	\$435,000	\$750,000	1,152	\$608	11	3
Winnetka	23	\$844,500	\$839,900	100.3%	\$500,000	\$1,027,000	1,650	\$512	15	20
Woodland Hills	56	\$1,245,000	\$1,297,450	98.2%	\$381,000	\$4,970,000	2,026	\$615	27	47
All of L.A.	3,968	\$910,000	\$899,000	100.0%	\$80,000	\$47,000,000	1,596	\$570	25	3,723
L.A. \$0-\$500k	391	\$435,000	\$439,000	100.0%	\$80,000	\$500,000	1,030	\$422	32	321
L.A. \$500k-\$750k	925	\$650,000	\$650,000	100.0%	\$502,000	\$750,000	1,235	\$526	26	866
L.A. \$750k-\$1m	946	\$860,000	\$850,000	100.0%	\$751,000	\$1,000,000	1,466	\$587	20	910
L.A. \$1m-\$1.25m	498	\$1,120,000	\$1,100,000	100.0%	\$1,004,000	\$1,250,000	1,810	\$619	23	422
L.A. \$1.25m-\$1.5m	315	\$1,358,000	\$1,365,000	100.0%	\$1,252,000	\$1,500,000	1,869	\$727	25	357
L.A. \$1.5m-\$2m	367	\$1,715,000	\$1,699,000	100.0%	\$1,502,000	\$2,000,000	2,203	\$778	26	343
L.A. \$2m-\$3m	294	\$2,359,625	\$2,395,000	99.1%	\$2,010,000	\$3,000,000	2,578	\$915	28	271
L.A. \$3m-\$4m	105	\$3,450,000	\$3,499,000	98.2%	\$3,004,454	\$4,000,000	3,472	\$994	34	111
L.A. \$4m-\$6m	66	\$4,600,000	\$4,795,000	98.6%	\$4,010,000	\$6,000,000	3,980	\$1,156	28	63
L.A. \$6m+	61	9,000,000	9,980,000	93.7%	6,127,500	47,000,000	5,307	1,696	54	59