

# A RED-HOT WINTER

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NOW THAT THE HOLIDAYS ARE OVER, IT IS TIME FOR HOUSING TO SHIFT TO THE WINTER HOUSING MARKET, WHEN THE INVENTORY IS FLAT, DEMAND RISES, AND THE PACE OF THE MARKET RAPIDLY HEATSUP.



# WINTER HOUSING MARKET

MIXING A CHRONICALLY LOW INVENTORY WITH RISING DEMAND HAS ALWAYS RESULTED IN A MUCH HOTTER HOUSING MARKET AS WINTER PROGRESSES.

Laguna Beach is renowned for its beaches, coves, coastal parks, art galleries, trollies, and spectacular ocean views. Tourists flock there year-round, but it becomes exceptionally crowded during the summer after the kids get out of school. To beat the crowds, many arrive for vacation in May or early June only to be greeted with a thick layer of coastal fog that has trouble burning off during the day. At times, it can be pretty chilly. May and June are typically the cloudiest days of the year, often referred to as “May Gray” and “June Gloom.” Vacationers during these months have preconceived expectations of bathing on sun-soaked beaches and admiring picturesque sunsets, yet the gloomy cloud cover can last a week without sunshine.

Similarly, buyers who start their home search have preconceived expectations. Many expect plenty of choices, less buyer competition, and a slow pace that enables them to take their time isolating a home. Yet, in Southern California during the Winter Market, from mid-January to mid-March, buyers find that the pace of housing is a lot hotter than they initially anticipated, with fewer choices and plenty of buyer competition. In addition, as winter rolls along, the market grows stronger and stronger.

Regardless of the year or economic situation, the housing market always revs its engine starting in mid-January. It continues to accelerate weekly, like a hot rod in a drag race. The inventory of available homes to start the Winter market last year was at 8,189, the third lowest mid-January reading since tracking began in 2012, only behind 2021 and 2022. By mid-March, the start of the Spring Market, the inventory had dropped to 7,229, a small drop of 960 homes or 12%. Demand, a snapshot of the number of new escrows over the prior month, soared higher from January to March, increasing from its lowest levels since tracking, 2,269 pending sales to 3,622 in March, up 59%, or an additional 1,353. The Expected Market Time, the time between coming on the market and opening escrow, decreased from 102 days to a much hotter 60 days by spring, an eye-opening difference of 48 days

## Los Angeles County Winter Market

	Inventory Rise from mid-January to mid-March	Demand Rise from mid-January to mid-March	Expected Market Time Drop from mid-January to mid-March
Last Year	-12%	+60%	-48 Days
3-Year Average (2017 to 2019)	+3%	+49%	-29 Days

Demand was still at its lowest levels since tracking began throughout last year's Winter Market, but it was paired up against an ultra-low supply of available homes. Despite the low demand readings and fewer closed sales, the market was hot, and home values rose again after falling from July to December 2022. Due to the high mortgage rate environment, homes were not skyrocketing higher as they did from 2020 through the first half of 2022, but they were on the rise, and negotiations favored sellers. It was a seller's market. Multiple offers had returned, especially in the entry-level price ranges.

In looking at the 3-year average before COVID, (2017 to 2019) when markets were more normal, the inventory grew during the Winter Market from 10,633 to 10,983 homes, up 3%, or 350 additional homes. Demand shot up from 3,663 to 5,461 pending sales, up a considerable 49%, or 1,798 additional pending sales. The 3-year average Expected Market Time dropped from 86 to 63 days, shedding 23 days. The inventory does not always rise during the season. Instead, it has fallen in six of the last 12 years, 50% of the time. Demand has consistently increased, and the Expected Market Time has plunged without exception.

In November and December, the fewest homes are placed on the market. A lot more enter the fray starting in January, double December's readings. Still, the numbers pick up even more substantially during the Spring Market, from mid-March through the end of May, and remain elevated through the summer. Even with lower demand levels due to the higher interest rate environment, this year's inventory will only slowly grow during the Winter Market. Yet, if rates drop from where they sit today at 6.87%, the supply could remain flat or even fall like last year. Contributing to the supply crunch is the fact that homeowners are "Hunkering Down," unwilling to move due to their current underlying, locked-in, low fixed-rate mortgage. 85% of all Californians with a mortgage have a rate at or below 5%. There were 34% fewer new sellers in 2023 compared to the 3-year pre-pandemic average, or 30,530 missing FOR-SALE signs. Today's inventory is at 7,436 homes, astonishingly lower than the pre-COVID average of 10,633 homes, 30% lower.

Demand will increase substantially from now through mid-March. Today's 2,442 demand reading is the second lowest since tracking, only behind last year's 2,269 pending sales. The pre-pandemic average was 3,663, a sizable 50% more. Nonetheless, there will be a lot more activity. An increasing number of buyers will start the process of searching for a home. The number of new prospective buyers will outpace the number of homes coming on the market, even at these muted levels.

With the inventory not changing much and demand surging higher, the Expected Market Time, the pace of the market, will fall, and it will be a red-hot winter this year for housing.

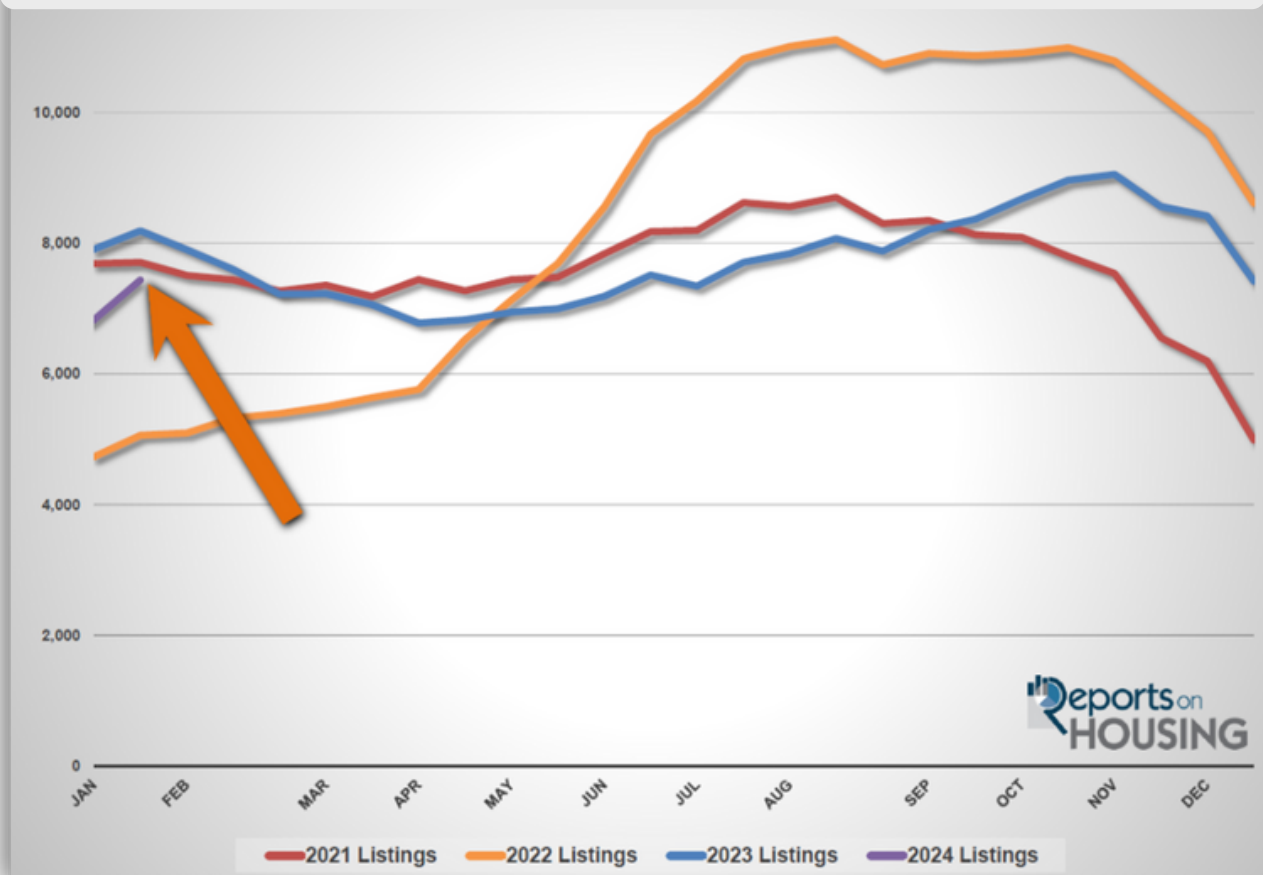
# ACTIVE LISTINGS

THE CURRENT ACTIVE INVENTORY INCREASED BY 9% IN THE PAST COUPLE OF WEEKS.

Reports on  
**HOUSING**  
Your Local Real Estate Snapshot

The active listing inventory increased by 609 homes in the past two weeks, up 9%, and now sits at 7,436. It was the largest mid-January rise since 2015. Typically, the inventory rises from mid-January until peaking sometime during the summer, but the last several years have been far from normal. It is too early to tell if this year will be the first year since the onset of COVID, where the inventory behaves normally. There is no surge of homes coming on the market. Instead, the biggest issue that has been plaguing the market ever since rates exploded higher in 2022 is that homeowners have been unwilling to sell their homes and part with their low, fixed-rate mortgages. Only time will tell how the inventory proceeds from here. It could grow slowly, remain relatively flat, or even drop like last year.

### LOS ANGELES COUNTY ACTIVE LISTINGS YEAR OVER YEAR (2020 - 2024)



Last year, the inventory was 8,189, 10% higher, or 753 more. The 3-year average before COVID (2017 through 2019) is 10,633, an additional 3,197 homes, or 43% extra, much higher than today.

Homeowners continue to “hunker down” in their homes, unwilling to move due to their current underlying, locked-in, low fixed-rate mortgage. For December, 2,700 new sellers entered the market in Los Angeles County, 861 fewer than the 3-year average before COVID (2017 to 2019), 24% less. In December 2022, there were 2,758 new sellers, 2% more than today. It will be much easier to isolate when more sellers finally enter the fray from now on.

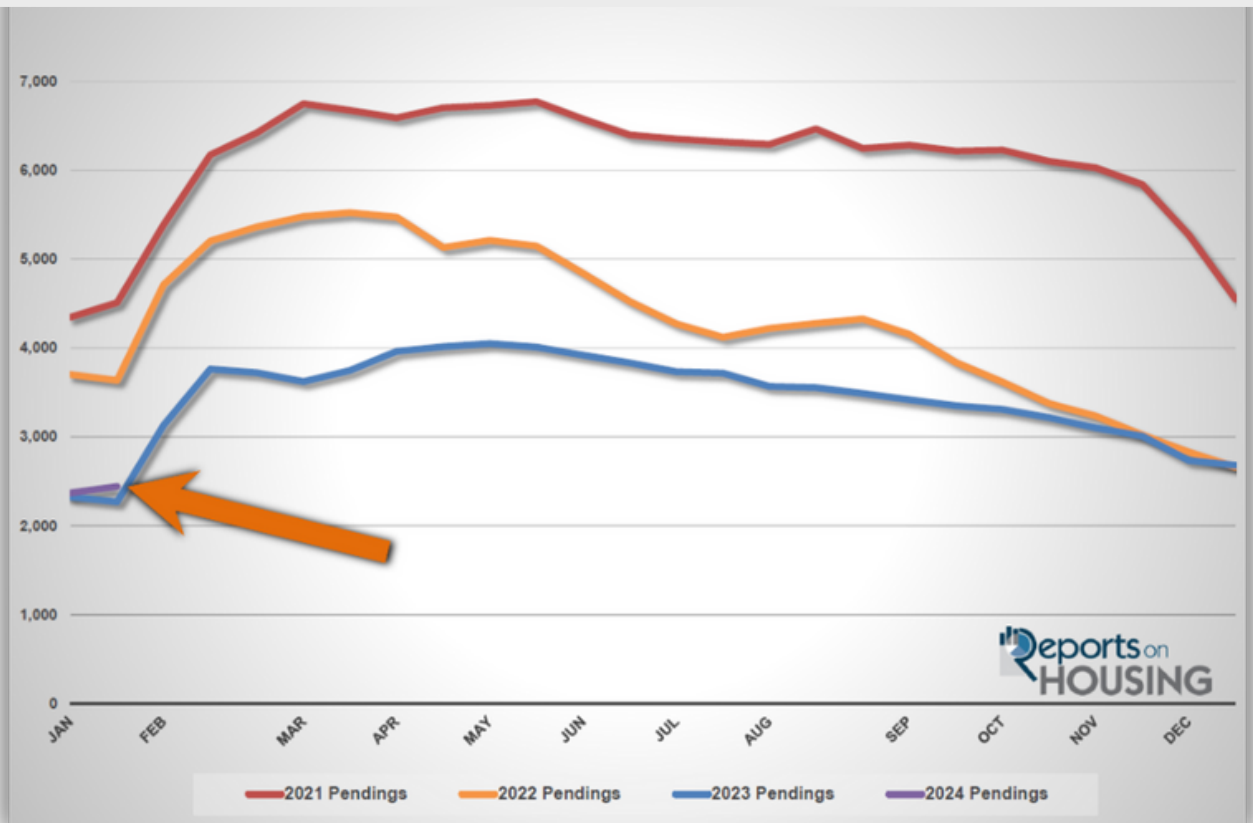
# DEMAND

DEMAND INCREASED BY 3% IN THE PAST COUPLE OF WEEKS.

Demand, a snapshot of the number of new escrows over the prior month, increased from 2,370 to 2,442 in the past couple of weeks, up 72 pending sales, or 3%, still its second lowest mid-January reading since tracking began in 2012, only behind last January. The holidays are officially in the rearview mirror. As a result, many people turn their attention towards purchasing a home during the Winter Market, now through mid-March. Expect demand to soar higher until it peaks sometime during the spring.

Last year, demand was at 2,269, **7% lower than today, or 173 fewer pending sales.** The 3-year average before COVID (2017 to 2019) was 3,663 pending sales, **50% more than today.**

## LOS ANGELES COUNTY DEMAND YEAR OVER YEAR (LAST 30 DAYS PENDING)



With supply rising faster than demand, the Expected Market Time (the number of days to sell all Los Angeles County listings at the current buying pace) increased from 86 to 91 days in the past couple of weeks. Last year, the Expected Market Time was 108 days, slower than today. The 3-year average before COVID was 90 days, similar to today.

# LUXURY END









THE LUXURY MARKET SLOWED IN THE PAST COUPLE OF WEEKS.

In the past couple of weeks, the luxury inventory of homes priced above \$2 million increased from 1,839 to 2,040 homes, up 201 homes, or 11%. Luxury demand increased from 213 to 223 pending sales, up 10, or 5%. With supply rising faster than demand, the Expected Market Time for luxury homes priced above \$2 million increased from 259 to 274 days, its highest reading since mid-January 2023. At 274 days, the luxury market is substantially slower than the 74-day Expected Market Time in the lower ranges (less than \$2 million). The best approach to today's luxury market remains careful pricing and plenty of patience.

Year over year, luxury demand is up by 56 pending sales, 34% more, and the active luxury listing inventory is up by 227 homes or 13%. Last year's Expected Market Time was 326 days, slower than today.

For homes priced between \$2 million and \$3 million, the Expected Market Time in the past couple of weeks increased from 152 to 156 days. For homes priced between \$3 million and \$4 million, the Expected Market Time decreased from 309 to 243 days. For homes priced between \$4 million and \$8 million, the Expected Market Time increased from 338 to 465 days. For homes priced above \$8 million, the Expected Market Time increased from 772 to 1,407 days. At 1,407 days, a seller would be looking at placing their home into escrow around **November 2027**.

## LOS ANGELES COUNTY MARKET BREAKDOWN

PRICE RANGES & MARKET SPEED	MARKET TIME	% OF CURRENT INVENTORY	% OF CURRENT DEMAND	LAST YEAR
\$0-\$750k 	60 Days	28%	43%	80 Days
\$750k-\$1m 	68 Days	19%	25%	90 Days
\$1m-\$1.5m 	87 Days	16%	16%	99 Days
\$1.5m-\$2m 	143 Days	10%	6%	178 Days
\$2m-\$3m 	156 Days	9%	5%	223 Days
\$3m-\$4m 	243 Days	5%	2%	289 Days
\$4m-\$8m 	465 Days	7%	1%	434 Days
\$8m+ 	1,407 Days	6%	0.4%	766 Days

# LOS ANGELES COUNTY HOUSING SUMMARY

- The active listing inventory in the past couple of weeks increased by 609 homes, up 9%, and now sits at 7,436 homes, its second-lowest mid-January reading since tracking began in 2012, only behind 2022. In December, 24% fewer homes came on the market compared to the 3-year average before COVID (2017 to 2019), 861 less. Last year, there were 8,189 homes on the market, 753 extra homes, or 10% more. The 3-year average before COVID (2017 to 2019) was 10,633, or 43% more.
- Demand, the number of pending sales over the prior month, increased by 72 pending sales in the past two weeks, up 3%, and now totals 2,442. Last year, there were 2,269 pending sales, 7% fewer than today. The 3-year average before COVID (2017 to 2019) was 3,663, or 50% more.
- With supply increasing faster than demand, the Expected Market Time, the number of days to sell all Los Angeles County listings at the current buying pace, increased from 86 to 91 days in the past couple of weeks. It was 108 days last year, slower than today. The 3-year average before COVID (2017 to 2019) was 90 days, similar to today.
- For homes priced below \$750,000, the Expected Market Time increased from 58 to 60 days in the past couple of weeks. This range represents 28% of the active inventory and 43% of demand.
- For homes priced between \$750,000 and \$1 million, the Expected Market Time increased from 62 to 68 days. This range represents 19% of the active inventory and 25% of demand.
- For homes priced between \$1 million and \$1.5 million, the Expected Market Time decreased from 90 to 87 days. This range represents 16% of the active inventory and 16% of demand.
- For homes priced between \$1.5 million and \$2 million, the Expected Market Time increased from 124 to 143 days. This range represents 10% of the active inventory and 6% of demand.
- For homes priced between \$2 million and \$3 million, the Expected Market Time in the past couple of weeks increased from 152 to 156 days. For homes priced between \$3 million and \$4 million, the Expected Market Time decreased from 309 to 243 days. For homes priced between \$4 million and \$8 million, the Expected Market Time increased from 338 to 465 days. For homes priced above \$8 million, the Expected Market Time increased from 772 to 1,407 days.
- The luxury end, all homes above \$2 million, account for 27% of the inventory and 9% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 0.8% of all listings and 1.2% of demand. Only 43 foreclosures and 17 short sales are available to purchase today in all of Los Angeles County, 60 total distressed homes on the active market, down three in the past two weeks. Last year, there were 61 total distressed homes on the market, similar to today.
- There were 3,269 closed residential resales in December, 2% less than December 2022's 3,336 closed sales. December was nearly unchanged compared to November 2023. The sales-to-list price ratio was 98.6% for all of Los Angeles County. Foreclosures accounted for just 0.6% of all closed sales, and short sales accounted for 0.1%. That means that 99.3% of all sales were good ol' fashioned sellers with equity.

# LOS ANGELES COUNTY MARKET TIME REPORT

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
Rosemead	14	2	210	150	390	116	33	\$810k
Rowland Heights	29	10	87	41	32	64	30	\$928k
San Dimas	28	9	93	43	65	83	47	\$940k
San Fernando	10	6	50	60	47	60	30	\$942k
San Gabriel	29	10	87	42	58	72	80	\$1.0m
San Marino	20	1	600	570	210	660	360	\$3.9m
San Pedro	66	41	48	55	67	77	19	\$895k
Santa Fe Springs	3	7	13	30	150	48	53	\$700k
Santa Monica	125	23	163	166	136	244	74	\$2.0m
Saugus	35	25	42	33	46	89	22	\$795k
Sherman Oaks	89	30	89	107	100	104	27	\$2.2m
Sierra Madre	8	3	80	INF	INF	78	25	\$1.3m
Signal Hill	7	3	70	50	36	Infinite	13	\$580k
Silver Lake	65	13	150	183	145	153	74	\$1.6m
South Gate	10	4	75	33	36	57	27	\$632k
South Pasadena	11	8	41	390	90	72	27	\$2.8m
Stevenson Ranch	4	7	17	210	180	85	30	\$1.2m
Studio City	74	18	123	170	116	111	67	\$2.2m
Sun Valley	17	7	73	27	49	73	36	\$780k
Sunland	15	12	38	23	86	165	27	\$995k
Sunset Strip	200	18	333	432	281	302	121	\$3.9m
Sylmar	41	25	49	53	51	79	32	\$786k
Tarzana	54	19	85	134	111	100	25	\$2.2m
Temple City	15	6	75	90	57	111	50	\$1.8m
Toluca Lake	17	5	102	78	84	90	50	\$885k
Topanga	19	2	285	105	86	570	130	\$1.9m
Torrance	74	45	49	52	47	63	29	\$1.1m
Tujunga	15	5	90	56	50	53	44	\$995k
Valencia	73	37	59	50	53	64	13	\$900k
Valley Glen	8	3	80	45	84	480	54	\$1.5m
Valley Village	38	9	127	81	87	73	57	\$1.4m
Van Nuys	45	23	59	63	77	102	39	\$925k
Venice	82	15	164	351	240	253	74	\$3.1m
View Park	10	4	75	INF	INF	120	150	\$1.6m
Walnut	18	9	60	52	30	110	68	\$1.4m
West Covina	39	36	33	52	41	107	27	\$868k
West Hills	29	12	73	55	36	52	28	\$1.2m
West Hollywood	136	14	291	182	323	259	114	\$1.4m
West Los Angeles	37	10	111	97	124	160	123	\$1.2m
Westchester	32	15	64	120	70	82	51	\$1.7m
Westlake Village	19	4	143	26	64	50	53	\$2.1m
Westwood - Century City	177	17	312	211	174	295	82	\$1.8m
Whittier	87	49	53	61	66	74	20	\$795k
Wilmington	10	6	50	56	70	73	39	\$589k
Winnetka	29	23	38	47	63	43	32	\$845k
Woodland Hills	112	48	70	87	98	82	19	\$1.4m
All of L.A.	7,436	2,442	91	86	83	108	42	\$1.1m



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				2-WEEKS AGO	4-WEEKS AGO	1-YEAR AGO	2-YEAR AGO	
<b>1/18/2024</b>								
Huntington Park	15	3	150	113	113	80	25	\$456k
Inglewood	66	24	83	78	117	93	55	\$740k
La Canada Flintridge	19	4	143	255	81	150	38	\$3.8m
La Crescenta	9	7	39	42	11	150	43	\$1.4m
La Habra Heights	14	1	420	160	128	80	80	\$1.5m
La Mirada	16	14	34	48	27	171	29	\$822k
La Puente	26	22	35	31	41	103	26	\$749k
La Verne	17	11	46	81	63	39	13	\$1000k
Lake Balboa	16	6	80	110	72	51	27	\$990k
Lake Hughes	8	2	120	240	240	Infinite	75	\$422k
Lakewood	23	32	22	21	27	46	16	\$850k
Lancaster	246	95	78	89	87	128	38	\$500k
Lawndale	9	5	54	20	36	90	54	\$899k
Littlerock	26	4	195	195	138	330	51	\$453k
Lomita	13	5	78	240	102	34	47	\$852k
Long Beach	277	122	68	72	71	78	32	\$780k
Los Angeles	1,910	345	166	146	127	165	67	\$1.4m
Los Feliz	50	5	300	294	141	141	77	\$3.2m
Lynwood	7	3	70	34	38	47	30	\$675k
Malibu	174	14	373	304	356	353	131	\$6.0m
Manhattan Beach	57	14	122	96	233	675	46	\$4.3m
Marina del Rey	64	13	148	190	259	171	86	\$1.5m
Mid Wilshire	45	10	135	126	214	163	49	\$778k
Mission Hills-San Fernando	7	3	70	75	36	165	13	\$775k
Monrovia	23	7	99	81	65	143	60	\$1.1m
Montebello	26	12	65	109	79	90	21	\$835k
Monterey Park	42	23	55	48	54	78	32	\$757k
Newhall	27	10	81	51	45	66	21	\$700k
North Hills	27	12	68	74	43	53	38	\$800k
North Hollywood	57	30	57	60	80	95	26	\$999k
Northridge	38	21	54	57	50	64	37	\$1.1m
Norwalk	27	19	43	71	32	63	24	\$680k
Pacific Palisades	74	7	317	133	120	1200	125	\$4.9m
Pacoima	26	11	71	44	33	90	32	\$735k
Palmdale	209	69	91	85	90	99	40	\$547k
Palms - Mar Vista	55	6	275	98	120	383	30	\$2.9m
Palos Verdes Estates	28	11	76	116	90	64	100	\$5.2m
Panorama City	29	12	73	57	48	163	20	\$695k
Paramount	11	8	41	65	27	53	26	\$599k
Park Hills Heights	93	23	121	77	69	116	55	\$1.2m
Pasadena	141	40	106	61	59	104	42	\$1.3m
Pico Rivera	16	10	48	40	54	53	24	\$700k
Playa del Rey	24	7	103	150	220	60	68	\$849k
Playa Vista	18	0	INF	105	90	41	27	\$1.3m
Pomona	76	53	43	45	48	86	17	\$699k
Porter Ranch	34	17	60	87	83	62	39	\$2.8m
Rancho Palos Verdes	49	11	134	129	60	68	34	\$2.0m
Redondo Beach	70	21	100	57	60	93	24	\$1.5m
Reseda	31	22	42	66	62	88	16	\$850k
Rolling Hills	5	1	150	180	60	Infinite	80	\$9.8m
Rolling Hills Estates	7	8	26	38	30	55	24	\$2.0m

# LOS ANGELES COUNTY MARKET TIME REPORT

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
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San Gabriel	29	10	87	42	58	72	80	\$1.0m
San Marino	20	1	600	570	210	660	360	\$3.9m
San Pedro	66	41	48	55	67	77	19	\$895k
Santa Fe Springs	3	7	13	30	150	48	53	\$700k
Santa Monica	125	23	163	166	136	244	74	\$2.0m
Saugus	35	25	42	33	46	89	22	\$795k
Sherman Oaks	89	30	89	107	100	104	27	\$2.2m
Sierra Madre	8	3	80	INF	INF	78	25	\$1.3m
Signal Hill	7	3	70	50	36	Infinite	13	\$580k
Silver Lake	65	13	150	183	145	153	74	\$1.6m
South Gate	10	4	75	33	36	57	27	\$632k
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Sylmar	41	25	49	53	51	79	32	\$786k
Tarzana	54	19	85	134	111	100	25	\$2.2m
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Torrance	74	45	49	52	47	63	29	\$1.1m
Tujunga	15	5	90	56	50	53	44	\$995k
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Valley Glen	8	3	80	45	84	480	54	\$1.5m
Valley Village	38	9	127	81	87	73	57	\$1.4m
Van Nuys	45	23	59	63	77	102	39	\$925k
Venice	82	15	164	351	240	253	74	\$3.1m
View Park	10	4	75	INF	INF	120	150	\$1.6m
Walnut	18	9	60	52	30	110	68	\$1.4m
West Covina	39	36	33	52	41	107	27	\$868k
West Hills	29	12	73	55	36	52	28	\$1.2m
West Hollywood	136	14	291	182	323	259	114	\$1.4m
West Los Angeles	37	10	111	97	124	160	123	\$1.2m
Westchester	32	15	64	120	70	82	51	\$1.7m
Westlake Village	19	4	143	26	64	50	53	\$2.1m
Westwood - Century City	177	17	312	211	174	295	82	\$1.8m
Whittier	87	49	53	61	66	74	20	\$795k
Wilmington	10	6	50	56	70	73	39	\$589k
Winnetka	29	23	38	47	63	43	32	\$845k
Woodland Hills	112	48	70	87	98	82	19	\$1.4m
<b>All of L.A.</b>	<b>7,436</b>	<b>2,442</b>	<b>91</b>	<b>86</b>	<b>83</b>	<b>108</b>	<b>42</b>	<b>\$1.1m</b>

# LOS ANGELES COUNTY PRICE RANGES REPORT

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
1/18/2024								
All of L.A.	1,436	569	76	76	74	98	32	\$700k
\$0-\$500k	332	174	57	64	66	70	24	\$430k
\$500k-\$750k	493	250	59	57	56	96	27	\$630k
\$750k-\$1m	291	87	100	101	80	126	40	\$850k
\$1m-\$2m	245	48	153	145	166	126	59	\$1.3m
\$2m+	75	10	225	188	193	1380	176	\$3.2m

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
1/18/2024								
All of L.A.	6,000	1,873	96	89	86	111	45	\$1.3m
\$0-\$500k	377	133	85	75	62	84	37	\$439k
\$500k-\$750k	910	499	55	53	52	76	29	\$650k
\$750k-\$1m	1,104	525	63	56	57	85	31	\$875k
\$1m-\$1.25m	502	208	72	72	63	90	43	\$1.2m
\$1.25m-\$1.5m	493	152	97	103	99	108	46	\$1.4m
\$1.5m-\$2m	649	143	136	120	110	177	56	\$1.8m
\$2m-\$3m	641	123	156	152	168	216	73	\$2.5m
\$3m-\$4m	374	46	244	327	269	279	96	\$3.5m
\$4m-\$6m	348	28	373	292	244	387	153	\$5.0m
\$6m+	602	16	1129	633	412	676	308	\$11.0m

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
1/18/2024								
All of L.A.	7,436	2,442	91	86	83	108	42	\$1.1m
\$0-\$500k	709	307	69	69	64	78	30	\$435k
\$500k-\$750k	1,403	749	56	54	53	81	29	\$645k
\$750k-\$1m	1,395	612	68	62	61	90	32	\$870k
\$1m-\$1.25m	594	231	77	76	69	93	43	\$1.2m
\$1.25m-\$1.5m	568	168	101	110	104	107	48	\$1.4m
\$1.5m-\$2m	727	152	143	124	117	178	57	\$1.8m
\$2m-\$3m	678	130	156	152	165	223	77	\$2.5m
\$3m-\$4m	397	49	243	309	268	289	97	\$3.5m
\$4m-\$6m	357	28	383	298	250	393	150	\$5.0m
\$6m+	608	16	1140	638	416	681	312	\$11.0m

\*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										
Los Angeles County Cities	Units Sold Dec 2023	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 Dec 2022
Acton	5	\$675,000	\$675,000	99%	\$480k	\$1.1m	1947	347	76	12
Agoura Hills	20	\$1,307,500	\$1,309,500	97%	\$580k	\$5.5m	2258	579	32	15
Agua Dulce	7	\$1,100,000	\$1,110,000	96%	\$854k	\$1.3m	2665	413	100	3
Alhambra	22	\$853,800	\$861,950	101%	\$560k	\$1.2m	1501	569	12	21
Altadena	19	\$1,370,000	\$1,349,000	106%	\$905k	\$5.1m	1696	808	29	22
Arcadia	43	\$1,250,000	\$1,195,000	98%	\$400k	\$7.2m	1815	689	19	38
Artesia	5	\$530,000	\$580,000	99%	\$442k	\$867k	816	650	21	5
Azusa	15	\$640,000	\$630,000	100%	\$435k	\$1.4m	1158	553	15	14
Baldwin Park	17	\$665,000	\$630,000	103%	\$468k	\$815k	1200	554	16	20
Bel Air	10	\$2,789,000	\$2,797,000	92%	\$965k	\$11.5m	2829	986	15	8
Bellflower	11	\$775,000	\$779,900	100%	\$550k	\$870k	1344	577	16	11
Beverly Center - Miracle Mile	22	\$1,865,000	\$1,912,000	99%	\$465k	\$4.1m	2097	889	38	14
Beverly Hills	16	\$2,940,000	\$2,947,500	86%	\$910k	\$24.2m	1834	1,603	45	22
Beverly Wood	9	\$1,850,000	\$1,899,000	98%	\$1.5m	\$4.8m	1980	934	25	11
Brentwood	30	\$2,335,000	\$2,370,000	95%	\$585k	\$13.4m	1957	1,193	39	22
Burbank	41	\$1,025,000	\$999,900	101%	\$525k	\$2.6m	1403	731	12	46
Calabasas	14	\$1,281,900	\$1,191,900	100%	\$580k	\$2.6m	1922	667	15	12
Canoga Park	14	\$785,500	\$767,500	102%	\$395k	\$1.3m	1569	501	18	12
Canyon Country	28	\$679,500	\$672,000	100%	\$270k	\$1.3m	1576	431	18	48
Carson	36	\$720,000	\$722,500	100%	\$430k	\$1.1m	1382	521	12	35
Castaic	8	\$788,750	\$787,495	97%	\$480k	\$995k	2221	355	35	10
Cerritos	19	\$915,000	\$900,000	100%	\$495k	\$1.5m	1590	575	13	15
Chatsworth	16	\$925,000	\$937,000	100%	\$515k	\$1.8m	2164	427	20	17
Claremont	21	\$960,000	\$975,000	98%	\$512k	\$1.9m	2076	462	17	22
Compton	26	\$585,500	\$579,950	101%	\$450k	\$800k	1125	520	21	29
Covina	31	\$720,000	\$699,000	100%	\$415k	\$1.8m	1486	485	21	37
Culver City	29	\$1,180,000	\$1,198,000	100%	\$455k	\$3.0m	1107	1,066	16	23
Diamond Bar	24	\$1,069,000	\$1,059,000	99%	\$550k	\$1.6m	1971	542	13	33
Downey	26	\$797,500	\$779,450	101%	\$425k	\$1.8m	1372	581	12	35
Downtown L.A.	24	\$602,500	\$599,950	99%	\$365k	\$2.1m	941	640	59	25
Duarte	10	\$777,500	\$759,700	101%	\$613k	\$1.1m	1390	559	13	2
Eagle Rock	6	\$1,189,000	\$1,187,000	105%	\$650k	\$1.9m	1313	906	12	7
East Los Angeles	1	\$420,000	\$698,900	60%	\$420k	\$420k	1586	265	333	4
El Monte	9	\$737,000	\$659,995	105%	\$403k	\$975k	1304	565	16	18
El Segundo	6	\$1,718,000	\$1,675,000	99%	\$670k	\$2.2m	1737	989	22	5
Encino	27	\$1,770,000	\$1,795,000	96%	\$265k	\$15.0m	2500	708	24	43
Gardena	22	\$700,000	\$686,500	101%	\$460k	\$900k	1223	572	24	34
Glassell Park	10	\$1,211,664	\$1,207,000	105%	\$345k	\$1.9m	1624	746	12	1
Glendale	51	\$929,000	\$928,000	103%	\$465k	\$5.5m	1292	719	12	33
Glendora	24	\$807,500	\$802,500	99%	\$500k	\$2.1m	1606	503	14	29
Granada Hills	24	\$1,022,000	\$1,012,000	100%	\$590k	\$2.0m	1580	647	13	36
Hacienda Heights	23	\$851,000	\$765,000	100%	\$400k	\$1.2m	1600	532	15	14
Hancock Park	17	\$1,070,000	\$1,150,000	98%	\$350k	\$5.5m	1796	596	23	18
Harbor City	7	\$900,000	\$890,000	99%	\$515k	\$1.1m	1404	641	8	6
Hawthorne	18	\$812,000	\$804,500	99%	\$525k	\$1.5m	1483	548	13	17
Hermosa Beach	8	\$2,815,000	\$2,597,500	99%	\$1.5m	\$7.1m	2132	1,320	16	15
Hidden Hills	1	\$3,352,000	\$3,999,000	84%	\$3.4m	\$3.4m	3953	848	\$166	4
Highland Park	22	\$1,133,000	\$996,500	109%	\$585k	\$1.9m	1189	953	12	24
Hollywood	10	\$767,000	\$774,000	98%	\$520k	\$3.6m	1093	702	16	13
Hollywood Hills East	8	\$2,032,500	\$2,112,500	95%	\$925k	\$4.4m	2600	782	39	3
Hollywood Hills West	29	\$2,100,000	\$1,999,000	93%	\$575k	\$19.0m	1821	1,153	38	1
Huntington Park	6	\$634,000	\$599,900	103%	\$469k	\$725k	1222	519	24	1
Inglewood	15	\$716,000	\$695,000	101%	\$510k	\$1.1m	1228	583	17	20
La Canada Flintridge	16	\$2,400,000	\$2,299,500	105%	\$1.1m	\$4.1m	2218	1,082	21	12
La Crescenta	15	\$995,000	\$995,000	102%	\$455k	\$2.4m	1244	800	14	13
La Habra Heights	5	\$1,320,000	\$1,400,000	95%	\$720k	\$1.7m	4086	323	92	3

# LOS ANGELES COUNTY SOLD REPORT

LOS ANGELES COUNTY CITIES	UNITS SOLD DEC 2023	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 DEC 2022
La Mirada	16	\$861,500	\$854,000	100%	\$400k	\$1.3m	1586	543	12	26
La Puente	18	\$672,500	\$661,500	101%	\$500k	\$770k	1162	579	10	37
La Verne	14	\$850,500	\$849,450	100%	\$500k	\$1.8m	1766	482	26	17
Lake Balboa	11	\$825,000	\$825,000	100%	\$405k	\$1.1m	1341	615	19	7
Lake Hughes	1	\$441,350	\$445,000	99%	\$441k	\$441k	1200	368	13	0
Lakewood	40	\$836,000	\$834,450	101%	\$520k	\$1.2m	1380	606	10	39
Lancaster	124	\$472,000	\$459,950	100%	\$190k	\$1.1m	1767	267	18	102
Lawndale	7	\$785,000	\$785,000	101%	\$330k	\$940k	1411	556	31	4
Littlerock	7	\$450,000	\$450,000	104%	\$279k	\$565k	1302	346	12	6
Lomita	5	\$970,000	\$995,000	102%	\$685k	\$1.6m	1975	491	16	4
Long Beach	148	\$797,495	\$799,495	99%	\$211k	\$5.7m	1284	621	14	165
Los Angeles	534	\$1,025,000	\$999,000	98%	\$6k	\$19.0m	1465	700	20	505
Los Feliz	7	\$1,933,000	\$1,879,000	98%	\$780k	\$5.7m	2288	845	18	2
Lynwood	8	\$700,000	\$686,000	102%	\$620k	\$750k	1270	551	17	16
Malibu	11	\$4,250,000	\$4,450,000	90%	\$1.2m	\$28.5m	3060	1,389	69	17
Manhattan Beach	19	\$2,850,000	\$2,799,000	98%	\$1.5m	\$7.0m	2220	1,284	26	19
Marina del Rey	13	\$1,015,000	\$1,199,000	96%	\$465k	\$3.6m	1582	642	14	14
Mid Wilshire	9	\$800,000	\$725,000	99%	\$370k	\$1.6m	1370	584	34	1
Mission Hills (San Fernando)	10	\$773,750	\$769,494	103%	\$545k	\$1.0m	1639	472	15	10
Monrovia	16	\$895,000	\$899,000	101%	\$600k	\$2.0m	1571	570	15	17
Montebello	11	\$999,990	\$958,000	99%	\$308k	\$2.1m	2034	492	19	12
Monterey Park	20	\$1,117,855	\$1,119,500	102%	\$480k	\$1.5m	1757	636	17	23
Newhall	21	\$750,000	\$725,000	98%	\$239k	\$1.6m	1410	532	17	17
North Hills	19	\$820,000	\$799,000	100%	\$365k	\$900k	1576	520	14	22
North Hollywood	31	\$825,000	\$799,000	100%	\$260k	\$2.1m	1156	714	18	22
Northridge	21	\$1,125,000	\$1,099,000	102%	\$748k	\$2.4m	2320	485	20	38
Norwalk	31	\$700,000	\$690,000	102%	\$425k	\$839k	1188	589	9	27
Pacific Palisades	18	\$2,336,500	\$2,374,000	97%	\$529k	\$10.0m	2048	1,141	25	18
Pacoima	8	\$654,000	\$639,500	100%	\$385k	\$749k	1123	582	13	8
Palmdale	90	\$485,000	\$485,450	100%	\$50k	\$1.6m	1781	272	18	68
Palms - Mar Vista	20	\$1,859,423	\$2,055,000	98%	\$830k	\$4.2m	2092	889	19	3
Palos Verdes Estates	7	\$2,800,000	\$2,500,000	118%	\$1.5m	\$7.0m	3000	933	34	8
Panorama City	15	\$650,000	\$660,000	101%	\$350k	\$920k	1258	517	14	11
Paramount	8	\$525,000	\$521,500	99%	\$400k	\$995k	1082	485	8	17
Park Hills Heights	29	\$949,000	\$1,025,000	100%	\$400k	\$1.8m	1513	627	21	8
Pasadena	95	\$1,225,000	\$1,180,000	101%	\$445k	\$6.0m	1565	783	12	69
Pico Rivera	14	\$665,000	\$649,999	103%	\$565k	\$815k	1261	527	21	11
Playa del Rey	10	\$913,000	\$964,500	92%	\$525k	\$2.0m	1309	697	27	8
Playa Vista	7	\$1,350,000	\$1,500,000	98%	\$700k	\$3.1m	1310	1,031	29	8
Pomona	56	\$629,500	\$632,500	99%	\$440k	\$996k	1497	421	14	42
Porter Ranch	21	\$1,250,000	\$1,324,950	99%	\$465k	\$2.3m	2355	531	10	21
Rancho Palos Verdes	29	\$1,690,000	\$1,750,000	97%	\$468k	\$11.3m	2129	794	33	26
Redondo Beach	55	\$1,400,000	\$1,400,000	99%	\$749k	\$3.2m	1776	788	18	34
Reseda	28	\$730,000	\$749,450	100%	\$406k	\$1.0m	1297	563	20	18
Rolling Hills	2	\$3,350,000	\$3,597,000	93%	\$2.9m	\$3.8m	3159	1,060	152	1
Rolling Hills Estates	7	\$1,300,000	\$1,265,000	100%	\$640k	\$1.8m	1792	725	16	6
Rosemead	12	\$847,500	\$813,944	101%	\$670k	\$1.1m	1364	621	17	10
Rowland Heights	9	\$950,000	\$888,888	101%	\$685k	\$1.4m	1605	592	20	11
San Dimas	12	\$857,500	\$882,400	102%	\$539k	\$1.3m	1898	452	13	21
San Fernando	8	\$725,000	\$722,000	101%	\$500k	\$915k	1429	507	15	4
San Gabriel	10	\$1,230,400	\$1,133,900	102%	\$625k	\$1.7m	1805	682	11	14
San Marino	3	\$2,056,000	\$1,788,000	104%	\$1.6m	\$2.9m	2150	956	11	4
San Pedro	38	\$849,500	\$829,450	100%	\$485k	\$2.4m	1603	530	16	40

# LOS ANGELES COUNTY SOLD REPORT

LOS ANGELES COUNTY CITIES	UNITS SOLD DEC 2023	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 DEC 2022
Santa Fe Springs	4	\$723,628	\$729,250	99%	\$721k	\$778k	1375	526	25	3
Santa Monica	31	\$2,041,300	\$2,105,000	92%	\$610k	\$22.5m	1664	1,227	25	37
Saugus	30	\$857,500	\$839,500	100%	\$325k	\$1.1m	1708	502	19	30
Sherman Oaks	39	\$1,275,000	\$1,199,999	98%	\$500k	\$3.7m	1782	715	18	50
Sierra Madre	5	\$1,376,000	\$1,289,000	102%	\$950k	\$2.0m	1647	835	15	6
Signal Hill	4	\$540,500	\$537,450	100%	\$380k	\$570k	1161	466	9	7
Silver Lake	9	\$795,000	\$800,000	103%	\$375k	\$1.5m	1132	702	30	3
South Gate	12	\$668,500	\$677,950	99%	\$550k	\$765k	1168	572	8	11
South Pasadena	12	\$1,466,500	\$1,224,000	106%	\$750k	\$3.1m	1656	886	20	10
Stevenson Ranch	4	\$1,021,000	\$1,077,875	98%	\$610k	\$1.6m	2901	352	11	6
Studio City	22	\$1,899,500	\$1,997,000	97%	\$575k	\$6.3m	2435	780	20	22
Sun Valley	10	\$742,000	\$770,000	101%	\$500k	\$1.1m	1221	608	12	14
Sunland	10	\$848,750	\$799,000	104%	\$445k	\$1.6m	1322	642	21	9
Sunset Strip	29	\$2,100,000	\$1,999,000	93%	\$575k	\$19.0m	1821	1,153	38	1
Sylmar	23	\$740,000	\$725,000	101%	\$500k	\$1.5m	1485	498	14	29
Tarzana	24	\$856,250	\$874,000	95%	\$282k	\$6.5m	1898	451	34	27
Temple City	14	\$957,550	\$936,000	101%	\$820k	\$1.4m	1386	691	16	9
Toluca Lake	2	\$1,125,000	\$1,144,000	98%	\$950k	\$1.3m	1660	678	17	10
Topanga	6	\$1,732,500	\$1,695,000	102%	\$838k	\$3.0m	1929	898	42	6
Torrance	64	\$902,500	\$900,000	100%	\$380k	\$2.3m	1357	665	12	74
Tujunga	13	\$930,000	\$930,000	102%	\$680k	\$1.4m	1668	558	29	12
Valencia	58	\$772,500	\$796,000	100%	\$380k	\$1.6m	1653	467	18	51
Valley Glen	5	\$969,000	\$969,000	102%	\$445k	\$1.5m	1499	646	11	10
Valley Village	17	\$1,154,928	\$1,100,000	102%	\$356k	\$2.7m	1727	669	9	12
Van Nuys	26	\$830,000	\$840,250	99%	\$310k	\$1.9m	1538	540	30	22
Venice	11	\$2,305,000	\$2,485,000	97%	\$1.3m	\$4.0m	1504	1,533	27	17
View Park	0	-	-	-	-	-	-	-	-	3
Walnut	15	\$999,990	\$988,880	99%	\$130k	\$1.8m	1859	538	17	13
West Covina	32	\$748,500	\$750,000	101%	\$510k	\$1.3m	1538	487	12	47
West Hills	30	\$944,950	\$949,450	101%	\$510k	\$1.7m	1822	519	15	26
West Hollywood	15	\$999,000	\$1,075,000	98%	\$550k	\$2.0m	1102	907	19	21
West Los Angeles	13	\$1,185,000	\$1,149,000	102%	\$535k	\$3.3m	1495	793	11	1
Westchester	19	\$1,550,000	\$1,495,000	101%	\$1.1m	\$3.0m	1770	876	14	18
Westlake Village	6	\$1,317,500	\$1,324,500	98%	\$460k	\$2.7m	2304	572	23	7
Westwood - Century City	34	\$1,647,500	\$1,694,500	99%	\$6k	\$6.0m	1964	839	13	6
Whittier	61	\$763,555	\$755,000	101%	\$334k	\$3.2m	1337	571	14	70
Wilmington	3	\$710,000	\$725,000	98%	\$695k	\$725k	1427	498	13	5
Winnetka	14	\$763,500	\$723,000	103%	\$345k	\$1.2m	1216	628	12	19
Woodland Hills	47	\$1,210,000	\$1,199,999	100%	\$465k	\$4.6m	2016	600	16	47
<b>All of L.A.</b>	<b>3,269</b>	<b>\$850,000</b>	<b>\$848,000</b>	<b>99%</b>	<b>\$6k</b>	<b>\$28.5m</b>	<b>1533</b>	<b>554</b>	<b>16</b>	<b>3,336</b>
\$0-\$500k	362	\$435,000	\$435,000	99%	\$6k	\$500k	1096	397	18	450
\$500k-\$750k	910	\$646,950	\$640,000	100%	\$501k	\$750k	1200	539	15	1126
\$750k-\$1m	805	\$860,000	\$850,000	100%	\$751k	\$1.0m	1531	562	15	672
\$1m-\$1.25m	359	\$1,120,000	\$1,100,000	101%	\$1.0m	\$1.3m	1727	649	15	325
\$1.25m-\$1.5m	248	\$1,366,000	\$1,375,500	101%	\$1.3m	\$1.5m	1935	706	16	239
\$1.5m-\$2m	267	\$1,700,000	\$1,699,999	100%	\$1.5m	\$2.0m	2129	798	19	221
\$2m-\$3m	173	\$2,400,000	\$2,448,000	99%	\$2.0m	\$3.0m	2715	884	24	152
\$3m-\$4m	61	\$3,400,000	\$3,575,000	97%	\$3.0m	\$4.0m	3598	945	42	68
\$4m-\$6m	54	\$4,775,000	\$4,995,000	97%	\$4.1m	\$6.0m	4336	1,101	26	50
\$6m+	30	\$9,840,000	\$10,299,500	89%	\$6.3m	\$28.5m	5660	1,739	46	33

\*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Not all cities are listed but are included in the L.A. totals.

# LOS ANGELES COUNTY FORECLOSURE REPORT

LOS ANGELES COUNTY CITIES 1/18/2024	CURRENT ACTIVES	NUMBER OF FORECLOSURES & SHORT SALE ACTIVES	% OF ACTIVE INVENTORY	LOS ANGELES COUNTY CITIES	CURRENT ACTIVES	NUMBER OF FORECLOSURES & SHORT SALE ACTIVES	% OF ACTIVE INVENTORY
Acton	39	1	2.6%	La Crescenta	9	0	0.0%
Agoura Hills	32	0	0.0%	La Habra Heights	14	2	14.3%
Agua Dulce	14	1	7.1%	La Mirada	16	0	0.0%
Alhambra	22	0	0.0%	La Puente	26	0	0.0%
Altadena	23	0	0.0%	La Verne	17	0	0.0%
Arcadia	89	0	0.0%	Lake Balboa	16	0	0.0%
Artesia	10	0	0.0%	Lake Hughes	8	0	0.0%
Azusa	26	0	0.0%	Lakewood	23	0	0.0%
Baldwin Park	10	0	0.0%	Lancaster	246	3	1.2%
Bel Air	73	1	1.4%	Lawndale	9	0	0.0%
Bellflower	19	0	0.0%	Littlerock	26	0	0.0%
Beverly Center - Mirac	80	1	1.3%	Lomita	13	0	0.0%
Beverly Hills	216	0	0.0%	Long Beach	277	1	0.4%
Beverlywood	46	0	0.0%	Los Angeles	1,910	19	1.0%
Brentwood	83	0	0.0%	Los Feliz	50	0	0.0%
Burbank	65	1	1.5%	Lynwood	7	0	0.0%
Calabasas	60	0	0.0%	Malibu	174	2	1.1%
Canoga Park	21	0	0.0%	Manhattan Beach	57	0	0.0%
Canyon Country	57	1	1.8%	Marina del Rey	64	0	0.0%
Carson	38	1	2.6%	Mid Wilshire	45	2	4.4%
Castaic	23	0	0.0%	Mission Hills (San Fer	7	0	0.0%
Cerritos	8	0	0.0%	Monrovia	23	0	0.0%
Chatsworth	38	1	2.6%	Montebello	26	0	0.0%
Claremont	26	1	3.8%	Monterey Park	42	0	0.0%
Compton	42	2	4.8%	Newhall	27	0	0.0%
Covina	33	0	0.0%	North Hills	27	0	0.0%
Culver City	54	1	1.9%	North Hollywood	57	0	0.0%
Diamond Bar	65	0	0.0%	Northridge	38	0	0.0%
Downey	43	0	0.0%	Norwalk	27	0	0.0%
Downtown L.A.	209	0	0.0%	Pacific Palisades	74	0	0.0%
Duarte	13	0	0.0%	Pacoima	26	0	0.0%
Eagle Rock	19	0	0.0%	Palmdale	209	5	2.4%
East Los Angeles	12	0	0.0%	Palms - Mar Vista	55	0	0.0%
El Monte	33	0	0.0%	Palos Verdes Estates	28	0	0.0%
El Segundo	10	0	0.0%	Panorama City	29	1	3.4%
Encino	110	2	1.8%	Paramount	11	0	0.0%
Gardena	22	1	4.5%	Park Hills Heights	93	1	1.1%
Glassell Park	16	0	0.0%	Pasadena	141	0	0.0%
Glendale	59	0	0.0%	Pico Rivera	16	0	0.0%
Glendora	33	0	0.0%	Playa del Rey	24	1	4.2%
Granada Hills	38	1	2.6%	Playa Vista	18	0	0.0%
Hacienda Heights	40	0	0.0%	Pomona	76	0	0.0%
Hancock Park	64	0	0.0%	Porter Ranch	34	1	2.9%
Harbor City	11	0	0.0%	Rancho Palos Verdes	49	1	2.0%
Hawthorne	24	0	0.0%	Redondo Beach	70	0	0.0%
Hermosa Beach	36	0	0.0%	Reseda	31	1	3.2%
Hidden Hills	24	0	0.0%	Rolling Hills	5	0	0.0%
Highland Park	23	0	0.0%	Rolling Hills Estates	7	0	0.0%
Hollywood	80	1	1.3%	Rosemead	14	0	0.0%
Hollywood Hills East	34	0	0.0%	Rowland Heights	29	0	0.0%
Hollywood Hills West	200	4	2.0%	San Dimas	28	0	0.0%
Huntington Park	15	1	6.7%	San Fernando	10	0	0.0%
Inglewood	66	0	0.0%	San Gabriel	29	0	0.0%
La Canada Flintridge	19	0	0.0%	San Marino	20	0	0.0%

# LOS ANGELES COUNTY FORECLOSURE REPORT

LOS ANGELES COUNTY CITIES				LOS ANGELES COUNTY CITIES			
1/18/2024				ATTACHED			
LOS ANGELES COUNTY CITIES	CURRENT ACTIVES	NUMBER OF FORECLOSURES & SHORT SALE ACTIVES	% OF ACTIVE INVENTORY	LOS ANGELES COUNTY CITIES	CURRENT ACTIVES	NUMBER OF FORECLOSURES & SHORT SALE ACTIVES	% OF ACTIVE INVENTORY
San Pedro	66	0	0.0%	All of L.A.	1,436	7	0.5%
Santa Fe Springs	3	0	0.0%	\$0-\$500k	332	2	0.6%
Santa Monica	125	0	0.0%	\$500k-\$750k	493	4	0.8%
Saugus	35	0	0.0%	\$750k-\$1m	291	0	0.0%
Sherman Oaks	89	1	1.1%	\$1m-\$2m	245	1	0.4%
Sierra Madre	8	0	0.0%	\$2m+	75	0	0.0%
Signal Hill	7	0	0.0%	DETACHED			
Silver Lake	65	0	0.0%	All of L.A.	6,000	57	1.0%
South Gate	10	0	0.0%	\$0-\$500k	377	6	1.6%
South Pasadena	11	0	0.0%	\$500k-\$750k	910	17	1.9%
Stevenson Ranch	4	0	0.0%	\$750k-\$1m	1,104	9	0.8%
Studio City	74	0	0.0%	\$1m-\$1.25m	502	2	0.4%
Sun Valley	17	0	0.0%	\$1.25m-\$1.5m	493	6	1.2%
Sunland	15	1	6.7%	\$1.5m-\$2m	649	4	0.6%
Sunset Strip	200	4	2.0%	\$2m-\$3m	641	7	1.1%
Sylmar	41	0	0.0%	\$3m-\$4m	374	5	1.3%
Tarzana	54	0	0.0%	\$4m-\$6m	348	1	0.3%
Temple City	15	0	0.0%	\$6m+	602	0	0.0%
Toluca Lake	17	0	0.0%	ALL HOMES			
Topanga	19	0	0.0%	All of L.A.	7,436	64	0.9%
Torrance	74	0	0.0%	\$0-\$500k	709	8	1.1%
Tujunga	15	0	0.0%	\$500k-\$750k	1,403	21	1.5%
Valencia	73	0	0.0%	\$750k-\$1m	1,395	9	0.6%
Valley Glen	8	0	0.0%	\$1m-\$1.25m	594	3	0.5%
Valley Village	38	1	2.6%	\$1.25m-\$1.5m	568	6	1.1%
Van Nuys	45	0	0.0%	\$1.5m-\$2m	727	4	0.6%
Venice	82	2	2.4%	\$2m-\$3m	678	7	1.0%
View Park	10	0	0.0%	\$3m-\$4m	397	5	1.3%
Walnut	18	0	0.0%	\$4m-\$6m	357	1	0.3%
West Covina	39	0	0.0%	\$6m+	608	0	0.0%
West Hills	29	0	0.0%	COUNTY HIGH SHARES - ACCOUNT FOR 33%			
West Hollywood	136	0	0.0%	Acton	39	1	2.6%
West Los Angeles	37	0	0.0%	La Habra Heights	14	2	14.3%
Westchester	32	2	6.3%	Agua Dulce	14	1	7.1%
Westlake Village	19	0	0.0%	Huntington Park	15	1	6.7%
Westwood - Century C	177	1	0.6%	Sunland	15	1	6.7%
Whittier	87	1	1.1%	Westchester	32	2	6.3%
Wilmington	10	0	0.0%	Compton	42	2	4.8%
Winnetka	29	0	0.0%	Gardena	22	1	4.5%
Woodland Hills	112	4	3.6%	Mid Wilshire	45	2	4.4%
All of L.A.	7,436	64	0.9%	Playa del Rey	24	1	4.2%
LOS ANGELES COUNTY DISTRESSED BREAKDOWN				Claremont	26	1	3.8%
	CURRENT ACTIVES	PENDINGS (LAST 30 DAYS)	MARKET TIME (IN DAYS)	Woodland Hills	112	4	3.6%
Total Foreclosures	43	18	72	Panorama City	29	1	3.4%
Total Short Sale	17	11	46	Reseda	31	1	3.2%



# SOUTHERN CALIFORNIA HOUSING REPORT

ALL PROPERTIES 1/18/2024	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
Los Angeles County	7,436	2,442	91	86	83	108	42
Orange County	1,900	1,010	56	62	53	81	23
Riverside County	4,845	1,785	81	96	92	98	27
San Bernardino County	3,470	1,119	93	103	98	104	34
San Diego County	2,579	1,299	60	66	56	61	27
Ventura County	622	305	61	62	55	73	21
<b>SOCAL TOTALS</b>	<b>20,852</b>	<b>7,960</b>	<b>79</b>	<b>79</b>	<b>73</b>	<b>88</b>	<b>29</b>

DISTRESSED PROPERTIES 1/18/2024	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
Los Angeles County	60	29	62	65	58	54	31
Orange County	8	5	48	100	90	55	7
Riverside County	38	17	67	60	49	63	36
San Bernardino County	38	13	88	70	63	69	17
San Diego County	12	7	51	98	53	190	38
Ventura County	5	3	50	30	120	60	15
<b>SOCAL TOTALS</b>	<b>161</b>	<b>74</b>	<b>65</b>	<b>70</b>	<b>72</b>	<b>82</b>	<b>24</b>