

Los Angeles Neighborhood Sales Trends

Q2 | APRIL-JUNE 2026



Q2 MARKET ANALYSIS: A FRAGMENTED AND PRICE-SENSITIVE MARKET

OVERALL MARKET PICTURE

The defining characteristic of the Q2 2026 Los Angeles market was fragmentation. Rather than moving uniformly higher or lower, individual neighborhoods produced very different results. However, one consistent pattern did emerge: **median sale prices generally declined while price per square foot remained comparatively stable.**

That distinction is important. It suggests much of the decline in median prices reflected changes in the mix of homes that sold—smaller homes, different locations within a neighborhood, or fewer trophy properties—rather than a broad decline in property values.

VERY MIXED RESULTS FROM ONE NEIGHBORHOOD TO THE NEXT

- Median prices declined in 12 of the 18 neighborhoods.
- Price per square foot increased in 10 neighborhoods and declined in 8, leaving the overall average essentially flat.
- Sales volume declined in 10 neighborhoods and increased in 8.
- Days on Market improved in 11 neighborhoods and increased in 7, indicating that well-priced homes generally continued to sell efficiently.
- Sale-to-list price ratios remained remarkably stable, with most neighborhoods closing between 97% and 100% of asking price.

MARKET IS SELECTIVE, RATHER THAN BROADLY WEAK

Buyers were still active, but they were highly sensitive to price, condition of the home, and value. **Homes that were in very good condition and positioned/priced correctly typically sold quickly at close to asking price.** At the same time, there's little evidence of bidding substantially above asking price.

As mentioned above, lower median selling prices combined with stable average prices-per-square-foot figures suggest that **many neighborhoods experienced a shift in the mix of homes sold rather than a broad decline in values.**

Several neighborhoods show why median price alone can be misleading:

- **Cheviot Hills-Rancho Park:** Median price **-19%**; price per square foot **+20%**.
- **Santa Monica:** Median price **-13%**; price per square foot **+6%**.
- **Hancock Park & Windsor Square:** Median price **+16%**; price per square foot **-9%**.
- **Toluca Lake:** Median price **-29%**; price per square foot essentially unchanged.
- **Westwood (excluding Little Holmby):** Median price **+13%**; price per square foot essentially flat.
- **Beverly Center:** Median price **-14%**; price per square foot **-7%**, suggesting somewhat greater pricing softness.

MARKET HAD MORE MOMENTUM IN Q2 2026

Homes sold faster in most neighborhoods, with notable improvements in Little Holmby, Beverly Hills Post Office, Beverly Center, Beverly Hills north of Santa Monica Boulevard and Pacific Palisades.

Days on Market increased most in Palms-Mar Vista, Sunset Strip-Hollywood Hills West, Hancock Park & Windsor Square, Toluca Lake and Brentwood, reinforcing that market conditions varied significantly by neighborhood.

OVERALL CONCLUSION

The Q2 2026 market was best characterized as fragmented and increasingly price-sensitive. Median prices generally softened, but price per square foot remained resilient, suggesting that changing sales mix accounted for much of the apparent decline. Buyers continued to purchase well-priced homes at close to asking prices, while neighborhood-level performance varied widely. The data therefore supports a market that remained fundamentally stable rather than one experiencing broad-based price declines.

BEL AIR – HOLMBY HILLS



Q2 2026 MARKET SNAPSHOT

MEDIAN PRICE

\$3,250,000

AVERAGE PRICE PER SQUARE FOOT

\$1,044

DATA	Q2 2025	Q2 2026	% CHANGE
Median Price	\$4,320,000	\$3,250,000	-25%
Lowest Price	\$885,000	\$920,000	—
Highest Price	\$110,000,000	\$22,500,000	—
Average Price per Square Foot	\$1,240	\$1,044	-16%
Average Selling Price / Average Listing Price	95%	92%	—
Properties Sold	59	37	-37%
Days on Market	51	48	-6%

* All information deemed reliable but not guaranteed. All sales data sourced from the CLAW MLS.



BEVERLY CENTER



Q2 2026 MARKET SNAPSHOT

MEDIAN PRICE

\$1,969,250

AVERAGE PRICE PER SQUARE FOOT

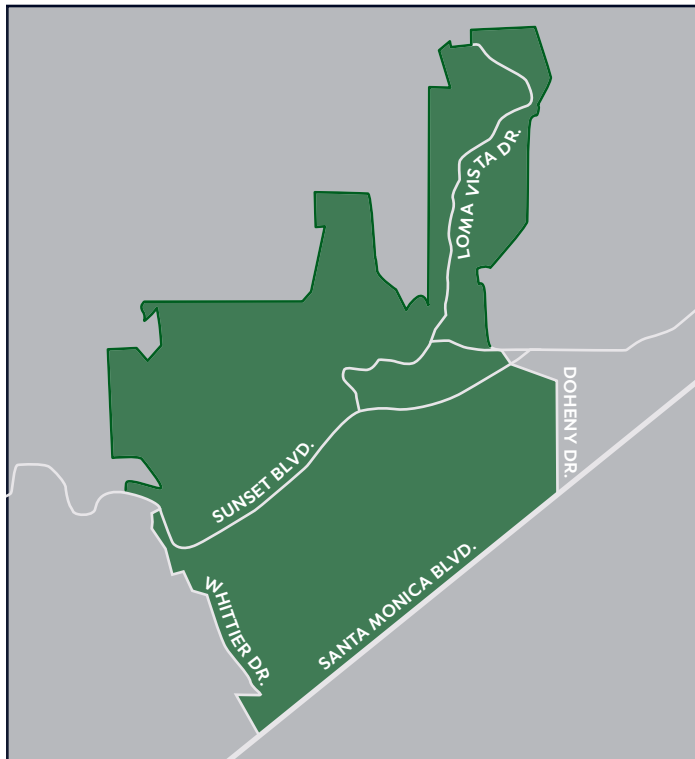
\$906

DATA	Q2 2025	Q2 2026	% CHANGE
Median Price	\$2,292,575	\$1,969,250	-14%
Lowest Price	\$1,200,000	\$797,500	—
Highest Price	\$4,888,000	\$5,287,750	—
Average Price per Square Foot	\$978	\$906	-7%
Average Selling Price / Average Listing Price	98%	100%	—
Properties Sold	48	38	-21%
Days on Market	42	32	-24%

* All information deemed reliable but not guaranteed. All sales data sourced from the CLAW MLS.



BEVERLY HILLS (NORTH OF SANTA MONICA BLVD.)



Q2 2026 MARKET SNAPSHOT

MEDIAN PRICE

\$11,300,000

AVERAGE PRICE PER SQUARE FOOT

\$2,281

DATA	Q2 2025	Q2 2026	% CHANGE
Median Price	\$12,122,500	\$11,300,000	-7%
Lowest Price	\$2,765,000	\$4,150,000	—
Highest Price	\$51,750,000	\$46,950,000	—
Average Price per Square Foot	\$2,325	\$2,281	-2%
Average Selling Price / Average Listing Price	90%	93%	—
Properties Sold	24	38	58%
Days on Market	70	56	-20%

* All information deemed reliable but not guaranteed. All sales data sourced from the CLAW MLS.



BEVERLY HILLS (SOUTH OF SANTA MONICA BLVD.)



Q2 2026 MARKET SNAPSHOT

MEDIAN PRICE

\$3,925,000

AVERAGE PRICE PER SQUARE FOOT

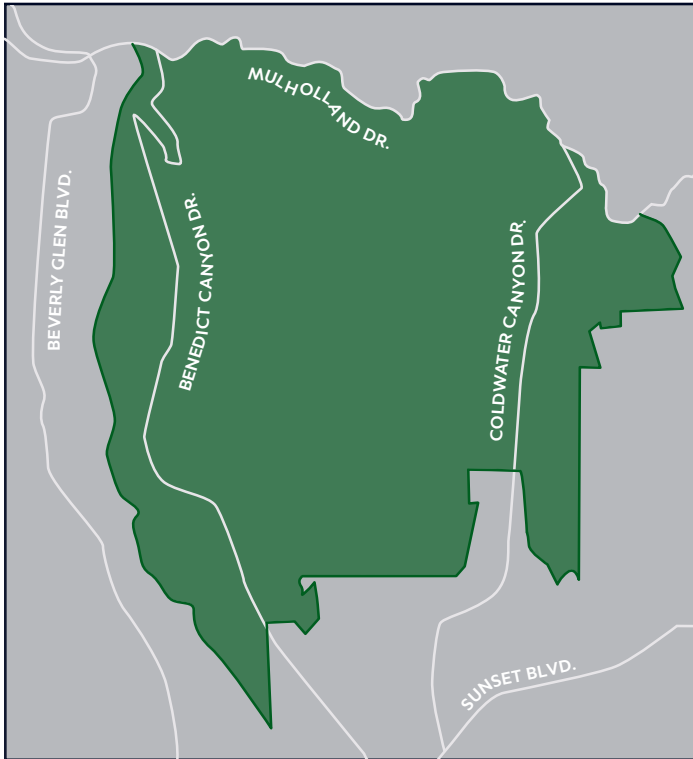
\$1,509

DATA	Q2 2025	Q2 2026	% CHANGE
Median Price	\$3,462,500	\$3,925,000	13%
Lowest Price	\$1,850,000	\$2,099,000	—
Highest Price	\$5,552,000	\$7,130,500	—
Average Price per Square Foot	\$1,242	\$1,509	22%
Average Selling Price / Average Listing Price	101%	99%	—
Properties Sold	14	22	57%
Days on Market	36	25	-31%

* All information deemed reliable but not guaranteed. All sales data sourced from the CLAW MLS.



BEVERLY HILLS POST OFFICE



Q2 2026 MARKET SNAPSHOT

MEDIAN PRICE

\$3,150,000

AVERAGE PRICE PER SQUARE FOOT

\$1,145

DATA	Q2 2025	Q2 2026	% CHANGE
Median Price	\$3,422,500	\$3,150,000	-8%
Lowest Price	\$1,565,000	\$600,000	—
Highest Price	\$63,100,000	\$17,000,000	—
Average Price per Square Foot	\$1,144	\$1,145	0%
Average Selling Price / Average Listing Price	90%	94%	—
Properties Sold	44	37	-16%
Days on Market	49	29	-41%

* All information deemed reliable but not guaranteed. All sales data sourced from the CLAW MLS.



BRENTWOOD



Q2 2026 MARKET SNAPSHOT

MEDIAN PRICE

\$3,625,000

AVERAGE PRICE PER SQUARE FOOT

\$1,385

DATA	Q2 2025	Q2 2026	% CHANGE
Median Price	\$4,400,000	\$3,625,000	-18%
Lowest Price	\$1,500,000	\$1,150,000	—
Highest Price	\$30,000,000	\$31,000,000	—
Average Price per Square Foot	\$1,447	\$1,385	-4%
Average Selling Price / Average Listing Price	96%	94%	—
Properties Sold	75	74	-1%
Days on Market	30	39	30%

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CHEVIOT HILLS – RANCHO PARK



Q2 2026 MARKET SNAPSHOT

MEDIAN PRICE

\$2,485,000

AVERAGE PRICE PER SQUARE FOOT

\$1,259

DATA	Q2 2025	Q2 2026	% CHANGE
Median Price	\$3,078,500	\$2,485,000	-19%
Lowest Price	\$1,325,000	\$1,375,000	—
Highest Price	\$8,500,000	\$6,500,000	—
Average Price per Square Foot	\$1,045	\$1,259	20%
Average Selling Price / Average Listing Price	100%	100%	—
Properties Sold	30	27	-10%
Days on Market	18	17	-6%

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HANCOCK PARK & WINDSOR SQUARE (HPOZs ONLY)



Q2 2026 MARKET SNAPSHOT

MEDIAN PRICE

\$3,915,000

AVERAGE PRICE PER SQUARE FOOT

\$1,076

DATA	Q2 2025	Q2 2026	% CHANGE
Median Price	\$3,369,580	\$3,915,000	16%
Lowest Price	\$1,550,000	\$1,750,000	—
Highest Price	\$11,100,000	\$12,000,000	—
Average Price per Square Foot	\$1,183	\$1,076	-9%
Average Selling Price / Average Listing Price	100%	96%	—
Properties Sold	18	23	28%
Days on Market	19	26	37%

* All information deemed reliable but not guaranteed. All sales data sourced from the CLAW MLS.



LITTLE HOLMBY



Q2 2026 MARKET SNAPSHOT

MEDIAN PRICE

\$7,100,000

AVERAGE PRICE PER SQUARE FOOT

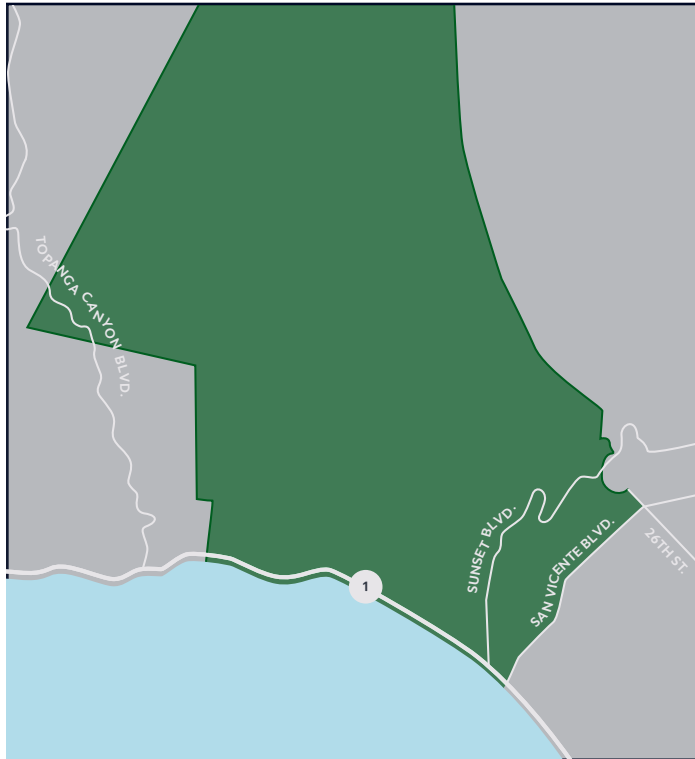
\$1,541

DATA	Q2 2025	Q2 2026	% CHANGE
Median Price	\$5,149,000	\$7,100,000	38%
Lowest Price	\$3,200,000	\$3,550,000	—
Highest Price	\$7,995,000	\$7,102,500	—
Average Price per Square Foot	\$1,450	\$1,541	6%
Average Selling Price / Average Listing Price	102%	102%	—
Properties Sold	5	3	-40%
Days on Market	21	8	-62%

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PACIFIC PALISADES



Q2 2026 MARKET SNAPSHOT

MEDIAN PRICE

\$3,151,789

AVERAGE PRICE PER SQUARE FOOT

\$1,220

DATA	Q2 2025	Q2 2026	% CHANGE
Median Price	\$6,302,212	\$3,151,789	-50%
Lowest Price	\$1,400,000	\$1,750,000	—
Highest Price	\$20,000,000	\$10,019,375	—
Average Price per Square Foot	\$1,669	\$1,220	-27%
Average Selling Price / Average Listing Price	98%	97%	—
Properties Sold	12	46	283%
Days on Market	30	26	-13%

* All information deemed reliable but not guaranteed. All sales data sourced from the CLAW MLS.



PALMS – MAR VISTA



Q2 2026 MARKET SNAPSHOT

MEDIAN PRICE

\$2,085,000

AVERAGE PRICE PER SQUARE FOOT

\$1,091

DATA	Q2 2025	Q2 2026	% CHANGE
Median Price	\$2,287,517	\$2,085,000	-9%
Lowest Price	\$700,000	\$1,045,000	—
Highest Price	\$6,750,000	\$6,675,000	—
Average Price per Square Foot	\$1,248	\$1,091	-13%
Average Selling Price / Average Listing Price	102%	99%	—
Properties Sold	80	85	6%
Days on Market	15	26	73%

* All information deemed reliable but not guaranteed. All sales data sourced from the CLAW MLS.



SANTA MONICA



Q2 2026 MARKET SNAPSHOT

MEDIAN PRICE

\$3,800,000

AVERAGE PRICE PER SQUARE FOOT

\$1,698

DATA	Q2 2025	Q2 2026	% CHANGE
Median Price	\$4,390,000	\$3,800,000	-13%
Lowest Price	\$1,550,000	\$1,160,000	—
Highest Price	\$14,550,000	\$11,213,000	—
Average Price per Square Foot	\$1,606	\$1,698	6%
Average Selling Price / Average Listing Price	99%	99%	—
Properties Sold	74	61	-18%
Days on Market	28	30	7%

* All information deemed reliable but not guaranteed. All sales data sourced from the CLAW MLS.



SHERMAN OAKS



Q2 2026 MARKET SNAPSHOT

MEDIAN PRICE

\$1,699,000

AVERAGE PRICE PER SQUARE FOOT

\$851

DATA	Q2 2025	Q2 2026	% CHANGE
Median Price	\$1,740,000	\$1,699,000	-2%
Lowest Price	\$750,000	\$807,000	—
Highest Price	\$6,470,000	\$8,415,000	—
Average Price per Square Foot	\$840	\$851	1%
Average Selling Price / Average Listing Price	98%	99%	—
Properties Sold	128	137	7%
Days on Market	31	30	-3%

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STUDIO CITY



Q2 2026 MARKET SNAPSHOT

MEDIAN PRICE

\$2,055,500

AVERAGE PRICE PER SQUARE FOOT

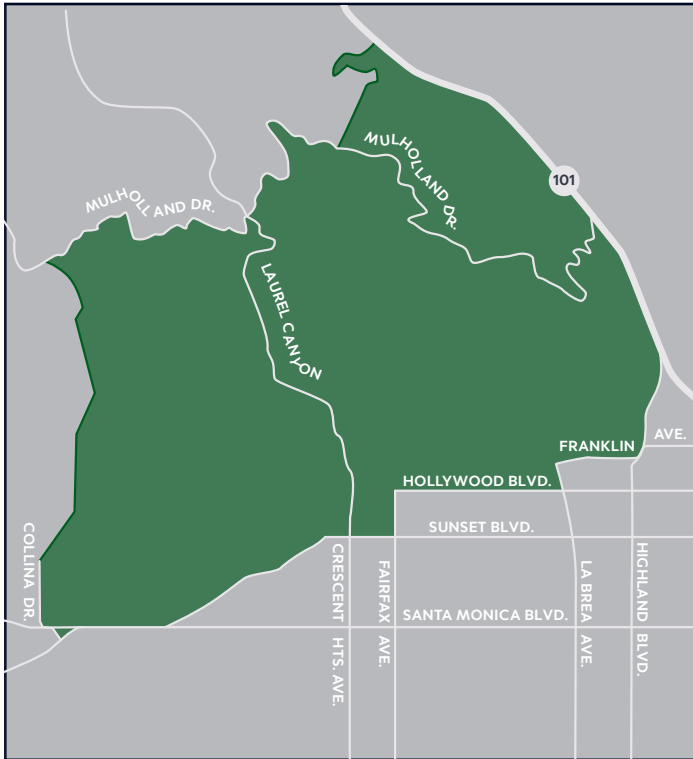
\$927

DATA	Q2 2025	Q2 2026	% CHANGE
Median Price	\$1,929,000	\$2,055,500	7%
Lowest Price	\$892,000	\$1,350,000	—
Highest Price	\$6,880,000	\$8,750,000	—
Average Price per Square Foot	\$909	\$927	2%
Average Selling Price / Average Listing Price	99%	99%	—
Properties Sold	93	86	-8%
Days on Market	34	40	18%

* All information deemed reliable but not guaranteed. All sales data sourced from the CLAW MLS.



SUNSET STRIP – HOLLYWOOD HILLS WEST



Q2 2026 MARKET SNAPSHOT

MEDIAN PRICE

\$2,012,500

AVERAGE PRICE PER SQUARE FOOT

\$1,039

DATA	Q2 2025	Q2 2026	% CHANGE
Median Price	\$2,230,000	\$2,012,500	-10%
Lowest Price	\$930,000	\$720,000	—
Highest Price	\$14,787,000	\$14,750,000	—
Average Price per Square Foot	\$1,117	\$1,039	-7%
Average Selling Price / Average Listing Price	97%	97%	—
Properties Sold	100	96	-4%
Days on Market	28	39	39%

* All information deemed reliable but not guaranteed. All sales data sourced from the CLAW MLS.



TOLUCA LAKE



Q2 2026 MARKET SNAPSHOT

MEDIAN PRICE

\$1,717,500

AVERAGE PRICE PER SQUARE FOOT

\$924

DATA	Q2 2025	Q2 2026	% CHANGE
Median Price	\$2,422,500	\$1,717,500	-29%
Lowest Price	\$1,215,000	\$950,000	—
Highest Price	\$7,650,000	\$7,600,000	—
Average Price per Square Foot	\$919	\$924	1%
Average Selling Price / Average Listing Price	97%	99%	—
Properties Sold	14	20	43%
Days on Market	38	50	32%

* All information deemed reliable but not guaranteed. All sales data sourced from the CLAW MLS.



WEST HOLLYWOOD & VICINITY



Q2 2026 MARKET SNAPSHOT

MEDIAN PRICE

\$2,563,000

AVERAGE PRICE PER SQUARE FOOT

\$1,273

DATA	Q2 2025	Q2 2026	% CHANGE
Median Price	\$2,160,000	\$2,563,000	19%
Lowest Price	\$1,100,000	\$537,500	—
Highest Price	\$6,800,000	\$5,035,000	—
Average Price per Square Foot	\$1,136	\$1,273	12%
Average Selling Price / Average Listing Price	97%	99%	—
Properties Sold	31	38	23%
Days on Market	47	45	-4%

* All information deemed reliable but not guaranteed. All sales data sourced from the CLAW MLS.



WESTWOOD (EXCLUDING LITTLE HOLMBY)



Q2 2026 MARKET SNAPSHOT

MEDIAN PRICE

\$2,688,750

AVERAGE PRICE PER SQUARE FOOT

\$1,159

DATA	Q2 2025	Q2 2026	% CHANGE
Median Price	\$2,375,000	\$2,688,750	13%
Lowest Price	\$1,565,000	\$1,650,000	—
Highest Price	\$4,375,000	\$9,190,058	—
Average Price per Square Foot	\$1,154	\$1,159	0%
Average Selling Price / Average Listing Price	102%	100%	—
Properties Sold	37	36	-3%
Days on Market	28	25	-11%

* All information deemed reliable but not guaranteed. All sales data sourced from the CLAW MLS.

