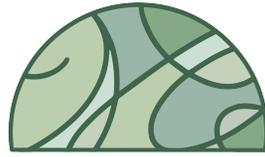


LUXURY REAL ESTATE MARKET RESEARCH



THE MASLON  
GROUP

AT DOUGLAS ELLIMAN REAL ESTATE

# MICRO MARKET REPORT

MARCH 2022

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LOS ANGELES COUNTY  
ORANGE COUNTY  
SANTA BARBARA COUNTY  
MONTEREY COUNTY  
RIVERSIDE COUNTY  
SAN DIEGO COUNTY

# Reading the Report

Each Micro Market area contains an analysis of current conditions and past trends. In order to take the most away from this report, it is important to understand how to read each micro market.

**The Data** presents statistical information about past and current conditions, comparing the previous year's month to the current month. Each statistic is compiled from sales data during the month of the respective year. It is then analyzed by Percent Change, which is calculated by taking Current Value minus Past Value and then divided by Past Value.

**The Numbers** is a compilation of important take-away statistics for each area to gain a quick understanding of market conditions. Median Sales Price and Days on market are 12 month averages for the period ending in the current month. The values for Properties for Sale and Shadow Inventory are presented in both text and graphical form to show the relationship of Shadow to Active Inventory.

**The Yearly Trend** presents the Median Sales Prices for each month during the past year in graphical format to easily visualize the changes and help identify any trends in sales for that micro market.

## Median Price:

A value that separates the upper half of prices from the lower half of prices. It can be interpreted like an average, however the extreme prices (high and low) do not hold undue influence.

## Average Price per Square Foot:

The price of each property divided by their respective square footage then averaged across all properties sold in the area for a given time period.

## Properties Sold:

The number of property transactions that closed and transferred ownership.

## Properties Pending Sale:

The number of properties that entered escrow in preparation for sale.

## Properties For Sale:

The number of properties on the market and seeking buyers.

## Days of market (Pending Sale):

he number of days that properties currently in escrow were on the market.

## Month's Supply of Inventory:

The number of months it would take to sell all the properties listed for sale at the current pace of sales and if no new listings entered the market.

## Percent Under Contract:

The ratio of properties for sale to properties pending sale.

## Average Median Price for Last 12:

The Average Median Price for the Last 12 Months is sales data from 12 months ending in the identified month.

# Los Angeles County

|                                     |                         |                          |
|-------------------------------------|-------------------------|--------------------------|
| Los Angeles County Macro            | Venice                  | Encino                   |
| Bel Air - Holmby Hills              | West Hollywood          | Glendale                 |
| Beverly Center - Miracle Mile       | West Los Angeles        | La Crescenta             |
| Beverly Hills                       | Westchester             | North Hollywood          |
| Beverly Hills P.O.                  | Westwood - Century City | Shadow Hills             |
| Beverlywood                         | West Adams              | Sherman Oaks             |
| Brentwood                           | South Bay Macro         | Studio City              |
| Cheviot Hills - Rancho Park         | El Segundo              | Sun Valley               |
| Culver City                         | Hermosa Beach           | Sunland - Tujunga        |
| Downtown Los Angeles                | Manhattan Beach         | Tarzana                  |
| Hancock Park - Wilshire             | Manhattan Mira Costa    | Toluca Lake              |
| Hollywood                           | Manhattan Beach Sand    | Valley Village           |
| Hollywood Hills East                | Manhattan Beach Tree    | Westlake Village         |
| Inglewood                           | Palos Verdes Estates    | Woodland Hills           |
| Ladera Heights                      | Rancho Palos Verdes     | San Gabriel Valley Macro |
| Laurel Canyon                       | Redondo Beach - North   | Alhambra                 |
| Los Feliz                           | Redondo Beach - South   | Altadena                 |
| Malibu                              | Rolling Hills           | Arcadia                  |
| Malibu Beach                        | Rolling Hills Estates   | Duarte                   |
| Marina Del Rey                      | San Pedro               | Eagle Rock               |
| Mid Los Angeles                     | Torrance - County Strip | La Canada Flintridge     |
| Mid Wilshire                        | Torrance - North        | Monrovia                 |
| Pacific Palisades                   | Torrance - South        | Pasadena                 |
| Palms - Mar Vista                   | Torrance - Southeast    | San Gabriel              |
| Park Hills Heights                  | Torrance - West         | San Marino               |
| Playa Del Rey                       | San Fernando Macro      | Sierra Madre             |
| Playa Vista                         | Agoura Hills            | South Pasadena           |
| Santa Monica                        | Burbank                 |                          |
| Sunset Strip - Hollywood Hills West | Calabasas               |                          |



County  
**Los Angeles**

Area  
**4,752 SqMiles**

Founded  
**1850**

# Los Angeles County

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$870,000 | \$889,500 | \$910,000 | \$950,750 | 9.3%     |
| Average Price per Square Foot .....     | \$607     | \$637     | \$666     | \$711     | 17.1%    |
| Properties Sold .....                   | 4641      | 4688      | 4605      | 4336      | -6.6%    |
| Properties Pending Sale .....           | 4942      | 4551      | 3121      | 4775      | -3.4%    |
| Properties For Sale .....               | 14,773    | 15,398    | 10,805    | 11,715    | -20.7%   |
| Days on Market (Pending Sale) .....     | 25        | 24        | 29        | 19        | -20.6%   |
| Percent Under Contract .....            | 33.5%     | 29.6%     | 28.9%     | 40.8%     | 21.8%    |
| Average Median Price for Last 12 Months | \$778,167 | \$904,450 | \$918,900 | \$898,631 | 13.4%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Angeles County Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$950,750**

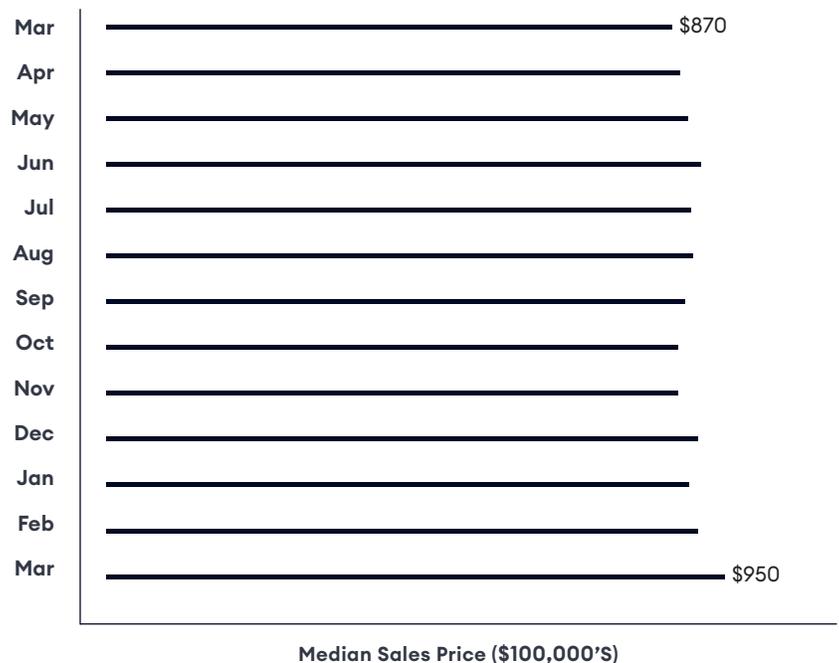
Median sales price.

**\$711**

Average price per square foot.

**11,715**

Properties for sale.



# Bel-Air Holmby Hills

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,150,000 | \$3,607,500 | \$4,300,000 | \$4,220,000 | 96.3%    |
| Average Price per Square Foot .....     | \$1,273     | \$918       | \$830       | \$1,609     | 26.4%    |
| Properties Sold .....                   | 25          | 14          | 22          | 21          | -16.0%   |
| Properties Pending Sale .....           | 26          | 14          | 13          | 16          | -38.5%   |
| Properties For Sale .....               | 165         | 151         | 110         | 104         | -37.0%   |
| Days on Market (Pending Sale) .....     | 69          | 40          | 80          | 47          | -32.1%   |
| Percent Under Contract .....            | 15.8%       | 9.3%        | 11.8%       | 15.4%       | -2.4%    |
| Average Median Price for Last 12 Months | \$2,463,271 | \$3,891,500 | \$4,131,667 | \$3,394,692 | 27.4%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Bel-Air Holmby Hills Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$4,220,000**

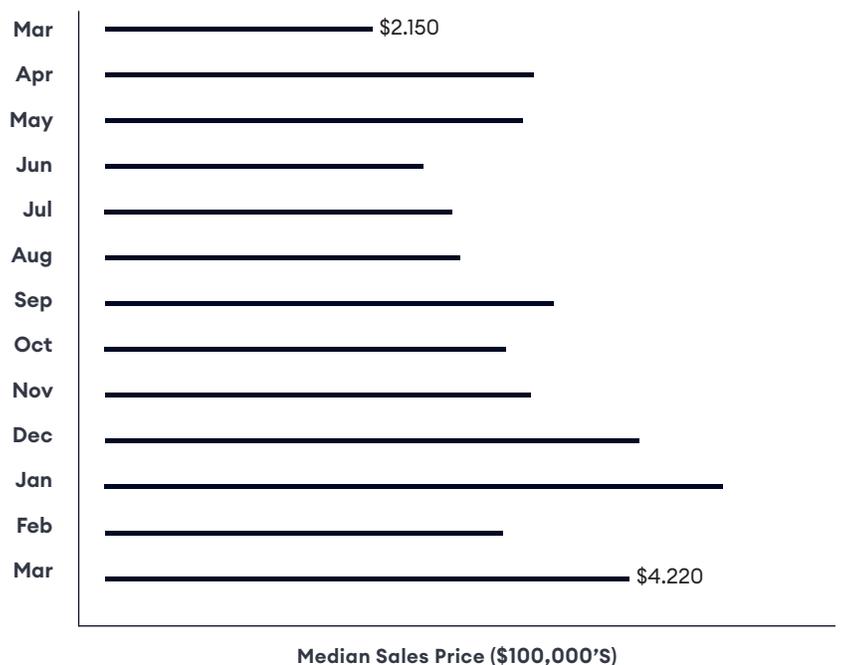
Median sales price.

**\$1,609**

Average price per square foot.

**104**

Properties for sale.



# Beverly Center - Miracle Mile

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,301,949 | \$2,250,000 | \$2,305,000 | \$2,581,250 | 12.1%    |
| Average Price per Square Foot .....     | \$954       | \$906       | \$955       | \$898       | -5.9%    |
| Properties Sold .....                   | 26          | 19          | 19          | 14          | -46.2%   |
| Properties Pending Sale .....           | 15          | 25          | 14          | 16          | 6.7%     |
| Properties For Sale .....               | 113         | 88          | 60          | 56          | -50.4%   |
| Days on Market (Pending Sale) .....     | 31          | 43          | 12          | 26          | -17.2%   |
| Percent Under Contract .....            | 13.3%       | 28.4%       | 23.3%       | 28.6%       | 115.2%   |
| Average Median Price for Last 12 Months | \$1,803,246 | \$2,608,792 | \$2,707,083 | \$2,416,131 | 25.4%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Beverly Center - Miracle Mile Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,581,250**

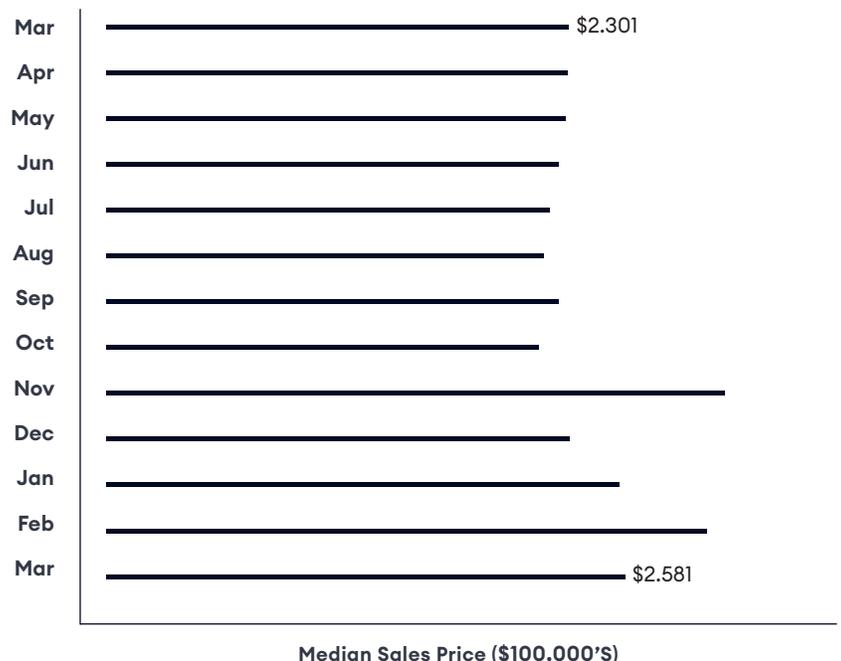
Median sales price.

**\$898**

Average price per square foot.

**56**

Properties for sale.



# Beverly Hills

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$7,474,000 | \$7,750,000 | \$7,000,000 | \$9,150,000 | 22.4%    |
| Average Price per Square Foot .....     | \$1,452     | \$1,854     | \$1,922     | \$1,808     | 24.5%    |
| Properties Sold .....                   | 18          | 17          | 17          | 14          | -22.2%   |
| Properties Pending Sale .....           | 22          | 21          | 10          | 12          | -45.5%   |
| Properties For Sale .....               | 192         | 137         | 92          | 95          | -50.5%   |
| Days on Market (Pending Sale) .....     | 62          | 86          | 49          | 76          | 23.0%    |
| Percent Under Contract .....            | 11.5%       | 15.3%       | 10.9%       | 12.6%       | 10.2%    |
| Average Median Price for Last 12 Months | \$6,381,958 | \$8,845,084 | \$9,447,083 | \$7,855,731 | 18.8%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Beverly Hills Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$9,150,000**

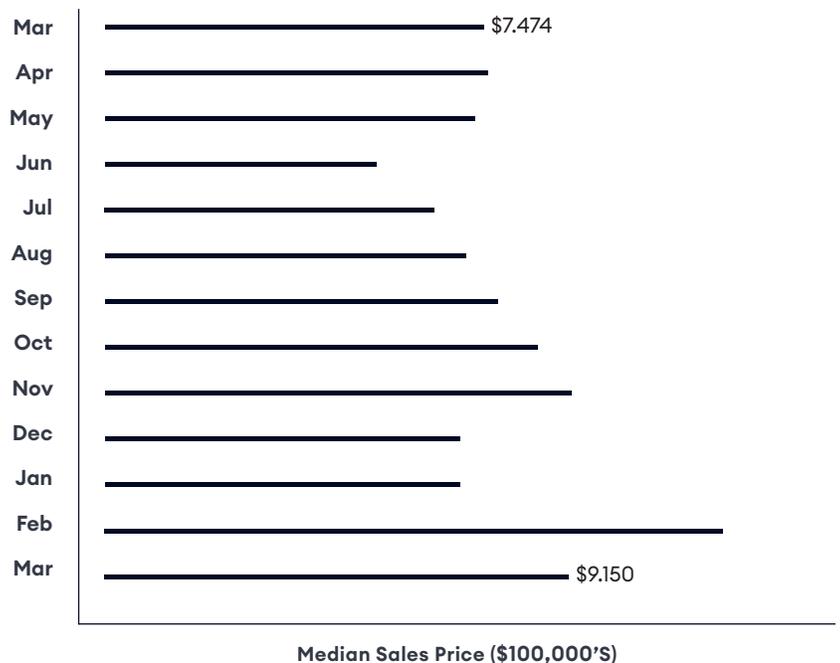
Median sales price.

**\$1,808**

Average price per square foot.

**95**

Properties for sale.



# Beverly Hills- Post Office

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$3,150,000 | \$3,800,000 | \$3,400,000 | \$3,245,000 | 3.0%     |
| Average Price per Square Foot .....     | \$967       | \$1,081     | \$2,253     | \$1,097     | 13.4%    |
| Properties Sold .....                   | 23          | 13          | 19          | 19          | -17.4%   |
| Properties Pending Sale .....           | 24          | 11          | 13          | 24          | 0.0%     |
| Properties For Sale .....               | 180         | 153         | 130         | 127         | -29.4%   |
| Days on Market (Pending Sale) .....     | 102         | 79          | 102         | 59          | -42.8%   |
| Percent Under Contract .....            | 13.3%       | 7.2%        | 10.0%       | 18.9%       | 41.7%    |
| Average Median Price for Last 12 Months | \$3,841,661 | \$4,091,824 | \$4,791,981 | \$3,719,771 | -3.3%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Beverly Hills- Post Office Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,245,000**

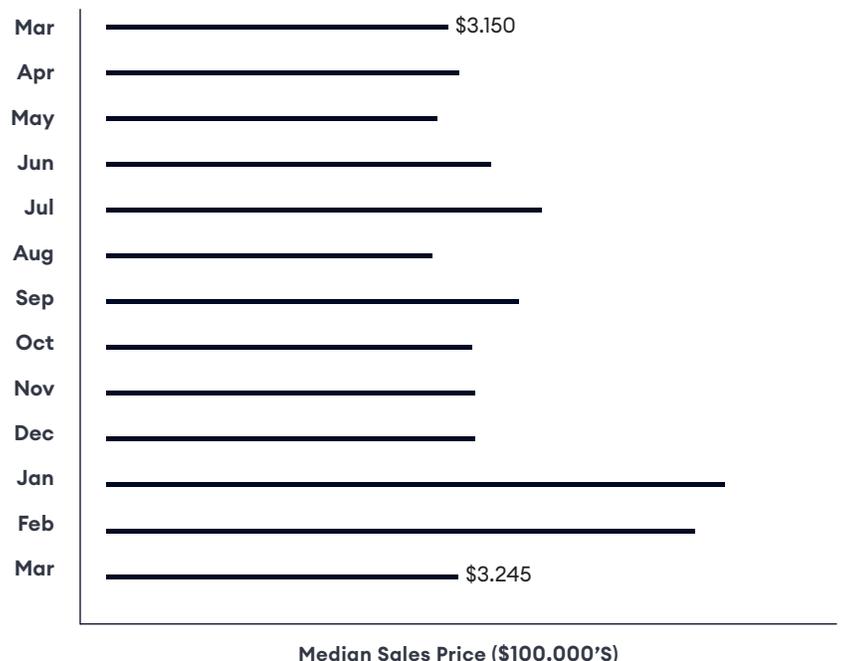
Median sales price.

**\$1,097**

Average price per square foot.

**127**

Properties for sale.



# Beverlywood

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,609,099 | \$1,525,000 | \$1,890,052 | \$1,918,000 | 19.2%    |
| Average Price per Square Foot .....     | \$834       | \$882       | \$928       | \$1,055     | 26.5%    |
| Properties Sold .....                   | 12          | 14          | 21          | 14          | 16.7%    |
| Properties Pending Sale .....           | 27          | 15          | 12          | 18          | -33.3%   |
| Properties For Sale .....               | 68          | 51          | 33          | 38          | -44.1%   |
| Days on Market (Pending Sale) .....     | 38          | 33          | 44          | 21          | -44.6%   |
| Percent Under Contract .....            | 39.7%       | 29.4%       | 36.4%       | 47.4%       | 19.3%    |
| Average Median Price for Last 12 Months | \$1,945,958 | \$1,766,342 | \$1,786,000 | \$1,763,281 | -10.4%   |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Beverlywood Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,918,000**

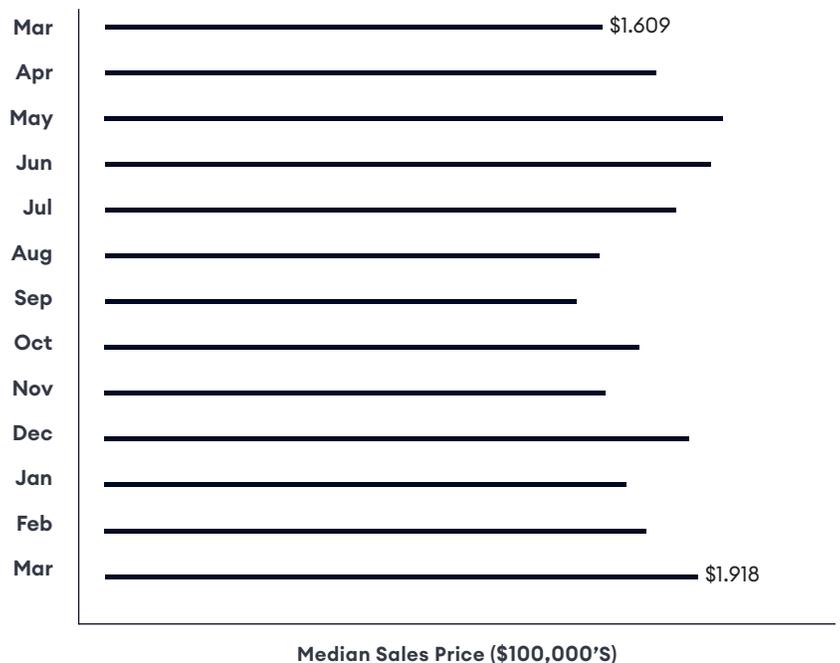
Median sales price.

**\$1,055**

Average price per square foot.

**38**

Properties for sale.



# Brentwood

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$3,487,500 | \$3,380,000 | \$5,325,000 | \$3,072,500 | -11.9%   |
| Average Price per Square Foot .....     | \$1,216     | \$1,289     | \$1,380     | \$1,154     | -5.1%    |
| Properties Sold .....                   | 24          | 26          | 39          | 16          | -33.3%   |
| Properties Pending Sale .....           | 42          | 24          | 29          | 18          | -57.1%   |
| Properties For Sale .....               | 174         | 146         | 102         | 91          | -47.7%   |
| Days on Market (Pending Sale) .....     | 54          | 60          | 75          | 21          | -60.4%   |
| Percent Under Contract .....            | 24.1%       | 16.4%       | 28.4%       | 19.8%       | -18.1%   |
| Average Median Price for Last 12 Months | \$3,488,946 | \$3,698,000 | \$3,411,667 | \$3,820,578 | 8.7%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Brentwood Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,072,500**

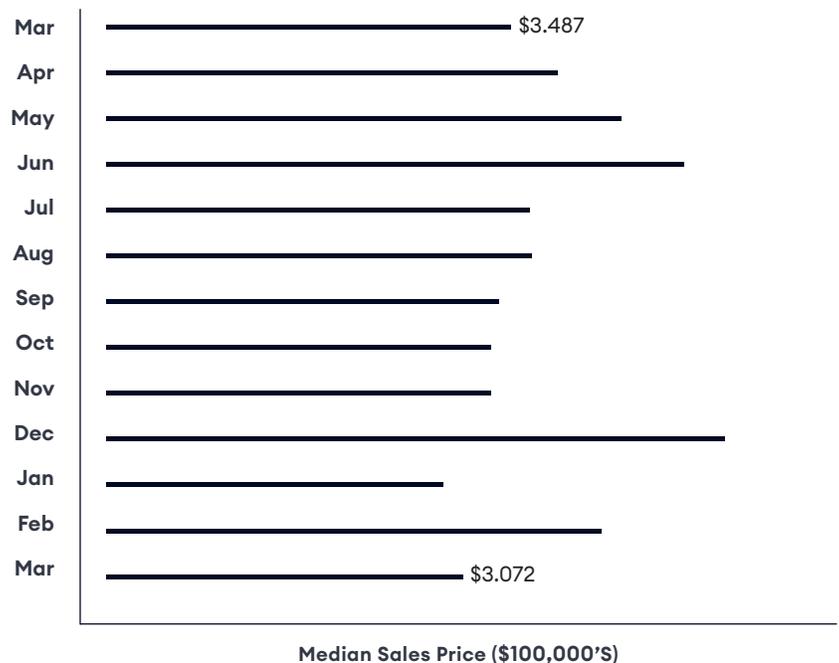
Median sales price.

**\$1,154**

Average price per square foot.

**91**

Properties for sale.



# Cheviot Hills - Rancho Park

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,500,000 | \$2,000,000 | \$2,725,000 | \$2,759,000 | 10.4%    |
| Average Price per Square Foot .....     | \$887       | \$890       | \$1,128     | \$1,165     | 31.3%    |
| Properties Sold .....                   | 9           | 7           | 7           | 4           | -55.6%   |
| Properties Pending Sale .....           | 7           | 9           | 7           | 5           | -28.6%   |
| Properties For Sale .....               | 21          | 32          | 22          | 12          | -42.9%   |
| Days on Market (Pending Sale) .....     | 70          | 19          | 71          | 9           | -87.1%   |
| Percent Under Contract .....            | 33.3%       | 28.1%       | 31.8%       | 41.7%       | 25.0%    |
| Average Median Price for Last 12 Months | \$2,605,157 | \$2,868,833 | \$2,989,667 | \$2,563,615 | -1.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Cheviot Hills - Rancho Park Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,759,000**

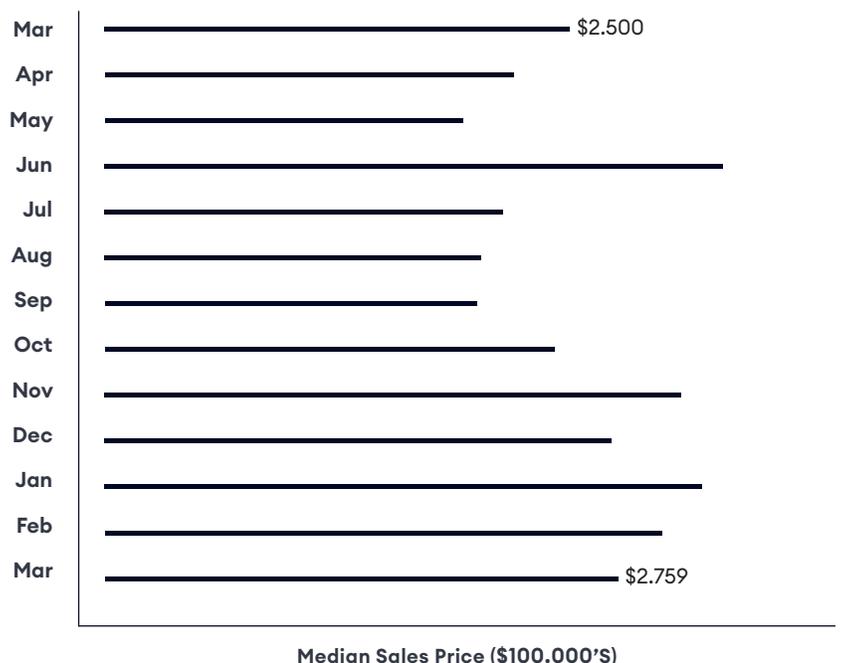
Median sales price.

**\$1,165**

Average price per square foot.

**12**

Properties for sale.



# Culver City

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,705,000 | \$1,557,500 | \$1,530,000 | \$1,778,500 | 4.3%     |
| Average Price per Square Foot .....     | \$909       | \$1,000     | \$1,064     | \$1,095     | 20.5%    |
| Properties Sold .....                   | 30          | 22          | 25          | 16          | -46.7%   |
| Properties Pending Sale .....           | 23          | 27          | 18          | 30          | 30.4%    |
| Properties For Sale .....               | 90          | 81          | 55          | 64          | -28.9%   |
| Days on Market (Pending Sale) .....     | 26          | 21          | 27          | 13          | -48.6%   |
| Percent Under Contract .....            | 25.6%       | 33.3%       | 32.7%       | 46.9%       | 83.4%    |
| Average Median Price for Last 12 Months | \$1,442,271 | \$1,630,231 | \$1,734,796 | \$1,633,607 | 11.7%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Culver City Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,778,500**

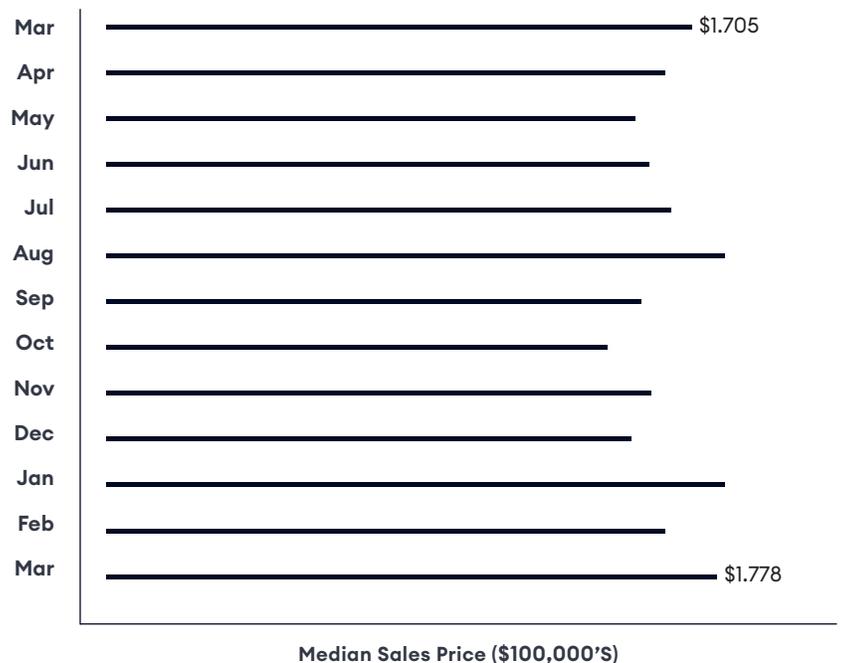
Median sales price.

**\$1,095**

Average price per square foot.

**64**

Properties for sale.



# Downtown

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$421,000 | \$450,000 | \$500,000 | \$599,000 | 42.3%    |
| Average Price per Square Foot .....     | \$453     | \$330     | \$547     | \$461     | 1.8%     |
| Properties Sold .....                   | 7         | 9         | 9         | 19        | 171.4%   |
| Properties Pending Sale .....           | 24        | 8         | 12        | 10        | -58.3%   |
| Properties For Sale .....               | 74        | 61        | 65        | 51        | -31.1%   |
| Days on Market (Pending Sale) .....     | 31        | 37        | 34        | 45        | 45.5%    |
| Percent Under Contract .....            | 32.4%     | 13.1%     | 18.5%     | 19.6%     | -39.5%   |
| Average Median Price for Last 12 Months | \$533,371 | \$546,000 | \$543,333 | \$514,692 | -3.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Downtown Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$599,000**

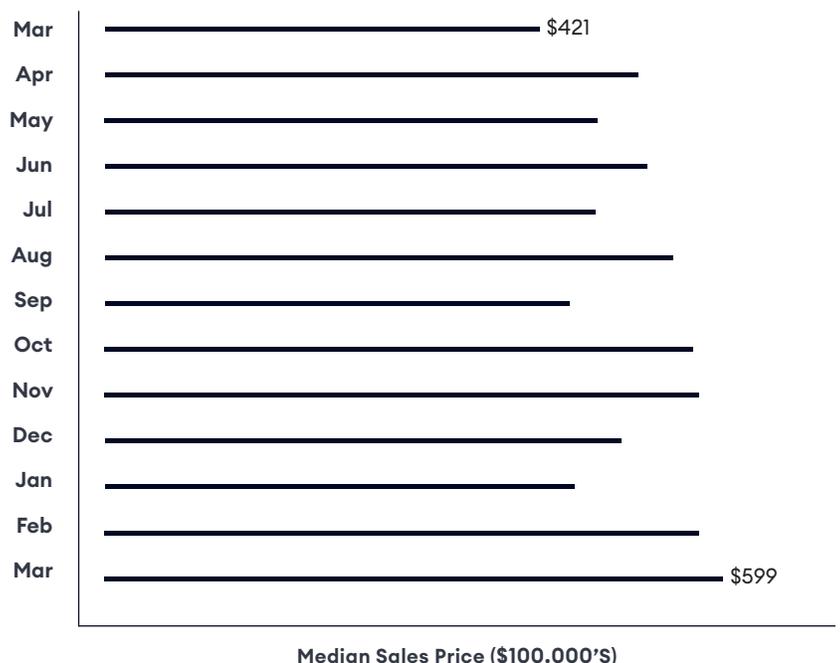
Median sales price.

**\$461**

Average price per square foot.

**51**

Properties for sale.



# Hancock Park - Wilshire

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,895,000 | \$2,060,000 | \$2,125,000 | \$1,892,500 | -0.1%    |
| Average Price per Square Foot .....     | \$829       | \$849       | \$865       | \$1,032     | 24.5%    |
| Properties Sold .....                   | 33          | 22          | 22          | 22          | -33.3%   |
| Properties Pending Sale .....           | 25          | 16          | 15          | 20          | -20.0%   |
| Properties For Sale .....               | 127         | 95          | 64          | 75          | -40.9%   |
| Days on Market (Pending Sale) .....     | 38          | 42          | 35          | 34          | -11.3%   |
| Percent Under Contract .....            | 19.7%       | 16.8%       | 23.4%       | 26.7%       | 35.5%    |
| Average Median Price for Last 12 Months | \$1,874,570 | \$2,205,833 | \$2,174,167 | \$2,173,615 | 13.8%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Hancock Park - Wilshire Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,892,500**

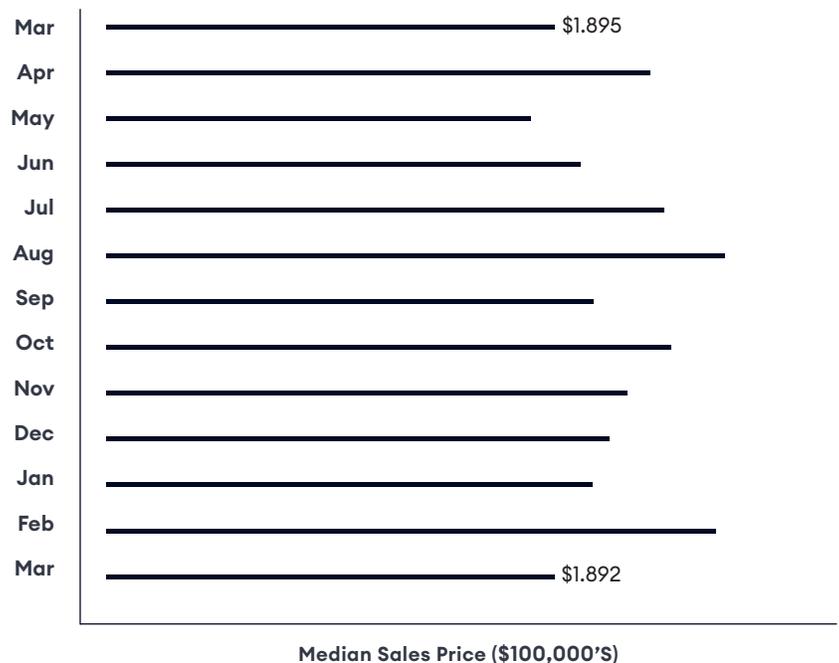
Median sales price.

**\$1,032**

Average price per square foot.

**75**

Properties for sale.



# Hollywood

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,190,000 | \$1,200,000 | \$1,295,200 | \$1,420,000 | 19.3%    |
| Average Price per Square Foot .....     | \$908       | \$730       | \$827       | \$754       | -17.0%   |
| Properties Sold .....                   | 15          | 11          | 11          | 14          | -6.7%    |
| Properties Pending Sale .....           | 18          | 18          | 9           | 13          | -27.8%   |
| Properties For Sale .....               | 88          | 77          | 46          | 44          | -50.0%   |
| Days on Market (Pending Sale) .....     | 47          | 35          | 40          | 50          | 4.6%     |
| Percent Under Contract .....            | 20.5%       | 23.4%       | 19.6%       | 29.5%       | 44.4%    |
| Average Median Price for Last 12 Months | \$1,253,604 | \$1,302,867 | \$1,342,333 | \$1,307,169 | 4.1%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Hollywood Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,420,000**

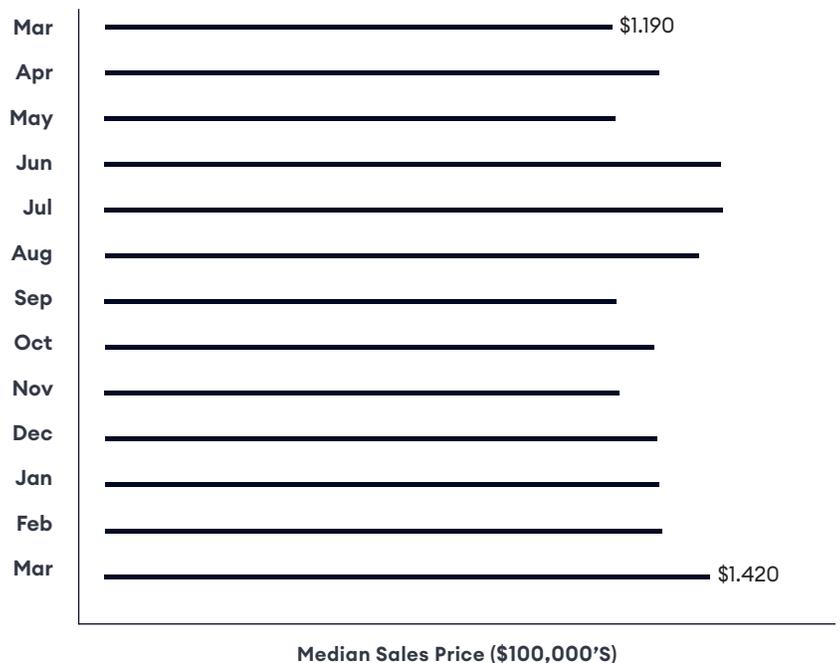
Median sales price.

**\$754**

Average price per square foot.

**44**

Properties for sale.



# Hollywood Hills East

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,900,000 | \$1,525,000 | \$1,825,000 | \$1,987,250 | 4.6%     |
| Average Price per Square Foot .....     | \$793       | \$868       | \$871       | \$776       | -2.1%    |
| Properties Sold .....                   | 23          | 14          | 21          | 10          | -56.5%   |
| Properties Pending Sale .....           | 16          | 20          | 13          | 20          | 25.0%    |
| Properties For Sale .....               | 74          | 62          | 37          | 42          | -43.2%   |
| Days on Market (Pending Sale) .....     | 36          | 31          | 37          | 28          | -22.6%   |
| Percent Under Contract .....            | 21.6%       | 32.3%       | 35.1%       | 47.6%       | 120.2%   |
| Average Median Price for Last 12 Months | \$1,567,406 | \$1,880,250 | \$1,946,083 | \$1,831,945 | 14.4%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Hollywood Hills East Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,987,250**

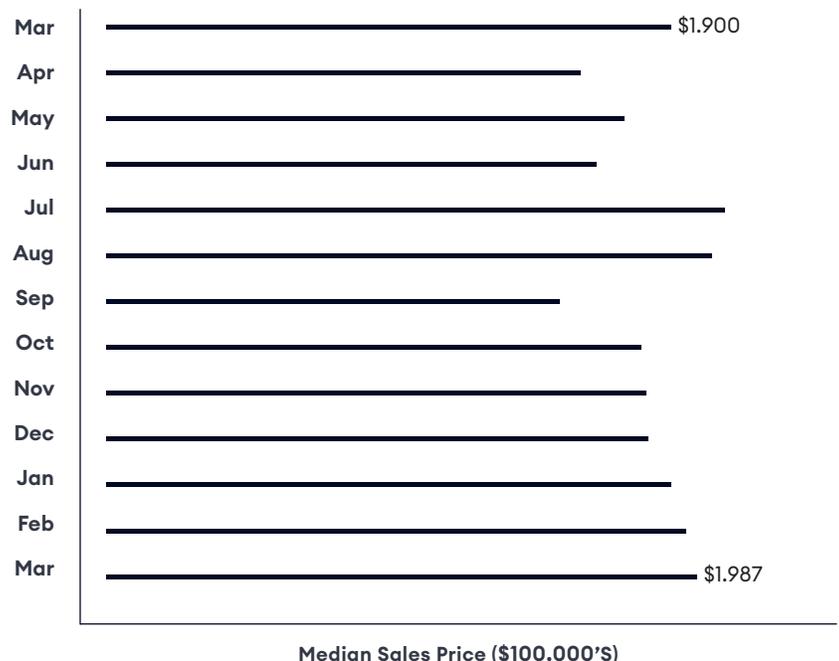
Median sales price.

**\$776**

Average price per square foot.

**42**

Properties for sale.



# Inglewood

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$795,000 | \$840,000 | \$767,500 | \$802,500 | 0.9%     |
| Average Price per Square Foot .....     | \$549     | \$546     | \$575     | \$591     | 7.7%     |
| Properties Sold .....                   | 20        | 20        | 22        | 20        | 0.0%     |
| Properties Pending Sale .....           | 12        | 19        | 16        | 20        | 66.7%    |
| Properties For Sale .....               | 53        | 72        | 50        | 64        | 20.8%    |
| Days on Market (Pending Sale) .....     | 15        | 31        | 23        | 15        | 5.5%     |
| Percent Under Contract .....            | 22.6%     | 26.4%     | 32.0%     | 31.2%     | 38.0%    |
| Average Median Price for Last 12 Months | \$737,724 | \$787,250 | \$800,000 | \$801,263 | 7.9%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Inglewood Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$802,500**

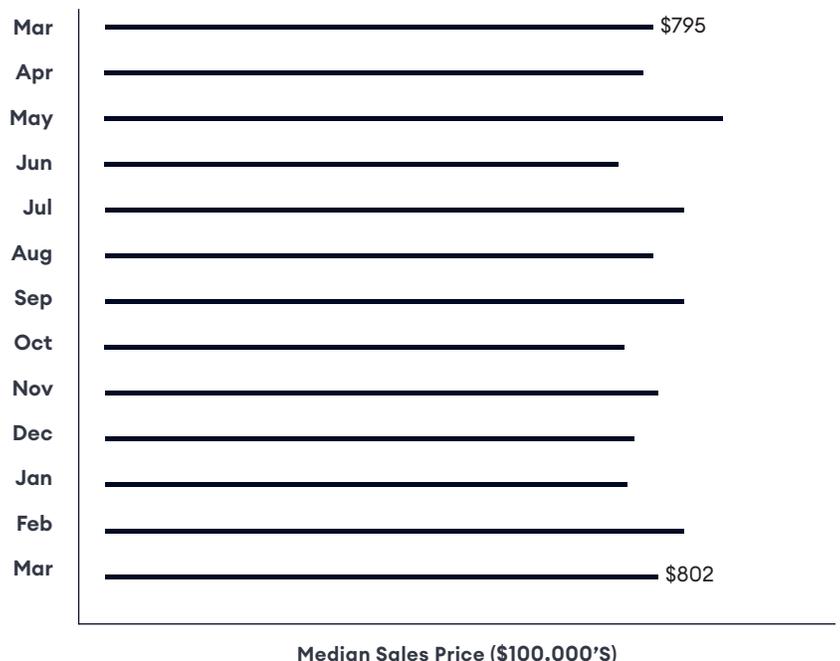
Median sales price.

**\$591**

Average price per square foot.

**64**

Properties for sale.



# Ladera Heights

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,460,000 | \$1,540,000 | \$1,705,000 | \$1,812,000 | 24.1%    |
| Average Price per Square Foot .....     | \$551       | \$541       | \$510       | \$706       | 28.1%    |
| Properties Sold .....                   | 11          | 6           | 6           | 5           | -54.5%   |
| Properties Pending Sale .....           | 3           | 7           | 3           | 8           | 166.7%   |
| Properties For Sale .....               | 14          | 19          | 13          | 14          | 0.0%     |
| Days on Market (Pending Sale) .....     | 9           | 21          | 19          | 12          | 32.6%    |
| Percent Under Contract .....            | 21.4%       | 36.8%       | 23.1%       | 57.1%       | 166.7%   |
| Average Median Price for Last 12 Months | \$1,497,417 | \$1,637,125 | \$1,580,917 | \$1,643,500 | 8.9%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Ladera Heights Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,812,000**

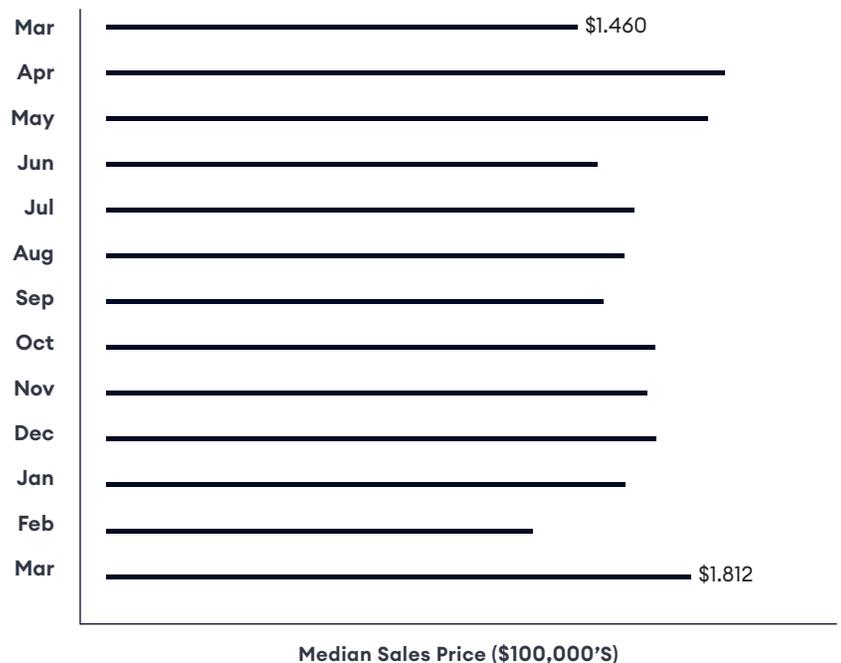
Median sales price.

**\$706**

Average price per square foot.

**14**

Properties for sale.



# Laurel Canyon

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,130,000 | \$1,990,000 | \$2,125,000 | \$2,200,000 | 3.3%     |
| Average Price per Square Foot .....     | \$965       | \$990       | \$981       | \$940       | -2.6%    |
| Properties Sold .....                   | 34          | 25          | 25          | 33          | -2.9%    |
| Properties Pending Sale .....           | 31          | 36          | 22          | 28          | -9.7%    |
| Properties For Sale .....               | 212         | 170         | 122         | 122         | -42.5%   |
| Days on Market (Pending Sale) .....     | 30          | 36          | 78          | 40          | 30.9%    |
| Percent Under Contract .....            | 14.6%       | 21.2%       | 18.0%       | 23.0%       | 57.0%    |
| Average Median Price for Last 12 Months | \$1,927,558 | \$2,293,750 | \$2,310,000 | \$2,180,045 | 11.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Laurel Canyon Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,200,000**

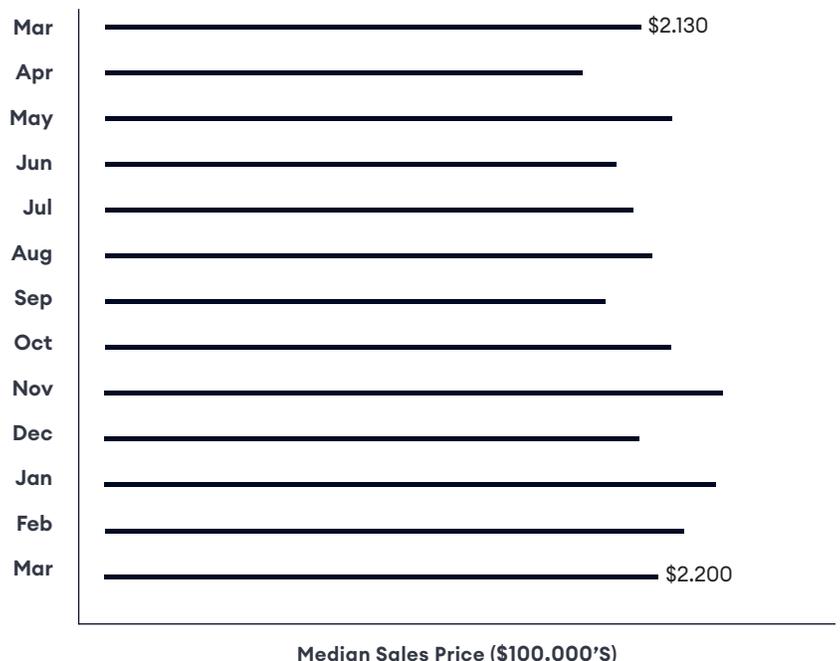
Median sales price.

**\$940**

Average price per square foot.

**122**

Properties for sale.



# Los Feliz

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,550,000 | \$2,835,000 | \$1,650,000 | \$2,345,000 | -8.0%    |
| Average Price per Square Foot .....     | \$949       | \$993       | \$953       | \$830       | -12.5%   |
| Properties Sold .....                   | 23          | 16          | 21          | 15          | -34.8%   |
| Properties Pending Sale .....           | 22          | 21          | 11          | 15          | -31.8%   |
| Properties For Sale .....               | 97          | 95          | 44          | 51          | -47.4%   |
| Days on Market (Pending Sale) .....     | 26          | 44          | 45          | 19          | -25.8%   |
| Percent Under Contract .....            | 22.7%       | 22.1%       | 25.0%       | 29.4%       | 29.7%    |
| Average Median Price for Last 12 Months | \$1,963,721 | \$2,273,708 | \$2,637,417 | \$2,295,624 | 14.5%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Los Feliz Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,345,000**

Median sales price.

**\$830**

Average price per square foot.

**51**

Properties for sale.



# Malibu

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,895,000 | \$3,500,000 | \$3,250,000 | \$3,172,500 | 9.6%     |
| Average Price per Square Foot .....     | \$1,033     | \$1,193     | \$1,409     | \$1,218     | 17.9%    |
| Properties Sold .....                   | 13          | 21          | 25          | 18          | 38.5%    |
| Properties Pending Sale .....           | 16          | 18          | 15          | 17          | 6.2%     |
| Properties For Sale .....               | 168         | 182         | 120         | 111         | -33.9%   |
| Days on Market (Pending Sale) .....     | 70          | 36          | 77          | 60          | -14.1%   |
| Percent Under Contract .....            | 9.5%        | 9.9%        | 12.5%       | 15.3%       | 60.8%    |
| Average Median Price for Last 12 Months | \$2,957,875 | \$3,459,583 | \$3,461,667 | \$3,653,392 | 19.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Malibu Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,172,500**

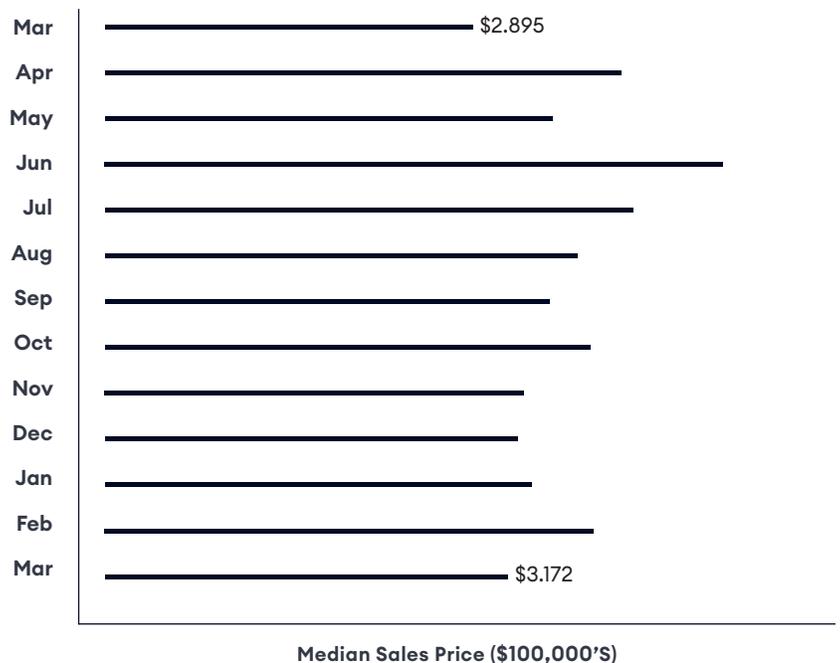
Median sales price.

**\$1,218**

Average price per square foot.

**111**

Properties for sale.



# Malibu Beach

| Data*                                   | Mar 2021    | 6 Month     | 3 Month      | Mar 2022    | % Change |
|---|-------------|-------------|--------------|-------------|----------|
| Median Price .....                      | \$6,755,000 | \$5,200,000 | \$3,675,000  | \$7,000,000 | 3.6%     |
| Average Price per Square Foot .....     | \$2,890     | \$2,131     | \$3,051      | \$3,135     | 8.5%     |
| Properties Sold .....                   | 7           | 3           | 8            | 9           | 28.6%    |
| Properties Pending Sale .....           | 7           | 3           | 4            | 5           | -28.6%   |
| Properties For Sale .....               | 64          | 47          | 50           | 37          | -42.2%   |
| Days on Market (Pending Sale) .....     | 75          | 12          | 68           | 71          | -5.3%    |
| Percent Under Contract .....            | 10.9%       | 6.4%        | 8.0%         | 13.5%       | 23.6%    |
| Average Median Price for Last 12 Months | \$7,999,305 | \$8,310,208 | \$10,162,083 | \$8,798,865 | 9.1%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Malibu Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$7,000,000**

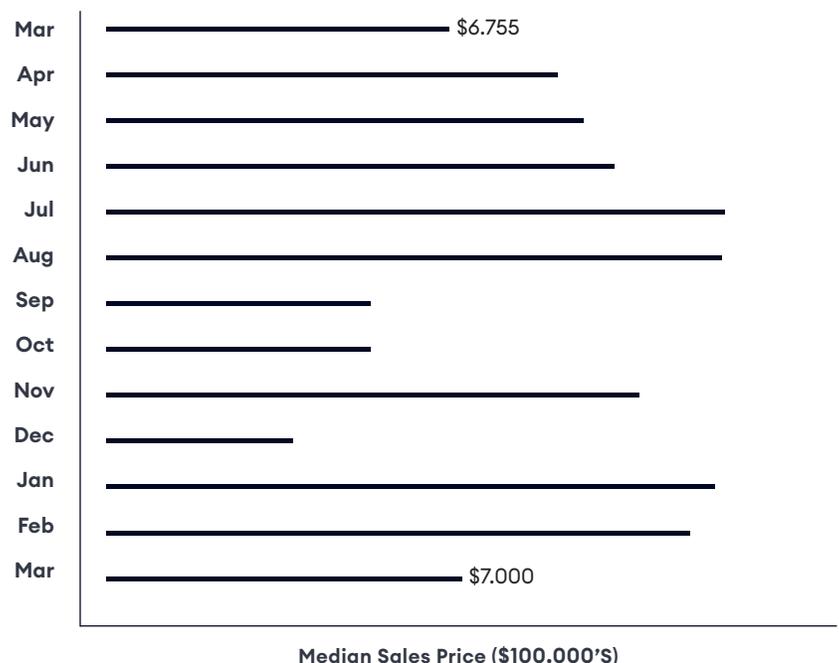
Median sales price.

**\$3,135**

Average price per square foot.

**37**

Properties for sale.



# Marina Del Rey

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,676,000 | \$2,524,500 | \$1,925,000 | \$1,831,300 | 9.3%     |
| Average Price per Square Foot .....     | \$937       | \$1,130     | \$960       | \$1,003     | 7.0%     |
| Properties Sold .....                   | 11          | 12          | 15          | 8           | -27.3%   |
| Properties Pending Sale .....           | 19          | 12          | 5           | 11          | -42.1%   |
| Properties For Sale .....               | 55          | 53          | 23          | 32          | -41.8%   |
| Days on Market (Pending Sale) .....     | 35          | 41          | 54          | 18          | -48.6%   |
| Percent Under Contract .....            | 34.5%       | 22.6%       | 21.7%       | 34.4%       | -0.5%    |
| Average Median Price for Last 12 Months | \$1,671,542 | \$1,879,750 | \$1,795,433 | \$1,917,327 | 12.8%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Marina Del Rey Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,831,300**

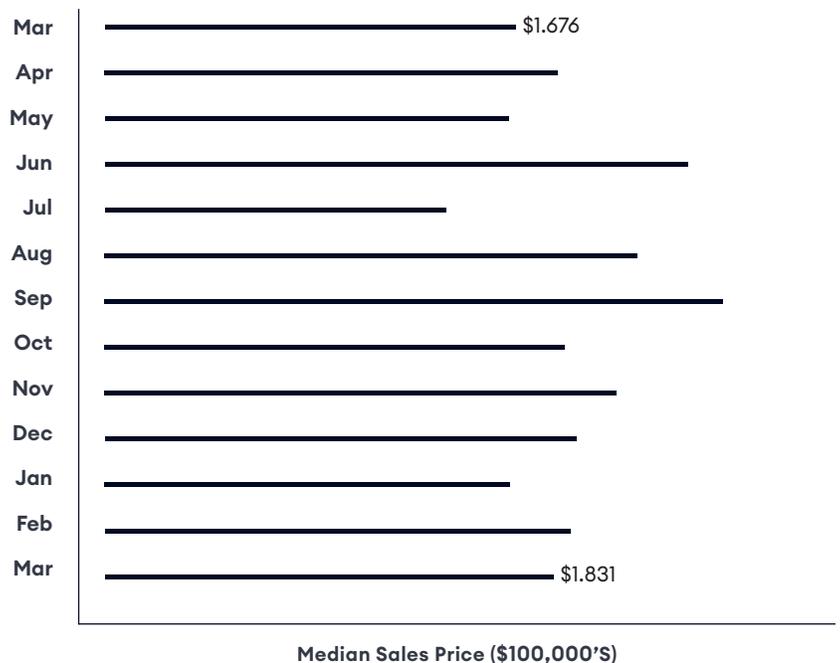
Median sales price.

**\$1,003**

Average price per square foot.

**32**

Properties for sale.



# Mid Los Angeles

| Data*                                   | Mar 2021  | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-----------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$910,000 | \$1,002,500 | \$1,200,000 | \$1,151,910 | 26.6%    |
| Average Price per Square Foot .....     | \$614     | \$774       | \$623       | \$656       | 6.8%     |
| Properties Sold .....                   | 40        | 24          | 23          | 36          | -10.0%   |
| Properties Pending Sale .....           | 46        | 24          | 18          | 47          | 2.2%     |
| Properties For Sale .....               | 167       | 144         | 104         | 114         | -31.7%   |
| Days on Market (Pending Sale) .....     | 35        | 23          | 45          | 27          | -23.5%   |
| Percent Under Contract .....            | 27.5%     | 16.7%       | 17.3%       | 41.2%       | 49.7%    |
| Average Median Price for Last 12 Months | \$902,375 | \$1,111,923 | \$1,071,220 | \$1,062,580 | 15.1%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Mid Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,151,910**

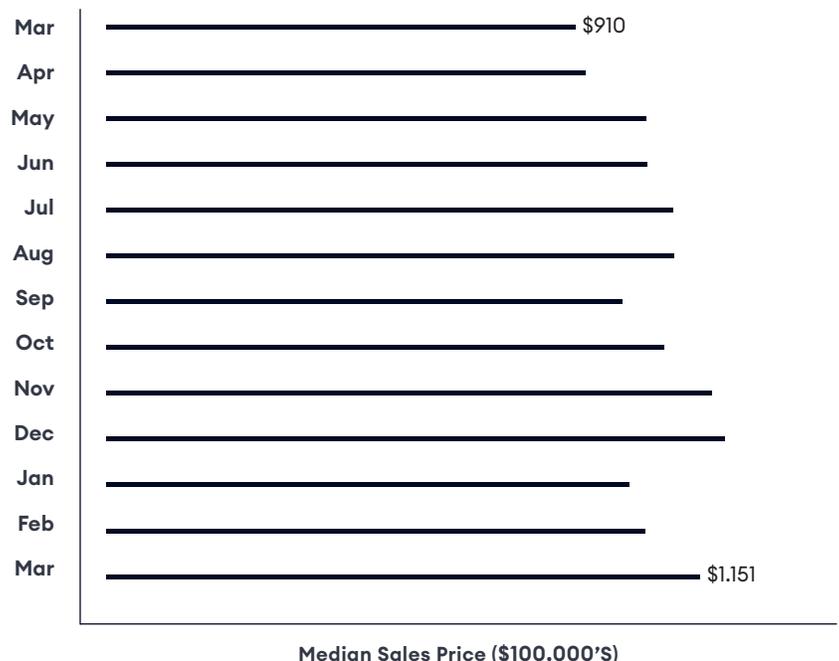
Median sales price.

**\$656**

Average price per square foot.

**114**

Properties for sale.



# Mid Wilshire

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$875,000   | \$1,250,000 | \$976,000   | \$1,279,000 | 46.2%    |
| Average Price per Square Foot .....     | \$630       | \$736       | \$861       | \$631       | 0.2%     |
| Properties Sold .....                   | 4           | 1           | 3           | 5           | 25.0%    |
| Properties Pending Sale .....           | 4           | 4           | 5           | 3           | -25.0%   |
| Properties For Sale .....               | 42          | 31          | 22          | 14          | -66.7%   |
| Days on Market (Pending Sale) .....     | 42          | 70          | 62          | 22          | -47.6%   |
| Percent Under Contract .....            | 9.5%        | 12.9%       | 22.7%       | 21.4%       | 125.0%   |
| Average Median Price for Last 12 Months | \$1,054,900 | \$1,400,833 | \$1,346,333 | \$1,268,654 | 16.8%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Mid Wilshire Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,279,000**

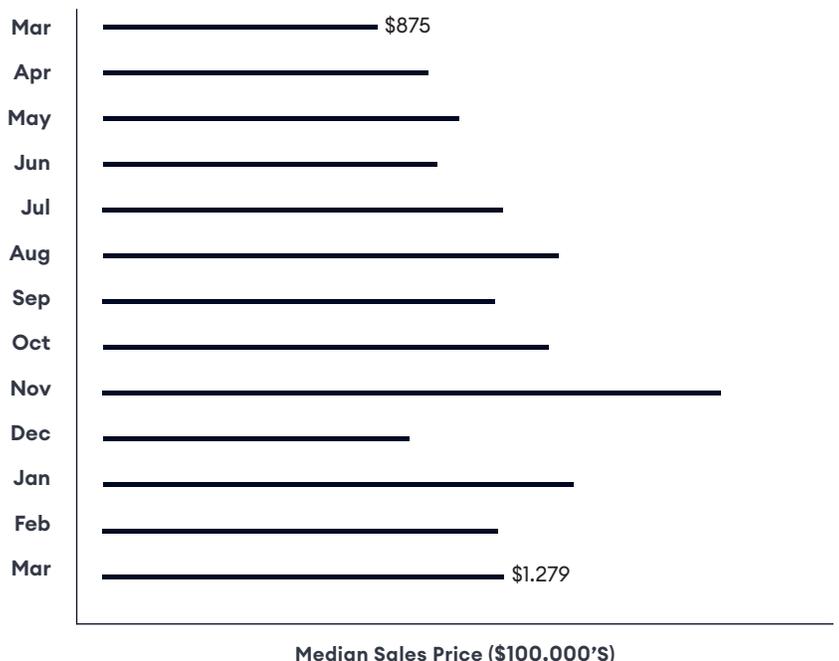
Median sales price.

**\$631**

Average price per square foot.

**14**

Properties for sale.



Median Sales Price (\$100,000's)

# Pacific Palisades

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$3,687,000 | \$4,400,000 | \$4,240,000 | \$3,750,000 | 1.7%     |
| Average Price per Square Foot .....     | \$1,183     | \$1,289     | \$1,237     | \$1,373     | 16.1%    |
| Properties Sold .....                   | 42          | 23          | 37          | 33          | -21.4%   |
| Properties Pending Sale .....           | 42          | 21          | 14          | 21          | -50.0%   |
| Properties For Sale .....               | 155         | 142         | 86          | 85          | -45.2%   |
| Days on Market (Pending Sale) .....     | 44          | 45          | 47          | 44          | -0.2%    |
| Percent Under Contract .....            | 27.1%       | 14.8%       | 16.3%       | 24.7%       | -8.8%    |
| Average Median Price for Last 12 Months | \$3,409,042 | \$3,990,250 | \$3,990,000 | \$4,015,241 | 15.1%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Pacific Palisades Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,750,000**

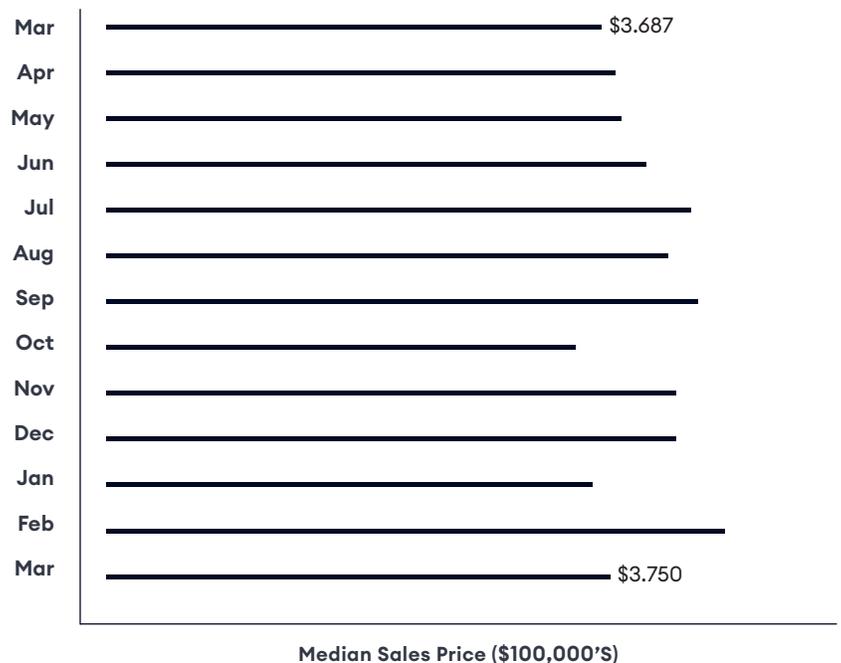
Median sales price.

**\$1,373**

Average price per square foot.

**85**

Properties for sale.



# Palms - Mar Vista

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,876,000 | \$2,020,000 | \$1,875,000 | \$1,992,250 | 6.2%     |
| Average Price per Square Foot .....     | \$934       | \$1,016     | \$1,023     | \$1,036     | 10.9%    |
| Properties Sold .....                   | 39          | 33          | 31          | 16          | -59.0%   |
| Properties Pending Sale .....           | 33          | 37          | 15          | 22          | -33.3%   |
| Properties For Sale .....               | 97          | 96          | 50          | 49          | -49.5%   |
| Days on Market (Pending Sale) .....     | 59          | 26          | 32          | 15          | -75.2%   |
| Percent Under Contract .....            | 34.0%       | 38.5%       | 30.0%       | 44.9%       | 32.0%    |
| Average Median Price for Last 12 Months | \$1,869,385 | \$1,877,658 | \$1,872,983 | \$1,906,304 | 1.9%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Palms - Mar Vista Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,992,250**

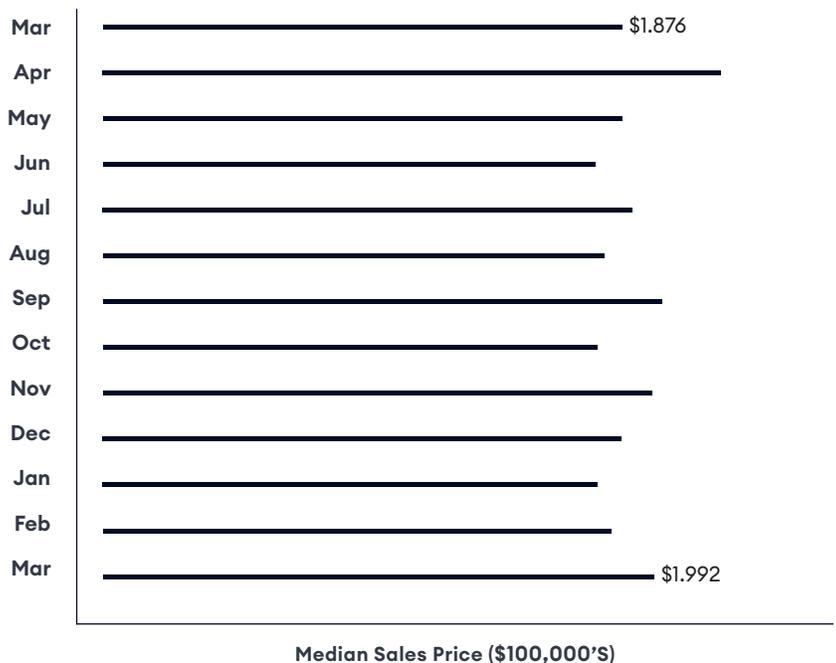
Median sales price.

**\$1,036**

Average price per square foot.

**49**

Properties for sale.



# Park Hills Heights

| Data*                                   | Mar 2021  | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-----------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$887,500 | \$985,000   | \$1,025,000 | \$1,022,000 | 15.2%    |
| Average Price per Square Foot .....     | \$595     | \$648       | \$610       | \$716       | 20.3%    |
| Properties Sold .....                   | 46        | 47          | 46          | 59          | 28.3%    |
| Properties Pending Sale .....           | 45        | 47          | 33          | 50          | 11.1%    |
| Properties For Sale .....               | 127       | 154         | 116         | 128         | 0.8%     |
| Days on Market (Pending Sale) .....     | 21        | 24          | 33          | 26          | 23.1%    |
| Percent Under Contract .....            | 35.4%     | 30.5%       | 28.4%       | 39.1%       | 10.2%    |
| Average Median Price for Last 12 Months | \$818,063 | \$1,041,437 | \$1,018,333 | \$995,932   | 17.9%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Park Hills Heights Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,022,000**

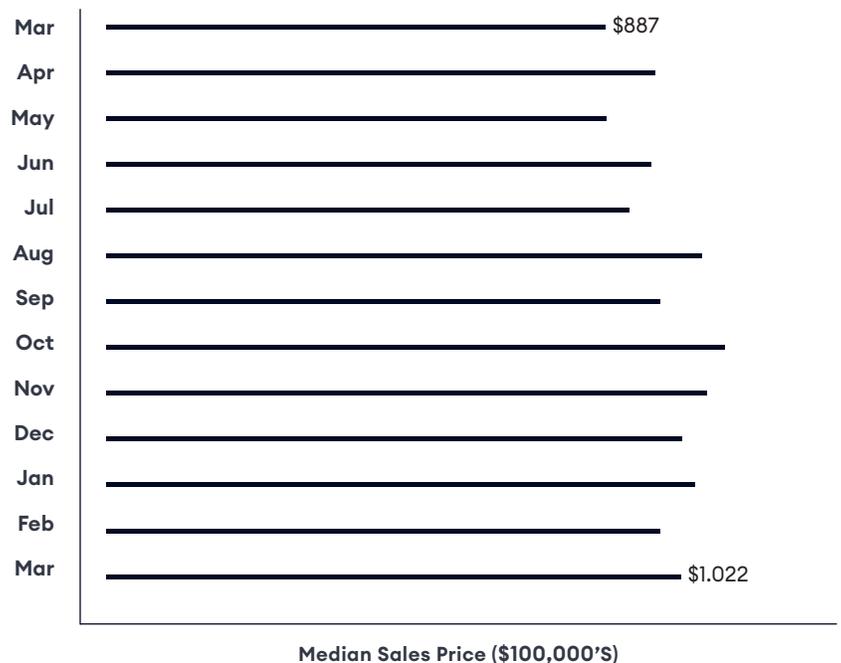
Median sales price.

**\$716**

Average price per square foot.

**128**

Properties for sale.



# Playa Del Rey

| Data*  | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|--|-------------|-------------|-------------|-------------|----------|
| <b>Median Price</b> .....                      | \$1,842,500 | \$2,225,000 | \$2,088,750 | \$2,212,500 | 20.1%    |
| <b>Average Price per Square Foot</b> .....     | \$772       | \$799       | \$822       | \$878       | 13.7%    |
| <b>Properties Sold</b> .....                   | 7           | 5           | 11          | 4           | -42.9%   |
| <b>Properties Pending Sale</b> .....           | 3           | 4           | 4           | 3           | 0.0%     |
| <b>Properties For Sale</b> .....               | 24          | 28          | 19          | 14          | -41.7%   |
| <b>Days on Market (Pending Sale)</b> .....     | 16          | 17          | 32          | 43          | 166.7%   |
| <b>Percent Under Contract</b> .....            | 12.5%       | 14.3%       | 21.1%       | 21.4%       | 71.4%    |
| <b>Average Median Price for Last 12 Months</b> | \$1,866,292 | \$2,206,116 | \$2,387,500 | \$2,141,746 | 12.9%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Playa Del Rey Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,212,500**

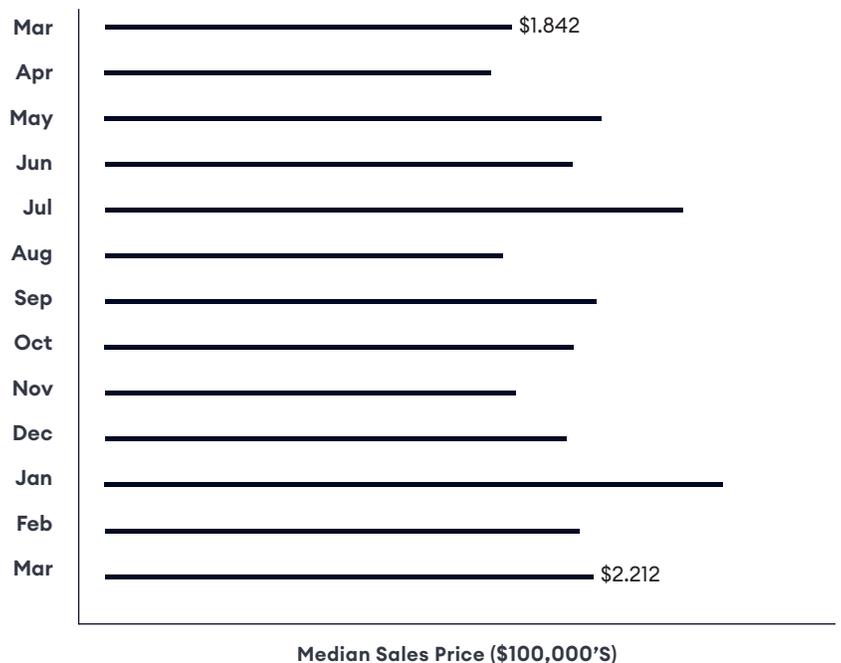
Median sales price.

**\$878**

Average price per square foot.

**14**

Properties for sale.



# Playa Vista

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,954,381 | \$2,600,000 | \$2,600,000 | \$3,249,000 | 66.2%    |
| Average Price per Square Foot .....     | \$814       | \$899       | \$956       | \$893       | 9.7%     |
| Properties Sold .....                   | 4           | 11          | 5           | 1           | -75.0%   |
| Properties Pending Sale .....           | 4           | 5           | 0           | 2           | -50.0%   |
| Properties For Sale .....               | 23          | 13          | 7           | 8           | -65.2%   |
| Days on Market (Pending Sale) .....     | 46          | 36          | 0           | 7           | -84.8%   |
| Percent Under Contract .....            | 17.4%       | 38.5%       | 0.0%        | 25.0%       | 43.8%    |
| Average Median Price for Last 12 Months | \$2,002,266 | \$2,802,000 | \$3,010,667 | \$2,598,222 | 22.9%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Playa Vista Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,249,000**

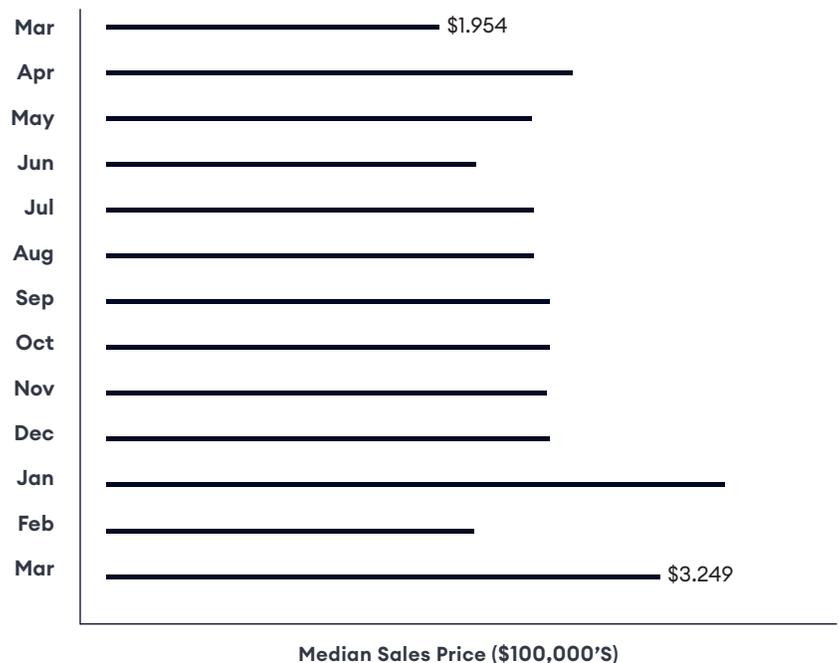
Median sales price.

**\$893**

Average price per square foot.

**8**

Properties for sale.



# Santa Monica

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$3,390,000 | \$3,130,000 | \$3,335,000 | \$5,025,000 | 48.2%    |
| Average Price per Square Foot .....     | \$1,312     | \$1,479     | \$1,214     | \$1,481     | 12.9%    |
| Properties Sold .....                   | 28          | 36          | 27          | 20          | -28.6%   |
| Properties Pending Sale .....           | 34          | 20          | 16          | 19          | -44.1%   |
| Properties For Sale .....               | 153         | 147         | 87          | 88          | -42.5%   |
| Days on Market (Pending Sale) .....     | 37          | 38          | 44          | 31          | -15.9%   |
| Percent Under Contract .....            | 22.2%       | 13.6%       | 18.4%       | 21.6%       | -2.8%    |
| Average Median Price for Last 12 Months | \$3,006,479 | \$3,905,833 | \$4,208,333 | \$3,572,765 | 15.9%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Santa Monica Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$5,025,000**

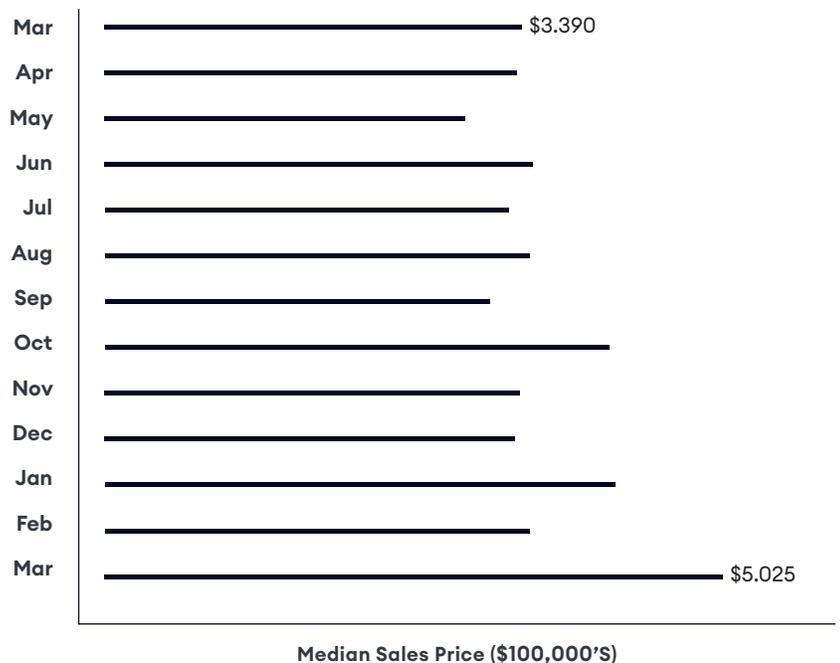
Median sales price.

**\$1,481**

Average price per square foot.

**88**

Properties for sale.



# Sunset Strip - Hollywood Hills West

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,500,000 | \$2,750,000 | \$2,475,000 | \$2,875,000 | 15.0%    |
| Average Price per Square Foot .....     | \$1,124     | \$1,096     | \$1,073     | \$1,109     | -1.3%    |
| Properties Sold .....                   | 57          | 41          | 44          | 59          | 3.5%     |
| Properties Pending Sale .....           | 51          | 60          | 30          | 49          | -3.9%    |
| Properties For Sale .....               | 377         | 325         | 244         | 216         | -42.7%   |
| Days on Market (Pending Sale) .....     | 56          | 50          | 88          | 34          | -38.9%   |
| Percent Under Contract .....            | 13.5%       | 18.5%       | 12.3%       | 22.7%       | 67.7%    |
| Average Median Price for Last 12 Months | \$2,176,132 | \$2,515,000 | \$2,522,500 | \$2,497,592 | 12.9%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Sunset Strip - Hollywood Hills West Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,875,000**

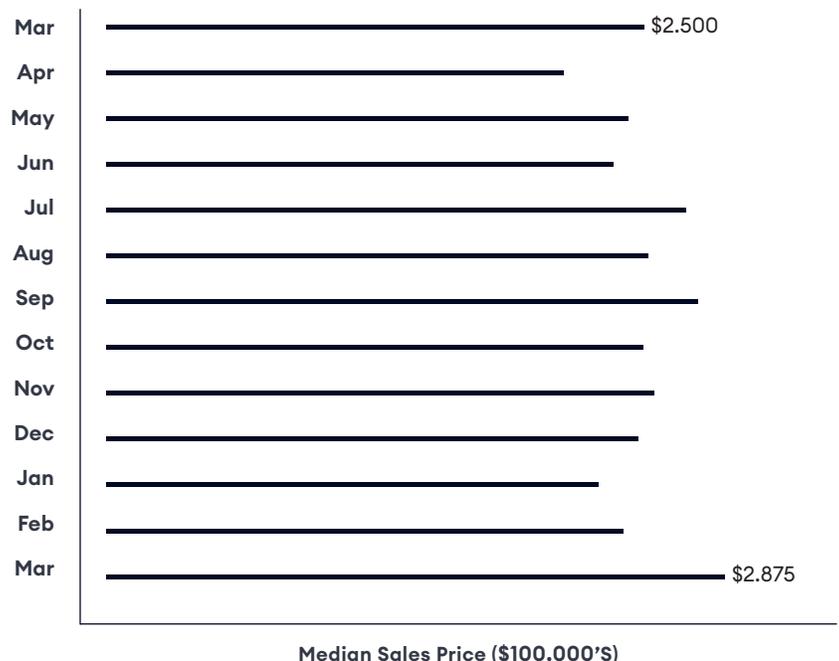
Median sales price.

**\$1,109**

Average price per square foot.

**216**

Properties for sale.



# Venice

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,935,000 | \$1,885,000 | \$2,662,500 | \$2,492,500 | 28.8%    |
| Average Price per Square Foot .....     | \$1,129     | \$1,360     | \$1,080     | \$1,289     | 14.2%    |
| Properties Sold .....                   | 29          | 16          | 28          | 28          | -3.4%    |
| Properties Pending Sale .....           | 32          | 18          | 20          | 31          | -3.1%    |
| Properties For Sale .....               | 199         | 160         | 103         | 96          | -51.8%   |
| Days on Market (Pending Sale) .....     | 47          | 68          | 93          | 35          | -26.3%   |
| Percent Under Contract .....            | 16.1%       | 11.2%       | 19.4%       | 32.3%       | 100.8%   |
| Average Median Price for Last 12 Months | \$1,984,325 | \$2,535,833 | \$2,601,667 | \$2,292,192 | 13.4%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Venice Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,492,500**

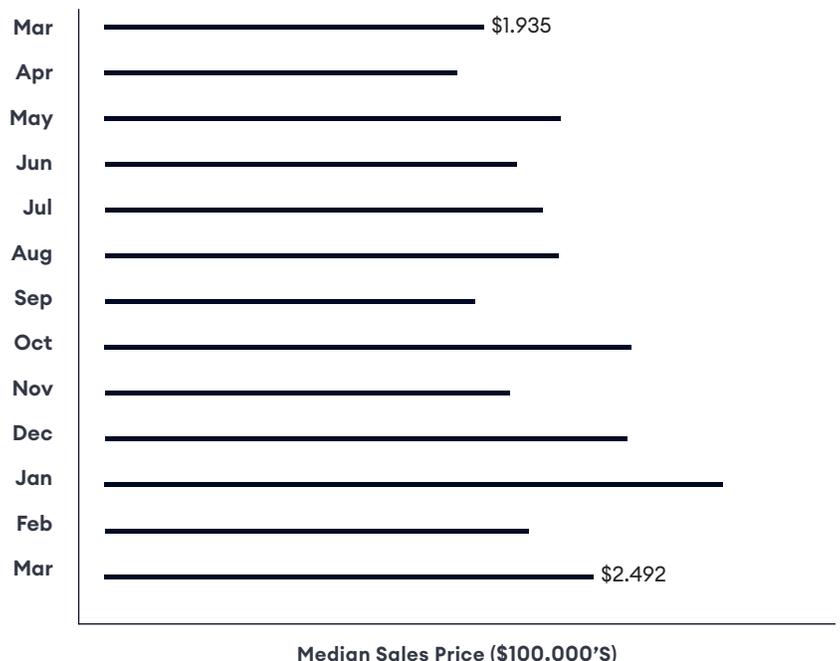
Median sales price.

**\$1,289**

Average price per square foot.

**96**

Properties for sale.



# West Adams

| Data*                                   | Mar 2021  | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-----------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$870,000 | \$1,175,000 | \$941,000   | \$1,239,500 | 42.5%    |
| Average Price per Square Foot .....     | \$666     | \$776       | \$665       | \$826       | 24.0%    |
| Properties Sold .....                   | 17        | 9           | 11          | 12          | -29.4%   |
| Properties Pending Sale .....           | 20        | 15          | 9           | 22          | 10.0%    |
| Properties For Sale .....               | 61        | 63          | 40          | 50          | -18.0%   |
| Days on Market (Pending Sale) .....     | 32        | 35          | 18          | 25          | -22.8%   |
| Percent Under Contract .....            | 32.8%     | 23.8%       | 22.5%       | 44.0%       | 34.2%    |
| Average Median Price for Last 12 Months | \$910,534 | \$1,092,417 | \$1,152,833 | \$1,056,534 | 13.8%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in West Adams Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,239,500**

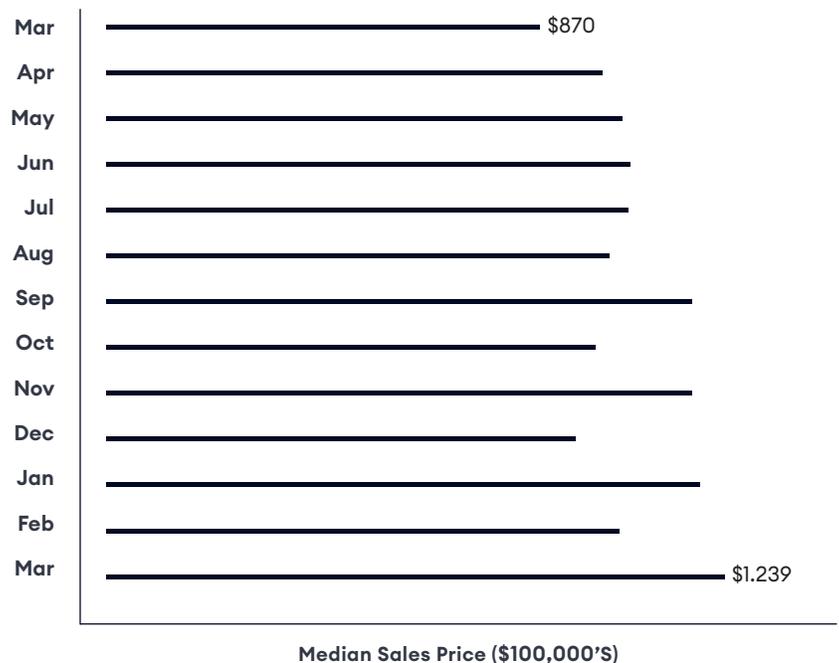
Median sales price.

**\$826**

Average price per square foot.

**50**

Properties for sale.



# West Hollywood

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,474,000 | \$2,018,258 | \$2,936,250 | \$2,359,000 | -4.6%    |
| Average Price per Square Foot .....     | \$984       | \$990       | \$1,035     | \$1,086     | 10.4%    |
| Properties Sold .....                   | 13          | 14          | 12          | 12          | -7.7%    |
| Properties Pending Sale .....           | 14          | 18          | 9           | 8           | -42.9%   |
| Properties For Sale .....               | 128         | 79          | 58          | 59          | -53.9%   |
| Days on Market (Pending Sale) .....     | 24          | 46          | 26          | 61          | 153.4%   |
| Percent Under Contract .....            | 10.9%       | 22.8%       | 15.5%       | 13.6%       | 24.0%    |
| Average Median Price for Last 12 Months | \$2,231,185 | \$2,574,208 | \$2,532,167 | \$2,380,120 | 6.3%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in West Hollywood Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,359,000**

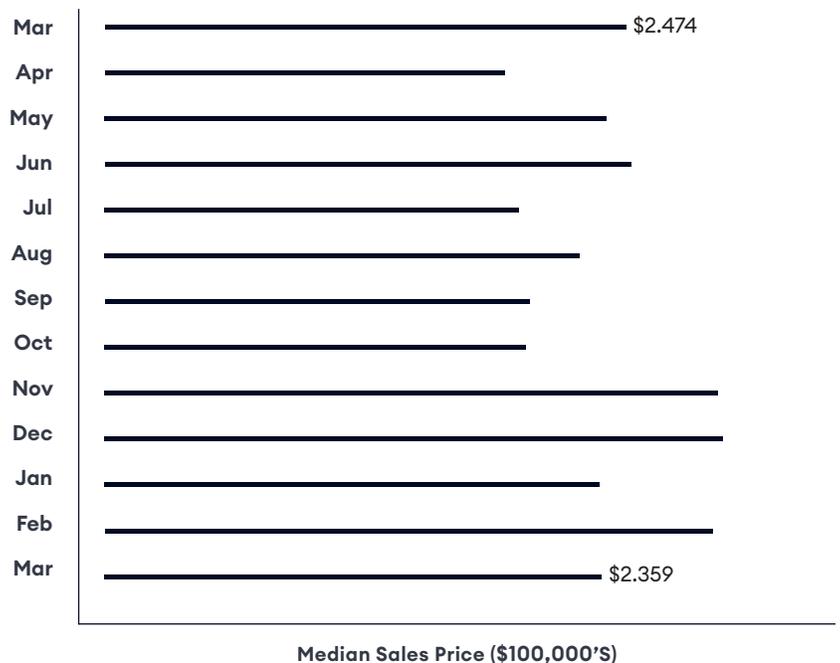
Median sales price.

**\$1,086**

Average price per square foot.

**59**

Properties for sale.



# West Los Angeles

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,525,000 | \$1,612,500 | \$1,420,000 | \$1,429,500 | -6.3%    |
| Average Price per Square Foot .....     | \$845       | \$900       | \$942       | \$777       | -8.0%    |
| Properties Sold .....                   | 7           | 12          | 12          | 6           | -14.3%   |
| Properties Pending Sale .....           | 9           | 12          | 6           | 11          | 22.2%    |
| Properties For Sale .....               | 49          | 36          | 26          | 28          | -42.9%   |
| Days on Market (Pending Sale) .....     | 24          | 49          | 30          | 16          | -33.6%   |
| Percent Under Contract .....            | 18.4%       | 33.3%       | 23.1%       | 39.3%       | 113.9%   |
| Average Median Price for Last 12 Months | \$1,364,917 | \$1,576,750 | \$1,517,667 | \$1,548,085 | 11.8%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in West Los Angeles Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,429,500**

Median sales price.

**\$777**

Average price per square foot.

**28**

Properties for sale.



# Westchester

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,303,500 | \$1,562,500 | \$1,510,000 | \$1,500,000 | 15.1%    |
| Average Price per Square Foot .....     | \$808       | \$813       | \$835       | \$839       | 3.8%     |
| Properties Sold .....                   | 36          | 42          | 33          | 33          | -8.3%    |
| Properties Pending Sale .....           | 42          | 25          | 18          | 35          | -16.7%   |
| Properties For Sale .....               | 87          | 78          | 50          | 69          | -20.7%   |
| Days on Market (Pending Sale) .....     | 23          | 26          | 25          | 25          | 10.1%    |
| Percent Under Contract .....            | 48.3%       | 32.1%       | 36.0%       | 50.7%       | 5.1%     |
| Average Median Price for Last 12 Months | \$1,324,188 | \$1,422,192 | \$1,419,583 | \$1,429,299 | 7.4%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Westchester Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,500,000**

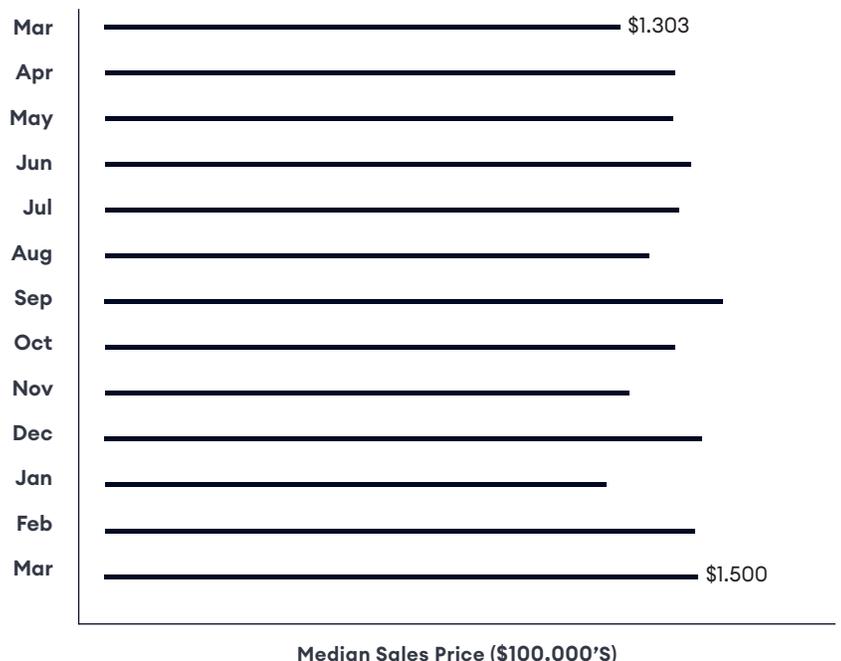
Median sales price.

**\$839**

Average price per square foot.

**69**

Properties for sale.



# Westwood - Century City

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,641,000 | \$2,437,500 | \$2,654,475 | \$3,190,053 | 20.8%    |
| Average Price per Square Foot .....     | \$978       | \$1,253     | \$1,235     | \$1,191     | 21.8%    |
| Properties Sold .....                   | 22          | 12          | 18          | 22          | 0.0%     |
| Properties Pending Sale .....           | 24          | 16          | 8           | 18          | -25.0%   |
| Properties For Sale .....               | 80          | 65          | 42          | 53          | -33.8%   |
| Days on Market (Pending Sale) .....     | 37          | 36          | 46          | 46          | 24.4%    |
| Percent Under Contract .....            | 30.0%       | 24.6%       | 19.0%       | 34.0%       | 13.2%    |
| Average Median Price for Last 12 Months | \$2,329,510 | \$2,692,130 | \$2,713,351 | \$2,658,398 | 12.4%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Westwood - Century City Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,190,053**

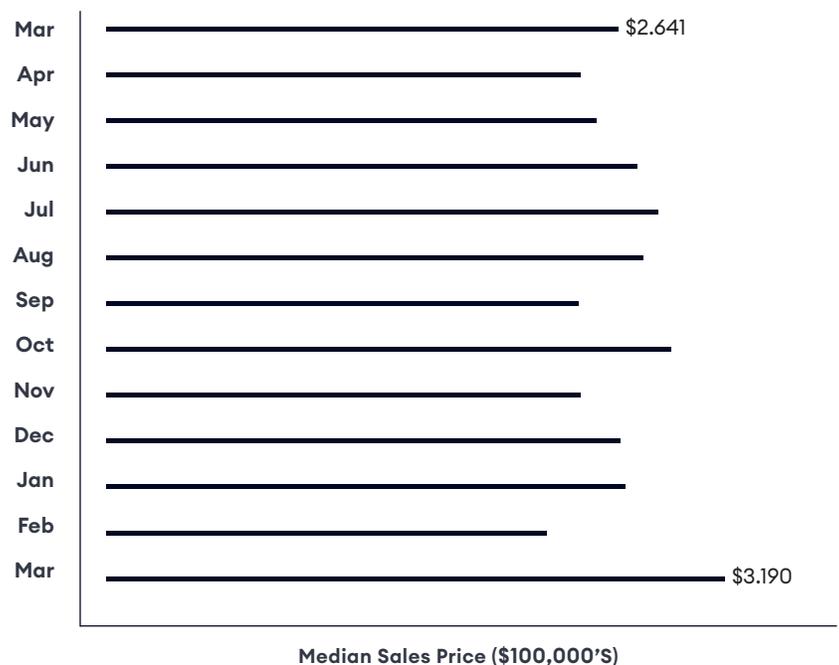
Median sales price.

**\$1,191**

Average price per square foot.

**53**

Properties for sale.



# South Bay Macro Market

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,325,000 | \$1,627,500 | \$1,475,000 | \$1,610,000 | 21.5%    |
| Average Price per Square Foot .....     | \$788       | \$884       | \$852       | \$938       | 19.0%    |
| Properties Sold .....                   | 293         | 318         | 249         | 253         | -13.7%   |
| Properties Pending Sale .....           | 318         | 270         | 134         | 258         | -18.9%   |
| Properties For Sale .....               | 805         | 745         | 445         | 583         | -27.6%   |
| Days on Market (Pending Sale) .....     | 23          | 22          | 25          | 16          | -27.0%   |
| Percent Under Contract .....            | 39.5%       | 36.2%       | 30.1%       | 44.3%       | 12.0%    |
| Average Median Price for Last 12 Months | \$1,300,417 | \$1,517,473 | \$1,532,053 | \$1,517,103 | 16.7%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in South Bay Macro Market Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,610,000**

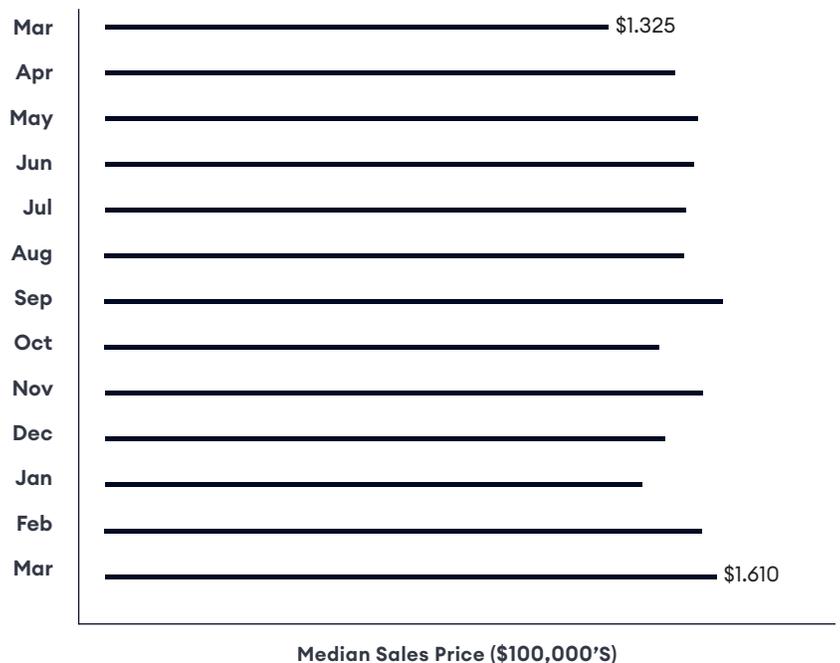
Median sales price.

**\$938**

Average price per square foot.

**583**

Properties for sale.



# El Segundo

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,552,500 | \$1,700,000 | \$1,730,000 | \$2,050,000 | 32.0%    |
| Average Price per Square Foot .....     | \$853       | \$812       | \$1,156     | \$1,011     | 18.5%    |
| Properties Sold .....                   | 8           | 9           | 6           | 7           | -12.5%   |
| Properties Pending Sale .....           | 6           | 9           | 4           | 7           | 16.7%    |
| Properties For Sale .....               | 22          | 28          | 16          | 18          | -18.2%   |
| Days on Market (Pending Sale) .....     | 10          | 9           | 32          | 13          | 38.3%    |
| Percent Under Contract .....            | 27.3%       | 32.1%       | 25.0%       | 38.9%       | 42.6%    |
| Average Median Price for Last 12 Months | \$1,627,833 | \$1,873,333 | \$2,000,833 | \$1,828,365 | 12.3%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in El Segundo Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,050,000**

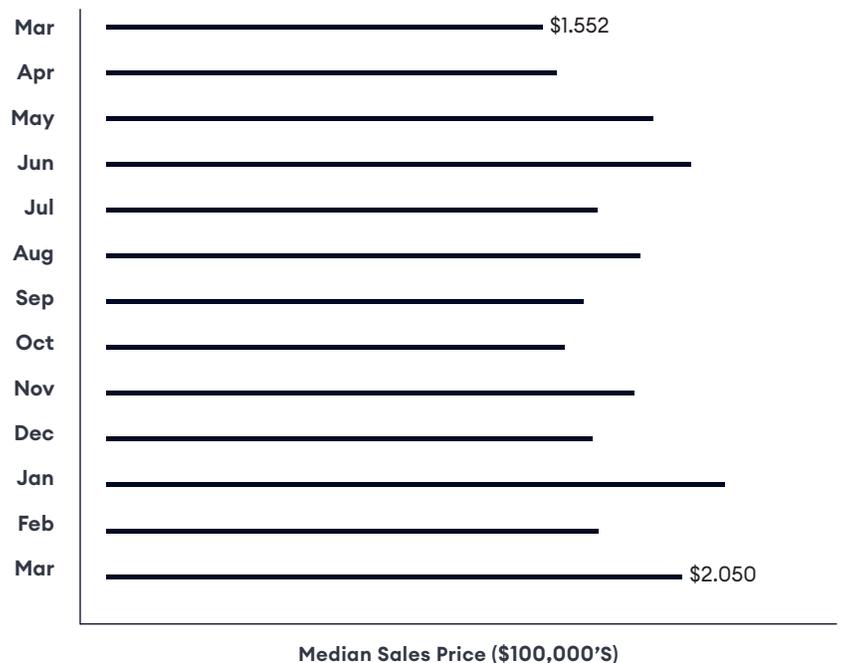
Median sales price.

**\$1,011**

Average price per square foot.

**18**

Properties for sale.



# Hermosa Beach

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,337,500 | \$2,305,000 | \$3,117,500 | \$2,150,000 | -8.0%    |
| Average Price per Square Foot .....     | \$1,283     | \$992       | \$1,231     | \$1,457     | 13.6%    |
| Properties Sold .....                   | 12          | 9           | 10          | 11          | -8.3%    |
| Properties Pending Sale .....           | 8           | 7           | 6           | 12          | 50.0%    |
| Properties For Sale .....               | 53          | 43          | 25          | 34          | -35.8%   |
| Days on Market (Pending Sale) .....     | 13          | 44          | 24          | 21          | 57.6%    |
| Percent Under Contract .....            | 15.1%       | 16.3%       | 24.0%       | 35.3%       | 133.8%   |
| Average Median Price for Last 12 Months | \$2,062,750 | \$2,667,083 | \$2,725,000 | \$2,551,731 | 23.7%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Hermosa Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,150,000**

Median sales price.

**\$1,457**

Average price per square foot.

**34**

Properties for sale.



# Manhattan Beach

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$3,349,500 | \$3,500,000 | \$2,765,500 | \$3,053,000 | -8.9%    |
| Average Price per Square Foot .....     | \$1,363     | \$1,355     | \$1,248     | \$1,367     | 0.3%     |
| Properties Sold .....                   | 30          | 38          | 26          | 21          | -30.0%   |
| Properties Pending Sale .....           | 40          | 32          | 15          | 31          | -22.5%   |
| Properties For Sale .....               | 135         | 101         | 66          | 76          | -43.7%   |
| Days on Market (Pending Sale) .....     | 49          | 51          | 30          | 12          | -74.8%   |
| Percent Under Contract .....            | 29.6%       | 31.7%       | 22.7%       | 40.8%       | 37.7%    |
| Average Median Price for Last 12 Months | \$2,910,380 | \$3,336,000 | \$3,367,667 | \$3,252,306 | 11.7%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Manhattan Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,053,000**

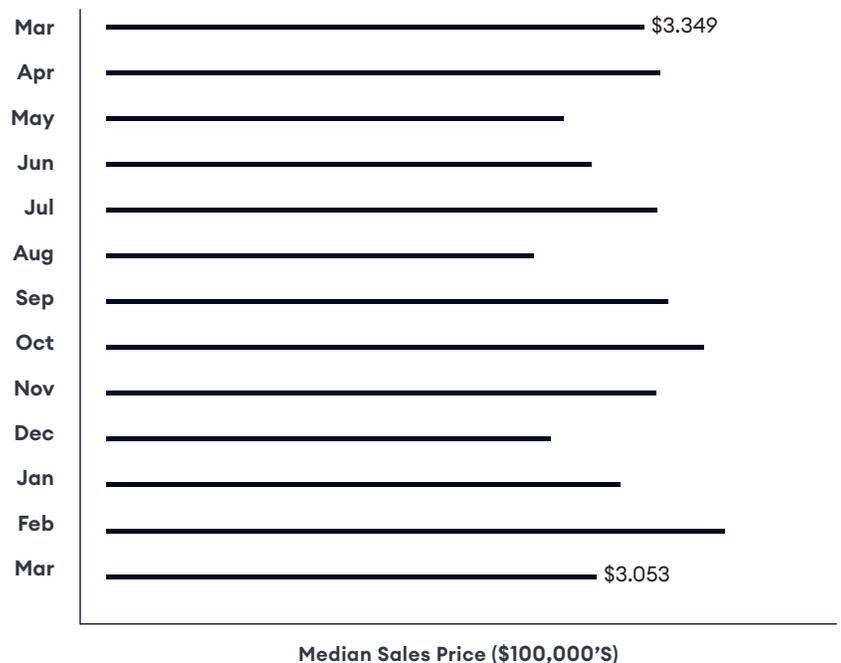
Median sales price.

**\$1,367**

Average price per square foot.

**76**

Properties for sale.



# Manhattan Beach Mira Costa

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$3,185,000 | \$2,710,000 | \$2,963,444 | \$3,026,500 | -5.0%    |
| Average Price per Square Foot .....     | \$847       | \$984       | \$1,024     | \$999       | 17.9%    |
| Properties Sold .....                   | 3           | 6           | 2           | 4           | 33.3%    |
| Properties Pending Sale .....           | 5           | 4           | 3           | 4           | -20.0%   |
| Properties For Sale .....               | 14          | 11          | 8           | 7           | -50.0%   |
| Days on Market (Pending Sale) .....     | 29          | 125         | 18          | 11          | -64.0%   |
| Percent Under Contract .....            | 35.7%       | 36.4%       | 37.5%       | 57.1%       | 60.0%    |
| Average Median Price for Last 12 Months | \$2,475,167 | \$3,009,241 | \$2,832,333 | \$3,045,739 | 23.1%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Manhattan Beach Mira Costa Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,026,500**

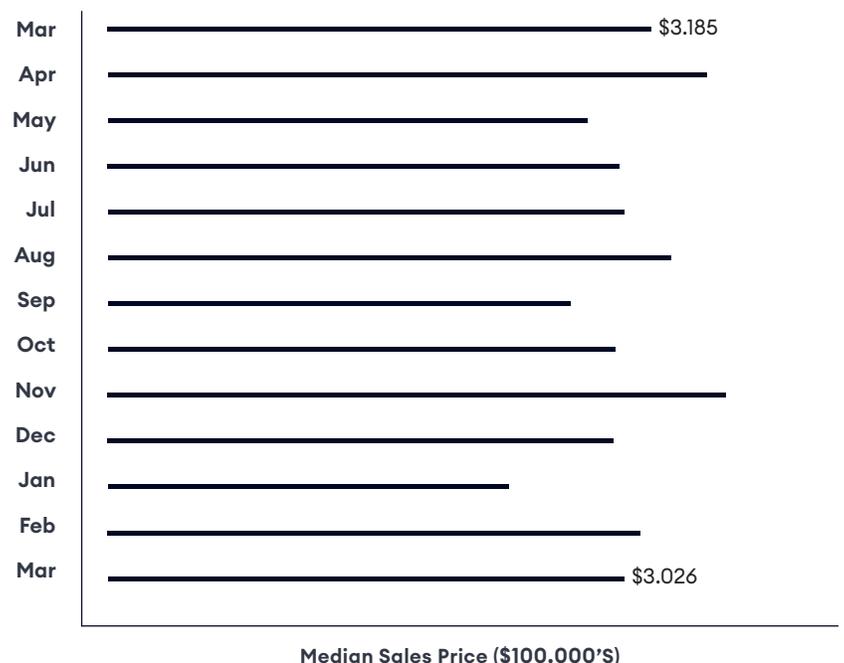
Median sales price.

**\$999**

Average price per square foot.

**7**

Properties for sale.



# Manhattan Beach Sand

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$3,757,500 | \$4,500,000 | \$2,560,000 | \$3,150,000 | -16.2%   |
| Average Price per Square Foot .....     | \$1,882     | \$1,972     | \$1,572     | \$2,222     | 18.1%    |
| Properties Sold .....                   | 12          | 11          | 7           | 5           | -58.3%   |
| Properties Pending Sale .....           | 15          | 4           | 3           | 8           | -46.7%   |
| Properties For Sale .....               | 55          | 32          | 26          | 29          | -47.3%   |
| Days on Market (Pending Sale) .....     | 85          | 41          | 70          | 17          | -80.5%   |
| Percent Under Contract .....            | 27.3%       | 12.5%       | 11.5%       | 27.6%       | 1.1%     |
| Average Median Price for Last 12 Months | \$3,616,824 | \$3,951,438 | \$4,159,667 | \$3,860,087 | 6.7%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Manhattan Beach Sand Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,150,000**

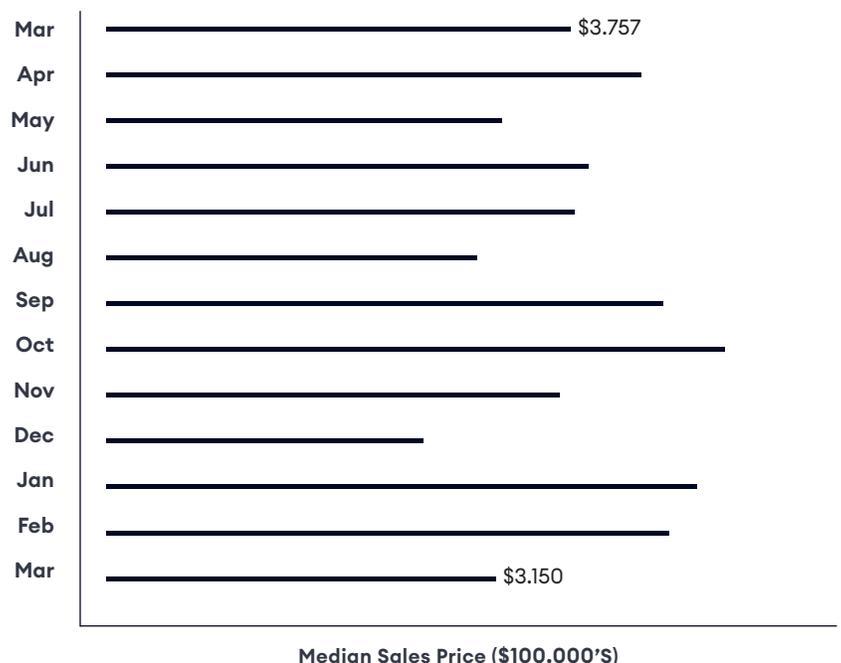
Median sales price.

**\$2,222**

Average price per square foot.

**29**

Properties for sale.



# Manhattan Beach Tree

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$3,042,500 | \$3,271,480 | \$2,875,000 | \$2,835,000 | -6.8%    |
| Average Price per Square Foot .....     | \$1,098     | \$1,005     | \$1,198     | \$1,086     | -1.1%    |
| Properties Sold .....                   | 10          | 12          | 11          | 9           | -10.0%   |
| Properties Pending Sale .....           | 12          | 21          | 9           | 12          | 0.0%     |
| Properties For Sale .....               | 38          | 42          | 17          | 18          | -52.6%   |
| Days on Market (Pending Sale) .....     | 30          | 35          | 21          | 13          | -56.0%   |
| Percent Under Contract .....            | 31.6%       | 50.0%       | 52.9%       | 66.7%       | 111.1%   |
| Average Median Price for Last 12 Months | \$2,844,292 | \$2,868,517 | \$2,999,167 | \$2,963,299 | 4.2%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Manhattan Beach Tree Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,835,000**

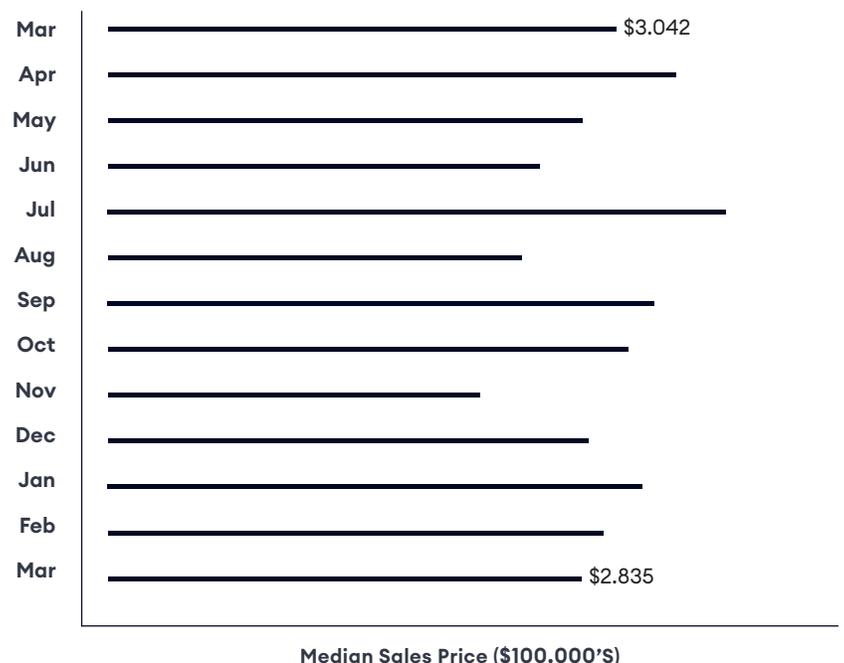
Median sales price.

**\$1,086**

Average price per square foot.

**18**

Properties for sale.



# Palos Verdes Estates

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,255,000 | \$2,420,000 | \$2,700,000 | \$3,550,000 | 57.4%    |
| Average Price per Square Foot .....     | \$896       | \$937       | \$934       | \$1,111     | 24.0%    |
| Properties Sold .....                   | 18          | 29          | 14          | 24          | 33.3%    |
| Properties Pending Sale .....           | 25          | 13          | 8           | 16          | -36.0%   |
| Properties For Sale .....               | 77          | 61          | 40          | 40          | -48.1%   |
| Days on Market (Pending Sale) .....     | 34          | 26          | 72          | 28          | -18.4%   |
| Percent Under Contract .....            | 32.5%       | 21.3%       | 20.0%       | 40.0%       | 23.2%    |
| Average Median Price for Last 12 Months | \$2,182,688 | \$2,811,917 | \$2,908,333 | \$2,593,395 | 18.8%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Palos Verdes Estates Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,550,000**

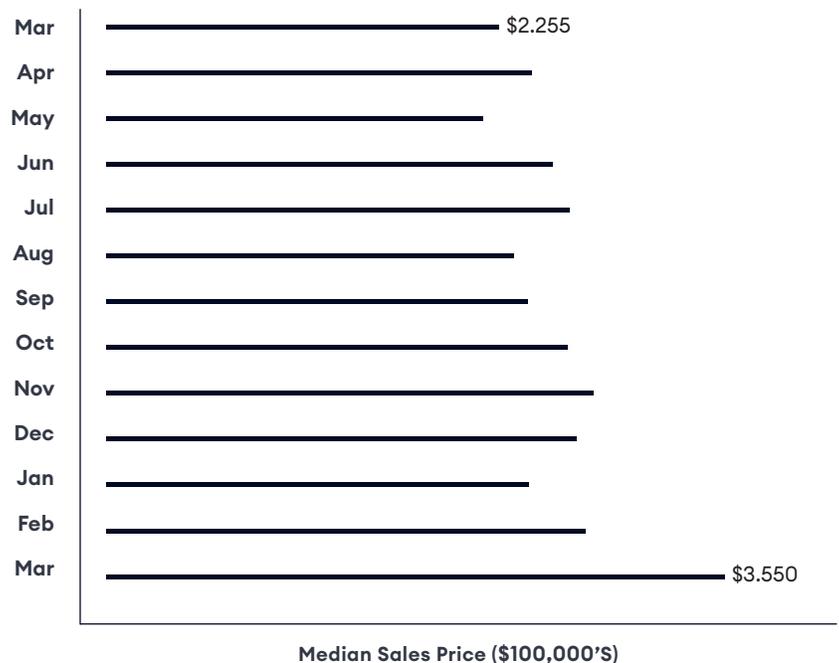
Median sales price.

**\$1,111**

Average price per square foot.

**40**

Properties for sale.



# Rancho Palos Verdes

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,620,000 | \$1,756,000 | \$1,610,000 | \$1,930,000 | 19.1%    |
| Average Price per Square Foot .....     | \$651       | \$813       | \$745       | \$813       | 24.9%    |
| Properties Sold .....                   | 39          | 51          | 49          | 39          | 0.0%     |
| Properties Pending Sale .....           | 53          | 38          | 18          | 38          | -28.3%   |
| Properties For Sale .....               | 127         | 119         | 75          | 90          | -29.1%   |
| Days on Market (Pending Sale) .....     | 28          | 21          | 25          | 24          | -13.4%   |
| Percent Under Contract .....            | 41.7%       | 31.9%       | 24.0%       | 42.2%       | 1.2%     |
| Average Median Price for Last 12 Months | \$1,494,063 | \$1,814,008 | \$1,873,350 | \$1,783,965 | 19.4%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Rancho Palos Verdes Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,930,000**

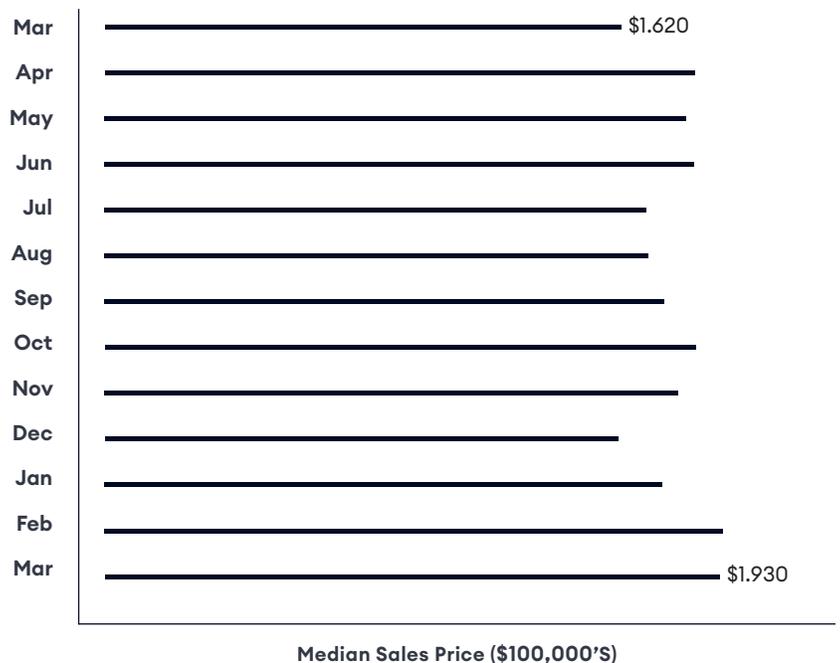
Median sales price.

**\$813**

Average price per square foot.

**90**

Properties for sale.



# Redondo Beach- North

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,225,000 | \$1,469,500 | \$1,502,500 | \$1,550,000 | 26.5%    |
| Average Price per Square Foot .....     | \$805       | \$819       | \$909       | \$973       | 20.9%    |
| Properties Sold .....                   | 27          | 16          | 14          | 17          | -37.0%   |
| Properties Pending Sale .....           | 20          | 24          | 5           | 16          | -20.0%   |
| Properties For Sale .....               | 43          | 51          | 18          | 27          | -37.2%   |
| Days on Market (Pending Sale) .....     | 20          | 13          | 7           | 25          | 21.3%    |
| Percent Under Contract .....            | 46.5%       | 47.1%       | 27.8%       | 59.3%       | 27.4%    |
| Average Median Price for Last 12 Months | \$1,150,917 | \$1,466,792 | \$1,471,667 | \$1,413,865 | 22.8%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Redondo Beach- North Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,550,000**

Median sales price.

**\$973**

Average price per square foot.

**27**

Properties for sale.



# Redondo Beach- South

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,095,000 | \$1,847,500 | \$2,200,000 | \$2,275,000 | 8.6%     |
| Average Price per Square Foot .....     | \$739       | \$837       | \$868       | \$1,149     | 55.5%    |
| Properties Sold .....                   | 14          | 20          | 7           | 14          | 0.0%     |
| Properties Pending Sale .....           | 23          | 18          | 2           | 16          | -30.4%   |
| Properties For Sale .....               | 51          | 32          | 6           | 27          | -47.1%   |
| Days on Market (Pending Sale) .....     | 17          | 14          | 6           | 8           | -51.7%   |
| Percent Under Contract .....            | 45.1%       | 56.2%       | 33.3%       | 59.3%       | 31.4%    |
| Average Median Price for Last 12 Months | \$1,735,249 | \$2,193,000 | \$2,278,333 | \$2,014,192 | 16.1%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Redondo Beach- South Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,275,000**

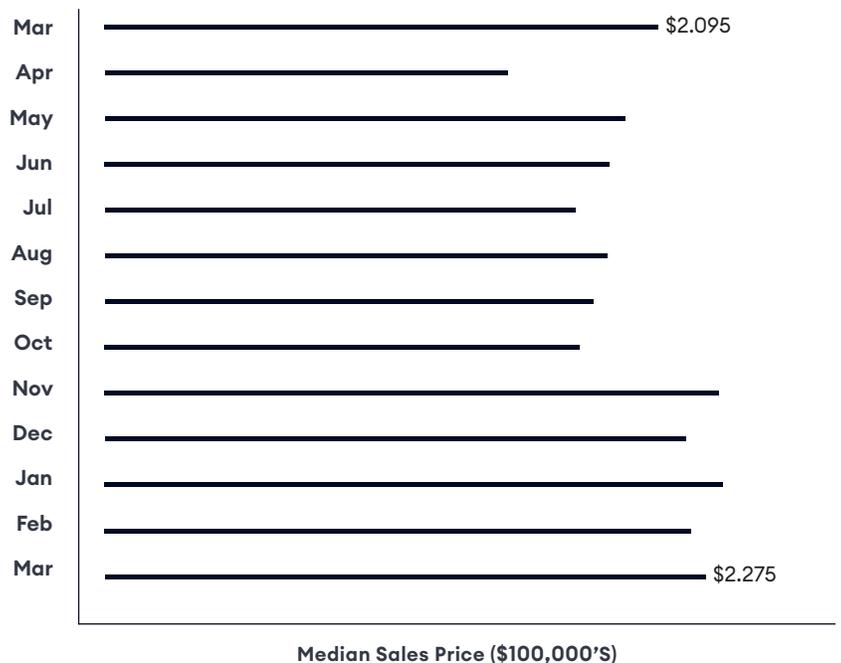
Median sales price.

**\$1,149**

Average price per square foot.

**27**

Properties for sale.



# Rolling Hills

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$4,000,000 | \$3,300,000 | \$4,250,000 | \$3,641,155 | -9.0%    |
| Average Price per Square Foot .....     | \$1,081     | \$1,149     | \$1,353     | \$1,111     | 2.8%     |
| Properties Sold .....                   | 4           | 3           | 3           | 2           | -50.0%   |
| Properties Pending Sale .....           | 6           | 1           | 2           | 2           | -66.7%   |
| Properties For Sale .....               | 22          | 13          | 16          | 12          | -45.5%   |
| Days on Market (Pending Sale) .....     | 19          | 39          | 78          | 11          | -41.6%   |
| Percent Under Contract .....            | 27.3%       | 7.7%        | 12.5%       | 16.7%       | -38.9%   |
| Average Median Price for Last 12 Months | \$3,819,792 | \$3,257,859 | \$2,413,718 | \$3,607,868 | -5.5%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Rolling Hills Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,641,155**

Median sales price.

**\$1,111**

Average price per square foot.

**12**

Properties for sale.



# Rolling Hills Estates

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,301,000 | \$2,188,500 | \$2,612,500 | \$3,727,911 | 62.0%    |
| Average Price per Square Foot .....     | \$669       | \$810       | \$793       | \$869       | 29.9%    |
| Properties Sold .....                   | 11          | 14          | 6           | 11          | 0.0%     |
| Properties Pending Sale .....           | 12          | 9           | 4           | 8           | -33.3%   |
| Properties For Sale .....               | 16          | 17          | 8           | 11          | -31.2%   |
| Days on Market (Pending Sale) .....     | 12          | 10          | 17          | 18          | 46.0%    |
| Percent Under Contract .....            | 75.0%       | 52.9%       | 50.0%       | 72.7%       | -3.0%    |
| Average Median Price for Last 12 Months | \$1,975,687 | \$3,074,767 | \$3,619,534 | \$2,718,469 | 37.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Rolling Hills Estates Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,727,911**

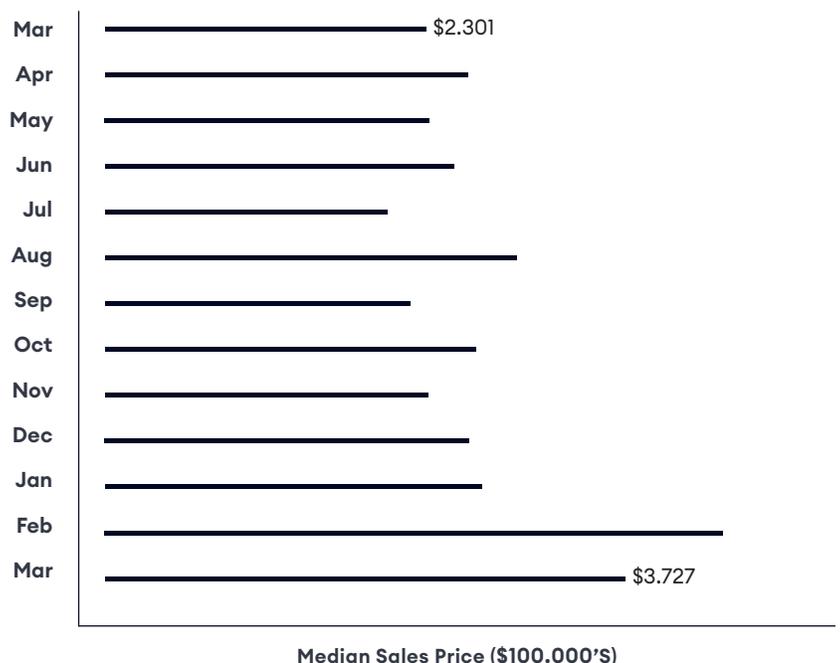
Median sales price.

**\$869**

Average price per square foot.

**11**

Properties for sale.



# San Pedro

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022    | % Change |
|---|-----------|-----------|-----------|-------------|----------|
| Median Price .....                      | \$880,000 | \$915,000 | \$830,000 | \$1,048,000 | 19.1%    |
| Average Price per Square Foot .....     | \$488     | \$590     | \$606     | \$602       | 23.4%    |
| Properties Sold .....                   | 38        | 33        | 37        | 39          | 2.6%     |
| Properties Pending Sale .....           | 27        | 35        | 26        | 30          | 11.1%    |
| Properties For Sale .....               | 75        | 103       | 80        | 83          | 10.7%    |
| Days on Market (Pending Sale) .....     | 16        | 20        | 22        | 22          | 38.9%    |
| Percent Under Contract .....            | 36.0%     | 34.0%     | 32.5%     | 36.1%       | 0.4%     |
| Average Median Price for Last 12 Months | \$785,287 | \$907,358 | \$930,833 | \$884,012   | 12.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Pedro Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,048,000**

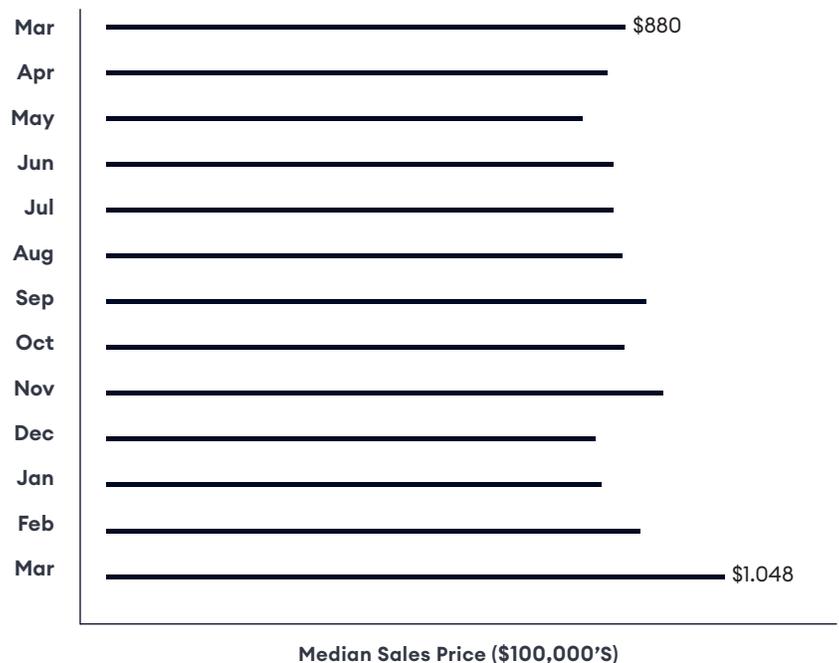
Median sales price.

**\$602**

Average price per square foot.

**83**

Properties for sale.



# Torrance- County Strip

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$757,500 | \$758,500 | \$788,000 | \$850,000 | 12.2%    |
| Average Price per Square Foot .....     | \$432     | \$622     | \$525     | \$615     | 42.4%    |
| Properties Sold .....                   | 6         | 10        | 12        | 5         | -16.7%   |
| Properties Pending Sale .....           | 7         | 10        | 7         | 4         | -42.9%   |
| Properties For Sale .....               | 13        | 18        | 14        | 12        | -7.7%    |
| Days on Market (Pending Sale) .....     | 12        | 34        | 19        | 10        | -15.6%   |
| Percent Under Contract .....            | 53.8%     | 55.6%     | 50.0%     | 33.3%     | -38.1%   |
| Average Median Price for Last 12 Months | \$669,250 | \$818,000 | \$846,667 | \$760,462 | 13.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Torrance- County Strip Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$850,000**

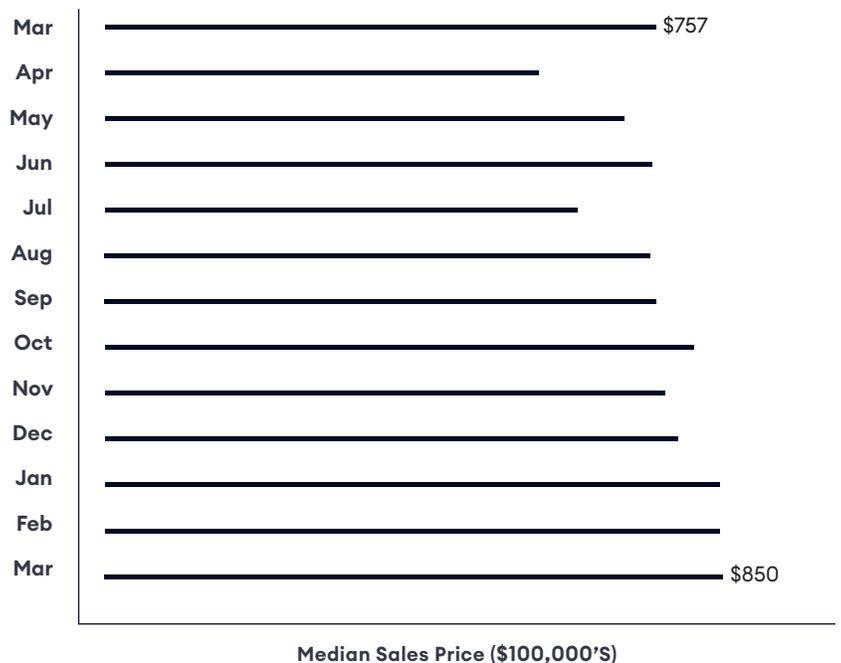
Median sales price.

**\$615**

Average price per square foot.

**12**

Properties for sale.



# Torrance- North

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022    | % Change |
|---|-----------|-----------|-----------|-------------|----------|
| Median Price .....                      | \$892,500 | \$952,500 | \$969,000 | \$1,070,000 | 19.9%    |
| Average Price per Square Foot .....     | \$571     | \$660     | \$578     | \$670       | 17.3%    |
| Properties Sold .....                   | 14        | 16        | 12        | 17          | 21.4%    |
| Properties Pending Sale .....           | 19        | 10        | 10        | 13          | -31.6%   |
| Properties For Sale .....               | 33        | 24        | 22        | 33          | 0.0%     |
| Days on Market (Pending Sale) .....     | 13        | 9         | 13        | 6           | -50.3%   |
| Percent Under Contract .....            | 57.6%     | 41.7%     | 45.5%     | 39.4%       | -31.6%   |
| Average Median Price for Last 12 Months | \$808,167 | \$945,000 | \$983,333 | \$919,023   | 13.7%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Torrance- North Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,070,000**

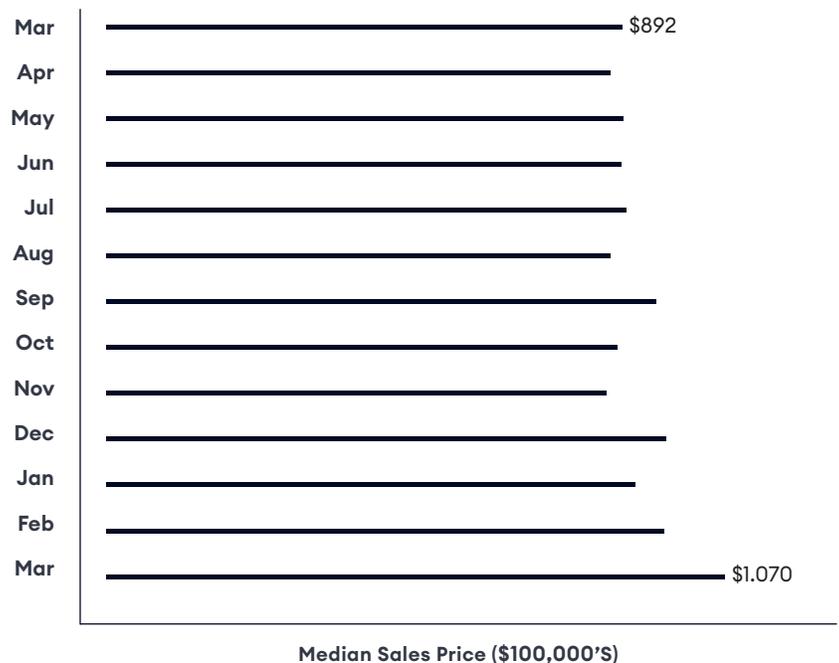
Median sales price.

**\$670**

Average price per square foot.

**33**

Properties for sale.



# Torrance- South

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,206,500 | \$1,338,500 | \$1,222,500 | \$1,300,500 | 7.8%     |
| Average Price per Square Foot .....     | \$649       | \$756       | \$777       | \$773       | 19.1%    |
| Properties Sold .....                   | 24          | 27          | 24          | 14          | -41.7%   |
| Properties Pending Sale .....           | 25          | 27          | 10          | 29          | 16.0%    |
| Properties For Sale .....               | 45          | 55          | 20          | 58          | 28.9%    |
| Days on Market (Pending Sale) .....     | 10          | 12          | 13          | 11          | 8.3%     |
| Percent Under Contract .....            | 55.6%       | 49.1%       | 50.0%       | 50.0%       | -10.0%   |
| Average Median Price for Last 12 Months | \$1,099,583 | \$1,327,408 | \$1,329,333 | \$1,319,200 | 20.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Torrance- South Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,300,500**

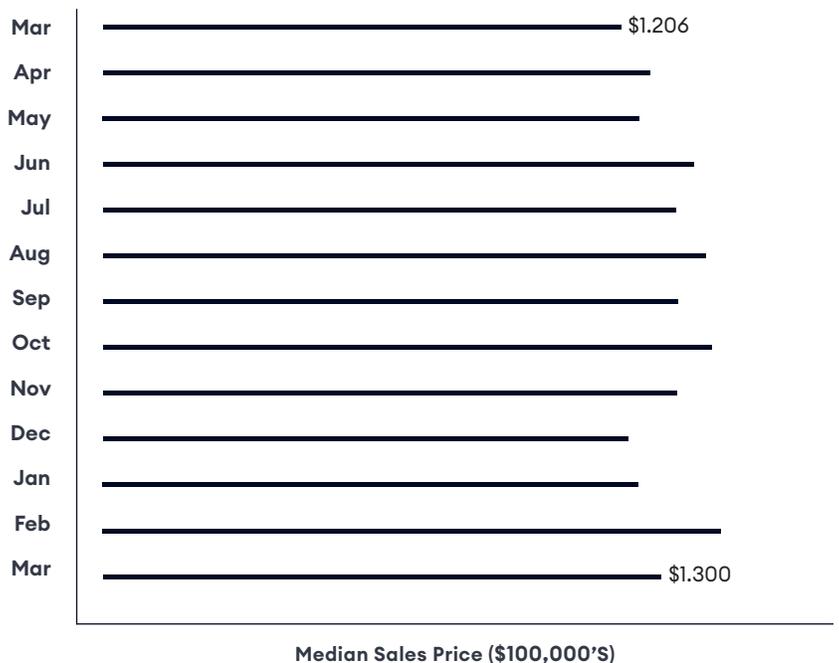
Median sales price.

**\$773**

Average price per square foot.

**58**

Properties for sale.



# Torrance- Southeast

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022    | % Change |
|---|-----------|-----------|-----------|-------------|----------|
| Median Price .....                      | \$953,999 | \$830,000 | \$900,000 | \$1,000,000 | 4.8%     |
| Average Price per Square Foot .....     | \$527     | \$609     | \$635     | \$700       | 32.8%    |
| Properties Sold .....                   | 17        | 21        | 17        | 13          | -23.5%   |
| Properties Pending Sale .....           | 25        | 15        | 7         | 16          | -36.0%   |
| Properties For Sale .....               | 54        | 42        | 24        | 28          | -48.1%   |
| Days on Market (Pending Sale) .....     | 18        | 9         | 27        | 12          | -32.5%   |
| Percent Under Contract .....            | 46.3%     | 35.7%     | 29.2%     | 57.1%       | 23.4%    |
| Average Median Price for Last 12 Months | \$830,667 | \$912,167 | \$942,500 | \$895,615   | 7.8%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Torrance- Southeast Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,000,000**

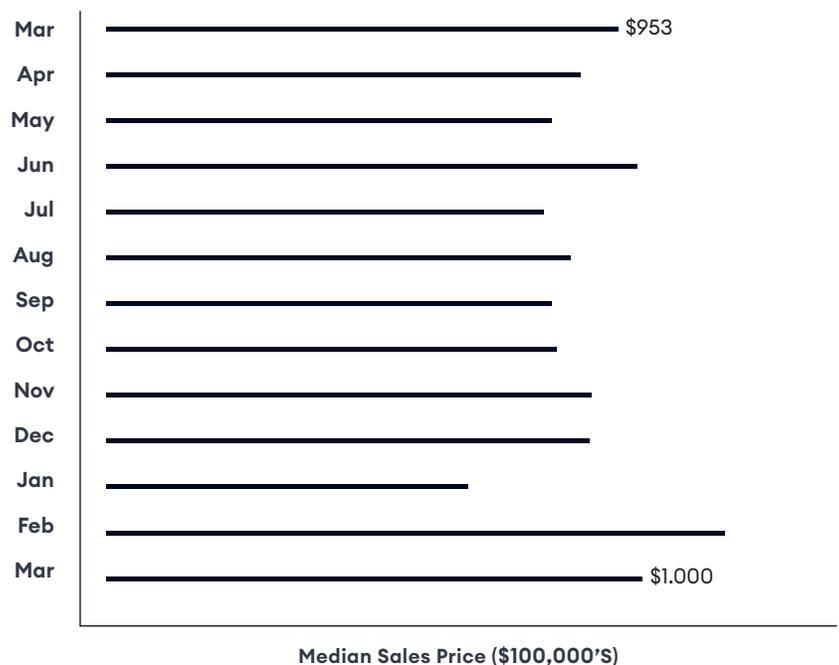
Median sales price.

**\$700**

Average price per square foot.

**28**

Properties for sale.



# Torrance- West

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,130,000 | \$1,350,000 | \$1,203,000 | \$1,360,000 | 20.4%    |
| Average Price per Square Foot .....     | \$606       | \$746       | \$723       | \$769       | 26.9%    |
| Properties Sold .....                   | 31          | 23          | 13          | 19          | -38.7%   |
| Properties Pending Sale .....           | 22          | 22          | 10          | 20          | -9.1%    |
| Properties For Sale .....               | 40          | 40          | 17          | 35          | -12.5%   |
| Days on Market (Pending Sale) .....     | 9           | 19          | 21          | 9           | 0.0%     |
| Percent Under Contract .....            | 55.0%       | 55.0%       | 58.8%       | 57.1%       | 3.9%     |
| Average Median Price for Last 12 Months | \$1,013,375 | \$1,261,083 | \$1,330,833 | \$1,224,538 | 20.8%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Torrance- West Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,360,000**

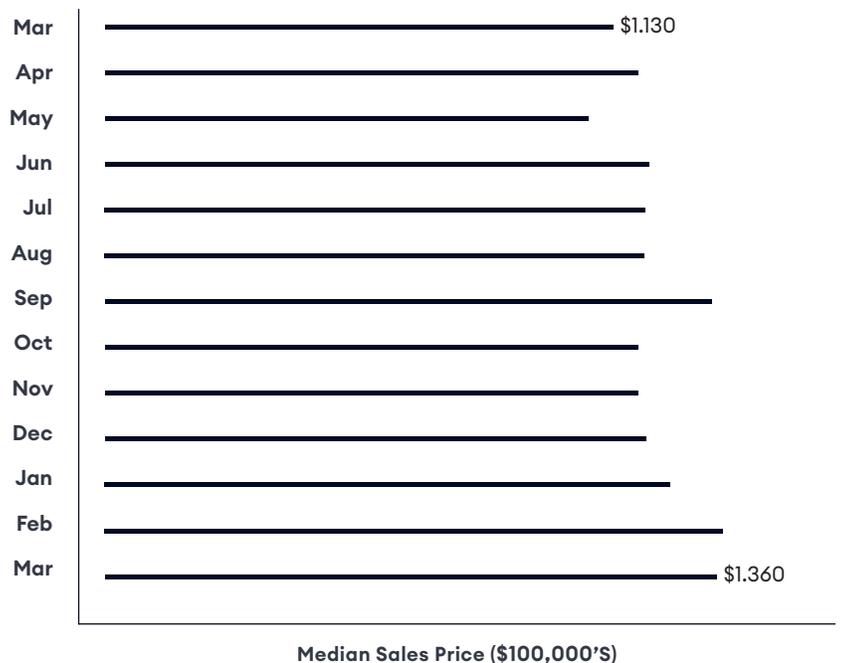
Median sales price.

**\$769**

Average price per square foot.

**35**

Properties for sale.



Median Sales Price (\$100,000'S)

# San Fernando Valley Macro Market

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,280,000 | \$1,325,000 | \$1,350,000 | \$1,500,000 | 17.2%    |
| Average Price per Square Foot .....     | \$591       | \$653       | \$687       | \$747       | 26.4%    |
| Properties Sold .....                   | 599         | 566         | 500         | 503         | -16.0%   |
| Properties Pending Sale .....           | 616         | 533         | 369         | 628         | 1.9%     |
| Properties For Sale .....               | 1,729       | 1,737       | 1,185       | 1,441       | -16.7%   |
| Days on Market (Pending Sale) .....     | 27          | 25          | 28          | 19          | -27.7%   |
| Percent Under Contract .....            | 35.6%       | 30.7%       | 31.1%       | 43.6%       | 22.3%    |
| Average Median Price for Last 12 Months | \$1,161,121 | \$1,370,825 | \$1,425,000 | \$1,353,150 | 16.5%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Fernando Valley Macro Market Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,500,000**

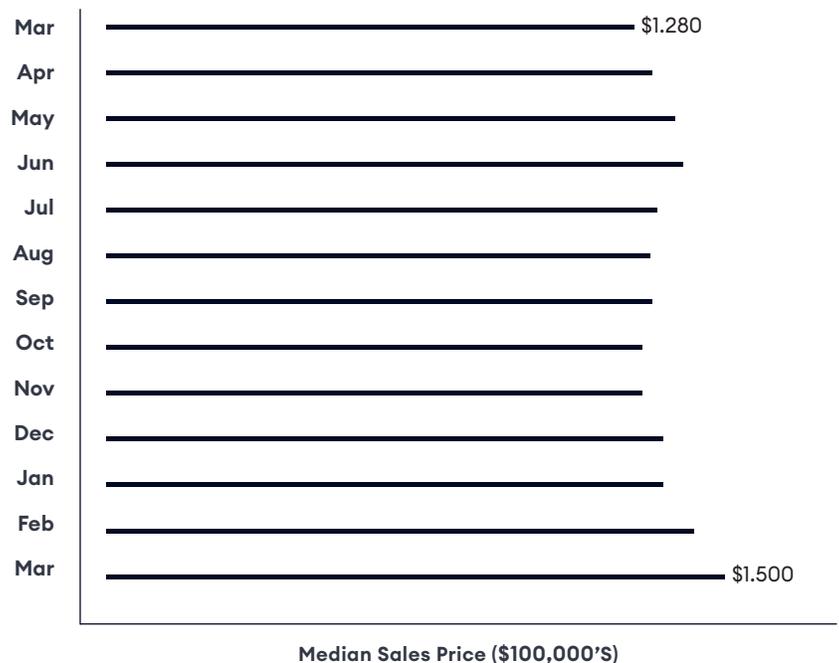
Median sales price.

**\$747**

Average price per square foot.

**1,441**

Properties for sale.



# Agoura Hills

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,575,000 | \$1,195,000 | \$1,190,000 | \$1,338,000 | -15.0%   |
| Average Price per Square Foot .....     | \$479       | \$507       | \$517       | \$595       | 24.2%    |
| Properties Sold .....                   | 18          | 22          | 16          | 16          | -11.1%   |
| Properties Pending Sale .....           | 22          | 29          | 10          | 26          | 18.2%    |
| Properties For Sale .....               | 86          | 76          | 45          | 68          | -20.9%   |
| Days on Market (Pending Sale) .....     | 32          | 42          | 24          | 17          | -46.4%   |
| Percent Under Contract .....            | 25.6%       | 38.2%       | 22.2%       | 38.2%       | 49.5%    |
| Average Median Price for Last 12 Months | \$1,138,588 | \$1,322,667 | \$1,377,000 | \$1,318,077 | 15.8%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Agoura Hills Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,338,000**

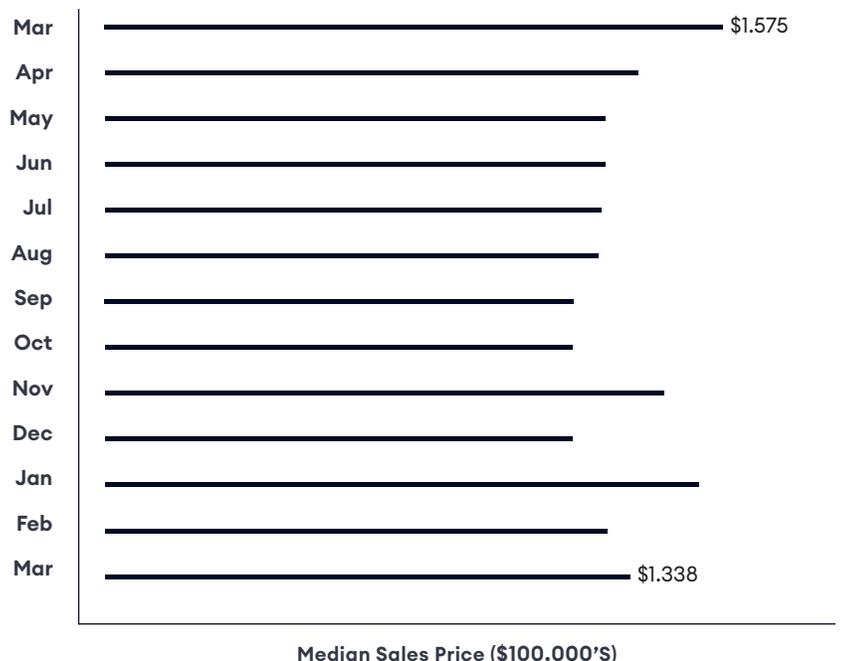
Median sales price.

**\$595**

Average price per square foot.

**68**

Properties for sale.



Median Sales Price (\$100,000'S)

# Burbank

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,100,000 | \$1,150,000 | \$1,250,000 | \$1,350,000 | 22.7%    |
| Average Price per Square Foot .....     | \$693       | \$651       | \$778       | \$788       | 13.7%    |
| Properties Sold .....                   | 51          | 55          | 58          | 65          | 27.5%    |
| Properties Pending Sale .....           | 54          | 51          | 57          | 62          | 14.8%    |
| Properties For Sale .....               | 127         | 157         | 104         | 116         | -8.7%    |
| Days on Market (Pending Sale) .....     | 15          | 16          | 26          | 19          | 28.9%    |
| Percent Under Contract .....            | 42.5%       | 32.5%       | 54.8%       | 53.4%       | 25.7%    |
| Average Median Price for Last 12 Months | \$983,083   | \$1,202,067 | \$1,224,967 | \$1,167,146 | 18.7%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Burbank Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,350,000**

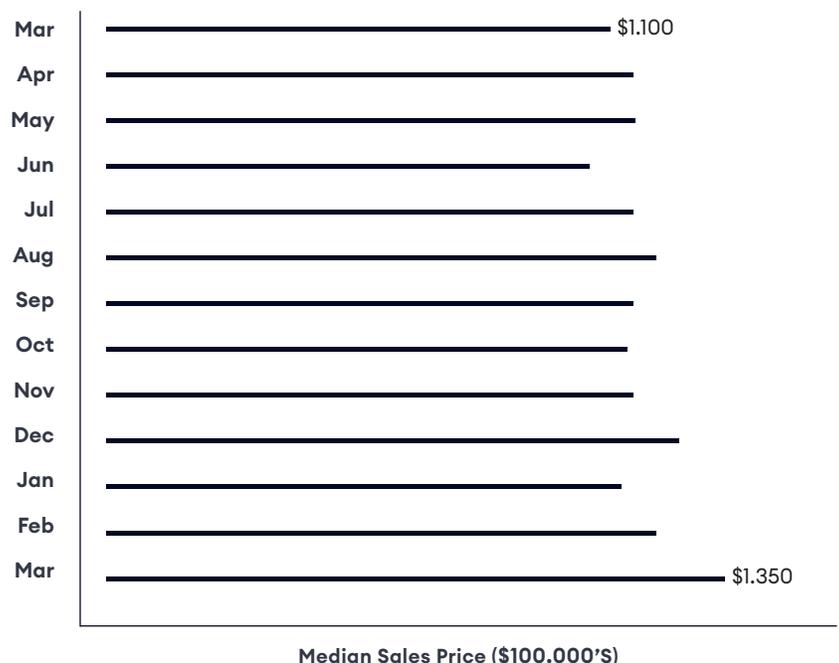
Median sales price.

**\$788**

Average price per square foot.

**116**

Properties for sale.



# Calabasas

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,925,000 | \$2,370,000 | \$2,000,000 | \$1,950,000 | 1.3%     |
| Average Price per Square Foot .....     | \$530       | \$631       | \$643       | \$681       | 28.5%    |
| Properties Sold .....                   | 33          | 29          | 27          | 25          | -24.2%   |
| Properties Pending Sale .....           | 42          | 26          | 20          | 26          | -38.1%   |
| Properties For Sale .....               | 99          | 99          | 75          | 73          | -26.3%   |
| Days on Market (Pending Sale) .....     | 31          | 48          | 43          | 36          | 17.3%    |
| Percent Under Contract .....            | 42.4%       | 26.3%       | 26.7%       | 35.6%       | -16.0%   |
| Average Median Price for Last 12 Months | \$1,753,407 | \$1,755,833 | \$1,725,000 | \$1,893,683 | 8.0%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Calabasas Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,950,000**

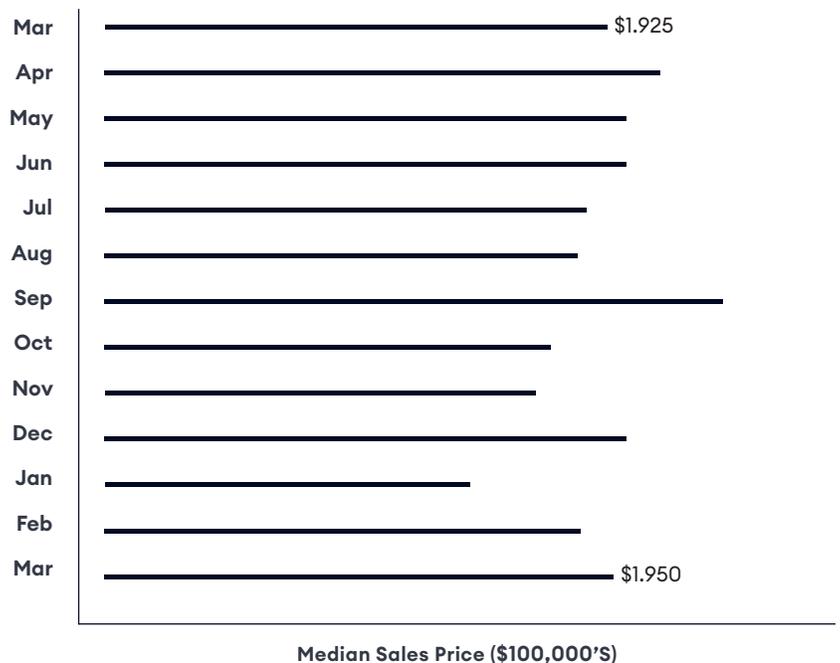
Median sales price.

**\$681**

Average price per square foot.

**73**

Properties for sale.



# Encino

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,853,000 | \$1,475,000 | \$1,895,000 | \$2,150,000 | 16.0%    |
| Average Price per Square Foot .....     | \$629       | \$712       | \$756       | \$781       | 24.2%    |
| Properties Sold .....                   | 32          | 47          | 33          | 36          | 12.5%    |
| Properties Pending Sale .....           | 54          | 45          | 25          | 40          | -25.9%   |
| Properties For Sale .....               | 175         | 153         | 111         | 123         | -29.7%   |
| Days on Market (Pending Sale) .....     | 27          | 31          | 43          | 18          | -33.5%   |
| Percent Under Contract .....            | 30.9%       | 29.4%       | 22.5%       | 32.5%       | 5.4%     |
| Average Median Price for Last 12 Months | \$1,705,573 | \$2,036,667 | \$2,065,833 | \$1,913,600 | 12.2%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Encino Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,150,000**

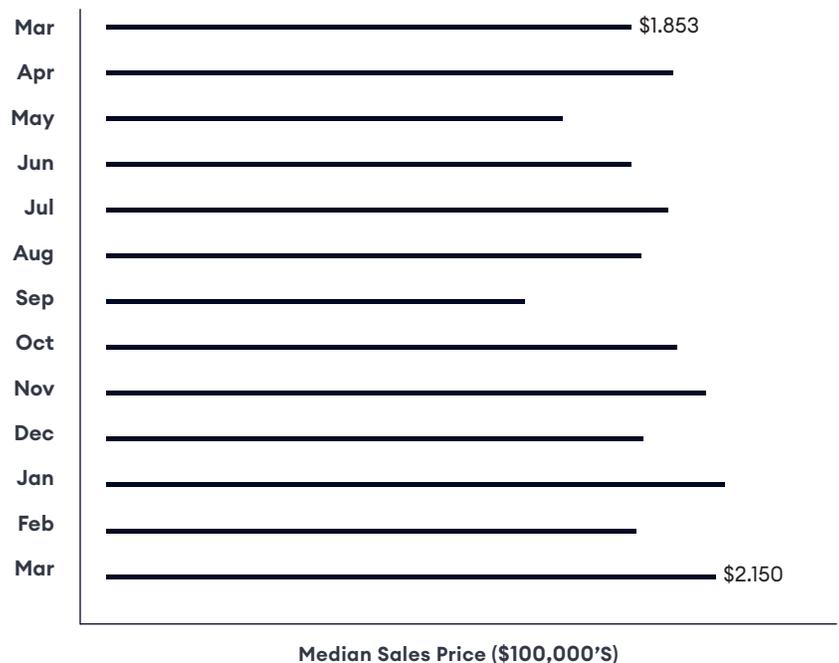
Median sales price.

**\$781**

Average price per square foot.

**123**

Properties for sale.



# Glendale

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,289,625 | \$1,227,500 | \$1,355,000 | \$1,540,000 | 19.4%    |
| Average Price per Square Foot .....     | \$647       | \$677       | \$753       | \$804       | 24.3%    |
| Properties Sold .....                   | 66          | 59          | 58          | 48          | -27.3%   |
| Properties Pending Sale .....           | 64          | 60          | 45          | 66          | 3.1%     |
| Properties For Sale .....               | 164         | 193         | 126         | 158         | -3.7%    |
| Days on Market (Pending Sale) .....     | 24          | 26          | 29          | 17          | -30.5%   |
| Percent Under Contract .....            | 39.0%       | 31.1%       | 35.7%       | 41.8%       | 7.0%     |
| Average Median Price for Last 12 Months | \$1,088,457 | \$1,342,491 | \$1,412,667 | \$1,319,198 | 21.2%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Glendale Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,540,000**

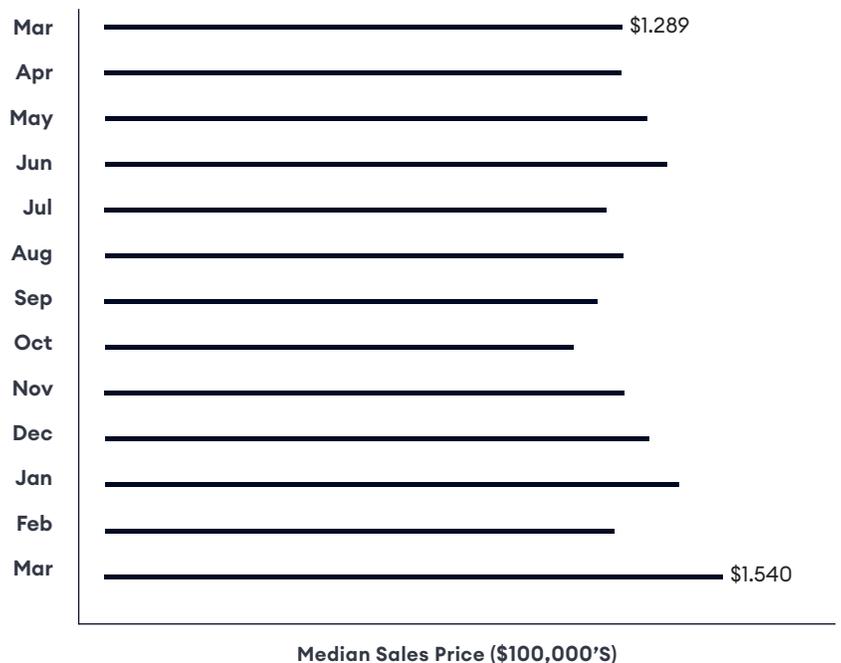
Median sales price.

**\$804**

Average price per square foot.

**158**

Properties for sale.



# La Crescenta

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,205,000 | \$1,120,000 | \$1,275,000 | \$1,317,500 | 9.3%     |
| Average Price per Square Foot .....     | \$640       | \$751       | \$730       | \$773       | 20.8%    |
| Properties Sold .....                   | 17          | 23          | 16          | 18          | 5.9%     |
| Properties Pending Sale .....           | 23          | 31          | 10          | 26          | 13.0%    |
| Properties For Sale .....               | 63          | 61          | 40          | 61          | -3.2%    |
| Days on Market (Pending Sale) .....     | 25          | 24          | 36          | 19          | -21.2%   |
| Percent Under Contract .....            | 36.5%       | 50.8%       | 25.0%       | 42.6%       | 16.7%    |
| Average Median Price for Last 12 Months | \$1,060,438 | \$1,289,583 | \$1,393,333 | \$1,244,645 | 17.4%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in La Crescenta Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,317,500**

Median sales price.

**\$773**

Average price per square foot.

**61**

Properties for sale.



# North Hollywood

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$855,500 | \$875,000 | \$882,000 | \$950,000 | 11.0%    |
| Average Price per Square Foot .....     | \$547     | \$568     | \$613     | \$650     | 18.8%    |
| Properties Sold .....                   | 56        | 27        | 39        | 39        | -30.4%   |
| Properties Pending Sale .....           | 44        | 27        | 40        | 45        | 2.3%     |
| Properties For Sale .....               | 119       | 125       | 116       | 100       | -16.0%   |
| Days on Market (Pending Sale) .....     | 23        | 18        | 17        | 16        | -31.4%   |
| Percent Under Contract .....            | 37.0%     | 21.6%     | 34.5%     | 45.0%     | 21.7%    |
| Average Median Price for Last 12 Months | \$767,556 | \$891,625 | \$912,167 | \$875,212 | 14.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in North Hollywood Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$950,000**

Median sales price.

**\$650**

Average price per square foot.

**100**

Properties for sale.



# Shadow Hills

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,400,000 | \$1,330,000 | \$1,149,500 | \$1,268,000 | -9.4%    |
| Average Price per Square Foot .....     | \$426       | \$443       | \$476       | \$788       | 85.0%    |
| Properties Sold .....                   | 4           | 3           | 2           | 4           | 0.0%     |
| Properties Pending Sale .....           | 8           | 3           | 5           | 5           | -37.5%   |
| Properties For Sale .....               | 16          | 16          | 13          | 9           | -43.8%   |
| Days on Market (Pending Sale) .....     | 16          | 50          | 30          | 12          | -23.9%   |
| Percent Under Contract .....            | 50.0%       | 18.8%       | 38.5%       | 55.6%       | 11.1%    |
| Average Median Price for Last 12 Months | \$1,053,655 | \$1,291,083 | \$1,379,333 | \$1,297,231 | 23.1%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Shadow Hills Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,268,000**

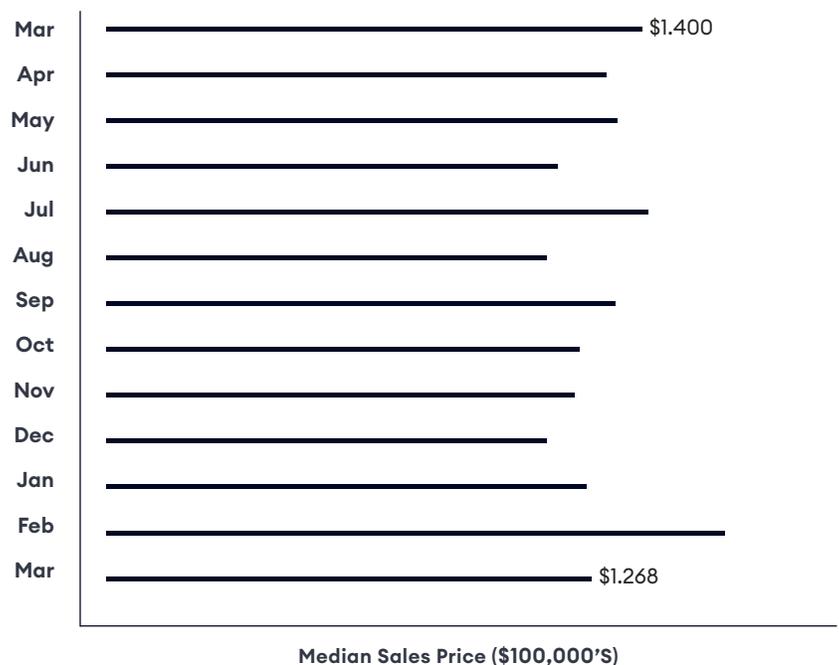
Median sales price.

**\$788**

Average price per square foot.

**9**

Properties for sale.



# Sherman Oaks

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,515,000 | \$1,754,465 | \$1,800,250 | \$1,750,000 | 15.5%    |
| Average Price per Square Foot .....     | \$661       | \$737       | \$782       | \$807       | 22.1%    |
| Properties Sold .....                   | 68          | 74          | 47          | 43          | -36.8%   |
| Properties Pending Sale .....           | 57          | 57          | 39          | 69          | 21.1%    |
| Properties For Sale .....               | 170         | 162         | 119         | 149         | -12.4%   |
| Days on Market (Pending Sale) .....     | 30          | 15          | 26          | 18          | -41.8%   |
| Percent Under Contract .....            | 33.5%       | 35.2%       | 32.8%       | 46.3%       | 38.1%    |
| Average Median Price for Last 12 Months | \$1,400,200 | \$1,720,042 | \$1,806,667 | \$1,673,247 | 19.5%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Sherman Oaks Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,750,000**

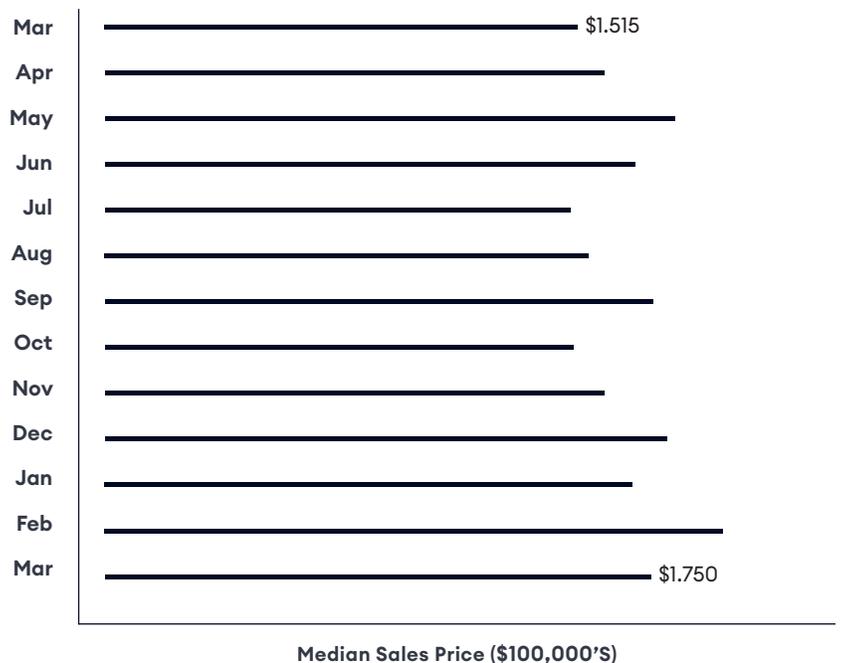
Median sales price.

**\$807**

Average price per square foot.

**149**

Properties for sale.



# Studio City

| Data*  | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|--|-------------|-------------|-------------|-------------|----------|
| <b>Median Price</b> .....                      | \$2,130,000 | \$1,864,500 | \$2,063,250 | \$2,610,000 | 22.5%    |
| <b>Average Price per Square Foot</b> .....     | \$768       | \$871       | \$896       | \$931       | 21.2%    |
| <b>Properties Sold</b> .....                   | 39          | 34          | 28          | 25          | -35.9%   |
| <b>Properties Pending Sale</b> .....           | 37          | 27          | 15          | 36          | -2.7%    |
| <b>Properties For Sale</b> .....               | 147         | 122         | 78          | 113         | -23.1%   |
| <b>Days on Market (Pending Sale)</b> .....     | 27          | 27          | 33          | 19          | -29.0%   |
| <b>Percent Under Contract</b> .....            | 25.2%       | 22.1%       | 19.2%       | 31.9%       | 26.6%    |
| <b>Average Median Price for Last 12 Months</b> | \$1,832,633 | \$2,121,250 | \$2,211,667 | \$2,118,839 | 15.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Studio City Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,610,000**

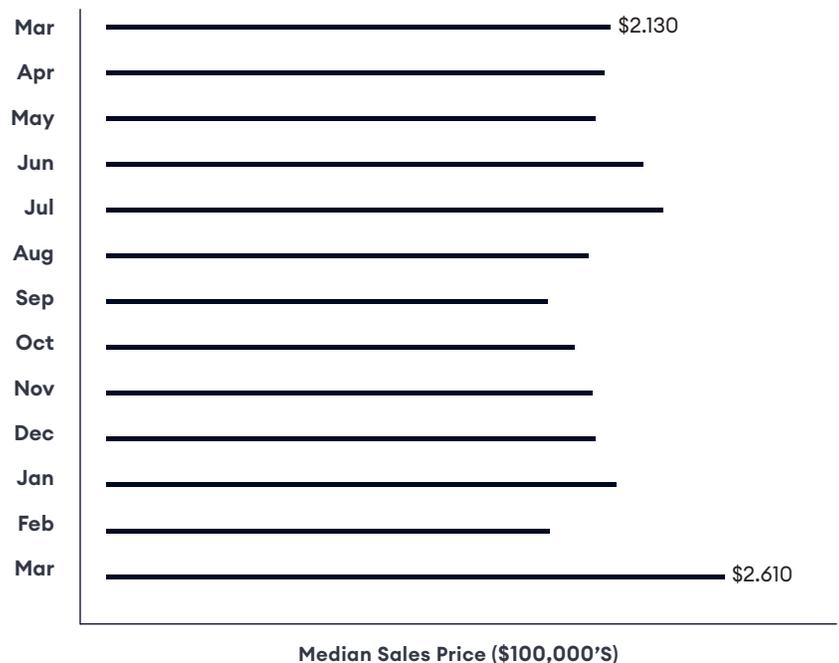
Median sales price.

**\$931**

Average price per square foot.

**113**

Properties for sale.



# Sun Valley

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$730,000 | \$777,500 | \$835,000 | \$747,500 | 2.4%     |
| Average Price per Square Foot .....     | \$547     | \$512     | \$564     | \$593     | 8.4%     |
| Properties Sold .....                   | 16        | 14        | 14        | 12        | -25.0%   |
| Properties Pending Sale .....           | 16        | 15        | 14        | 10        | -37.5%   |
| Properties For Sale .....               | 55        | 64        | 46        | 38        | -30.9%   |
| Days on Market (Pending Sale) .....     | 25        | 27        | 21        | 18        | -25.7%   |
| Percent Under Contract .....            | 29.1%     | 23.4%     | 30.4%     | 26.3%     | -9.5%    |
| Average Median Price for Last 12 Months | \$707,329 | \$757,500 | \$729,167 | \$763,173 | 7.9%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Sun Valley Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$747,500**

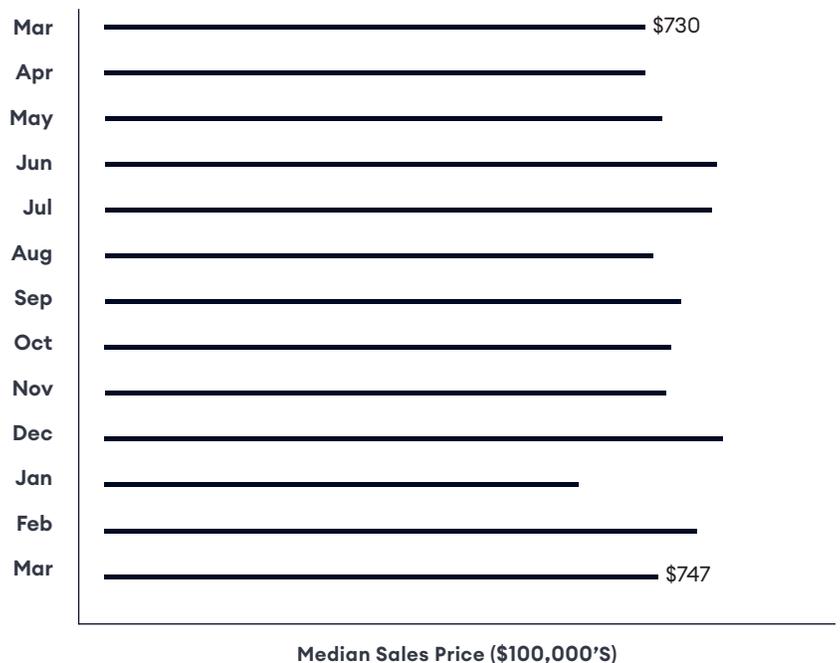
Median sales price.

**\$593**

Average price per square foot.

**38**

Properties for sale.



# Sunland/Tujunga

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$730,000 | \$822,500 | \$905,000 | \$915,000 | 25.3%    |
| Average Price per Square Foot .....     | \$525     | \$560     | \$585     | \$629     | 19.8%    |
| Properties Sold .....                   | 33        | 41        | 47        | 38        | 15.2%    |
| Properties Pending Sale .....           | 40        | 32        | 25        | 56        | 40.0%    |
| Properties For Sale .....               | 110       | 104       | 76        | 100       | -9.1%    |
| Days on Market (Pending Sale) .....     | 28        | 21        | 32        | 19        | -31.4%   |
| Percent Under Contract .....            | 36.4%     | 30.8%     | 32.9%     | 56.0%     | 54.0%    |
| Average Median Price for Last 12 Months | \$734,208 | \$902,917 | \$934,167 | \$862,500 | 17.5%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Sunland/Tujunga Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$915,000**

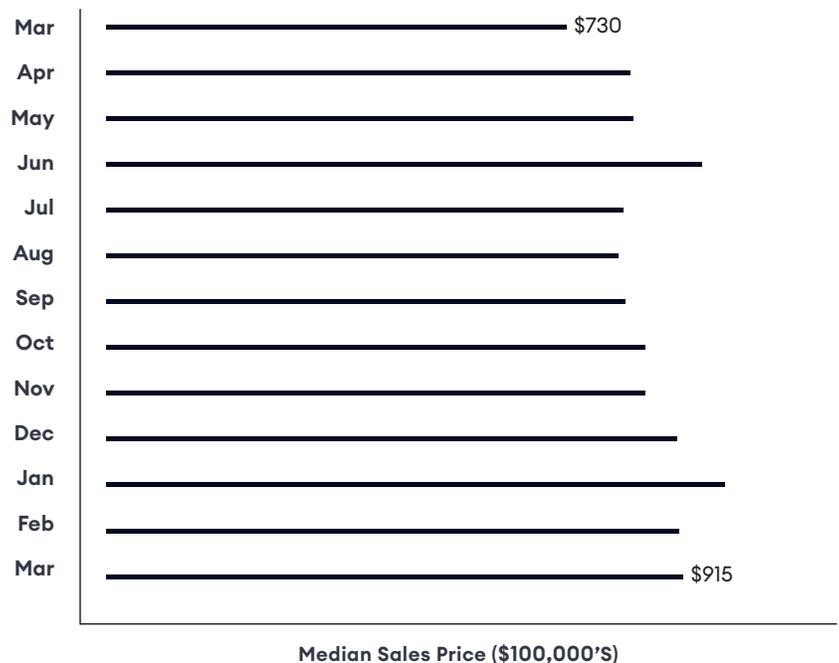
Median sales price.

**\$629**

Average price per square foot.

**100**

Properties for sale.



# Tarzana

| Data*  | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|--|-------------|-------------|-------------|-------------|----------|
| <b>Median Price</b> .....                      | \$1,590,000 | \$1,744,500 | \$1,175,000 | \$1,652,500 | 3.9%     |
| <b>Average Price per Square Foot</b> .....     | \$526       | \$573       | \$578       | \$672       | 27.8%    |
| <b>Properties Sold</b> .....                   | 37          | 30          | 27          | 24          | -35.1%   |
| <b>Properties Pending Sale</b> .....           | 35          | 22          | 13          | 35          | 0.0%     |
| <b>Properties For Sale</b> .....               | 99          | 84          | 63          | 76          | -23.2%   |
| <b>Days on Market (Pending Sale)</b> .....     | 27          | 26          | 21          | 14          | -47.8%   |
| <b>Percent Under Contract</b> .....            | 35.4%       | 26.2%       | 20.6%       | 46.1%       | 30.3%    |
| <b>Average Median Price for Last 12 Months</b> | \$1,299,442 | \$1,568,250 | \$1,845,000 | \$1,586,000 | 22.1%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Tarzana Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,652,500**

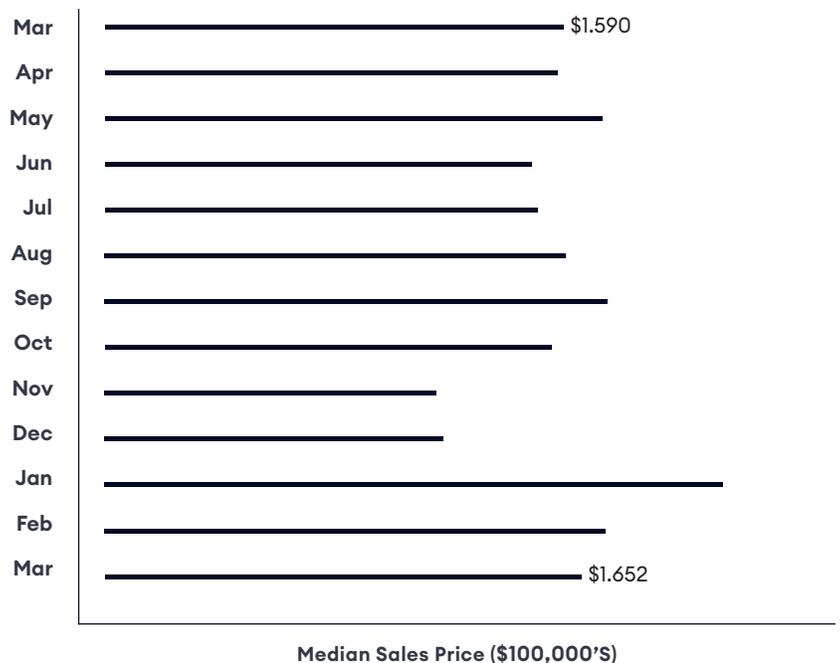
Median sales price.

**\$672**

Average price per square foot.

**76**

Properties for sale.



# Toluca Lake

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,504,000 | \$2,445,000 | \$2,682,500 | \$2,475,000 | 64.6%    |
| Average Price per Square Foot .....     | \$638       | \$800       | \$920       | \$875       | 37.1%    |
| Properties Sold .....                   | 10          | 6           | 4           | 12          | 20.0%    |
| Properties Pending Sale .....           | 14          | 10          | 4           | 11          | -21.4%   |
| Properties For Sale .....               | 32          | 22          | 14          | 22          | -31.2%   |
| Days on Market (Pending Sale) .....     | 39          | 29          | 20          | 50          | 28.7%    |
| Percent Under Contract .....            | 43.8%       | 45.5%       | 28.6%       | 50.0%       | 14.3%    |
| Average Median Price for Last 12 Months | \$1,715,221 | \$2,345,000 | \$2,160,000 | \$2,222,904 | 29.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Toluca Lake Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,475,000**

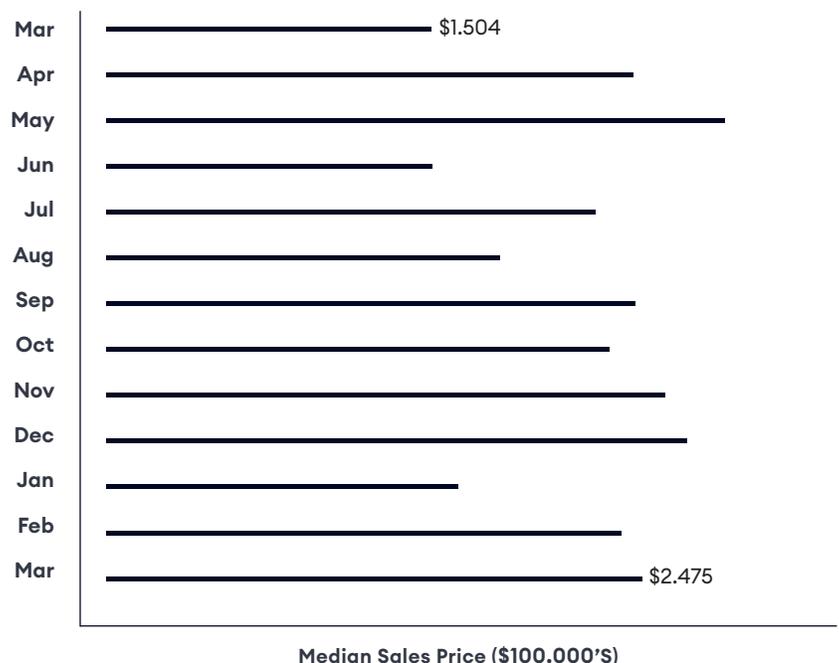
Median sales price.

**\$875**

Average price per square foot.

**22**

Properties for sale.



# Valley Village

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,241,250 | \$1,314,900 | \$1,349,900 | \$1,775,000 | 43.0%    |
| Average Price per Square Foot .....     | \$663       | \$671       | \$674       | \$866       | 30.6%    |
| Properties Sold .....                   | 24          | 17          | 19          | 15          | -37.5%   |
| Properties Pending Sale .....           | 20          | 16          | 9           | 17          | -15.0%   |
| Properties For Sale .....               | 53          | 49          | 29          | 41          | -22.6%   |
| Days on Market (Pending Sale) .....     | 23          | 17          | 19          | 11          | -53.3%   |
| Percent Under Contract .....            | 37.7%       | 32.7%       | 31.0%       | 41.5%       | 9.9%     |
| Average Median Price for Last 12 Months | \$1,226,109 | \$1,406,192 | \$1,541,667 | \$1,393,712 | 13.7%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Valley Village Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,775,000**

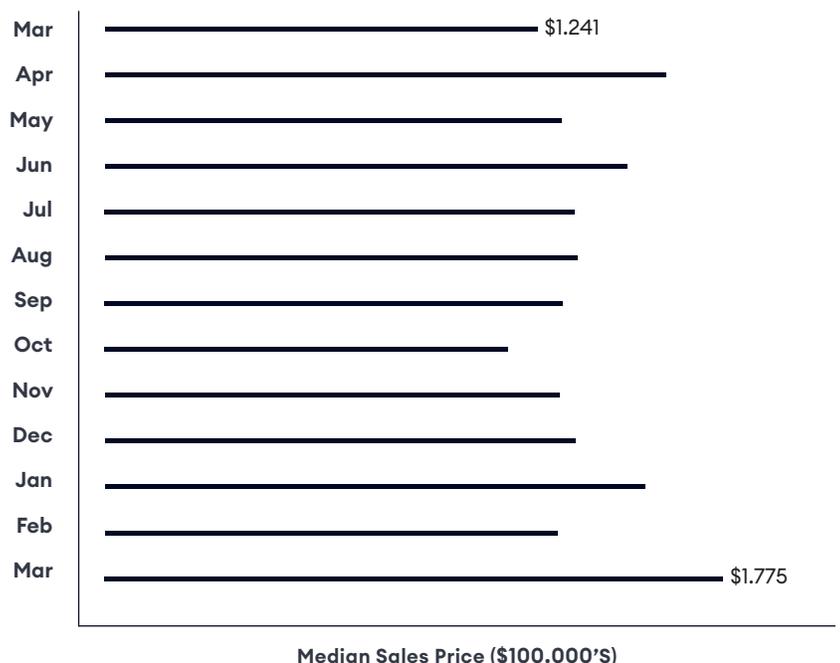
Median sales price.

**\$866**

Average price per square foot.

**41**

Properties for sale.



# Westlake Village

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,490,000 | \$1,549,500 | \$1,800,000 | \$2,200,000 | 47.7%    |
| Average Price per Square Foot .....     | \$531       | \$606       | \$639       | \$727       | 36.9%    |
| Properties Sold .....                   | 31          | 42          | 25          | 37          | 19.4%    |
| Properties Pending Sale .....           | 44          | 33          | 18          | 47          | 6.8%     |
| Properties For Sale .....               | 132         | 139         | 79          | 98          | -25.8%   |
| Days on Market (Pending Sale) .....     | 53          | 34          | 44          | 31          | -41.5%   |
| Percent Under Contract .....            | 33.3%       | 23.7%       | 22.8%       | 48.0%       | 43.9%    |
| Average Median Price for Last 12 Months | \$1,482,485 | \$1,769,021 | \$1,843,333 | \$1,699,510 | 14.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Westlake Village Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,200,000**

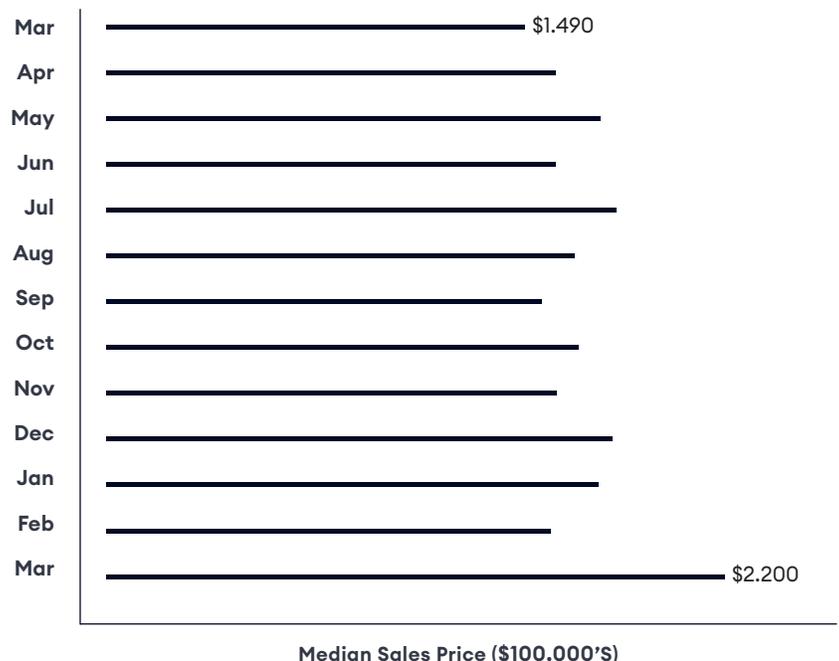
Median sales price.

**\$727**

Average price per square foot.

**98**

Properties for sale.



# Woodland Hills

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,185,000 | \$1,276,600 | \$1,227,500 | \$1,317,500 | 11.2%    |
| Average Price per Square Foot .....     | \$496       | \$559       | \$584       | \$658       | 32.7%    |
| Properties Sold .....                   | 97          | 81          | 84          | 74          | -23.7%   |
| Properties Pending Sale .....           | 82          | 79          | 52          | 83          | 1.2%     |
| Properties For Sale .....               | 201         | 232         | 149         | 183         | -9.0%    |
| Days on Market (Pending Sale) .....     | 22          | 20          | 23          | 16          | -27.8%   |
| Percent Under Contract .....            | 40.8%       | 34.1%       | 34.9%       | 45.4%       | 11.2%    |
| Average Median Price for Last 12 Months | \$1,011,958 | \$1,282,500 | \$1,332,500 | \$1,240,508 | 22.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Woodland Hills Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,317,500**

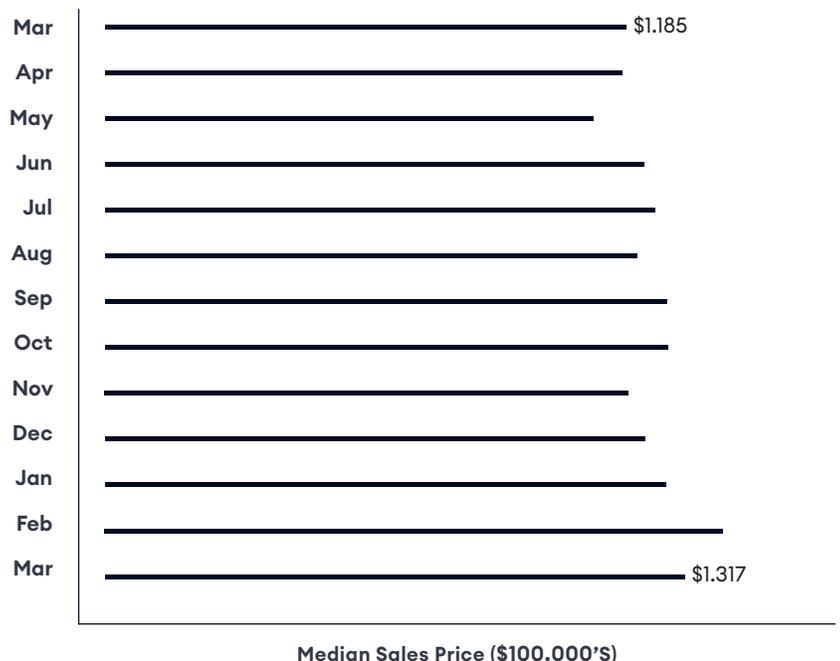
Median sales price.

**\$658**

Average price per square foot.

**183**

Properties for sale.



# San Gabriel Valley Macro Market

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,144,000 | \$1,300,000 | \$1,338,500 | \$1,329,750 | 16.2%    |
| Average Price per Square Foot .....     | \$667       | \$695       | \$714       | \$772       | 15.7%    |
| Properties Sold .....                   | 290         | 303         | 276         | 258         | -11.0%   |
| Properties Pending Sale .....           | 268         | 277         | 185         | 299         | 11.6%    |
| Properties For Sale .....               | 1,023       | 1,039       | 762         | 842         | -17.7%   |
| Days on Market (Pending Sale) .....     | 25          | 28          | 33          | 21          | -17.0%   |
| Percent Under Contract .....            | 26.2%       | 26.7%       | 24.3%       | 35.5%       | 35.6%    |
| Average Median Price for Last 12 Months | \$1,019,098 | \$1,266,567 | \$1,293,250 | \$1,252,338 | 22.9%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Gabriel Valley Macro Market Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,329,750**

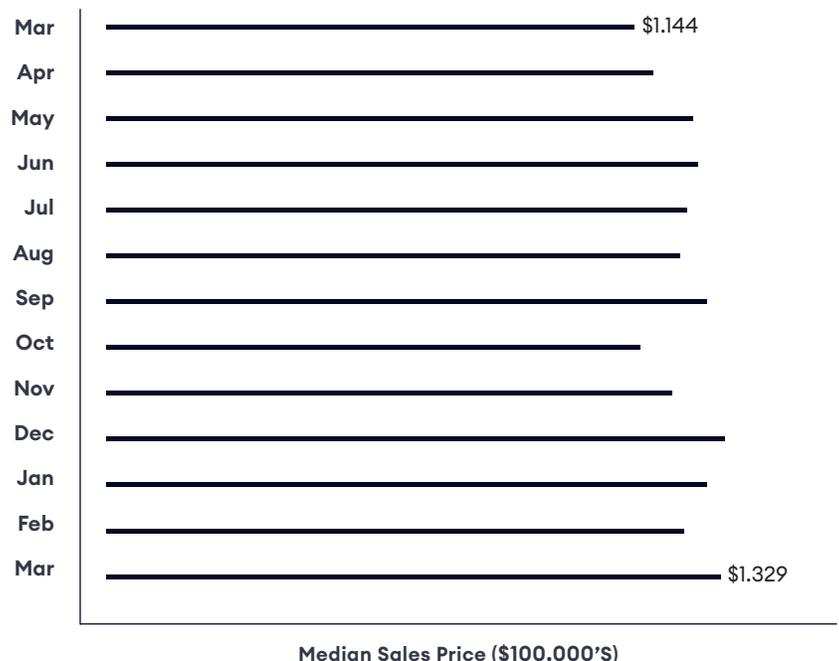
Median sales price.

**\$772**

Average price per square foot.

**842**

Properties for sale.



# Alhambra

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$837,000 | \$909,000 | \$936,000 | \$910,500 | 8.8%     |
| Average Price per Square Foot .....     | \$531     | \$602     | \$613     | \$628     | 18.3%    |
| Properties Sold .....                   | 18        | 18        | 22        | 20        | 11.1%    |
| Properties Pending Sale .....           | 13        | 19        | 9         | 18        | 38.5%    |
| Properties For Sale .....               | 54        | 66        | 43        | 44        | -18.5%   |
| Days on Market (Pending Sale) .....     | 9         | 26        | 51        | 11        | 15.7%    |
| Percent Under Contract .....            | 24.1%     | 28.8%     | 20.9%     | 40.9%     | 69.9%    |
| Average Median Price for Last 12 Months | \$788,292 | \$948,667 | \$992,500 | \$906,508 | 15.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Alhambra Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$910,500**

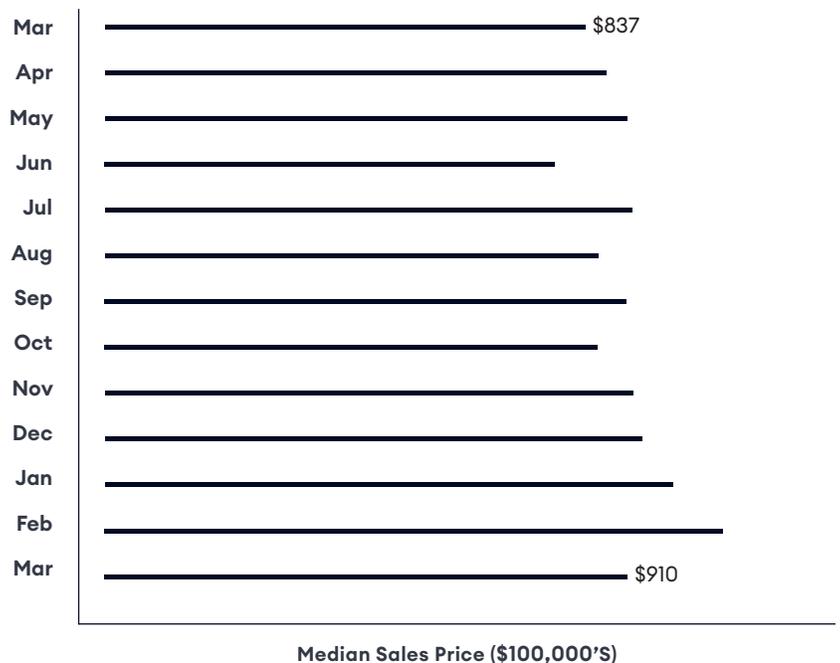
Median sales price.

**\$628**

Average price per square foot.

**44**

Properties for sale.



# Altadena

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,037,500 | \$1,170,000 | \$1,202,500 | \$1,230,000 | 18.6%    |
| Average Price per Square Foot .....     | \$692       | \$703       | \$755       | \$784       | 13.3%    |
| Properties Sold .....                   | 34          | 35          | 34          | 39          | 14.7%    |
| Properties Pending Sale .....           | 33          | 35          | 21          | 42          | 27.3%    |
| Properties For Sale .....               | 93          | 95          | 80          | 89          | -4.3%    |
| Days on Market (Pending Sale) .....     | 22          | 24          | 21          | 17          | -25.4%   |
| Percent Under Contract .....            | 35.5%       | 36.8%       | 26.2%       | 47.2%       | 33.0%    |
| Average Median Price for Last 12 Months | \$1,028,938 | \$1,196,115 | \$1,222,667 | \$1,201,130 | 16.7%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Altadena Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,230,000**

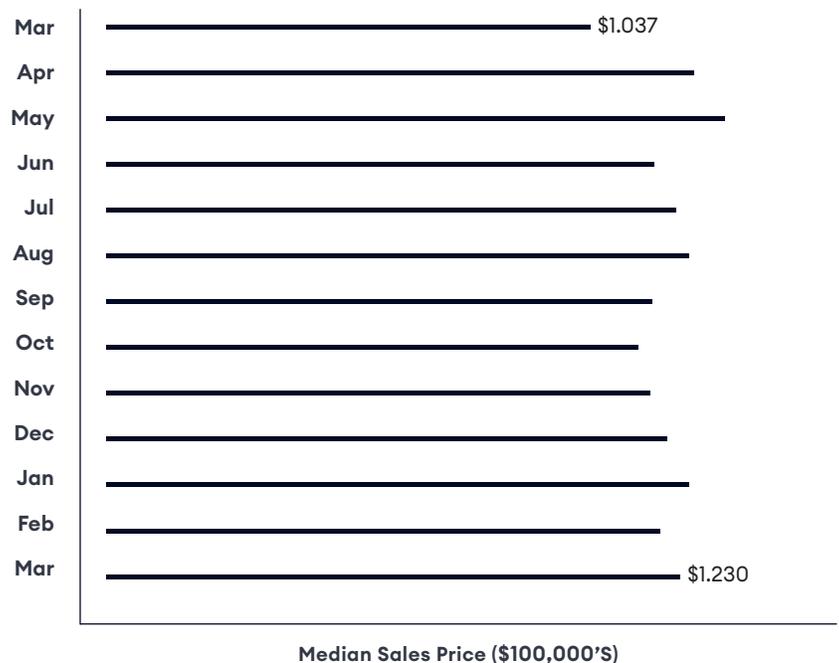
Median sales price.

**\$784**

Average price per square foot.

**89**

Properties for sale.



# Arcadia

| Data*  | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|--|-------------|-------------|-------------|-------------|----------|
| <b>Median Price</b> .....                      | \$1,645,000 | \$1,694,450 | \$1,580,000 | \$1,974,400 | 20.0%    |
| <b>Average Price per Square Foot</b> .....     | \$595       | \$642       | \$602       | \$657       | 10.4%    |
| <b>Properties Sold</b> .....                   | 53          | 56          | 37          | 44          | -17.0%   |
| <b>Properties Pending Sale</b> .....           | 39          | 37          | 28          | 40          | 2.6%     |
| <b>Properties For Sale</b> .....               | 217         | 197         | 152         | 156         | -28.1%   |
| <b>Days on Market (Pending Sale)</b> .....     | 36          | 44          | 54          | 26          | -27.0%   |
| <b>Percent Under Contract</b> .....            | 18.0%       | 18.8%       | 18.4%       | 25.6%       | 42.7%    |
| <b>Average Median Price for Last 12 Months</b> | \$1,314,929 | \$1,681,900 | \$1,811,467 | \$1,642,873 | 24.9%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Arcadia Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,974,400**

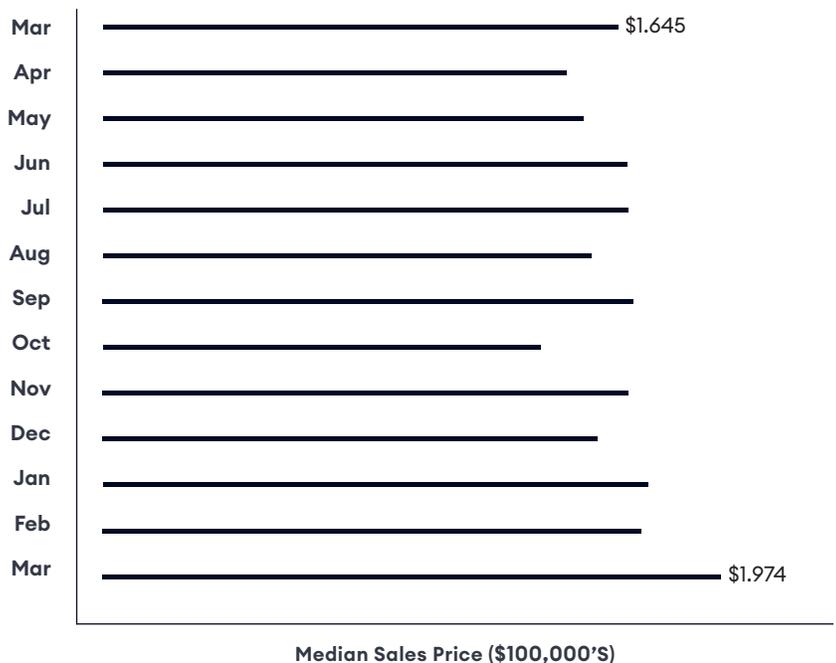
Median sales price.

**\$657**

Average price per square foot.

**156**

Properties for sale.



# Duarte

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$815,000 | \$735,000 | \$660,000 | \$743,000 | -8.8%    |
| Average Price per Square Foot .....     | \$468     | \$454     | \$527     | \$586     | 25.2%    |
| Properties Sold .....                   | 11        | 11        | 11        | 11        | 0.0%     |
| Properties Pending Sale .....           | 15        | 13        | 12        | 19        | 26.7%    |
| Properties For Sale .....               | 33        | 34        | 31        | 35        | 6.1%     |
| Days on Market (Pending Sale) .....     | 6         | 23        | 18        | 17        | 162.1%   |
| Percent Under Contract .....            | 45.5%     | 38.2%     | 38.7%     | 54.3%     | 19.4%    |
| Average Median Price for Last 12 Months | \$655,292 | \$696,833 | \$724,833 | \$709,553 | 8.3%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Duarte Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$743,000**

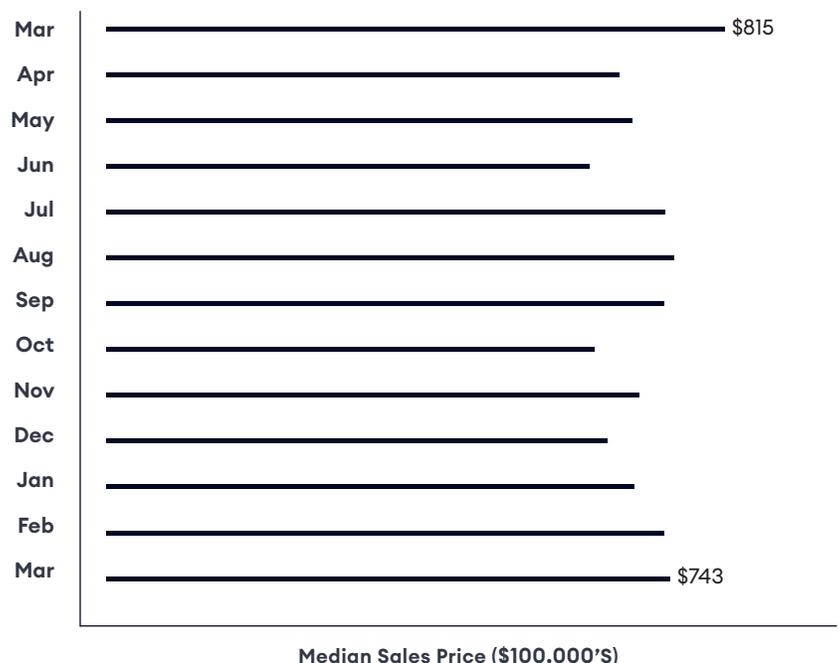
Median sales price.

**\$586**

Average price per square foot.

**35**

Properties for sale.



# Eagle Rock

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,350,000 | \$1,330,000 | \$1,192,500 | \$1,380,000 | 2.2%     |
| Average Price per Square Foot .....     | \$716       | \$815       | \$782       | \$935       | 30.6%    |
| Properties Sold .....                   | 23          | 23          | 30          | 11          | -52.2%   |
| Properties Pending Sale .....           | 21          | 15          | 9           | 19          | -9.5%    |
| Properties For Sale .....               | 49          | 63          | 34          | 39          | -20.4%   |
| Days on Market (Pending Sale) .....     | 24          | 15          | 39          | 23          | -7.1%    |
| Percent Under Contract .....            | 42.9%       | 23.8%       | 26.5%       | 48.7%       | 13.7%    |
| Average Median Price for Last 12 Months | \$1,047,667 | \$1,319,270 | \$1,353,541 | \$1,249,152 | 19.2%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Eagle Rock Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,380,000**

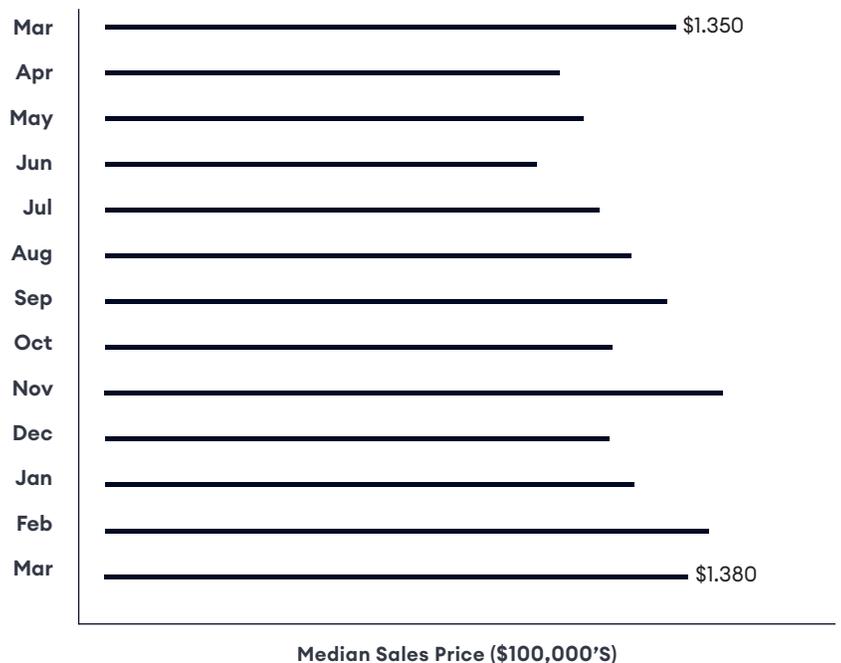
Median sales price.

**\$935**

Average price per square foot.

**39**

Properties for sale.



# La Canada Flintridge

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,610,000 | \$1,904,503 | \$2,338,000 | \$2,300,000 | -11.9%   |
| Average Price per Square Foot .....     | \$724       | \$810       | \$749       | \$937       | 29.4%    |
| Properties Sold .....                   | 25          | 26          | 20          | 21          | -16.0%   |
| Properties Pending Sale .....           | 28          | 29          | 13          | 35          | 25.0%    |
| Properties For Sale .....               | 120         | 117         | 73          | 94          | -21.7%   |
| Days on Market (Pending Sale) .....     | 43          | 50          | 29          | 31          | -28.0%   |
| Percent Under Contract .....            | 23.3%       | 24.8%       | 17.8%       | 37.2%       | 59.6%    |
| Average Median Price for Last 12 Months | \$1,894,614 | \$2,414,250 | \$2,550,000 | \$2,276,423 | 20.2%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in La Canada Flintridge Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,300,000**

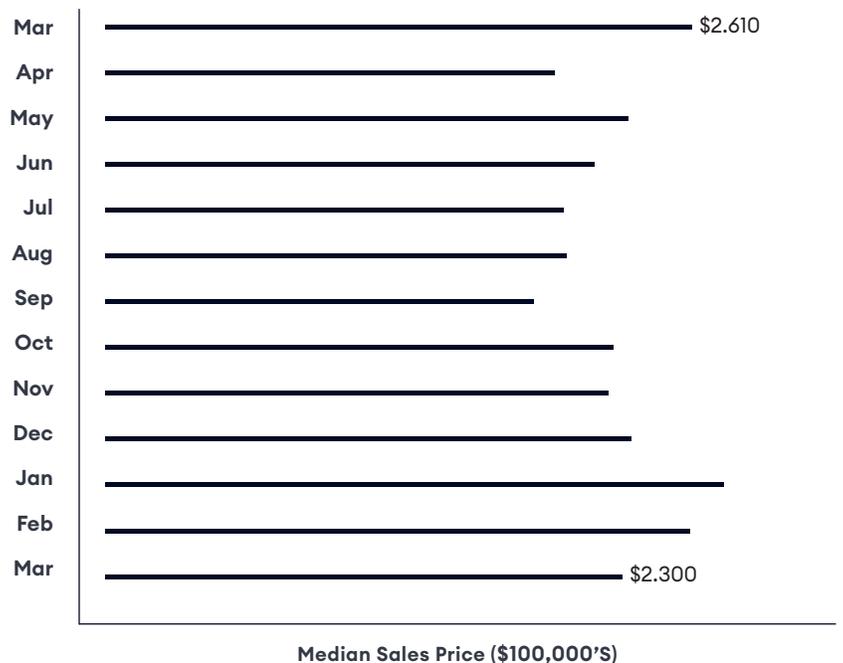
Median sales price.

**\$937**

Average price per square foot.

**94**

Properties for sale.



# Monrovia

| Data*                                   | Mar 2021  | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-----------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$874,000 | \$956,913   | \$960,000   | \$1,085,000 | 24.1%    |
| Average Price per Square Foot .....     | \$588     | \$597       | \$586       | \$691       | 17.5%    |
| Properties Sold .....                   | 26        | 28          | 19          | 22          | -15.4%   |
| Properties Pending Sale .....           | 29        | 28          | 10          | 26          | -10.3%   |
| Properties For Sale .....               | 69        | 77          | 35          | 53          | -23.2%   |
| Days on Market (Pending Sale) .....     | 18        | 34          | 43          | 14          | -21.9%   |
| Percent Under Contract .....            | 42.0%     | 36.4%       | 28.6%       | 49.1%       | 16.7%    |
| Average Median Price for Last 12 Months | \$822,727 | \$1,054,408 | \$1,152,667 | \$977,701   | 18.8%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Monrovia Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,085,000**

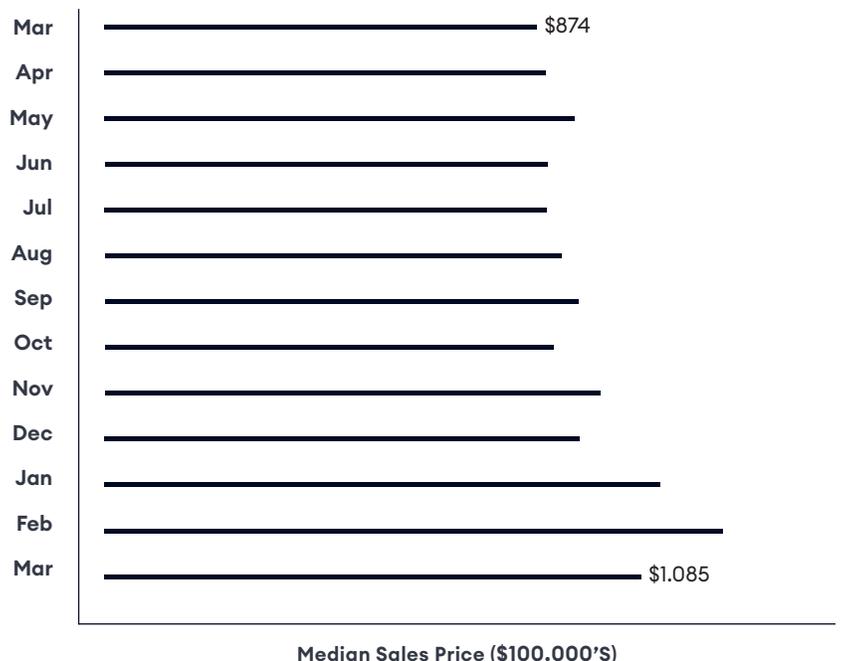
Median sales price.

**\$691**

Average price per square foot.

**53**

Properties for sale.



Median Sales Price (\$100,000's)

# Pasadena

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,177,500 | \$1,350,750 | \$1,577,550 | \$1,365,000 | 15.9%    |
| Average Price per Square Foot .....     | \$689       | \$757       | \$770       | \$878       | 27.4%    |
| Properties Sold .....                   | 78          | 88          | 74          | 76          | -2.6%    |
| Properties Pending Sale .....           | 77          | 77          | 66          | 87          | 13.0%    |
| Properties For Sale .....               | 305         | 305         | 249         | 258         | -15.4%   |
| Days on Market (Pending Sale) .....     | 30          | 25          | 31          | 20          | -32.6%   |
| Percent Under Contract .....            | 25.2%       | 25.2%       | 26.5%       | 33.7%       | 33.6%    |
| Average Median Price for Last 12 Months | \$1,146,765 | \$1,385,258 | \$1,370,000 | \$1,349,446 | 17.7%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Pasadena Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,365,000**

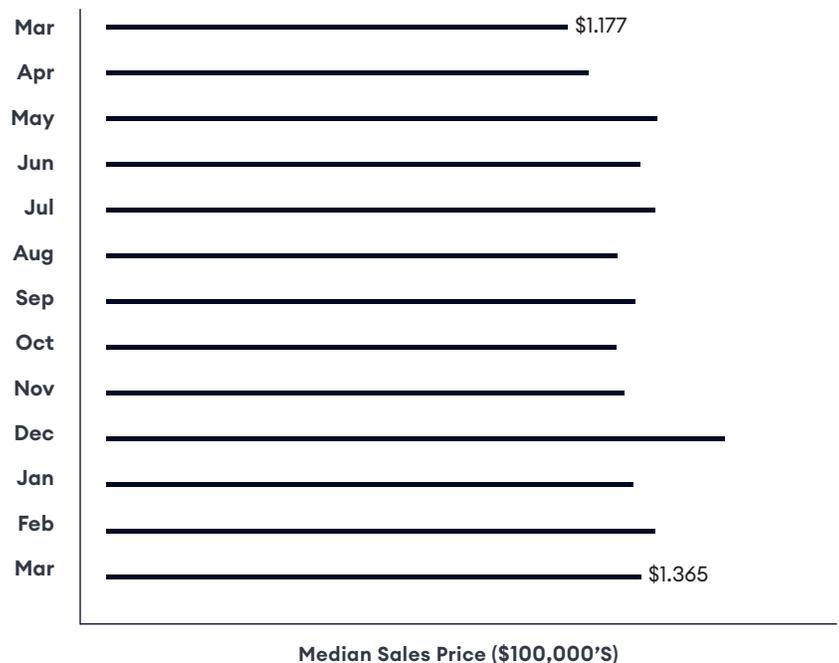
Median sales price.

**\$878**

Average price per square foot.

**258**

Properties for sale.



# San Gabriel

| Data*                                   | Mar 2021  | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-----------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$825,000 | \$1,280,000 | \$1,120,500 | \$1,240,000 | 50.3%    |
| Average Price per Square Foot .....     | \$583     | \$635       | \$639       | \$654       | 12.2%    |
| Properties Sold .....                   | 19        | 23          | 28          | 17          | -10.5%   |
| Properties Pending Sale .....           | 17        | 24          | 17          | 16          | -5.9%    |
| Properties For Sale .....               | 54        | 67          | 41          | 54          | 0.0%     |
| Days on Market (Pending Sale) .....     | 19        | 17          | 29          | 19          | -1.8%    |
| Percent Under Contract .....            | 31.5%     | 35.8%       | 41.5%       | 29.6%       | -5.9%    |
| Average Median Price for Last 12 Months | \$879,225 | \$1,065,083 | \$1,095,000 | \$1,050,038 | 19.4%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Gabriel Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,240,000**

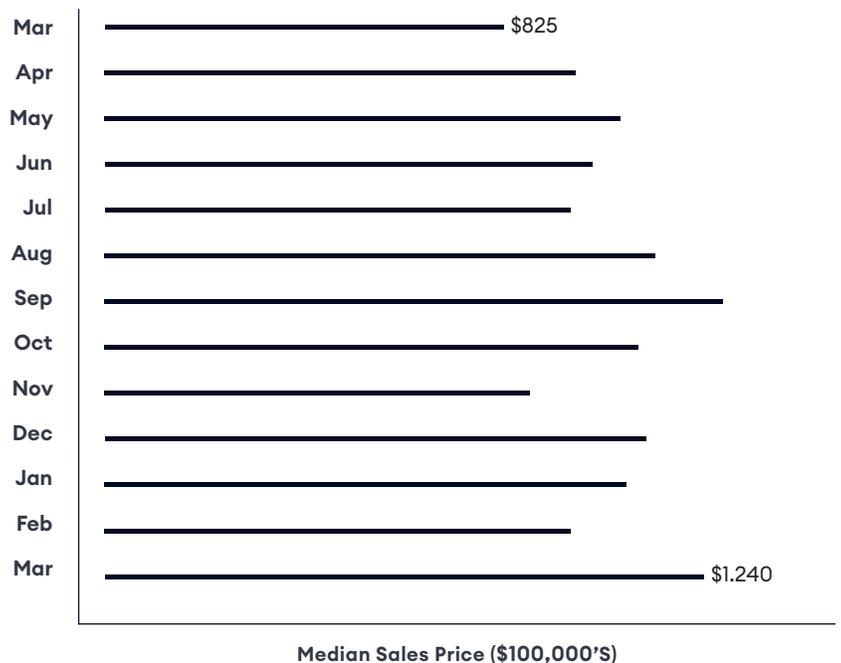
Median sales price.

**\$654**

Average price per square foot.

**54**

Properties for sale.



# San Marino

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,250,000 | \$2,250,000 | \$2,555,000 | \$3,153,343 | 40.1%    |
| Average Price per Square Foot .....     | \$909       | \$953       | \$906       | \$1,007     | 10.8%    |
| Properties Sold .....                   | 13          | 10          | 13          | 14          | 7.7%     |
| Properties Pending Sale .....           | 14          | 14          | 7           | 24          | 71.4%    |
| Properties For Sale .....               | 95          | 91          | 65          | 71          | -25.3%   |
| Days on Market (Pending Sale) .....     | 23          | 29          | 31          | 37          | 57.0%    |
| Percent Under Contract .....            | 14.7%       | 15.4%       | 10.8%       | 33.8%       | 129.4%   |
| Average Median Price for Last 12 Months | \$2,291,458 | \$2,636,406 | \$2,642,812 | \$2,583,572 | 12.7%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Marino Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,153,343**

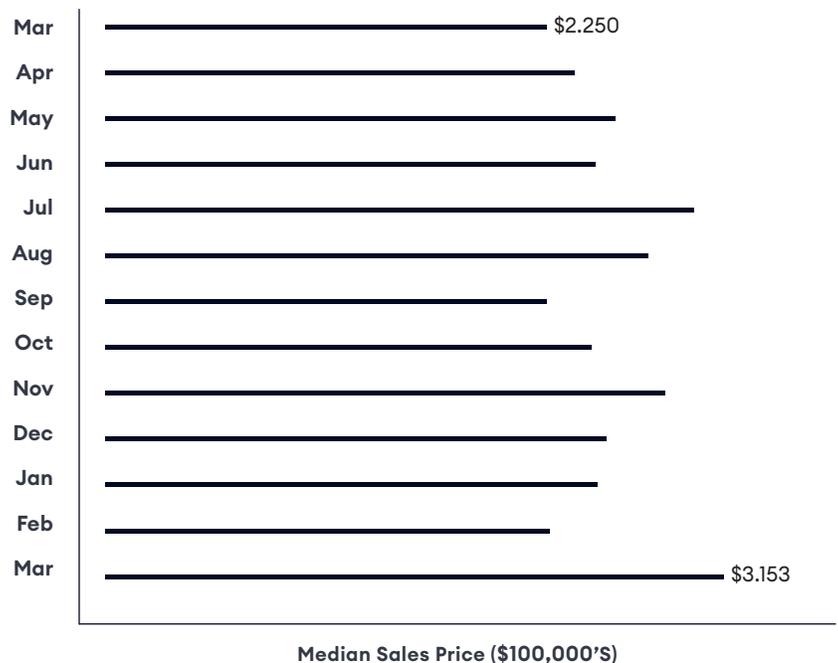
Median sales price.

**\$1,007**

Average price per square foot.

**71**

Properties for sale.



# Sierra Madre

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$940,000   | \$1,323,000 | \$1,400,000 | \$1,633,000 | 73.7%    |
| Average Price per Square Foot .....     | \$637       | \$681       | \$785       | \$861       | 35.2%    |
| Properties Sold .....                   | 9           | 15          | 13          | 7           | -22.2%   |
| Properties Pending Sale .....           | 12          | 15          | 8           | 9           | -25.0%   |
| Properties For Sale .....               | 36          | 31          | 20          | 31          | -13.9%   |
| Days on Market (Pending Sale) .....     | 14          | 20          | 14          | 17          | 23.1%    |
| Percent Under Contract .....            | 33.3%       | 48.4%       | 40.0%       | 29.0%       | -12.9%   |
| Average Median Price for Last 12 Months | \$1,134,388 | \$1,439,000 | \$1,433,333 | \$1,341,885 | 18.3%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Sierra Madre Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,633,000**

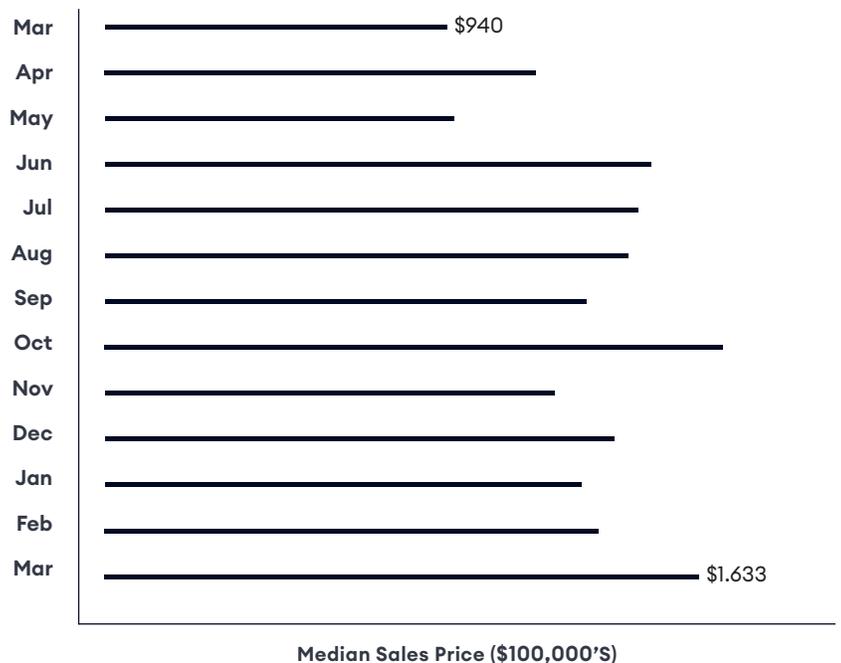
Median sales price.

**\$861**

Average price per square foot.

**31**

Properties for sale.



Median Sales Price (\$100,000'S)

# South Pasadena

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,876,125 | \$1,840,000 | \$1,604,500 | \$2,376,054 | 26.6%    |
| Average Price per Square Foot .....     | \$885       | \$848       | \$843       | \$937       | 5.9%     |
| Properties Sold .....                   | 22          | 14          | 18          | 4           | -81.8%   |
| Properties Pending Sale .....           | 14          | 10          | 7           | 10          | -28.6%   |
| Properties For Sale .....               | 51          | 52          | 33          | 37          | -27.5%   |
| Days on Market (Pending Sale) .....     | 25          | 19          | 15          | 13          | -49.8%   |
| Percent Under Contract .....            | 27.5%       | 19.2%       | 21.2%       | 27.0%       | -1.5%    |
| Average Median Price for Last 12 Months | \$1,582,860 | \$1,932,394 | \$2,240,351 | \$1,824,499 | 15.3%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in South Pasadena Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,376,054**

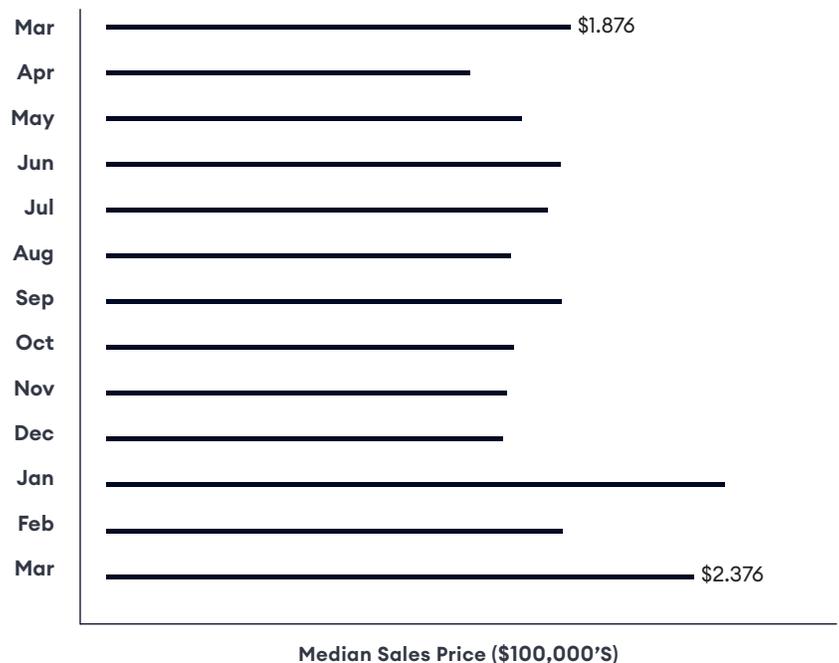
Median sales price.

**\$937**

Average price per square foot.

**37**

Properties for sale.



# Orange County

Orange County Macro

Aliso Viejo

Balboa Peninsula

Capistrano Beach

Corona Del Mar - Spyglass

Costa Mesa

Coto De Caza

Crystal Cove

Dana Point

East Bluff - Harbor View

East Costa Mesa

Costa Mesa

Fountain Valley

Huntington Beach

Irvine

Ladera Ranch

Laguna Beach

Laguna Hills

Laguna Niguel

Laguna Woods

Lake Forest

Lantern Village In Dana Point

Lower Newport Bay - Balboa Island

Mission Viejo

Monarch Beach

Nelle Gail

Newport Beach

Newport Coast

Newport Heights

North Tustin

Orange

Rancho Santa Margarita

San Clemente

San Juan Capistrano

Seal Beach

Shady Canyon

Turtle Ridge

Turtle Rock

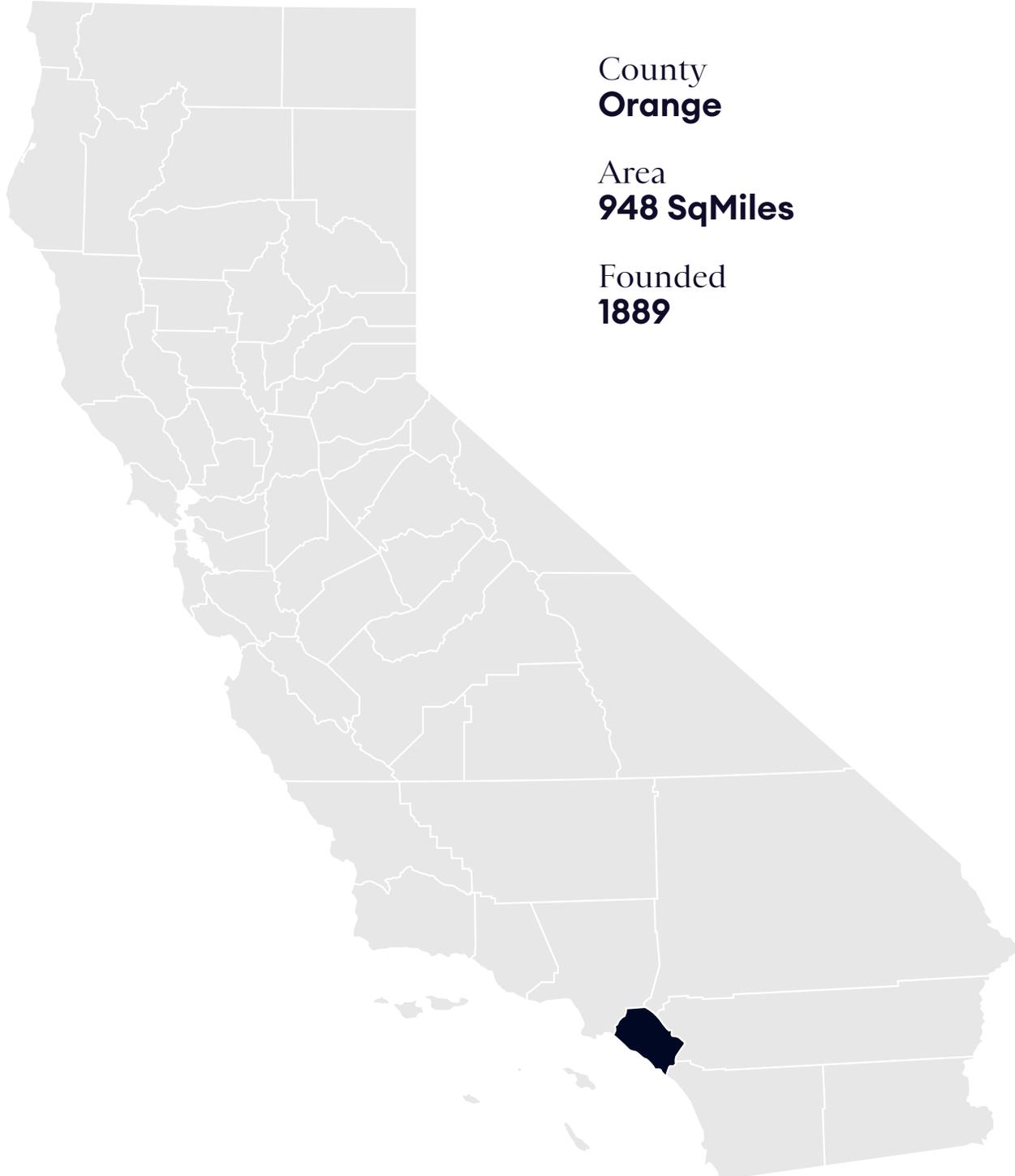
Tustin

Westminster

West Bay - Santa Ana Heights

West Newport - Lido

Yorba Linda



County  
**Orange**

Area  
**948 SqMiles**

Founded  
**1889**

# Orange County

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,010,000 | \$1,090,000 | \$1,170,000 | \$1,290,000 | 27.7%    |
| Average Price per Square Foot .....     | \$586       | \$631       | \$700       | \$750       | 28.0%    |
| Properties Sold .....                   | 1930        | 1840        | 1529        | 1545        | -19.9%   |
| Properties Pending Sale .....           | 2219        | 1680        | 991         | 1746        | -21.3%   |
| Properties For Sale .....               | 4,738       | 3,901       | 2,228       | 3,110       | -34.4%   |
| Days on Market (Pending Sale) .....     | 20          | 20          | 24          | 15          | -23.9%   |
| Percent Under Contract .....            | 46.8%       | 43.1%       | 44.5%       | 56.1%       | 19.9%    |
| Average Median Price for Last 12 Months | \$913,917   | \$1,188,083 | \$1,240,000 | \$1,127,654 | 23.4%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Orange County Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,290,000**

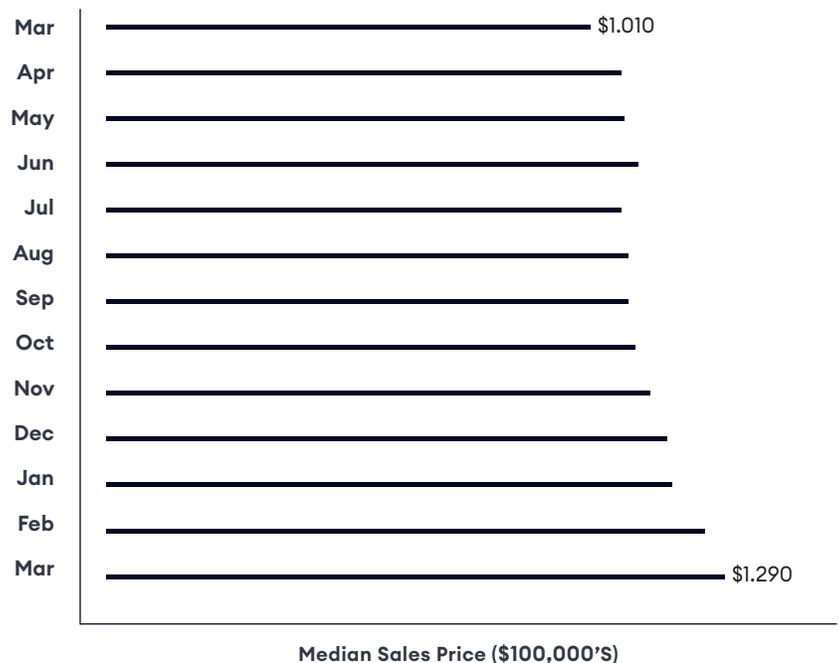
Median sales price.

**\$750**

Average price per square foot.

**3,110**

Properties for sale.



# Aliso Viejo

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,000,000 | \$987,500   | \$997,500   | \$1,382,500 | 38.2%    |
| Average Price per Square Foot .....     | \$514       | \$560       | \$588       | \$652       | 26.8%    |
| Properties Sold .....                   | 13          | 24          | 12          | 18          | 38.5%    |
| Properties Pending Sale .....           | 22          | 14          | 8           | 15          | -31.8%   |
| Properties For Sale .....               | 40          | 27          | 16          | 25          | -37.5%   |
| Days on Market (Pending Sale) .....     | 9           | 14          | 8           | 13          | 49.7%    |
| Percent Under Contract .....            | 55.0%       | 51.9%       | 50.0%       | 60.0%       | 9.1%     |
| Average Median Price for Last 12 Months | \$910,350   | \$1,225,625 | \$1,288,750 | \$1,132,647 | 24.4%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Aliso Viejo Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,382,500**

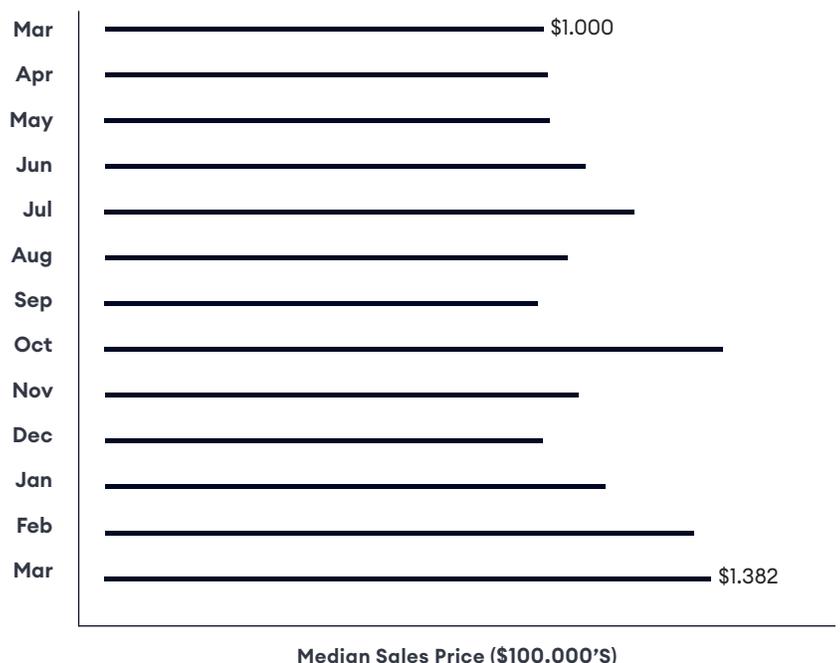
Median sales price.

**\$652**

Average price per square foot.

**25**

Properties for sale.



# Balboa Peninsula

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$3,450,000 | \$5,100,000 | \$3,850,000 | \$5,750,000 | 66.7%    |
| Average Price per Square Foot .....     | \$1,617     | \$2,087     | \$2,095     | \$2,471     | 52.8%    |
| Properties Sold .....                   | 10          | 5           | 11          | 3           | -70.0%   |
| Properties Pending Sale .....           | 12          | 7           | 4           | 4           | -66.7%   |
| Properties For Sale .....               | 38          | 27          | 17          | 15          | -60.5%   |
| Days on Market (Pending Sale) .....     | 39          | 39          | 35          | 46          | 18.5%    |
| Percent Under Contract .....            | 31.6%       | 25.9%       | 23.5%       | 26.7%       | -15.6%   |
| Average Median Price for Last 12 Months | \$3,261,708 | \$4,327,500 | \$5,100,000 | \$4,096,923 | 25.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Balboa Peninsula Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$5,750,000**

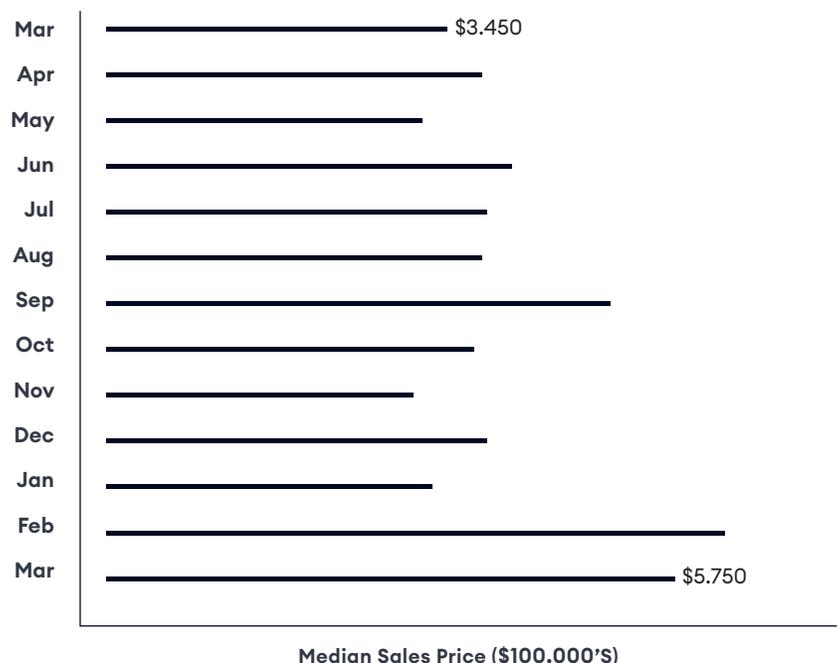
Median sales price.

**\$2,471**

Average price per square foot.

**15**

Properties for sale.



# Capistrano Beach

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,677,500 | \$1,755,000 | \$2,350,000 | \$3,200,000 | 90.8%    |
| Average Price per Square Foot .....     | \$983       | \$938       | \$1,195     | \$1,324     | 34.7%    |
| Properties Sold .....                   | 8           | 9           | 12          | 8           | 0.0%     |
| Properties Pending Sale .....           | 7           | 6           | 6           | 16          | 128.6%   |
| Properties For Sale .....               | 20          | 32          | 23          | 24          | 20.0%    |
| Days on Market (Pending Sale) .....     | 40          | 33          | 20          | 18          | -55.5%   |
| Percent Under Contract .....            | 35.0%       | 18.8%       | 26.1%       | 66.7%       | 90.5%    |
| Average Median Price for Last 12 Months | \$1,418,323 | \$2,033,333 | \$2,133,333 | \$1,972,885 | 39.1%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Capistrano Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,200,000**

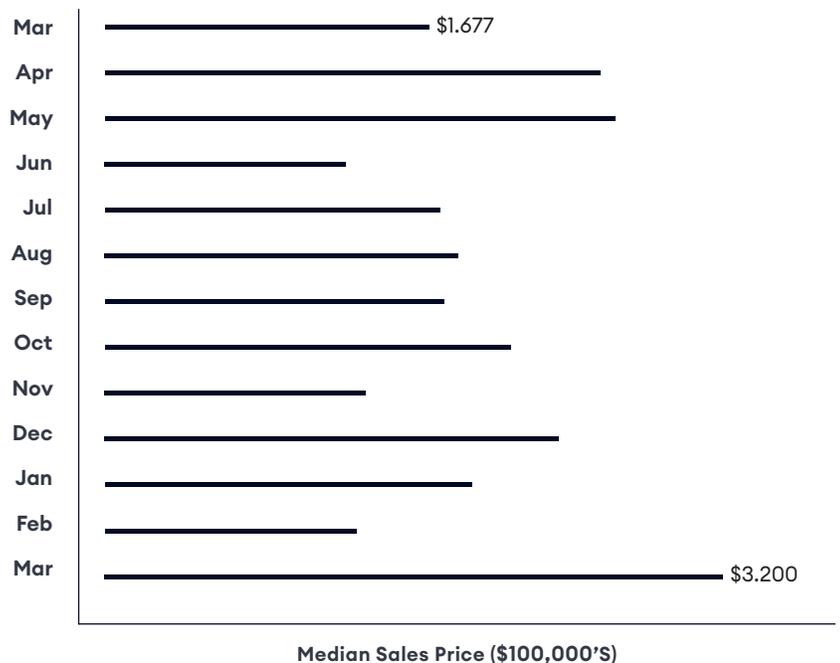
Median sales price.

**\$1,324**

Average price per square foot.

**24**

Properties for sale.



# Corona del Mar - Spyglass

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$4,044,525 | \$3,925,000 | \$4,882,389 | \$4,500,000 | 11.3%    |
| Average Price per Square Foot .....     | \$1,257     | \$1,361     | \$1,922     | \$1,789     | 42.3%    |
| Properties Sold .....                   | 16          | 14          | 20          | 25          | 56.2%    |
| Properties Pending Sale .....           | 20          | 15          | 11          | 13          | -35.0%   |
| Properties For Sale .....               | 90          | 63          | 55          | 65          | -27.8%   |
| Days on Market (Pending Sale) .....     | 63          | 57          | 64          | 30          | -53.0%   |
| Percent Under Contract .....            | 22.2%       | 23.8%       | 20.0%       | 20.0%       | -10.0%   |
| Average Median Price for Last 12 Months | \$3,847,690 | \$4,669,148 | \$4,645,833 | \$4,497,378 | 16.9%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Corona del Mar - Spyglass Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$4,500,000**

Median sales price.

**\$1,789**

Average price per square foot.

**65**

Properties for sale.



# Costa Mesa

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,130,000 | \$1,257,500 | \$1,227,000 | \$1,440,000 | 27.4%    |
| Average Price per Square Foot .....     | \$690       | \$647       | \$664       | \$876       | 27.0%    |
| Properties Sold .....                   | 64          | 54          | 45          | 50          | -21.9%   |
| Properties Pending Sale .....           | 83          | 51          | 30          | 57          | -31.3%   |
| Properties For Sale .....               | 169         | 119         | 68          | 92          | -45.6%   |
| Days on Market (Pending Sale) .....     | 14          | 17          | 27          | 11          | -23.4%   |
| Percent Under Contract .....            | 49.1%       | 42.9%       | 44.1%       | 62.0%       | 26.2%    |
| Average Median Price for Last 12 Months | \$982,333   | \$1,305,969 | \$1,389,833 | \$1,221,024 | 24.3%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Costa Mesa Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,440,000**

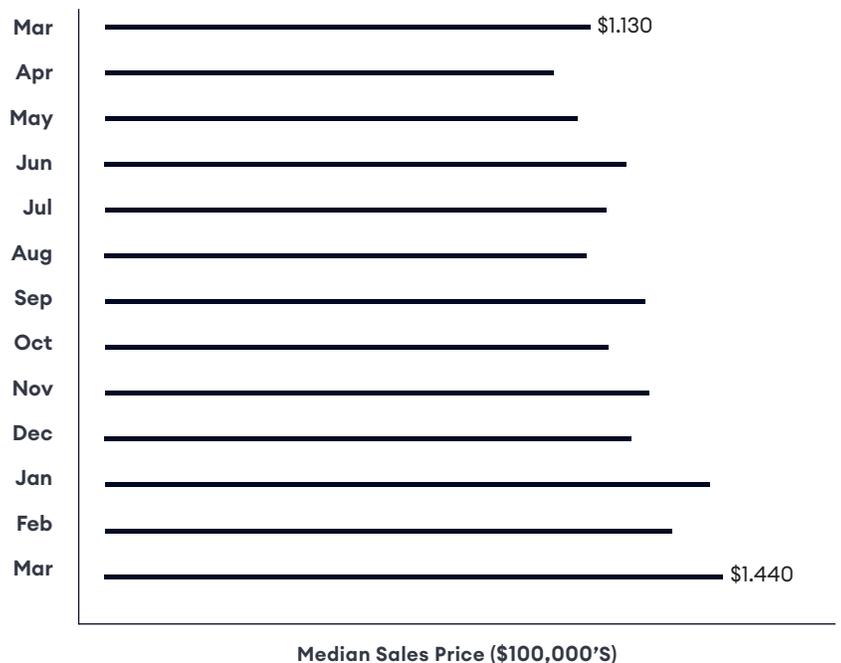
Median sales price.

**\$876**

Average price per square foot.

**92**

Properties for sale.



# Coto de Caza

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,556,000 | \$1,815,000 | \$1,725,000 | \$2,160,000 | 38.8%    |
| Average Price per Square Foot .....     | \$474       | \$500       | \$500       | \$636       | 34.2%    |
| Properties Sold .....                   | 36          | 20          | 21          | 19          | -47.2%   |
| Properties Pending Sale .....           | 32          | 22          | 11          | 21          | -34.4%   |
| Properties For Sale .....               | 87          | 57          | 32          | 44          | -49.4%   |
| Days on Market (Pending Sale) .....     | 51          | 34          | 16          | 15          | -71.3%   |
| Percent Under Contract .....            | 36.8%       | 38.6%       | 34.4%       | 47.7%       | 29.8%    |
| Average Median Price for Last 12 Months | \$1,403,544 | \$1,834,167 | \$1,985,000 | \$1,752,288 | 24.8%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Coto de Caza Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,160,000**

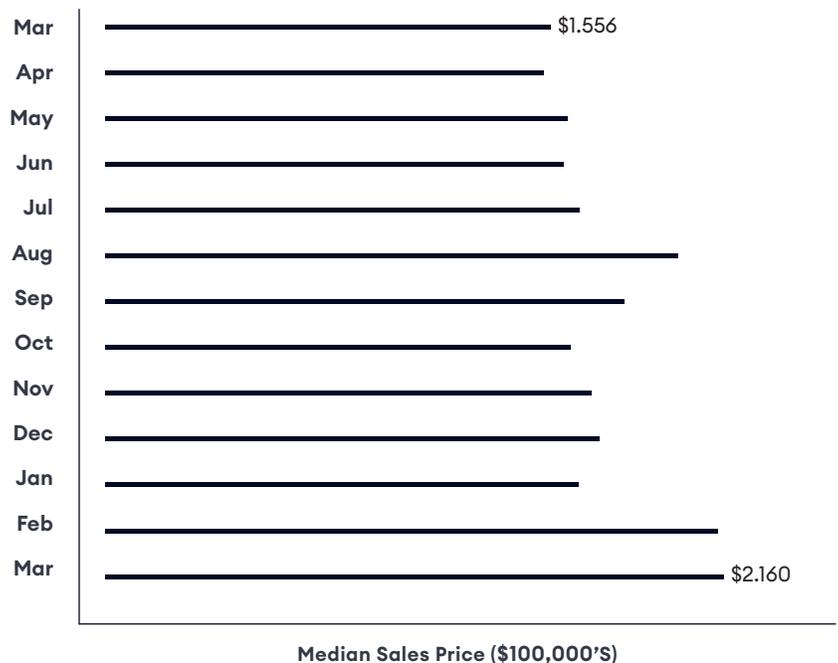
Median sales price.

**\$636**

Average price per square foot.

**44**

Properties for sale.



# Crystal Cove

| Data*                                   | Mar 2021    | 6 Month      | 3 Month      | Mar 2022     | % Change |
|---|-------------|--------------|--------------|--------------|----------|
| Median Price .....                      | \$7,050,000 | \$12,250,000 | \$0          | \$26,995,000 | 282.9%   |
| Average Price per Square Foot .....     | \$1,808     | \$1,714      | \$0          | \$2,138      | 18.3%    |
| Properties Sold .....                   | 2           | 7            | 0            | 1            | -50.0%   |
| Properties Pending Sale .....           | 3           | 3            | 1            | 3            | 0.0%     |
| Properties For Sale .....               | 21          | 17           | 14           | 13           | -38.1%   |
| Days on Market (Pending Sale) .....     | 99          | 39           | 2            | 71           | -27.7%   |
| Percent Under Contract .....            | 14.3%       | 17.6%        | 7.1%         | 23.1%        | 61.5%    |
| Average Median Price for Last 12 Months | \$8,052,162 | \$9,688,940  | \$14,281,667 | \$9,055,664  | 12.5%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Crystal Cove Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$26,995,000**

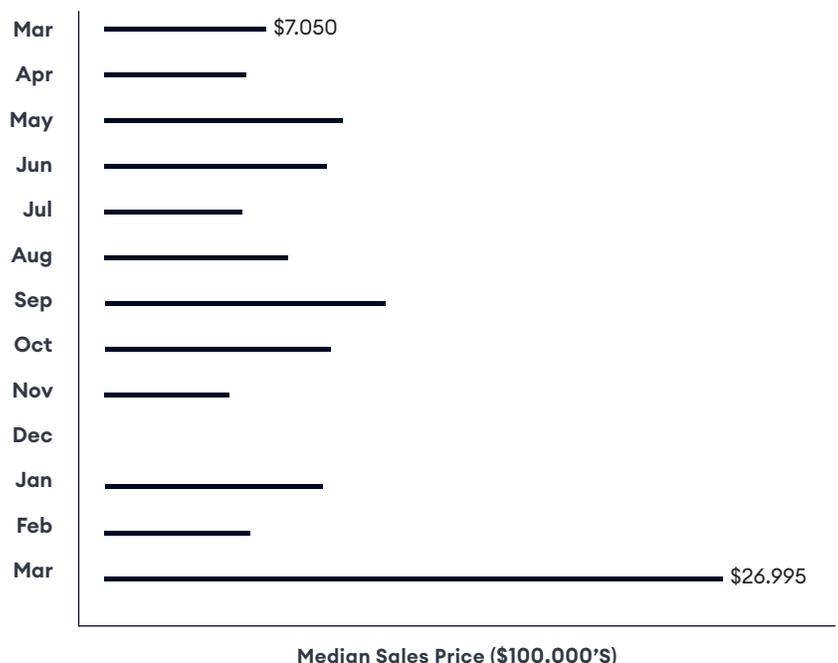
Median sales price.

**\$2,138**

Average price per square foot.

**13**

Properties for sale.



# Dana Point

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,475,000 | \$1,687,500 | \$2,090,000 | \$2,900,000 | 96.6%    |
| Average Price per Square Foot .....     | \$980       | \$932       | \$1,018     | \$1,636     | 66.9%    |
| Properties Sold .....                   | 43          | 38          | 39          | 25          | -41.9%   |
| Properties Pending Sale .....           | 41          | 26          | 16          | 39          | -4.9%    |
| Properties For Sale .....               | 118         | 86          | 61          | 82          | -30.5%   |
| Days on Market (Pending Sale) .....     | 61          | 18          | 13          | 30          | -50.7%   |
| Percent Under Contract .....            | 34.7%       | 30.2%       | 26.2%       | 47.6%       | 36.9%    |
| Average Median Price for Last 12 Months | \$1,380,729 | \$2,030,000 | \$2,213,333 | \$1,927,808 | 39.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Dana Point Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,900,000**

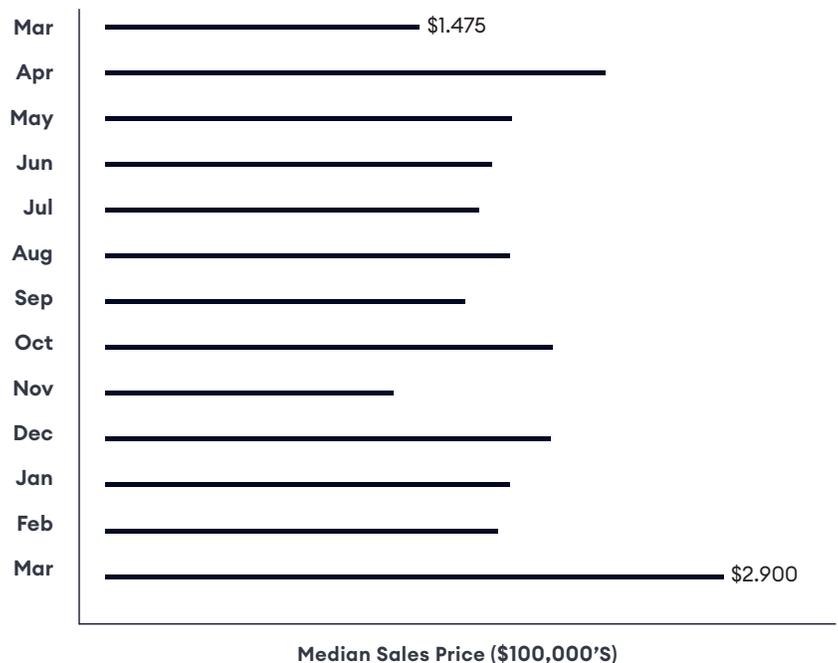
Median sales price.

**\$1,636**

Average price per square foot.

**82**

Properties for sale.



# East Bluff - Harbor View

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,477,500 | \$2,604,500 | \$2,900,000 | \$3,295,000 | 33.0%    |
| Average Price per Square Foot .....     | \$822       | \$948       | \$999       | \$1,164     | 41.6%    |
| Properties Sold .....                   | 28          | 20          | 11          | 19          | -32.1%   |
| Properties Pending Sale .....           | 30          | 20          | 9           | 23          | -23.3%   |
| Properties For Sale .....               | 71          | 51          | 26          | 49          | -31.0%   |
| Days on Market (Pending Sale) .....     | 46          | 22          | 44          | 38          | -17.7%   |
| Percent Under Contract .....            | 42.3%       | 39.2%       | 34.6%       | 46.9%       | 11.1%    |
| Average Median Price for Last 12 Months | \$2,229,917 | \$2,932,167 | \$3,268,333 | \$2,811,808 | 26.1%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in East Bluff - Harbor View Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,295,000**

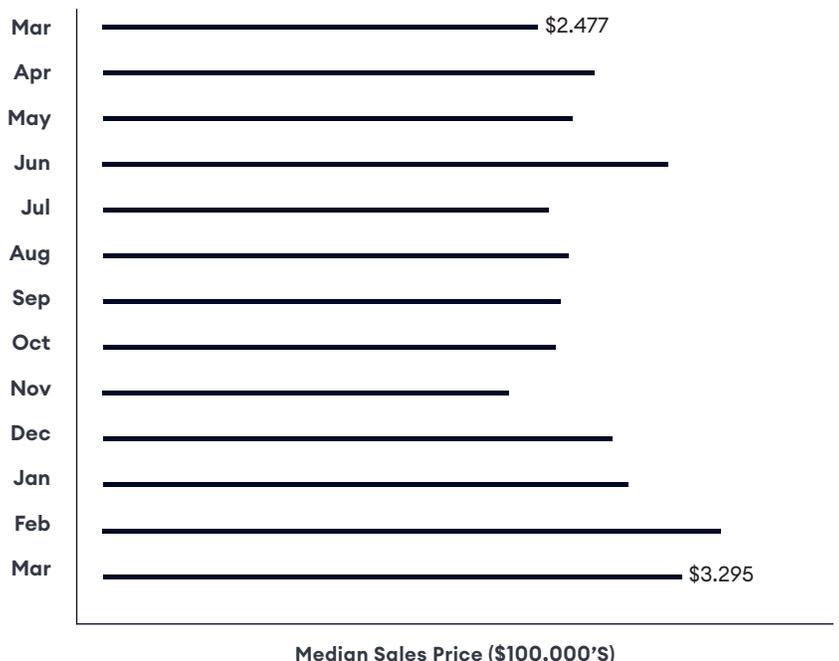
Median sales price.

**\$1,164**

Average price per square foot.

**49**

Properties for sale.



# East Costa Mesa

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,475,000 | \$1,300,000 | \$1,600,000 | \$1,820,000 | 23.4%    |
| Average Price per Square Foot .....     | \$842       | \$772       | \$834       | \$1,065     | 26.5%    |
| Properties Sold .....                   | 27          | 19          | 13          | 15          | -44.4%   |
| Properties Pending Sale .....           | 22          | 13          | 6           | 17          | -22.7%   |
| Properties For Sale .....               | 62          | 39          | 15          | 32          | -48.4%   |
| Days on Market (Pending Sale) .....     | 24          | 19          | 74          | 9           | -62.0%   |
| Percent Under Contract .....            | 35.5%       | 33.3%       | 40.0%       | 53.1%       | 49.7%    |
| Average Median Price for Last 12 Months | \$1,282,813 | \$1,700,719 | \$1,785,833 | \$1,563,889 | 21.9%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in East Costa Mesa Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,820,000**

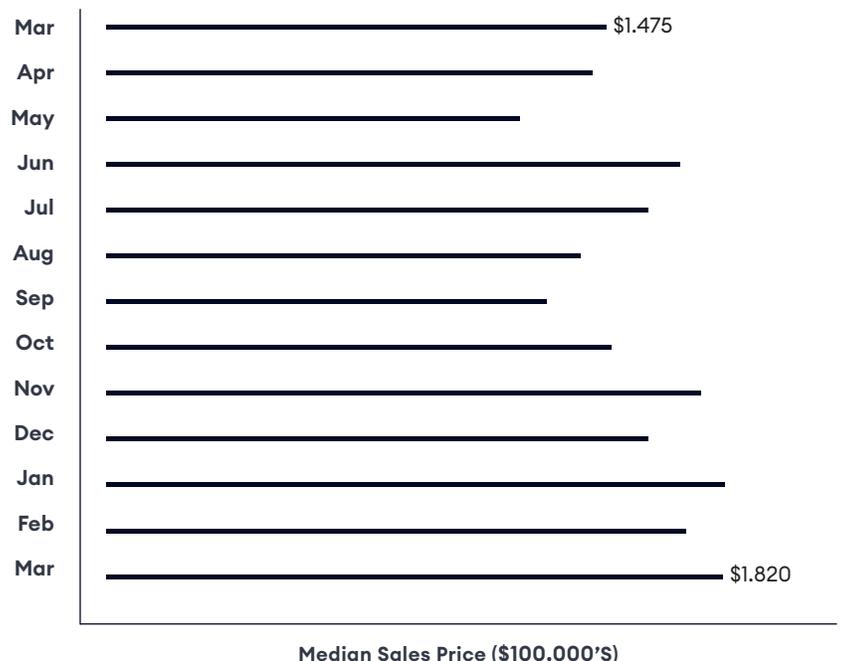
Median sales price.

**\$1,065**

Average price per square foot.

**32**

Properties for sale.



# Fountain Valley

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,000,000 | \$1,062,000 | \$1,240,000 | \$1,250,000 | 25.0%    |
| Average Price per Square Foot .....     | \$531       | \$546       | \$579       | \$622       | 17.1%    |
| Properties Sold .....                   | 25          | 43          | 23          | 25          | 0.0%     |
| Properties Pending Sale .....           | 38          | 20          | 22          | 30          | -21.1%   |
| Properties For Sale .....               | 64          | 55          | 36          | 42          | -34.4%   |
| Days on Market (Pending Sale) .....     | 8           | 12          | 23          | 13          | 52.8%    |
| Percent Under Contract .....            | 59.4%       | 36.4%       | 61.1%       | 71.4%       | 20.3%    |
| Average Median Price for Last 12 Months | \$920,141   | \$1,189,083 | \$1,210,833 | \$1,113,270 | 21.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Fountain Valley Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,250,000**

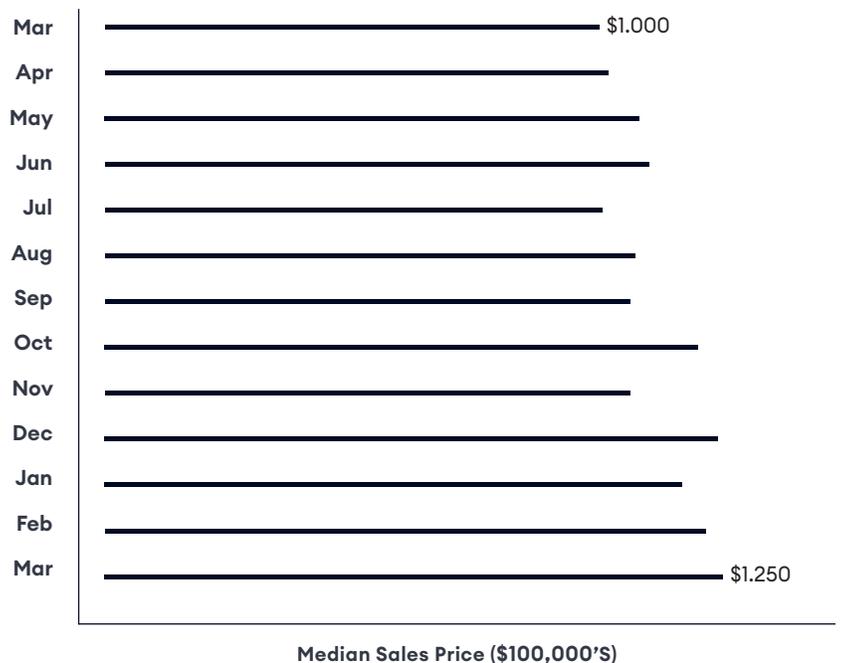
Median sales price.

**\$622**

Average price per square foot.

**42**

Properties for sale.



# Huntington Beach

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,080,000 | \$1,199,500 | \$1,225,000 | \$1,400,000 | 29.6%    |
| Average Price per Square Foot .....     | \$621       | \$678       | \$673       | \$741       | 19.3%    |
| Properties Sold .....                   | 137         | 122         | 107         | 99          | -27.7%   |
| Properties Pending Sale .....           | 153         | 109         | 68          | 116         | -24.2%   |
| Properties For Sale .....               | 299         | 259         | 153         | 193         | -35.5%   |
| Days on Market (Pending Sale) .....     | 22          | 19          | 16          | 16          | -28.7%   |
| Percent Under Contract .....            | 51.2%       | 42.1%       | 44.4%       | 60.1%       | 17.5%    |
| Average Median Price for Last 12 Months | \$1,010,208 | \$1,281,000 | \$1,341,667 | \$1,224,846 | 21.2%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Huntington Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,400,000**

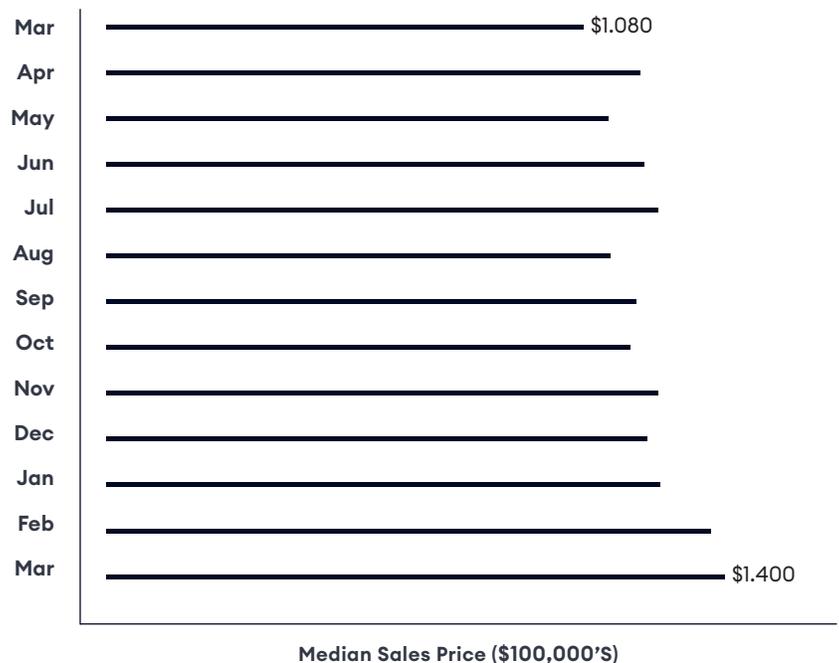
Median sales price.

**\$741**

Average price per square foot.

**193**

Properties for sale.



# Irvine

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,468,000 | \$1,450,000 | \$1,664,000 | \$1,766,545 | 20.3%    |
| Average Price per Square Foot .....     | \$559       | \$621       | \$676       | \$744       | 33.1%    |
| Properties Sold .....                   | 149         | 143         | 101         | 103         | -30.9%   |
| Properties Pending Sale .....           | 191         | 115         | 61          | 121         | -36.6%   |
| Properties For Sale .....               | 392         | 252         | 138         | 236         | -39.8%   |
| Days on Market (Pending Sale) .....     | 25          | 20          | 26          | 17          | -31.9%   |
| Percent Under Contract .....            | 48.7%       | 45.6%       | 44.2%       | 51.3%       | 5.2%     |
| Average Median Price for Last 12 Months | \$1,252,365 | \$1,662,924 | \$1,752,182 | \$1,551,503 | 23.9%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Irvine Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,766,545**

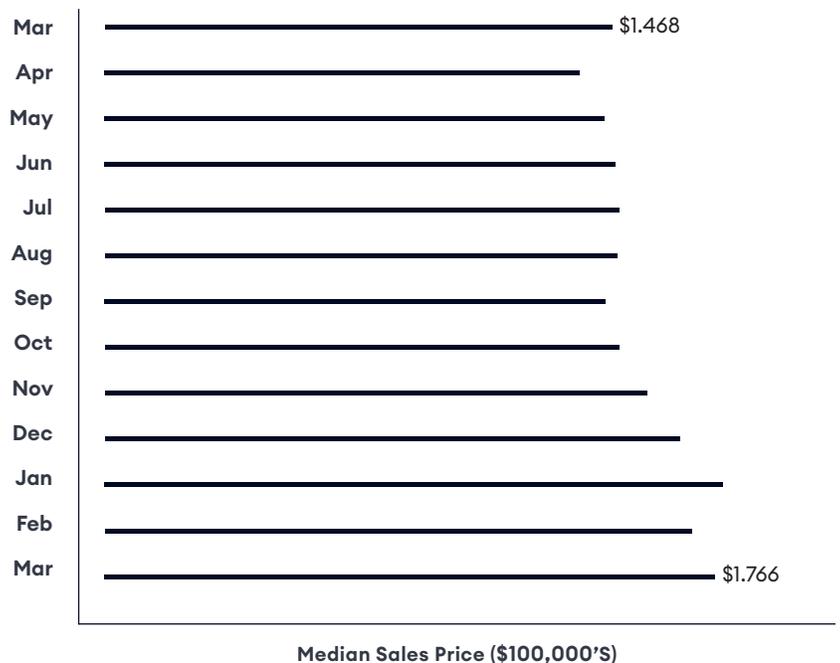
Median sales price.

**\$744**

Average price per square foot.

**236**

Properties for sale.



# Ladera Ranch

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,200,005 | \$1,275,000 | \$1,750,000 | \$1,625,000 | 35.4%    |
| Average Price per Square Foot .....     | \$427       | \$487       | \$588       | \$613       | 43.6%    |
| Properties Sold .....                   | 41          | 30          | 19          | 23          | -43.9%   |
| Properties Pending Sale .....           | 53          | 24          | 10          | 23          | -56.6%   |
| Properties For Sale .....               | 86          | 45          | 21          | 28          | -67.4%   |
| Days on Market (Pending Sale) .....     | 24          | 19          | 18          | 9           | -62.6%   |
| Percent Under Contract .....            | 61.6%       | 53.3%       | 47.6%       | 82.1%       | 33.3%    |
| Average Median Price for Last 12 Months | \$1,086,209 | \$1,637,500 | \$1,725,000 | \$1,484,325 | 36.7%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Ladera Ranch Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,625,000**

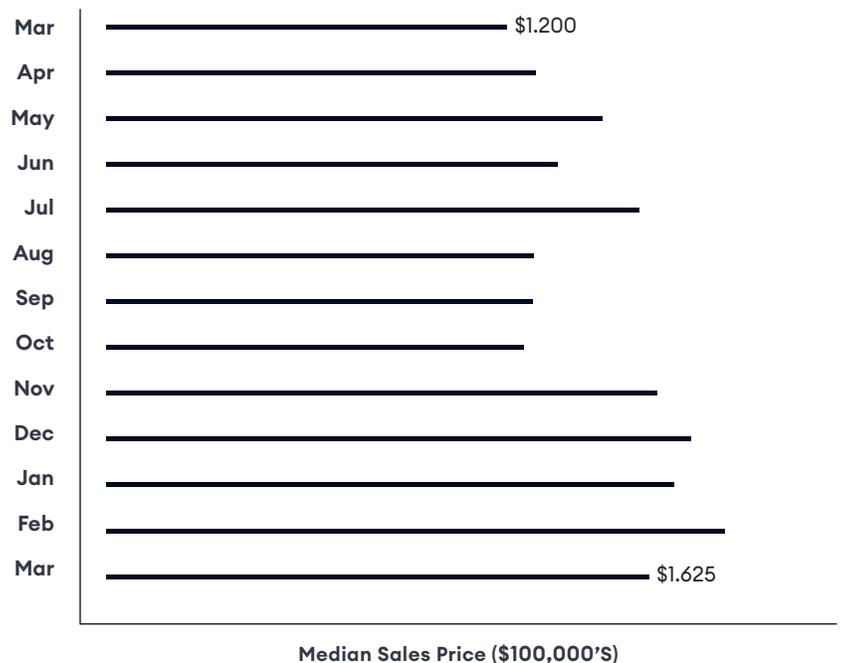
Median sales price.

**\$613**

Average price per square foot.

**28**

Properties for sale.



# Laguna Beach

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,709,576 | \$3,012,500 | \$3,810,000 | \$2,900,000 | 7.0%     |
| Average Price per Square Foot .....     | \$1,463     | \$1,365     | \$1,871     | \$1,613     | 10.3%    |
| Properties Sold .....                   | 35          | 40          | 32          | 39          | 11.4%    |
| Properties Pending Sale .....           | 48          | 39          | 18          | 29          | -39.6%   |
| Properties For Sale .....               | 208         | 148         | 85          | 90          | -56.7%   |
| Days on Market (Pending Sale) .....     | 41          | 69          | 116         | 40          | -2.1%    |
| Percent Under Contract .....            | 23.1%       | 26.4%       | 21.2%       | 32.2%       | 39.6%    |
| Average Median Price for Last 12 Months | \$2,292,185 | \$3,121,092 | \$3,122,183 | \$2,946,879 | 28.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Laguna Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,900,000**

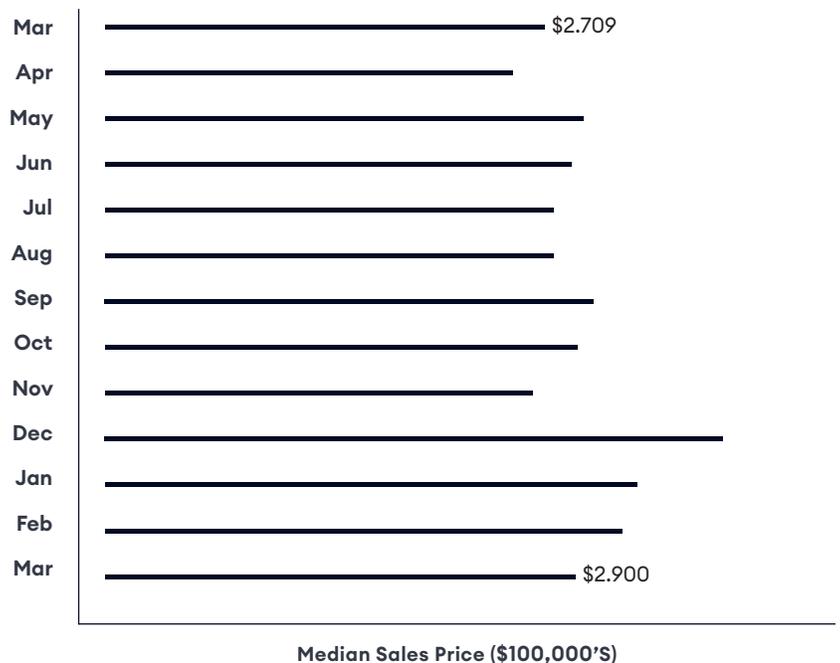
Median sales price.

**\$1,613**

Average price per square foot.

**90**

Properties for sale.



# Laguna Hills

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,225,000 | \$1,213,500 | \$1,112,500 | \$1,900,000 | 55.1%    |
| Average Price per Square Foot .....     | \$471       | \$516       | \$545       | \$706       | 49.9%    |
| Properties Sold .....                   | 19          | 30          | 20          | 22          | 15.8%    |
| Properties Pending Sale .....           | 31          | 18          | 8           | 14          | -54.8%   |
| Properties For Sale .....               | 60          | 56          | 27          | 30          | -50.0%   |
| Days on Market (Pending Sale) .....     | 19          | 21          | 17          | 7           | -61.8%   |
| Percent Under Contract .....            | 51.7%       | 32.1%       | 29.6%       | 46.7%       | -9.7%    |
| Average Median Price for Last 12 Months | \$1,117,167 | \$1,331,000 | \$1,500,333 | \$1,309,623 | 17.2%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Laguna Hills Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,900,000**

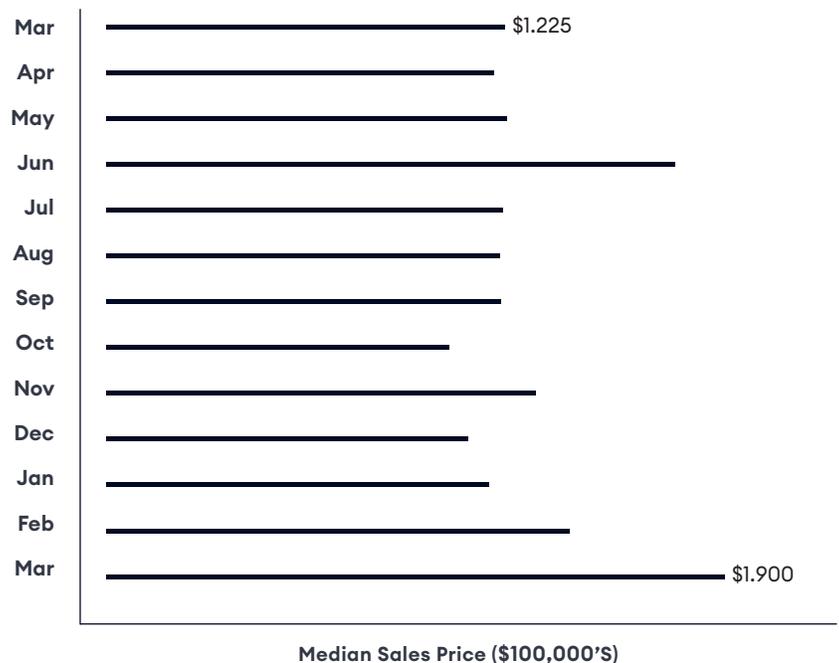
Median sales price.

**\$706**

Average price per square foot.

**30**

Properties for sale.



# Laguna Niguel

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,237,500 | \$1,275,000 | \$1,420,000 | \$1,790,000 | 44.6%    |
| Average Price per Square Foot .....     | \$564       | \$589       | \$713       | \$713       | 26.4%    |
| Properties Sold .....                   | 50          | 59          | 53          | 56          | 12.0%    |
| Properties Pending Sale .....           | 74          | 49          | 27          | 62          | -16.2%   |
| Properties For Sale .....               | 147         | 114         | 61          | 107         | -27.2%   |
| Days on Market (Pending Sale) .....     | 18          | 18          | 17          | 14          | -22.7%   |
| Percent Under Contract .....            | 50.3%       | 43.0%       | 44.3%       | 57.9%       | 15.1%    |
| Average Median Price for Last 12 Months | \$1,088,500 | \$1,510,000 | \$1,638,333 | \$1,395,962 | 28.2%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Laguna Niguel Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,790,000**

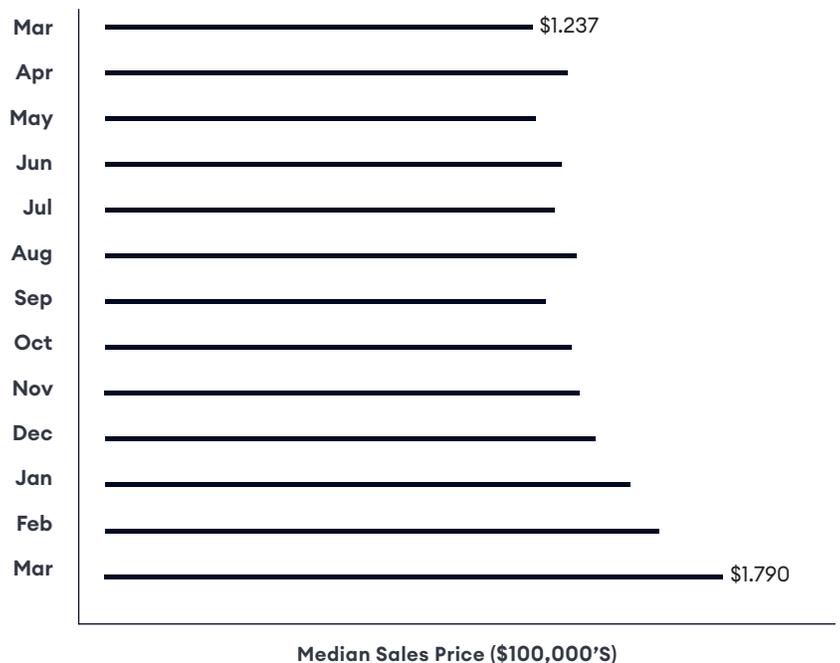
Median sales price.

**\$713**

Average price per square foot.

**107**

Properties for sale.



# Lake Forest

| Data*                                   | Mar 2021  | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-----------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$955,000 | \$1,087,500 | \$1,125,000 | \$1,299,000 | 36.0%    |
| Average Price per Square Foot .....     | \$461     | \$496       | \$516       | \$581       | 26.0%    |
| Properties Sold .....                   | 68        | 76          | 56          | 74          | 8.8%     |
| Properties Pending Sale .....           | 80        | 70          | 25          | 85          | 6.2%     |
| Properties For Sale .....               | 157       | 139         | 56          | 123         | -21.7%   |
| Days on Market (Pending Sale) .....     | 22        | 16          | 21          | 11          | -51.3%   |
| Percent Under Contract .....            | 51.0%     | 50.4%       | 44.6%       | 69.1%       | 35.6%    |
| Average Median Price for Last 12 Months | \$866,417 | \$1,169,148 | \$1,264,130 | \$1,086,145 | 25.4%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Lake Forest Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,299,000**

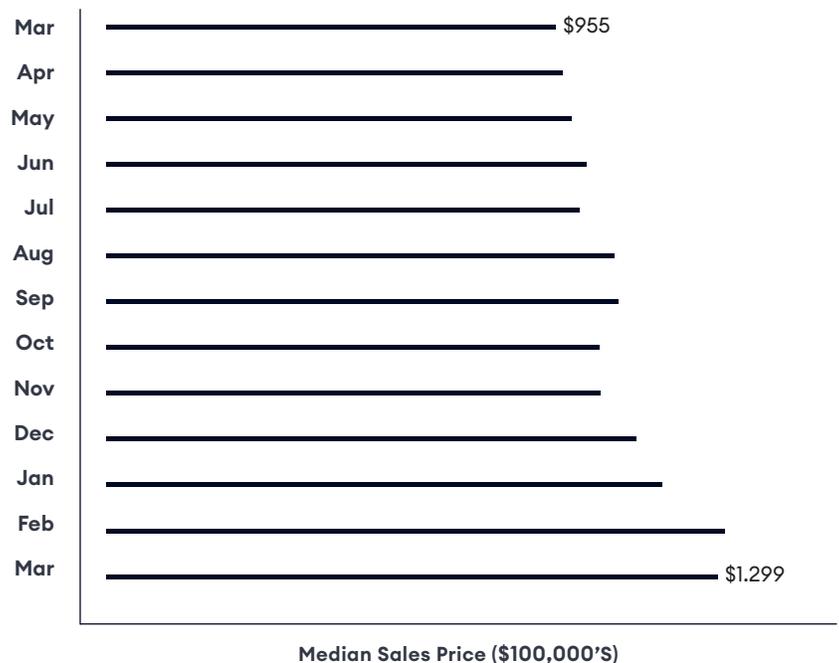
Median sales price.

**\$581**

Average price per square foot.

**123**

Properties for sale.



# Lantern Village in Dana Point

| Data*  | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|--|-------------|-------------|-------------|-------------|----------|
| <b>Median Price</b> .....                      | \$1,475,000 | \$2,215,000 | \$1,787,500 | \$1,787,500 | 21.2%    |
| <b>Average Price per Square Foot</b> .....     | \$968       | \$1,040     | \$742       | \$814       | -15.9%   |
| <b>Properties Sold</b> .....                   | 7           | 6           | 6           | 2           | -71.4%   |
| <b>Properties Pending Sale</b> .....           | 7           | 2           | 1           | 1           | -85.7%   |
| <b>Properties For Sale</b> .....               | 18          | 12          | 7           | 7           | -61.1%   |
| <b>Days on Market (Pending Sale)</b> .....     | 41          | 20          | 12          | 4           | -90.3%   |
| <b>Percent Under Contract</b> .....            | 38.9%       | 16.7%       | 14.3%       | 14.3%       | -63.3%   |
| <b>Average Median Price for Last 12 Months</b> | \$1,235,750 | \$1,874,167 | \$1,776,667 | \$1,792,972 | 45.1%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Lantern Village in Dana Point Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,787,500**

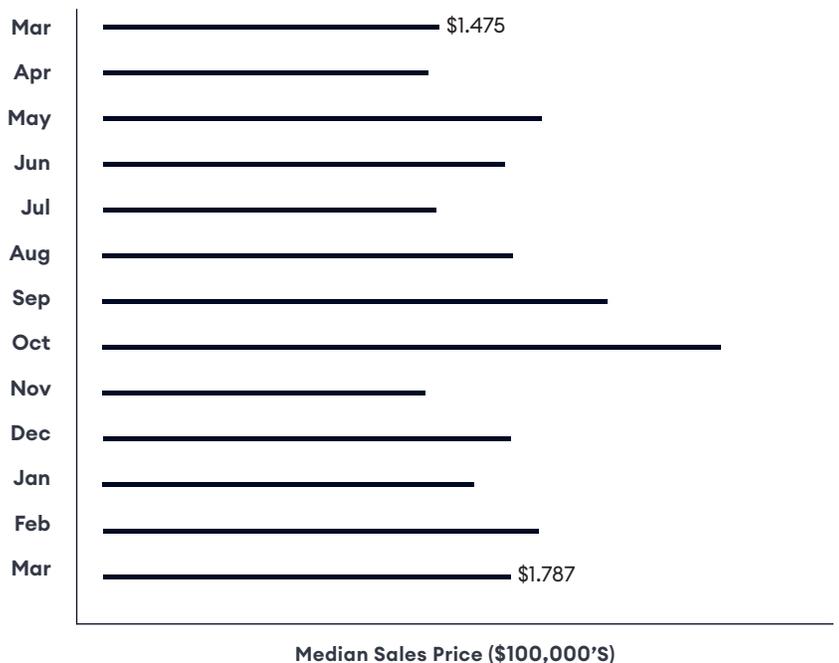
Median sales price.

**\$814**

Average price per square foot.

**7**

Properties for sale.



# Lower Newport Bay - Balboa Island

| Data*  | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|--|-------------|-------------|-------------|-------------|----------|
| <b>Median Price</b> .....                      | \$2,690,000 | \$2,980,000 | \$3,210,000 | \$3,475,000 | 29.2%    |
| <b>Average Price per Square Foot</b> .....     | \$1,111     | \$1,206     | \$1,167     | \$1,304     | 17.4%    |
| <b>Properties Sold</b> .....                   | 75          | 45          | 39          | 44          | -41.3%   |
| <b>Properties Pending Sale</b> .....           | 63          | 46          | 25          | 42          | -33.3%   |
| <b>Properties For Sale</b> .....               | 199         | 144         | 89          | 118         | -40.7%   |
| <b>Days on Market (Pending Sale)</b> .....     | 35          | 30          | 41          | 33          | -6.2%    |
| <b>Percent Under Contract</b> .....            | 31.7%       | 31.9%       | 28.1%       | 35.6%       | 12.4%    |
| <b>Average Median Price for Last 12 Months</b> | \$2,393,180 | \$3,284,583 | \$3,405,833 | \$3,116,885 | 30.2%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Lower Newport Bay - Balboa Island Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,475,000**

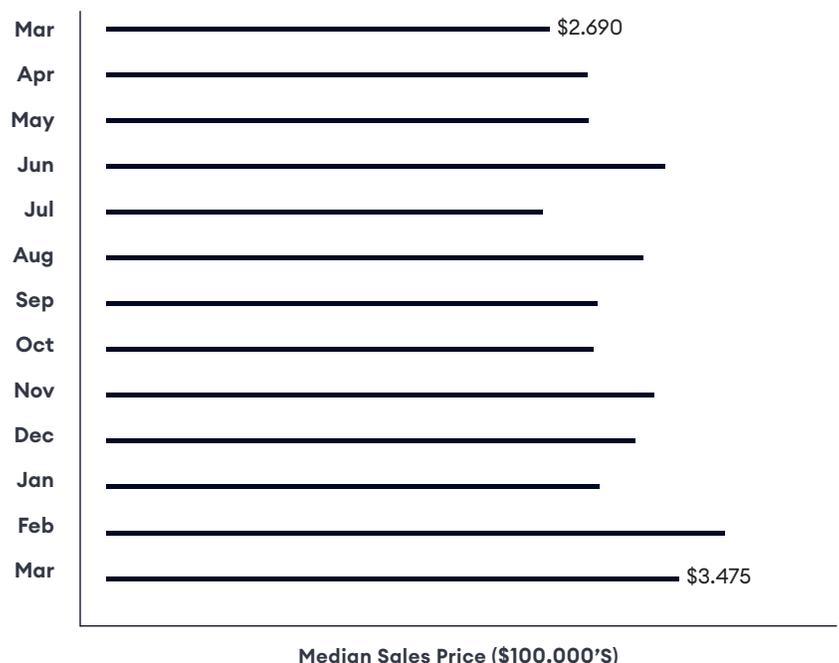
Median sales price.

**\$1,304**

Average price per square foot.

**118**

Properties for sale.



# Mission Viejo

| Data*  | Mar 2021  | 6 Month     | 3 Month     | Mar 2022    | % Change |
|--|-----------|-------------|-------------|-------------|----------|
| <b>Median Price</b> .....                      | \$900,000 | \$1,000,000 | \$1,075,000 | \$1,214,250 | 34.9%    |
| <b>Average Price per Square Foot</b> .....     | \$468     | \$501       | \$536       | \$601       | 28.4%    |
| <b>Properties Sold</b> .....                   | 106       | 103         | 87          | 94          | -11.3%   |
| <b>Properties Pending Sale</b> .....           | 112       | 102         | 49          | 121         | 8.0%     |
| <b>Properties For Sale</b> .....               | 204       | 189         | 88          | 183         | -10.3%   |
| <b>Days on Market (Pending Sale)</b> .....     | 11        | 17          | 17          | 10          | -12.4%   |
| <b>Percent Under Contract</b> .....            | 54.9%     | 54.0%       | 55.7%       | 66.1%       | 20.4%    |
| <b>Average Median Price for Last 12 Months</b> | \$839,333 | \$1,085,733 | \$1,151,583 | \$1,020,762 | 21.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Mission Viejo Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,214,250**

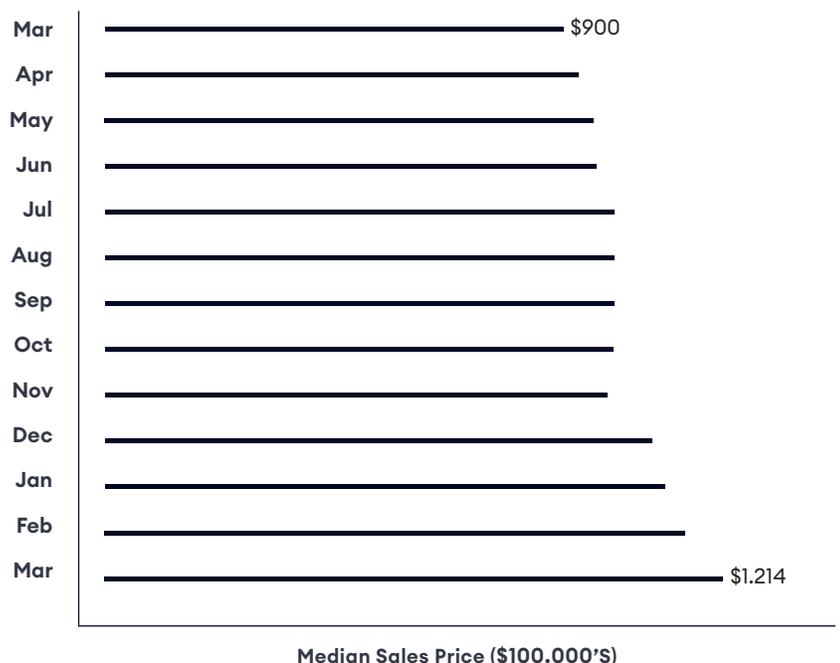
Median sales price.

**\$601**

Average price per square foot.

**183**

Properties for sale.



# Monarch Beach

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,200,000 | \$2,412,500 | \$3,012,500 | \$4,400,000 | 100.0%   |
| Average Price per Square Foot .....     | \$1,251     | \$1,206     | \$1,163     | \$2,069     | 65.4%    |
| Properties Sold .....                   | 15          | 10          | 12          | 11          | -26.7%   |
| Properties Pending Sale .....           | 21          | 8           | 6           | 16          | -23.8%   |
| Properties For Sale .....               | 64          | 25          | 27          | 39          | -39.1%   |
| Days on Market (Pending Sale) .....     | 91          | 10          | 9           | 49          | -46.3%   |
| Percent Under Contract .....            | 32.8%       | 32.0%       | 22.2%       | 41.0%       | 25.0%    |
| Average Median Price for Last 12 Months | \$1,953,310 | \$2,845,417 | \$3,186,667 | \$2,713,077 | 38.9%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Monarch Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$4,400,000**

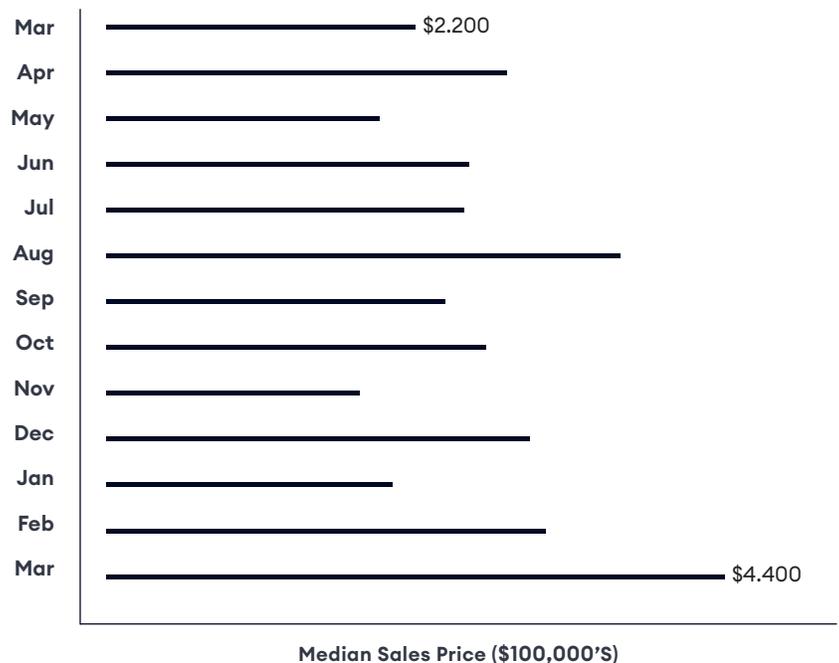
Median sales price.

**\$2,069**

Average price per square foot.

**39**

Properties for sale.



# Newport Beach

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,750,000 | \$2,985,000 | \$3,350,000 | \$3,475,000 | 26.4%    |
| Average Price per Square Foot .....     | \$1,163     | \$1,270     | \$1,339     | \$1,350     | 16.1%    |
| Properties Sold .....                   | 85          | 48          | 49          | 48          | -43.5%   |
| Properties Pending Sale .....           | 73          | 54          | 29          | 46          | -37.0%   |
| Properties For Sale .....               | 230         | 167         | 104         | 135         | -41.3%   |
| Days on Market (Pending Sale) .....     | 36          | 30          | 41          | 34          | -6.4%    |
| Percent Under Contract .....            | 31.7%       | 32.3%       | 27.9%       | 34.1%       | 7.4%     |
| Average Median Price for Last 12 Months | \$2,460,534 | \$3,355,417 | \$3,461,667 | \$3,178,231 | 29.2%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Newport Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,475,000**

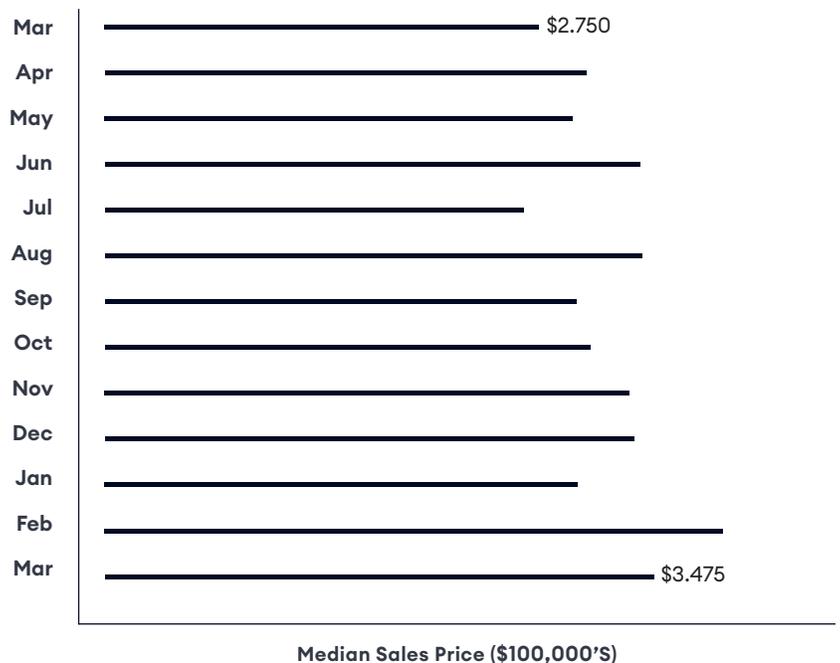
Median sales price.

**\$1,350**

Average price per square foot.

**135**

Properties for sale.



# Newport Coast

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$3,305,000 | \$4,215,000 | \$7,250,000 | \$3,850,000 | 16.5%    |
| Average Price per Square Foot .....     | \$1,215     | \$1,330     | \$1,497     | \$1,561     | 28.5%    |
| Properties Sold .....                   | 12          | 25          | 9           | 10          | -16.7%   |
| Properties Pending Sale .....           | 17          | 12          | 7           | 10          | -41.2%   |
| Properties For Sale .....               | 76          | 55          | 43          | 38          | -50.0%   |
| Days on Market (Pending Sale) .....     | 45          | 28          | 9           | 42          | -5.6%    |
| Percent Under Contract .....            | 22.4%       | 21.8%       | 16.3%       | 26.3%       | 17.6%    |
| Average Median Price for Last 12 Months | \$3,870,354 | \$5,852,573 | \$6,034,313 | \$5,120,918 | 32.3%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Newport Coast Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,850,000**

Median sales price.

**\$1,561**

Average price per square foot.

**38**

Properties for sale.



# Newport Heights

| Data*  | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|--|-------------|-------------|-------------|-------------|----------|
| <b>Median Price</b> .....                      | \$2,395,000 | \$2,860,000 | \$3,265,000 | \$2,815,000 | 17.5%    |
| <b>Average Price per Square Foot</b> .....     | \$947       | \$721       | \$936       | \$803       | -15.2%   |
| <b>Properties Sold</b> .....                   | 7           | 1           | 8           | 4           | -42.9%   |
| <b>Properties Pending Sale</b> .....           | 7           | 3           | 5           | 4           | -42.9%   |
| <b>Properties For Sale</b> .....               | 31          | 26          | 19          | 14          | -54.8%   |
| <b>Days on Market (Pending Sale)</b> .....     | 27          | 30          | 45          | 20          | -28.9%   |
| <b>Percent Under Contract</b> .....            | 22.6%       | 11.5%       | 26.3%       | 28.6%       | 26.5%    |
| <b>Average Median Price for Last 12 Months</b> | \$2,233,333 | \$2,987,750 | \$2,877,000 | \$3,036,273 | 36.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Newport Heights Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,815,000**

Median sales price.

**\$803**

Average price per square foot.

**14**

Properties for sale.



# North Tustin

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,550,000 | \$1,435,000 | \$1,492,500 | \$1,642,500 | 6.0%     |
| Average Price per Square Foot .....     | \$507       | \$469       | \$546       | \$579       | 14.2%    |
| Properties Sold .....                   | 26          | 23          | 12          | 22          | -15.4%   |
| Properties Pending Sale .....           | 28          | 32          | 14          | 20          | -28.6%   |
| Properties For Sale .....               | 92          | 69          | 37          | 48          | -47.8%   |
| Days on Market (Pending Sale) .....     | 36          | 15          | 43          | 9           | -74.6%   |
| Percent Under Contract .....            | 30.4%       | 46.4%       | 37.8%       | 41.7%       | 36.9%    |
| Average Median Price for Last 12 Months | \$1,258,292 | \$1,582,917 | \$1,689,167 | \$1,520,692 | 20.9%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in North Tustin Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,642,500**

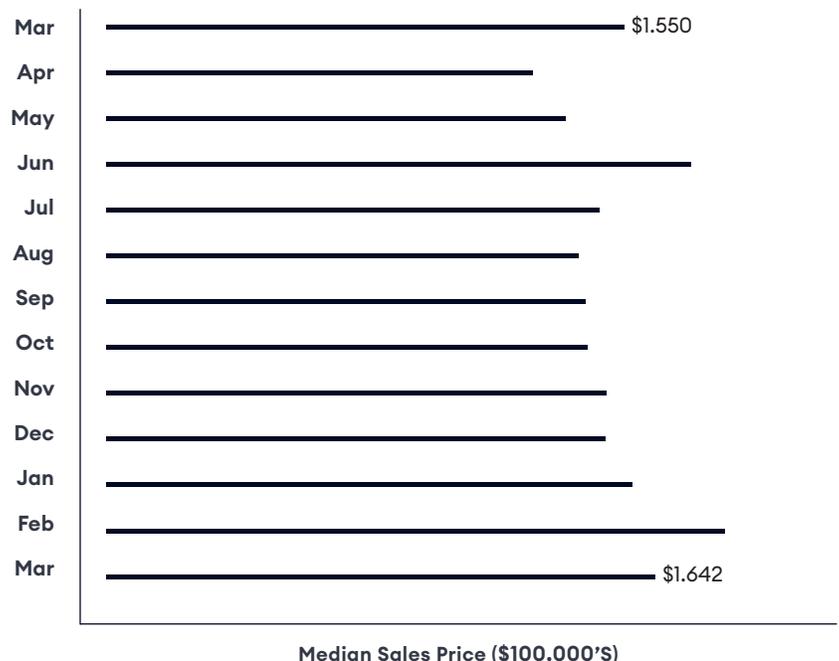
Median sales price.

**\$579**

Average price per square foot.

**48**

Properties for sale.



# Orange

| Data*                                   | Mar 2021  | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-----------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$840,000 | \$940,000   | \$976,500   | \$1,055,000 | 25.6%    |
| Average Price per Square Foot .....     | \$461     | \$514       | \$526       | \$559       | 21.3%    |
| Properties Sold .....                   | 93        | 75          | 78          | 59          | -36.6%   |
| Properties Pending Sale .....           | 93        | 73          | 46          | 70          | -24.7%   |
| Properties For Sale .....               | 178       | 161         | 83          | 116         | -34.8%   |
| Days on Market (Pending Sale) .....     | 22        | 22          | 14          | 13          | -42.4%   |
| Percent Under Contract .....            | 52.2%     | 45.3%       | 55.4%       | 60.3%       | 15.5%    |
| Average Median Price for Last 12 Months | \$808,063 | \$1,002,667 | \$1,014,333 | \$959,077   | 18.7%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Orange Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,055,000**

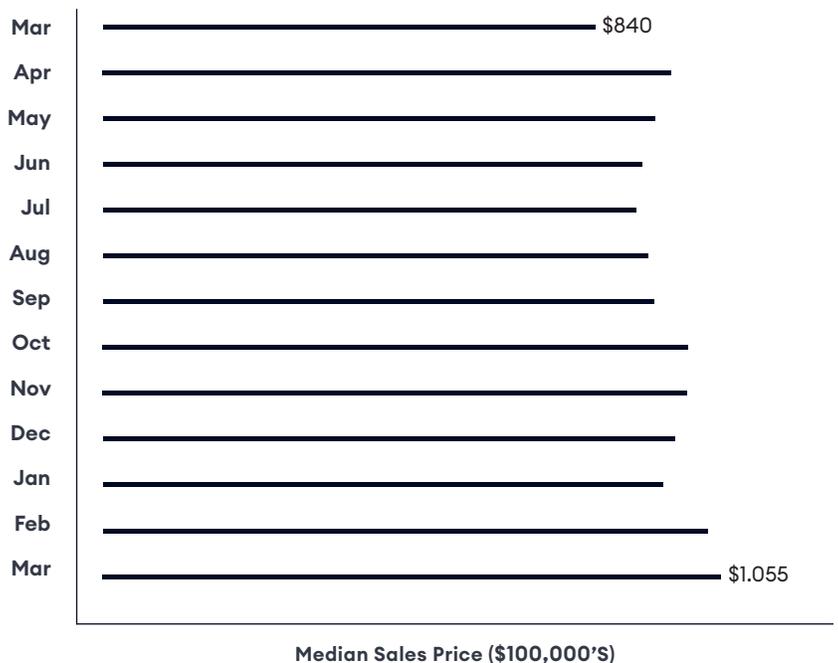
Median sales price.

**\$559**

Average price per square foot.

**116**

Properties for sale.



# Rancho Santa Margarita

| Data*                                   | Mar 2021  | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-----------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$913,500 | \$1,100,000 | \$1,150,000 | \$1,259,950 | 37.9%    |
| Average Price per Square Foot .....     | \$434     | \$482       | \$494       | \$588       | 35.5%    |
| Properties Sold .....                   | 38        | 32          | 35          | 36          | -5.3%    |
| Properties Pending Sale .....           | 59        | 39          | 29          | 43          | -27.1%   |
| Properties For Sale .....               | 100       | 71          | 47          | 68          | -32.0%   |
| Days on Market (Pending Sale) .....     | 7         | 15          | 11          | 8           | 21.9%    |
| Percent Under Contract .....            | 59.0%     | 54.9%       | 61.7%       | 63.2%       | 7.2%     |
| Average Median Price for Last 12 Months | \$874,263 | \$1,178,642 | \$1,260,983 | \$1,094,681 | 25.2%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Rancho Santa Margarita Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,259,950**

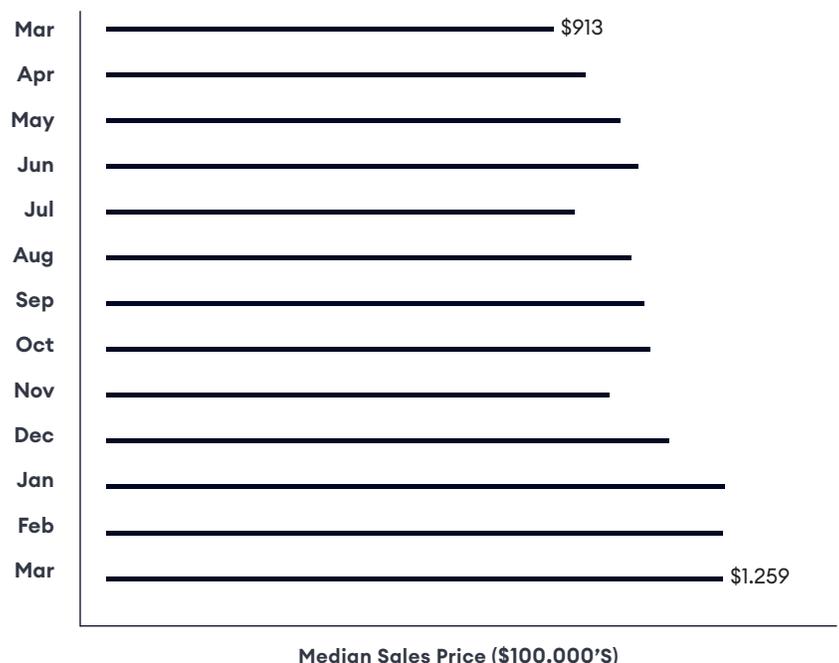
Median sales price.

**\$588**

Average price per square foot.

**68**

Properties for sale.



# San Clemente

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,340,000 | \$1,400,000 | \$1,585,000 | \$1,650,000 | 23.1%    |
| Average Price per Square Foot .....     | \$548       | \$782       | \$697       | \$766       | 39.8%    |
| Properties Sold .....                   | 85          | 61          | 53          | 51          | -40.0%   |
| Properties Pending Sale .....           | 103         | 67          | 41          | 64          | -37.9%   |
| Properties For Sale .....               | 202         | 142         | 82          | 120         | -40.6%   |
| Days on Market (Pending Sale) .....     | 13          | 30          | 24          | 15          | 18.8%    |
| Percent Under Contract .....            | 51.0%       | 47.2%       | 50.0%       | 53.3%       | 4.6%     |
| Average Median Price for Last 12 Months | \$1,183,104 | \$1,631,250 | \$1,702,500 | \$1,512,385 | 27.8%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Clemente Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,650,000**

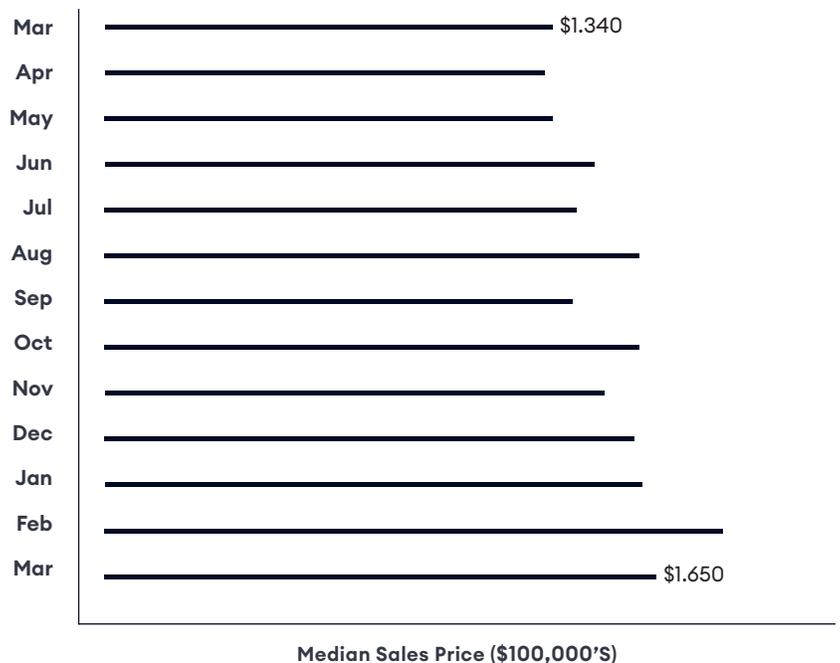
Median sales price.

**\$766**

Average price per square foot.

**120**

Properties for sale.



# San Juan Capistrano

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,527,000 | \$1,600,000 | \$1,740,000 | \$1,762,500 | 15.4%    |
| Average Price per Square Foot .....     | \$514       | \$564       | \$623       | \$601       | 16.9%    |
| Properties Sold .....                   | 38          | 37          | 35          | 32          | -15.8%   |
| Properties Pending Sale .....           | 40          | 32          | 22          | 37          | -7.5%    |
| Properties For Sale .....               | 94          | 75          | 53          | 68          | -27.7%   |
| Days on Market (Pending Sale) .....     | 15          | 31          | 18          | 25          | 72.7%    |
| Percent Under Contract .....            | 42.6%       | 42.7%       | 41.5%       | 54.4%       | 27.9%    |
| Average Median Price for Last 12 Months | \$1,236,949 | \$1,718,598 | \$1,596,375 | \$1,601,098 | 29.4%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Juan Capistrano Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,762,500**

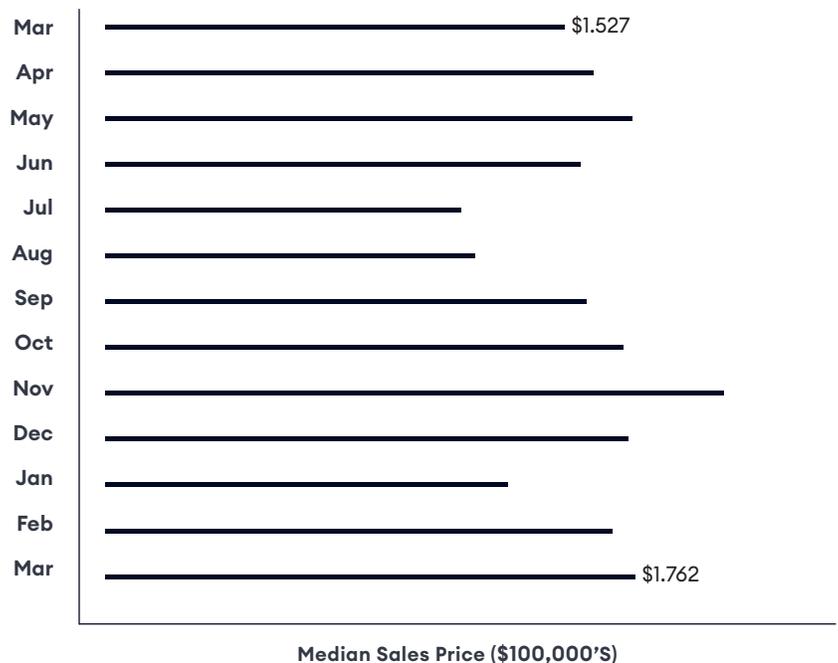
Median sales price.

**\$601**

Average price per square foot.

**68**

Properties for sale.



# Seal Beach

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,237,000 | \$1,410,000 | \$1,300,000 | \$1,662,500 | 34.4%    |
| Average Price per Square Foot .....     | \$672       | \$628       | \$741       | \$929       | 38.2%    |
| Properties Sold .....                   | 17          | 14          | 6           | 8           | -52.9%   |
| Properties Pending Sale .....           | 19          | 14          | 4           | 9           | -52.6%   |
| Properties For Sale .....               | 33          | 27          | 16          | 18          | -45.5%   |
| Days on Market (Pending Sale) .....     | 44          | 10          | 23          | 7           | -83.2%   |
| Percent Under Contract .....            | 57.6%       | 51.9%       | 25.0%       | 50.0%       | -13.2%   |
| Average Median Price for Last 12 Months | \$1,202,271 | \$1,423,333 | \$1,533,167 | \$1,388,462 | 15.5%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Seal Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,662,500**

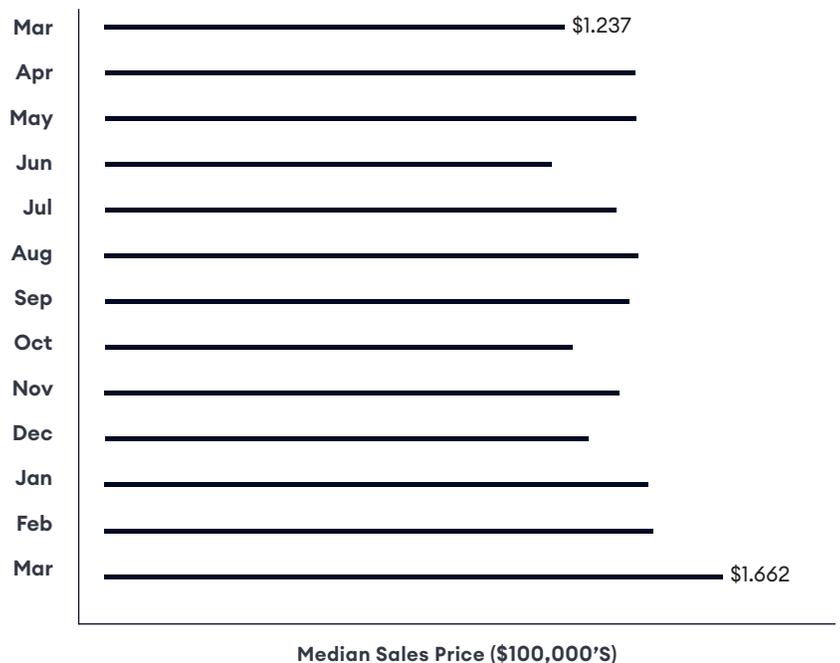
Median sales price.

**\$929**

Average price per square foot.

**18**

Properties for sale.



# Shady Canyon

| Data*                                   | Mar 2021    | 6 Month     | 3 Month      | Mar 2022    | % Change |
|---|-------------|-------------|--------------|-------------|----------|
| Median Price .....                      | \$4,537,500 | \$6,245,000 | \$10,840,000 | \$7,077,224 | 56.0%    |
| Average Price per Square Foot .....     | \$891       | \$704       | \$796        | \$976       | 9.5%     |
| Properties Sold .....                   | 2           | 2           | 2            | 3           | 50.0%    |
| Properties Pending Sale .....           | 7           | 2           | 2            | 3           | -57.1%   |
| Properties For Sale .....               | 20          | 15          | 9            | 11          | -45.0%   |
| Days on Market (Pending Sale) .....     | 58          | 39          | 159          | 246         | 326.2%   |
| Percent Under Contract .....            | 35.0%       | 13.3%       | 22.2%        | 27.3%       | -22.1%   |
| Average Median Price for Last 12 Months | \$5,778,760 | \$7,004,121 | \$7,979,075  | \$6,664,594 | 15.3%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Shady Canyon Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$7,077,224**

Median sales price.

**\$976**

Average price per square foot.

**11**

Properties for sale.



# Turtle Rock

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,217,500 | \$1,850,000 | \$2,035,000 | \$3,000,000 | 35.3%    |
| Average Price per Square Foot .....     | \$693       | \$726       | \$813       | \$884       | 27.6%    |
| Properties Sold .....                   | 12          | 9           | 4           | 3           | -75.0%   |
| Properties Pending Sale .....           | 9           | 7           | 2           | 5           | -44.4%   |
| Properties For Sale .....               | 19          | 15          | 6           | 10          | -47.4%   |
| Days on Market (Pending Sale) .....     | 32          | 12          | 38          | 4           | -88.0%   |
| Percent Under Contract .....            | 47.4%       | 46.7%       | 33.3%       | 50.0%       | 5.6%     |
| Average Median Price for Last 12 Months | \$1,671,568 | \$2,373,333 | \$2,286,667 | \$2,173,500 | 30.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Turtle Rock Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,000,000**

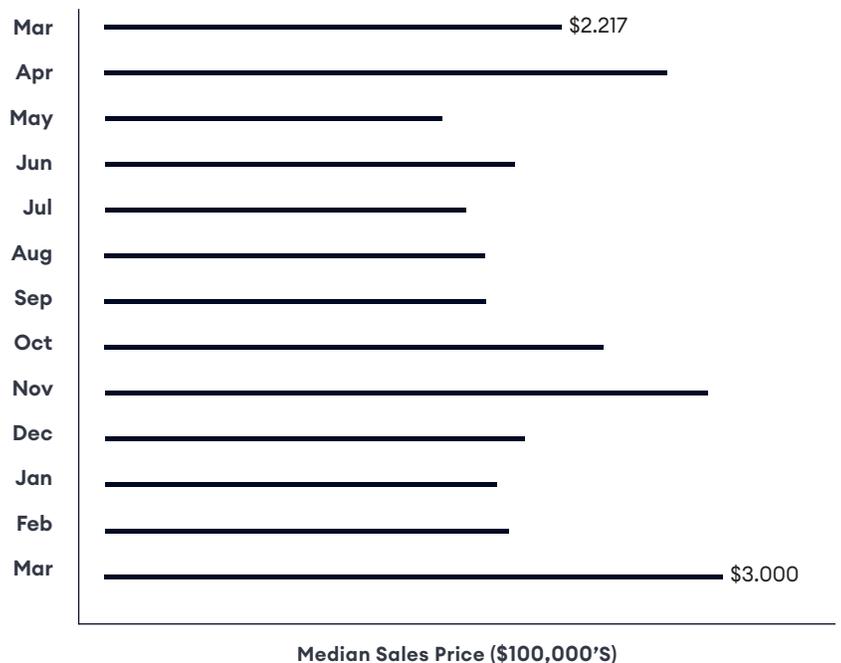
Median sales price.

**\$884**

Average price per square foot.

**10**

Properties for sale.



# Tustin

| Data*                                   | Mar 2021  | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-----------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$906,000 | \$1,180,000 | \$1,152,500 | \$1,300,000 | 43.5%    |
| Average Price per Square Foot .....     | \$494     | \$518       | \$621       | \$636       | 28.7%    |
| Properties Sold .....                   | 29        | 37          | 22          | 26          | -10.3%   |
| Properties Pending Sale .....           | 44        | 31          | 17          | 32          | -27.3%   |
| Properties For Sale .....               | 79        | 60          | 35          | 59          | -25.3%   |
| Days on Market (Pending Sale) .....     | 12        | 15          | 15          | 11          | -10.3%   |
| Percent Under Contract .....            | 55.7%     | 51.7%       | 48.6%       | 54.2%       | -2.6%    |
| Average Median Price for Last 12 Months | \$887,533 | \$1,108,406 | \$1,103,333 | \$1,069,688 | 20.5%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Tustin Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,300,000**

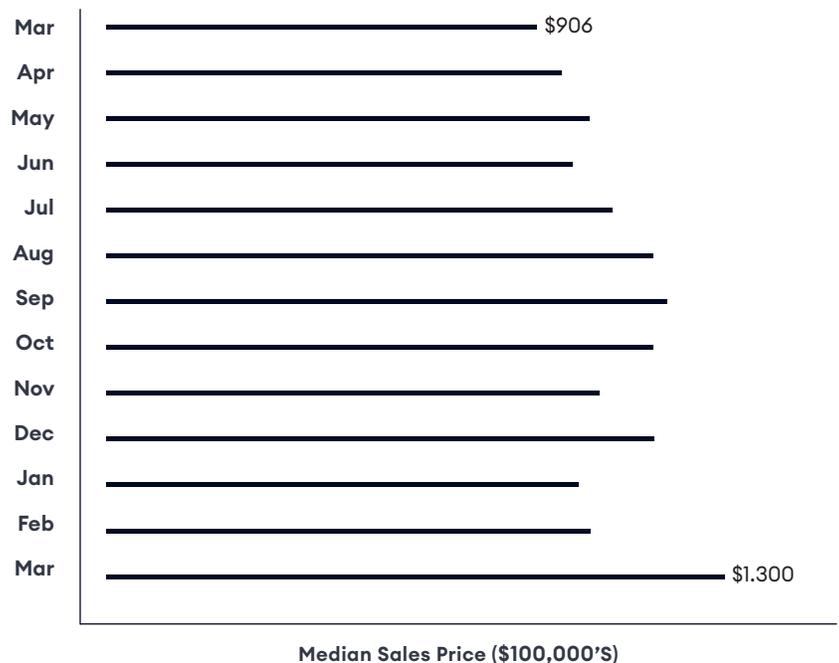
Median sales price.

**\$636**

Average price per square foot.

**59**

Properties for sale.



# West Bay - Santa Ana Heights

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,457,500 | \$2,875,000 | \$2,795,000 | \$3,350,000 | 36.3%    |
| Average Price per Square Foot .....     | \$837       | \$1,057     | \$1,116     | \$1,222     | 46.0%    |
| Properties Sold .....                   | 18          | 13          | 9           | 14          | -22.2%   |
| Properties Pending Sale .....           | 10          | 8           | 6           | 8           | -20.0%   |
| Properties For Sale .....               | 32          | 24          | 19          | 24          | -25.0%   |
| Days on Market (Pending Sale) .....     | 16          | 28          | 26          | 15          | -4.1%    |
| Percent Under Contract .....            | 31.2%       | 33.3%       | 31.6%       | 33.3%       | 6.7%     |
| Average Median Price for Last 12 Months | \$2,180,167 | \$3,022,083 | \$3,077,500 | \$2,804,019 | 28.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in West Bay - Santa Ana Heights Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,350,000**

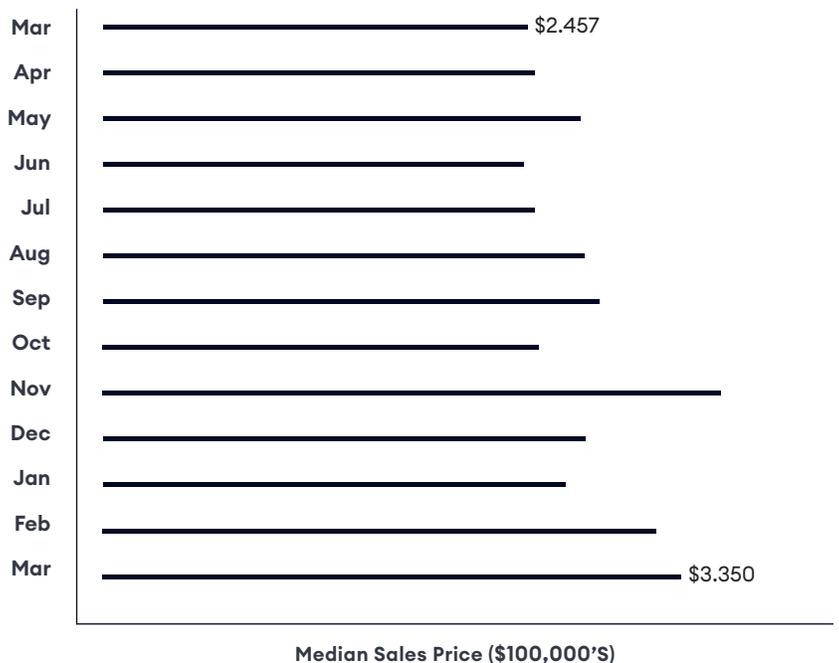
Median sales price.

**\$1,222**

Average price per square foot.

**24**

Properties for sale.



# West Newport - Lido

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$3,250,000 | \$4,030,000 | \$3,425,000 | \$3,840,000 | 18.2%    |
| Average Price per Square Foot .....     | \$1,550     | \$1,822     | \$1,454     | \$2,159     | 39.3%    |
| Properties Sold .....                   | 13          | 4           | 7           | 5           | -61.5%   |
| Properties Pending Sale .....           | 11          | 9           | 3           | 4           | -63.6%   |
| Properties For Sale .....               | 33          | 21          | 12          | 16          | -51.5%   |
| Days on Market (Pending Sale) .....     | 30          | 40          | 30          | 58          | 95.5%    |
| Percent Under Contract .....            | 33.3%       | 42.9%       | 25.0%       | 25.0%       | -25.0%   |
| Average Median Price for Last 12 Months | \$3,194,583 | \$4,846,258 | \$4,188,333 | \$4,149,773 | 29.9%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in West Newport - Lido Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,840,000**

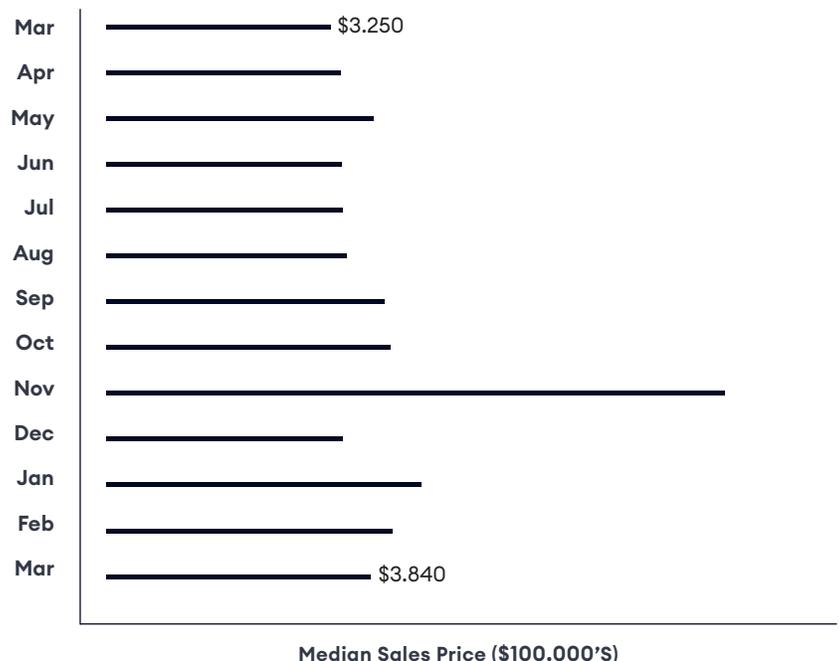
Median sales price.

**\$2,159**

Average price per square foot.

**16**

Properties for sale.



# Westminster

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$827,450 | \$883,500 | \$895,000 | \$992,000 | 19.9%    |
| Average Price per Square Foot .....     | \$506     | \$526     | \$539     | \$626     | 23.7%    |
| Properties Sold .....                   | 40        | 38        | 30        | 32        | -20.0%   |
| Properties Pending Sale .....           | 44        | 31        | 24        | 36        | -18.2%   |
| Properties For Sale .....               | 75        | 60        | 36        | 61        | -18.7%   |
| Days on Market (Pending Sale) .....     | 12        | 12        | 23        | 8         | -29.6%   |
| Percent Under Contract .....            | 58.7%     | 51.7%     | 66.7%     | 59.0%     | 0.6%     |
| Average Median Price for Last 12 Months | \$757,069 | \$932,250 | \$979,500 | \$891,112 | 17.7%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Westminster Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$992,000**

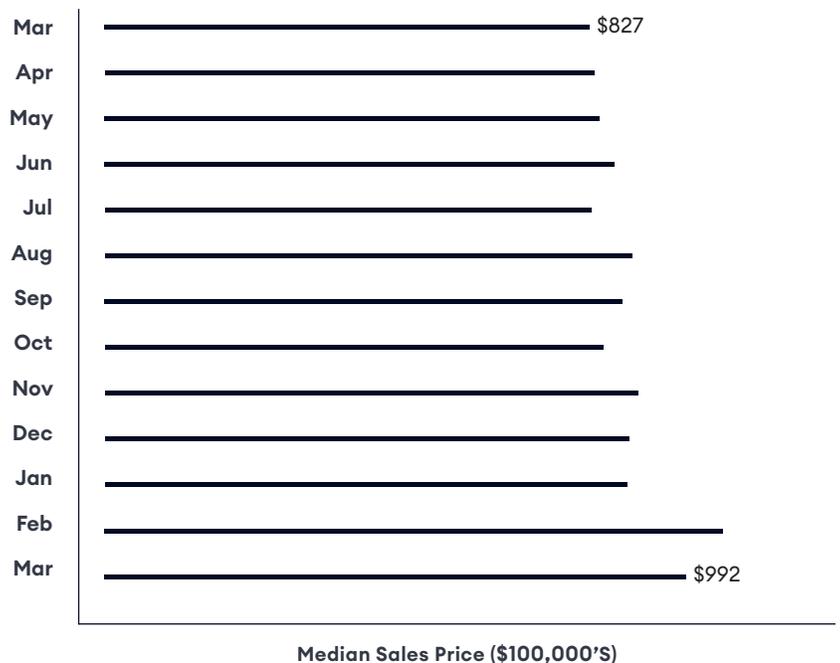
Median sales price.

**\$626**

Average price per square foot.

**61**

Properties for sale.



# Yorba Linda

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,125,000 | \$1,190,000 | \$1,578,000 | \$1,400,000 | 24.4%    |
| Average Price per Square Foot .....     | \$457       | \$500       | \$530       | \$571       | 24.9%    |
| Properties Sold .....                   | 85          | 64          | 49          | 51          | -40.0%   |
| Properties Pending Sale .....           | 79          | 63          | 37          | 59          | -25.3%   |
| Properties For Sale .....               | 166         | 141         | 76          | 92          | -44.6%   |
| Days on Market (Pending Sale) .....     | 20          | 19          | 20          | 13          | -38.7%   |
| Percent Under Contract .....            | 47.6%       | 44.7%       | 48.7%       | 64.1%       | 34.8%    |
| Average Median Price for Last 12 Months | \$1,020,979 | \$1,423,908 | \$1,414,167 | \$1,300,458 | 27.4%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Yorba Linda Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,400,000**

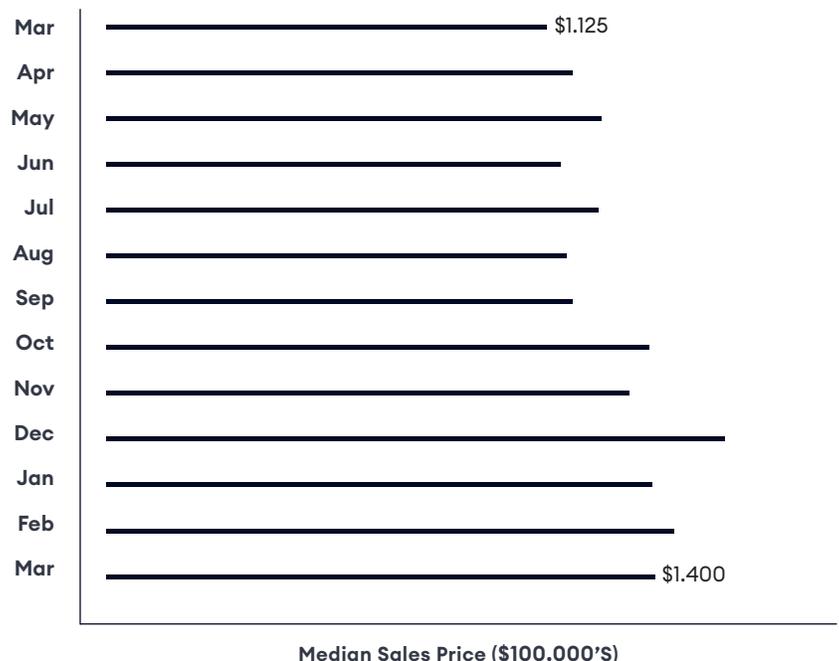
Median sales price.

**\$571**

Average price per square foot.

**92**

Properties for sale.



# Santa Barbara County

Carpinteria

Goleta

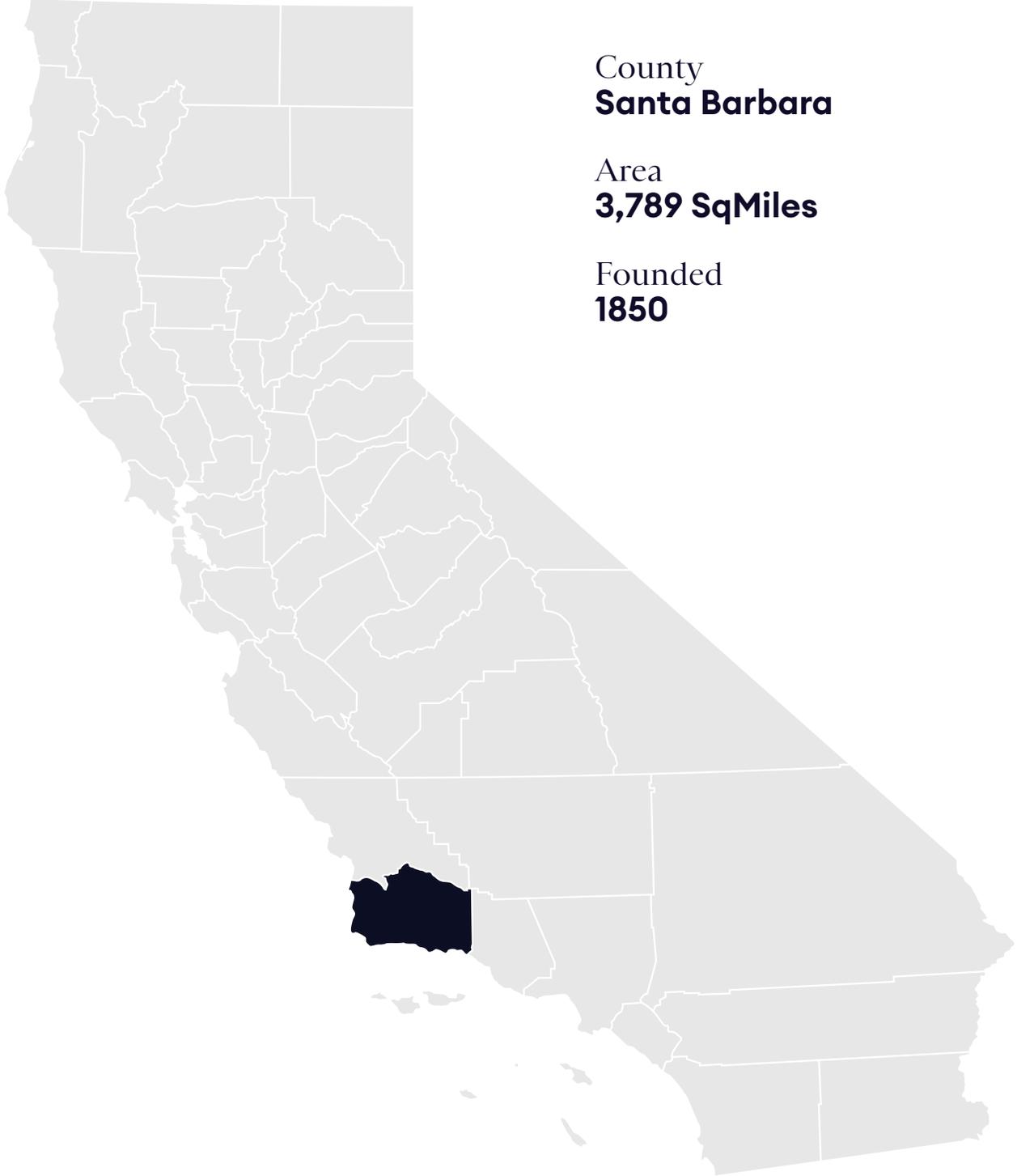
Hope Ranch

Montecito

Santa Barbara East of State

Santa Barbara West of State

Santa Ynez



County  
**Santa Barbara**

Area  
**3,789 SqMiles**

Founded  
**1850**

# Carpinteria

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,275,000 | \$1,692,500 | \$1,695,000 | \$1,607,500 | -29.3%   |
| Average Price per Square Foot .....     | \$2,186     | \$760       | \$1,072     | \$463       | -78.8%   |
| Properties Sold .....                   | 6           | 6           | 3           | 4           | -33.3%   |
| Properties Pending Sale .....           | 8           | 6           | 2           | 5           | -37.5%   |
| Properties For Sale .....               | 18          | 28          | 15          | 23          | 27.8%    |
| Days on Market (Pending Sale) .....     | 92          | 25          | 42          | 23          | -74.8%   |
| Percent Under Contract .....            | 44.4%       | 21.4%       | 13.3%       | 21.7%       | -51.1%   |
| Average Median Price for Last 12 Months | \$1,519,342 | \$1,527,167 | \$1,406,000 | \$1,537,740 | 1.2%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Carpinteria Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,607,500**

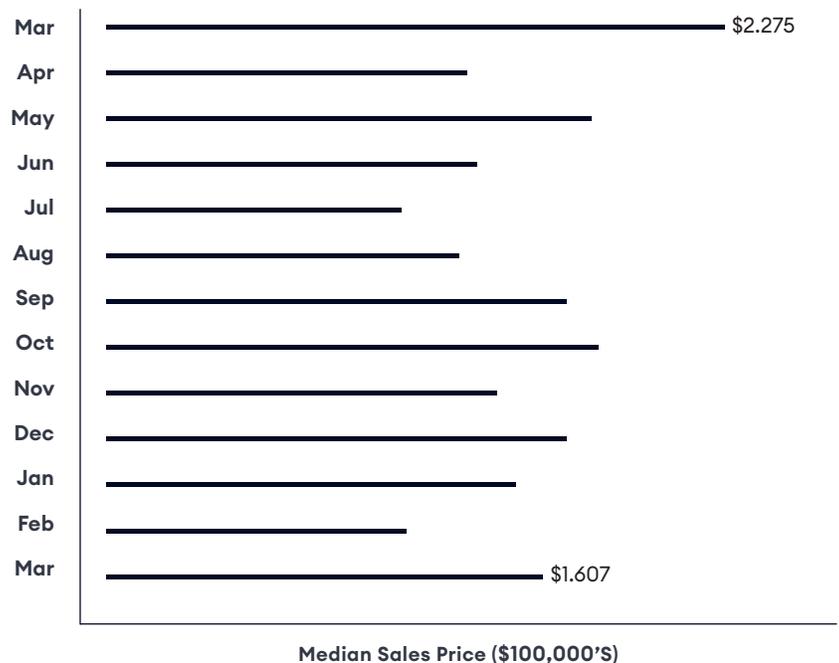
Median sales price.

**\$463**

Average price per square foot.

**23**

Properties for sale.



# Goleta

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,100,000 | \$1,225,000 | \$1,050,000 | \$1,509,500 | 37.2%    |
| Average Price per Square Foot .....     | \$778       | \$665       | \$618       | \$858       | 10.3%    |
| Properties Sold .....                   | 17          | 15          | 5           | 15          | -11.8%   |
| Properties Pending Sale .....           | 11          | 12          | 8           | 9           | -18.2%   |
| Properties For Sale .....               | 24          | 29          | 19          | 18          | -25.0%   |
| Days on Market (Pending Sale) .....     | 6           | 10          | 21          | 10          | 60.0%    |
| Percent Under Contract .....            | 45.8%       | 41.4%       | 42.1%       | 50.0%       | 9.1%     |
| Average Median Price for Last 12 Months | \$963,542   | \$1,299,750 | \$1,414,500 | \$1,248,558 | 29.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Goleta Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,509,500**

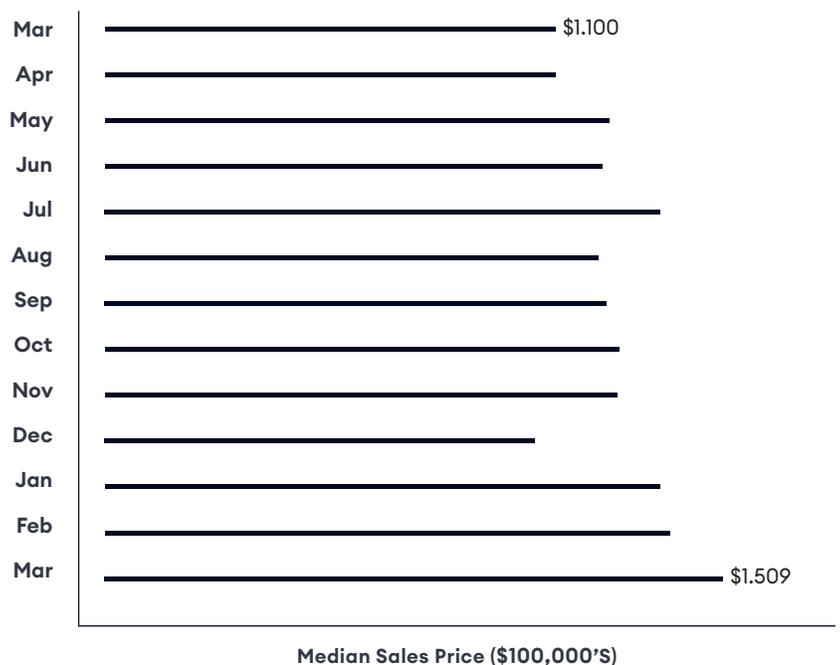
Median sales price.

**\$858**

Average price per square foot.

**18**

Properties for sale.



# Hope Ranch

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$4,750,000 | \$2,650,000 | \$4,100,000 | \$7,600,000 | 60.0%    |
| Average Price per Square Foot .....     | \$952       | \$923       | \$853       | \$1,089     | 14.4%    |
| Properties Sold .....                   | 5           | 3           | 2           | 1           | -80.0%   |
| Properties Pending Sale .....           | 5           | 4           | 5           | 4           | -20.0%   |
| Properties For Sale .....               | 15          | 13          | 10          | 12          | -20.0%   |
| Days on Market (Pending Sale) .....     | 14          | 22          | 49          | 7           | -48.5%   |
| Percent Under Contract .....            | 33.3%       | 30.8%       | 50.0%       | 33.3%       | 0.0%     |
| Average Median Price for Last 12 Months | \$3,825,782 | \$5,737,500 | \$6,275,000 | \$5,508,346 | 44.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Hope Ranch Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$7,600,000**

Median sales price.

**\$1,089**

Average price per square foot.

**12**

Properties for sale.



# Montecito

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$5,050,000 | \$4,500,000 | \$4,140,000 | \$8,050,000 | 59.4%    |
| Average Price per Square Foot .....     | \$1,542     | \$1,333     | \$1,306     | \$1,906     | 23.6%    |
| Properties Sold .....                   | 41          | 25          | 13          | 22          | -46.3%   |
| Properties Pending Sale .....           | 37          | 23          | 11          | 20          | -45.9%   |
| Properties For Sale .....               | 136         | 100         | 87          | 83          | -39.0%   |
| Days on Market (Pending Sale) .....     | 56          | 33          | 36          | 64          | 13.9%    |
| Percent Under Contract .....            | 27.2%       | 23.0%       | 12.6%       | 24.1%       | -11.4%   |
| Average Median Price for Last 12 Months | \$3,915,278 | \$5,764,908 | \$6,585,833 | \$5,390,957 | 37.7%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Montecito Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$8,050,000**

Median sales price.

**\$1,906**

Average price per square foot.

**83**

Properties for sale.



# Santa Barbara East of State

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,002,723 | \$1,605,000 | \$2,037,500 | \$2,550,000 | 27.3%    |
| Average Price per Square Foot .....     | \$986       | \$964       | \$788       | \$1,318     | 33.7%    |
| Properties Sold .....                   | 33          | 33          | 22          | 29          | -12.1%   |
| Properties Pending Sale .....           | 34          | 36          | 16          | 25          | -26.5%   |
| Properties For Sale .....               | 75          | 85          | 48          | 64          | -14.7%   |
| Days on Market (Pending Sale) .....     | 19          | 20          | 17          | 15          | -20.6%   |
| Percent Under Contract .....            | 45.3%       | 42.4%       | 33.3%       | 39.1%       | -13.8%   |
| Average Median Price for Last 12 Months | \$1,656,032 | \$2,169,667 | \$2,190,167 | \$2,063,671 | 24.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Santa Barbara East of State Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,550,000**

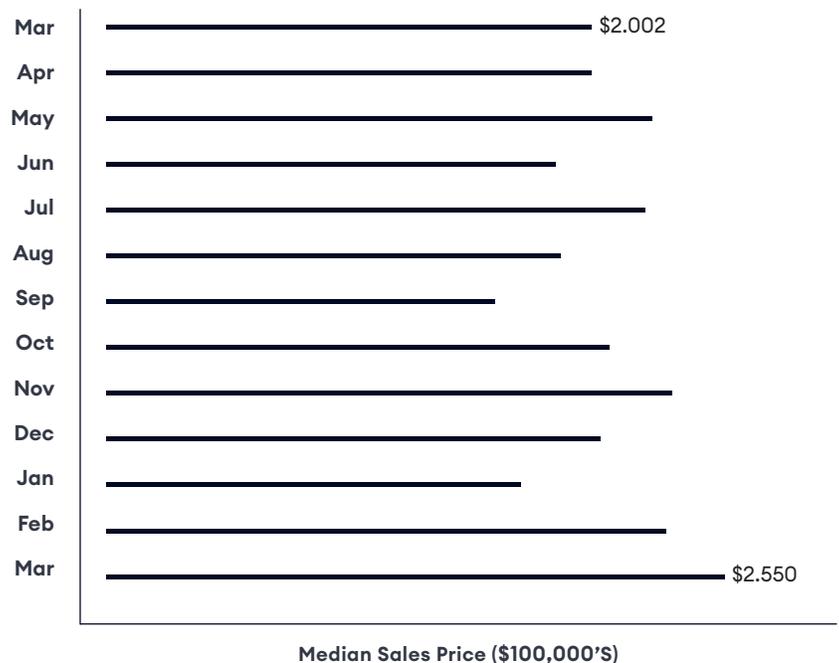
Median sales price.

**\$1,318**

Average price per square foot.

**64**

Properties for sale.



# Santa Barbara West of State

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,635,000 | \$1,530,000 | \$1,650,000 | \$1,850,000 | 13.1%    |
| Average Price per Square Foot .....     | \$1,065     | \$1,191     | \$1,109     | \$1,655     | 55.4%    |
| Properties Sold .....                   | 21          | 30          | 19          | 25          | 19.0%    |
| Properties Pending Sale .....           | 31          | 26          | 15          | 18          | -41.9%   |
| Properties For Sale .....               | 68          | 59          | 41          | 47          | -30.9%   |
| Days on Market (Pending Sale) .....     | 20          | 10          | 14          | 11          | -47.3%   |
| Percent Under Contract .....            | 45.6%       | 44.1%       | 36.6%       | 38.3%       | -16.0%   |
| Average Median Price for Last 12 Months | \$1,328,542 | \$2,036,703 | \$2,381,167 | \$1,797,805 | 35.3%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Santa Barbara West of State Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,850,000**

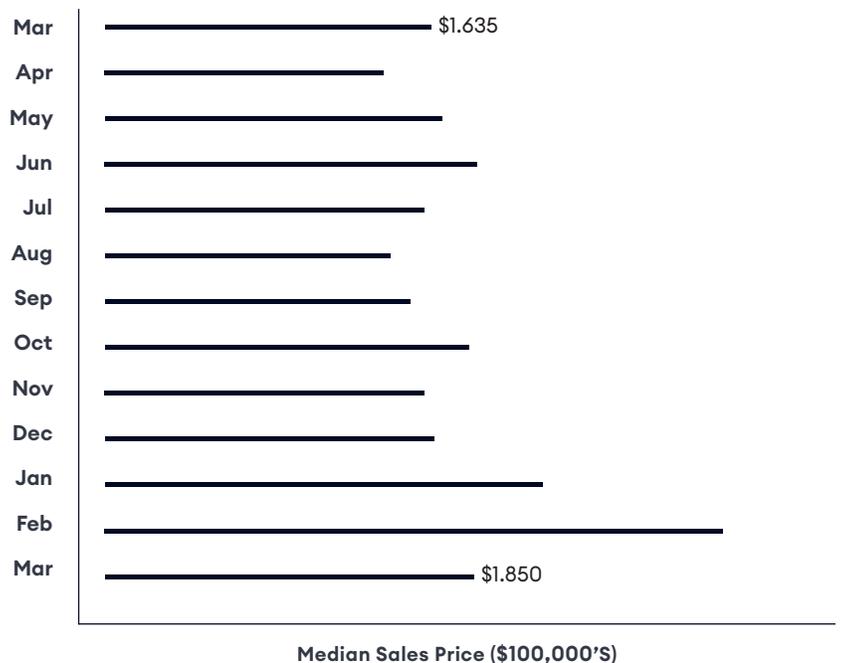
Median sales price.

**\$1,655**

Average price per square foot.

**47**

Properties for sale.



# Santa Ynez

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,085,000 | \$1,260,000 | \$1,075,000 | \$1,717,500 | 58.3%    |
| Average Price per Square Foot .....     | \$530       | \$662       | \$584       | \$1,027     | 93.8%    |
| Properties Sold .....                   | 21          | 20          | 15          | 8           | -61.9%   |
| Properties Pending Sale .....           | 20          | 22          | 9           | 14          | -30.0%   |
| Properties For Sale .....               | 59          | 57          | 35          | 38          | -35.6%   |
| Days on Market (Pending Sale) .....     | 38          | 16          | 40          | 31          | -17.7%   |
| Percent Under Contract .....            | 33.9%       | 38.6%       | 25.7%       | 36.8%       | 8.7%     |
| Average Median Price for Last 12 Months | \$1,101,563 | \$1,503,667 | \$1,723,167 | \$1,322,077 | 20.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Santa Ynez Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,717,500**

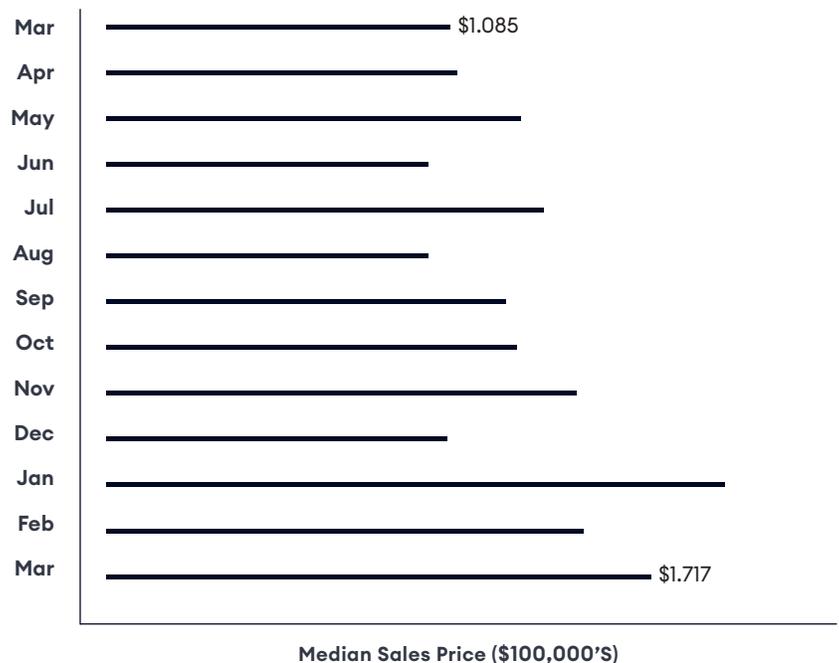
Median sales price.

**\$1,027**

Average price per square foot.

**38**

Properties for sale.



# Monterey County

Carmel

Carmel Valley

Marina

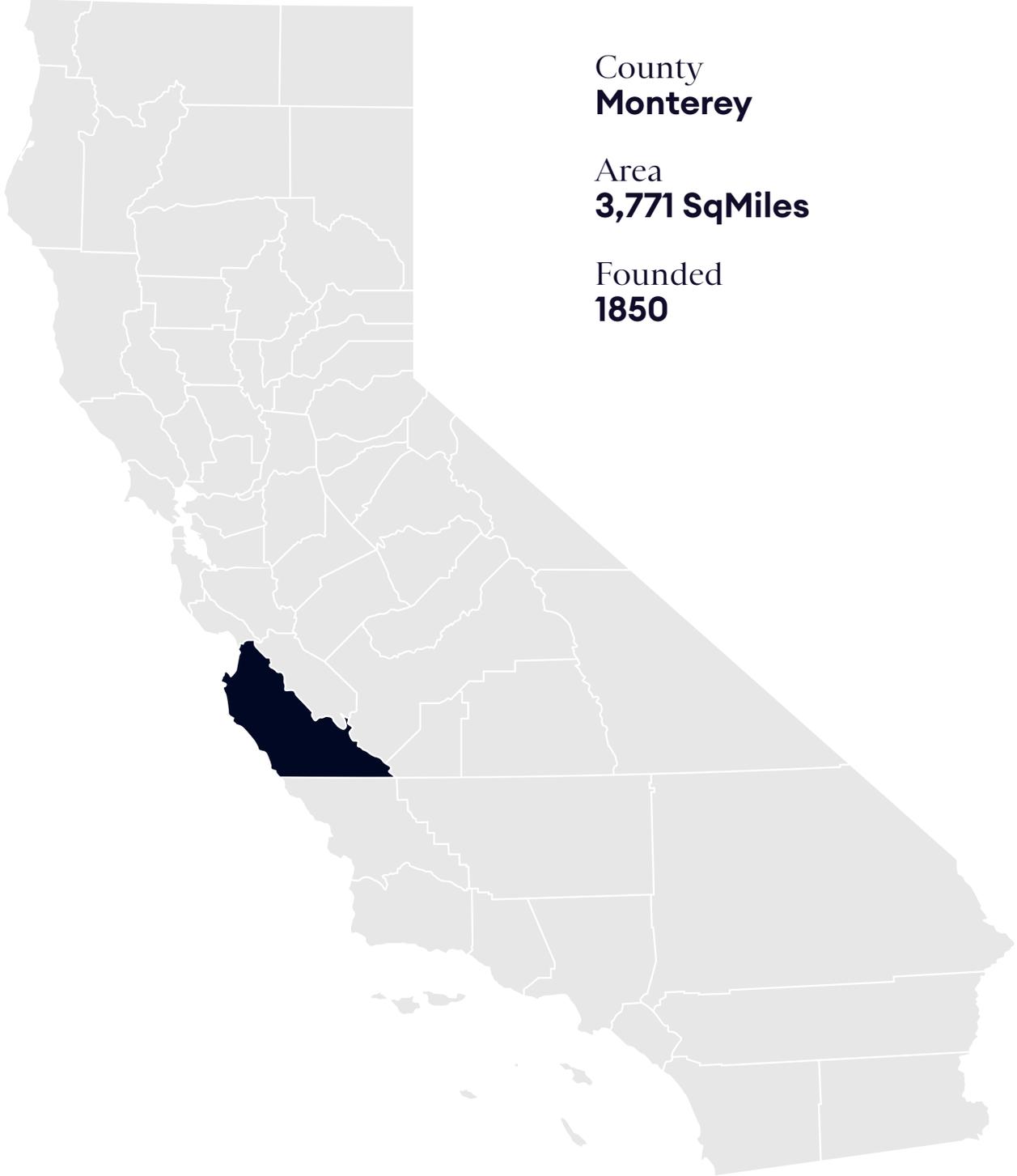
Monterey

Pacific Grove

Pebble Beach

Salinas

Seaside



County  
**Monterey**

Area  
**3,771 SqMiles**

Founded  
**1850**

# Carmel

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,405,000 | \$2,389,000 | \$3,012,063 | \$2,781,250 | 15.6%    |
| Average Price per Square Foot .....     | \$1,134     | \$1,393     | \$1,416     | \$1,893     | 66.9%    |
| Properties Sold .....                   | 36          | 31          | 32          | 26          | -27.8%   |
| Properties Pending Sale .....           | 35          | 26          | 15          | 27          | -22.9%   |
| Properties For Sale .....               | 99          | 74          | 37          | 60          | -39.4%   |
| Days on Market (Pending Sale) .....     | 17          | 53          | 32          | 22          | 30.1%    |
| Percent Under Contract .....            | 35.4%       | 35.1%       | 40.5%       | 45.0%       | 27.3%    |
| Average Median Price for Last 12 Months | \$2,021,998 | \$2,883,469 | \$2,729,583 | \$2,691,101 | 33.1%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Carmel Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,781,250**

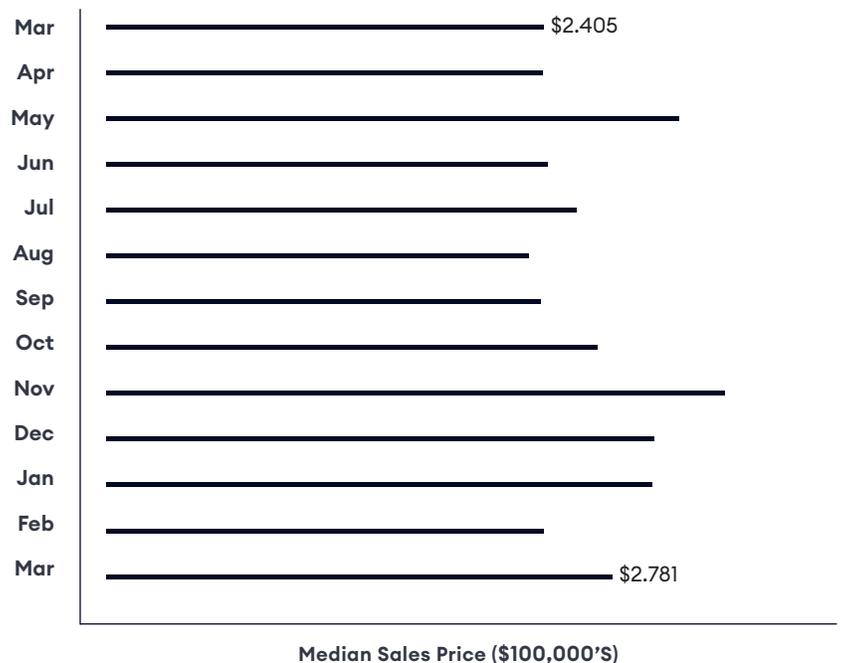
Median sales price.

**\$1,893**

Average price per square foot.

**60**

Properties for sale.



# Carmel Valley

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,382,500 | \$2,334,204 | \$1,650,000 | \$1,590,000 | 15.0%    |
| Average Price per Square Foot .....     | \$671       | \$674       | \$693       | \$578       | -13.9%   |
| Properties Sold .....                   | 12          | 6           | 15          | 5           | -58.3%   |
| Properties Pending Sale .....           | 14          | 5           | 5           | 2           | -85.7%   |
| Properties For Sale .....               | 44          | 36          | 24          | 17          | -61.4%   |
| Days on Market (Pending Sale) .....     | 76          | 59          | 55          | 15          | -80.2%   |
| Percent Under Contract .....            | 31.8%       | 13.9%       | 20.8%       | 11.8%       | -63.0%   |
| Average Median Price for Last 12 Months | \$1,395,396 | \$1,675,417 | \$1,730,000 | \$1,639,421 | 17.5%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Carmel Valley Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,590,000**

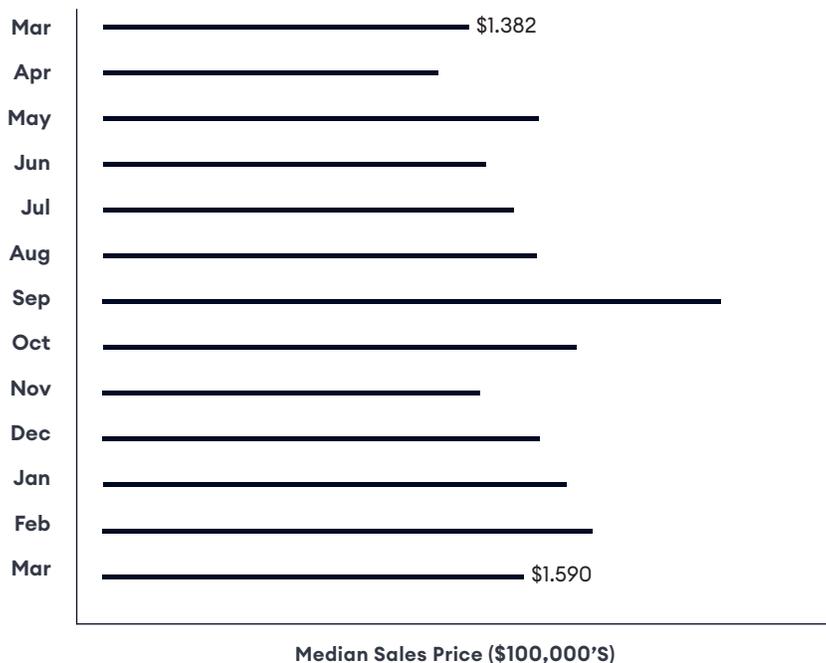
Median sales price.

**\$578**

Average price per square foot.

**17**

Properties for sale.



# Marina

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$759,000 | \$845,000 | \$831,250 | \$856,540 | 12.9%    |
| Average Price per Square Foot .....     | \$414     | \$488     | \$459     | \$501     | 21.0%    |
| Properties Sold .....                   | 19        | 11        | 18        | 12        | -36.8%   |
| Properties Pending Sale .....           | 11        | 11        | 15        | 12        | 9.1%     |
| Properties For Sale .....               | 20        | 24        | 25        | 21        | 5.0%     |
| Days on Market (Pending Sale) .....     | 10        | 13        | 36        | 17        | 61.0%    |
| Percent Under Contract .....            | 55.0%     | 45.8%     | 60.0%     | 57.1%     | 3.9%     |
| Average Median Price for Last 12 Months | \$699,493 | \$847,298 | \$876,513 | \$834,484 | 19.3%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Marina Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$856,540**

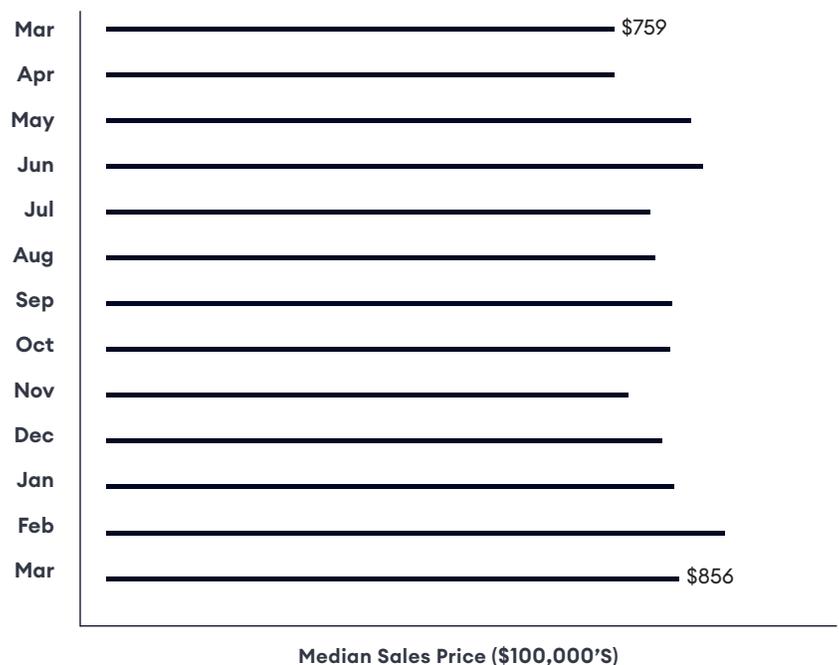
Median sales price.

**\$501**

Average price per square foot.

**21**

Properties for sale.



# Monterey

| Data*                                   | Mar 2021  | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-----------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$995,000 | \$1,100,000 | \$1,180,000 | \$1,400,000 | 40.7%    |
| Average Price per Square Foot .....     | \$643     | \$643       | \$594       | \$742       | 15.4%    |
| Properties Sold .....                   | 22        | 23          | 21          | 25          | 13.6%    |
| Properties Pending Sale .....           | 17        | 28          | 26          | 19          | 11.8%    |
| Properties For Sale .....               | 47        | 77          | 59          | 46          | -2.1%    |
| Days on Market (Pending Sale) .....     | 43        | 44          | 38          | 14          | -67.7%   |
| Percent Under Contract .....            | 36.2%     | 36.4%       | 44.1%       | 41.3%       | 14.2%    |
| Average Median Price for Last 12 Months | \$999,001 | \$1,207,035 | \$1,215,167 | \$1,203,180 | 20.4%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Monterey Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,400,000**

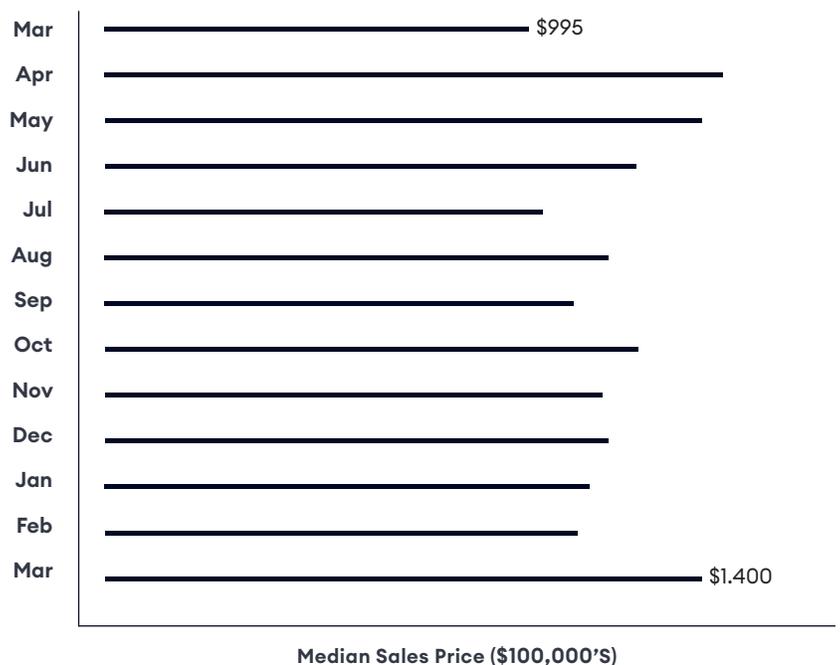
Median sales price.

**\$742**

Average price per square foot.

**46**

Properties for sale.



# Pacific Grove

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,239,000 | \$1,300,000 | \$1,184,000 | \$1,852,500 | 49.5%    |
| Average Price per Square Foot .....     | \$916       | \$1,011     | \$926       | \$1,071     | 16.9%    |
| Properties Sold .....                   | 19          | 17          | 18          | 12          | -36.8%   |
| Properties Pending Sale .....           | 16          | 9           | 6           | 16          | 0.0%     |
| Properties For Sale .....               | 36          | 29          | 13          | 25          | -30.6%   |
| Days on Market (Pending Sale) .....     | 68          | 17          | 33          | 9           | -87.1%   |
| Percent Under Contract .....            | 44.4%       | 31.0%       | 46.2%       | 64.0%       | 44.0%    |
| Average Median Price for Last 12 Months | \$1,125,563 | \$1,421,767 | \$1,495,533 | \$1,383,585 | 22.9%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Pacific Grove Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,852,500**

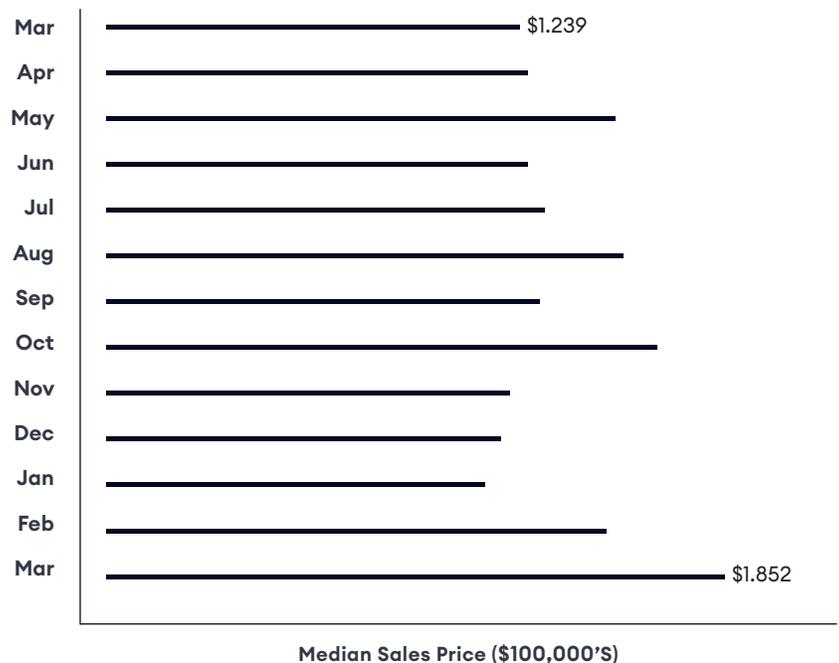
Median sales price.

**\$1,071**

Average price per square foot.

**25**

Properties for sale.



# Pebble Beach

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,985,000 | \$2,262,500 | \$3,039,282 | \$2,140,000 | -28.3%   |
| Average Price per Square Foot .....     | \$1,166     | \$1,186     | \$1,884     | \$1,505     | 29.1%    |
| Properties Sold .....                   | 22          | 4           | 12          | 8           | -63.6%   |
| Properties Pending Sale .....           | 12          | 10          | 8           | 7           | -41.7%   |
| Properties For Sale .....               | 42          | 45          | 25          | 28          | -33.3%   |
| Days on Market (Pending Sale) .....     | 79          | 63          | 21          | 99          | 25.2%    |
| Percent Under Contract .....            | 28.6%       | 22.2%       | 32.0%       | 25.0%       | -12.5%   |
| Average Median Price for Last 12 Months | \$2,570,917 | \$5,787,241 | \$8,628,889 | \$4,618,636 | 79.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Pebble Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,140,000**

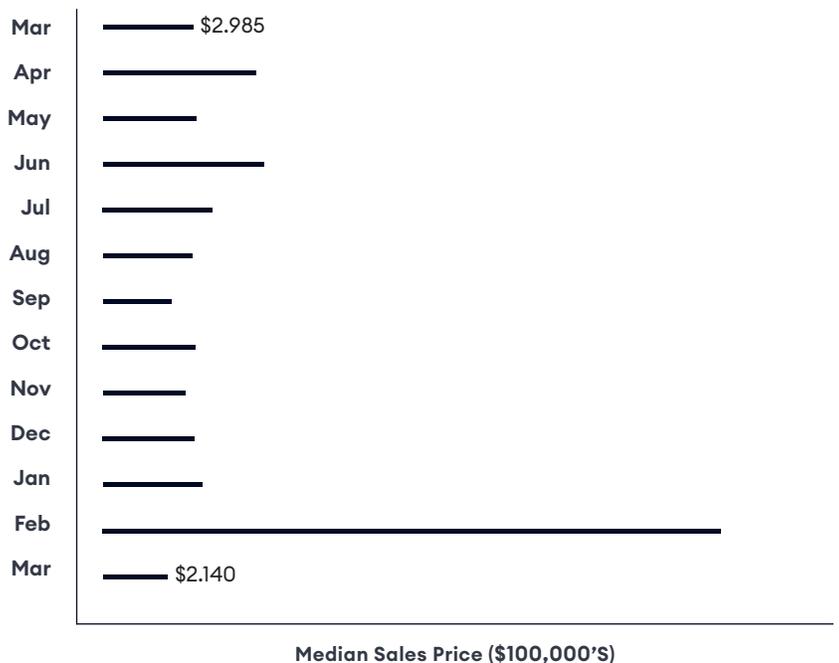
Median sales price.

**\$1,505**

Average price per square foot.

**28**

Properties for sale.



Median Sales Price (\$100,000'S)

# Salinas

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$660,000 | \$685,000 | \$692,250 | \$760,500 | 15.2%    |
| Average Price per Square Foot .....     | \$402     | \$421     | \$453     | \$493     | 22.6%    |
| Properties Sold .....                   | 49        | 56        | 52        | 50        | 2.0%     |
| Properties Pending Sale .....           | 55        | 42        | 34        | 62        | 12.7%    |
| Properties For Sale .....               | 115       | 108       | 76        | 95        | -17.4%   |
| Days on Market (Pending Sale) .....     | 18        | 31        | 31        | 13        | -30.0%   |
| Percent Under Contract .....            | 47.8%     | 38.9%     | 44.7%     | 65.3%     | 36.5%    |
| Average Median Price for Last 12 Months | \$637,852 | \$712,208 | \$720,333 | \$703,635 | 10.3%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Salinas Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$760,500**

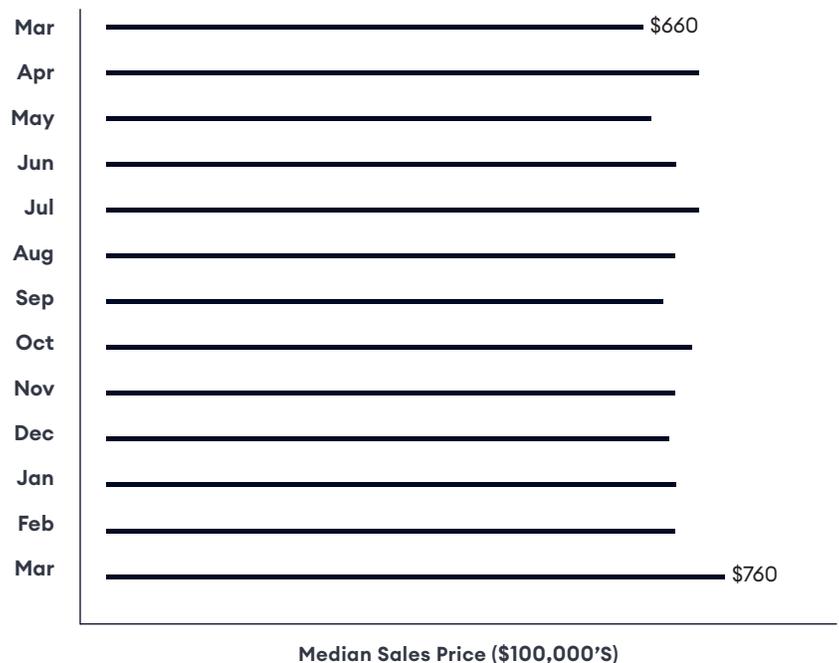
Median sales price.

**\$493**

Average price per square foot.

**95**

Properties for sale.



# Seaside

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$677,500 | \$712,500 | \$725,000 | \$805,000 | 18.8%    |
| Average Price per Square Foot .....     | \$428     | \$553     | \$582     | \$560     | 30.8%    |
| Properties Sold .....                   | 10        | 21        | 21        | 17        | 70.0%    |
| Properties Pending Sale .....           | 14        | 22        | 11        | 20        | 42.9%    |
| Properties For Sale .....               | 30        | 48        | 24        | 37        | 23.3%    |
| Days on Market (Pending Sale) .....     | 14        | 29        | 22        | 18        | 26.1%    |
| Percent Under Contract .....            | 46.7%     | 45.8%     | 45.8%     | 54.1%     | 15.8%    |
| Average Median Price for Last 12 Months | \$609,529 | \$748,333 | \$783,000 | \$733,462 | 20.3%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Seaside Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$805,000**

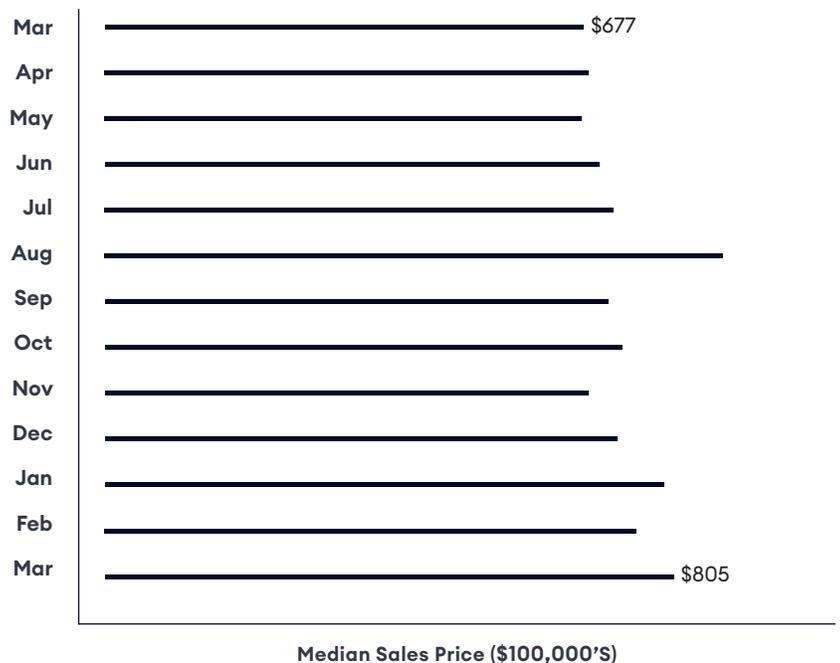
Median sales price.

**\$560**

Average price per square foot.

**37**

Properties for sale.



# Riverside County

Bermuda Dunes

Cathedral City

Coachella

Corona

Desert Hot Springs

Indian Wells

Indio

La Quinta

Menifee

Murrieta

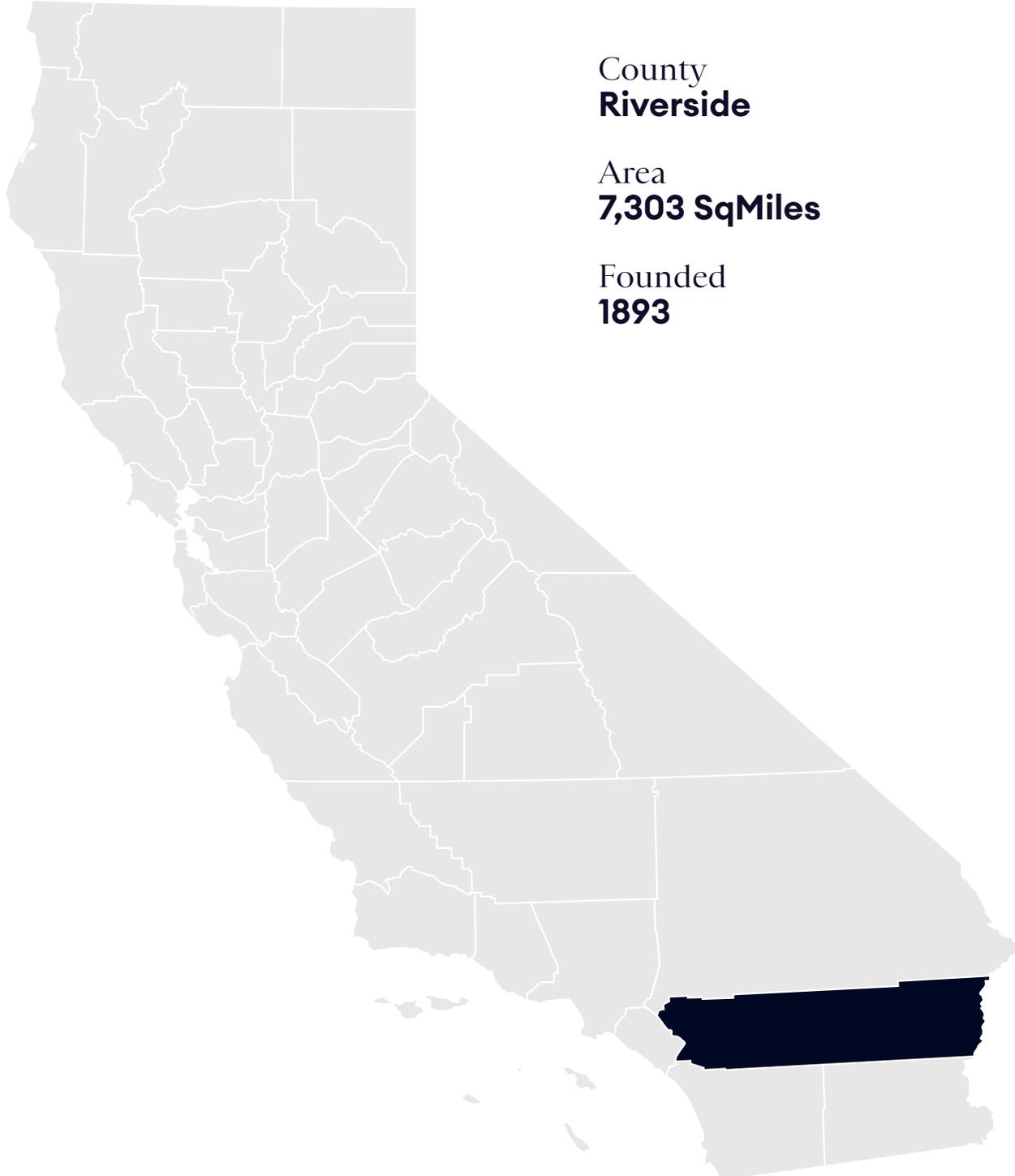
Palm Desert

Palm Springs

Rancho Mirage

Temecula

Thousand Palms



County  
**Riverside**

Area  
**7,303 SqMiles**

Founded  
**1893**

# Bermuda Dunes

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$735,000 | \$655,000 | \$635,000 | \$900,589 | 22.5%    |
| Average Price per Square Foot .....     | \$270     | \$355     | \$310     | \$346     | 28.1%    |
| Properties Sold .....                   | 19        | 11        | 19        | 13        | -31.6%   |
| Properties Pending Sale .....           | 17        | 10        | 16        | 19        | 11.8%    |
| Properties For Sale .....               | 56        | 42        | 41        | 36        | -35.7%   |
| Days on Market (Pending Sale) .....     | 70        | 43        | 46        | 20        | -70.9%   |
| Percent Under Contract .....            | 30.4%     | 23.8%     | 39.0%     | 52.8%     | 73.9%    |
| Average Median Price for Last 12 Months | \$513,667 | \$721,098 | \$837,030 | \$655,968 | 21.7%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Bermuda Dunes Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$900,589**

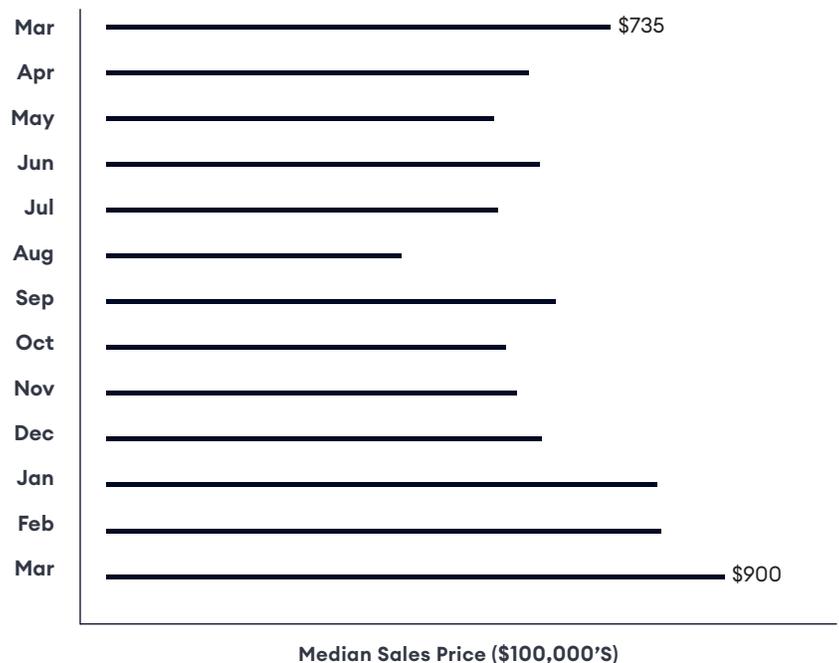
Median sales price.

**\$346**

Average price per square foot.

**36**

Properties for sale.



# Cathedral City

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$440,000 | \$492,000 | \$520,000 | \$550,000 | 25.0%    |
| Average Price per Square Foot .....     | \$257     | \$285     | \$296     | \$317     | 23.3%    |
| Properties Sold .....                   | 74        | 61        | 59        | 82        | 10.8%    |
| Properties Pending Sale .....           | 69        | 60        | 39        | 79        | 14.5%    |
| Properties For Sale .....               | 239       | 257       | 219       | 196       | -18.0%   |
| Days on Market (Pending Sale) .....     | 37        | 32        | 48        | 25        | -32.8%   |
| Percent Under Contract .....            | 28.9%     | 23.3%     | 17.8%     | 40.3%     | 39.6%    |
| Average Median Price for Last 12 Months | \$408,708 | \$522,667 | \$532,833 | \$492,458 | 17.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Cathedral City Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$550,000**

Median sales price.

**\$317**

Average price per square foot.

**196**

Properties for sale.



Median Sales Price (\$100,000'S)

# Coachella

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$295,000 | \$385,000 | \$350,000 | \$395,000 | 33.9%    |
| Average Price per Square Foot .....     | \$171     | \$215     | \$208     | \$270     | 57.9%    |
| Properties Sold .....                   | 11        | 11        | 14        | 17        | 54.5%    |
| Properties Pending Sale .....           | 13        | 17        | 15        | 28        | 115.4%   |
| Properties For Sale .....               | 60        | 67        | 57        | 58        | -3.3%    |
| Days on Market (Pending Sale) .....     | 28        | 20        | 45        | 32        | 12.6%    |
| Percent Under Contract .....            | 21.7%     | 25.4%     | 26.3%     | 48.3%     | 122.8%   |
| Average Median Price for Last 12 Months | \$291,633 | \$377,417 | \$392,500 | \$354,346 | 17.7%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Coachella Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$395,000**

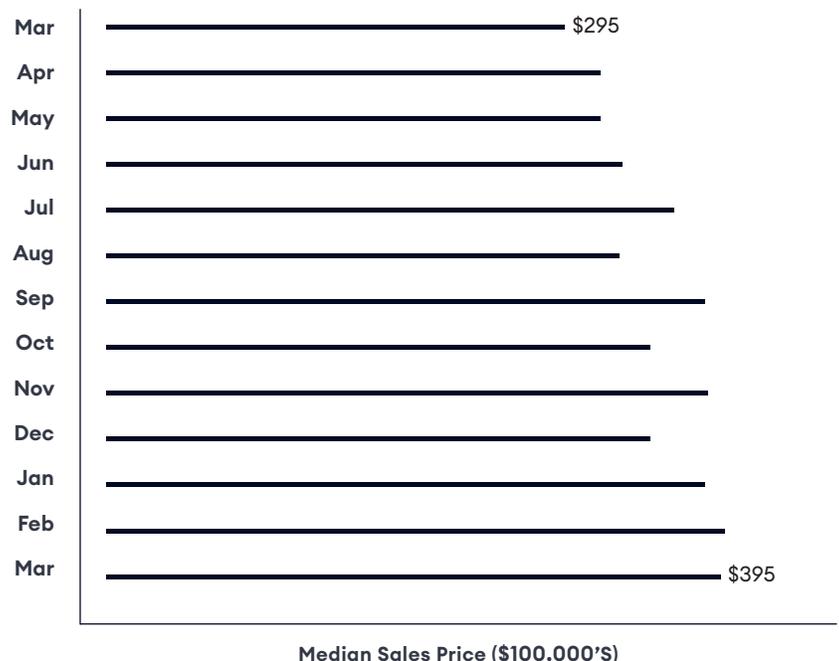
Median sales price.

**\$270**

Average price per square foot.

**58**

Properties for sale.



# Corona

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$635,000 | \$653,000 | \$720,000 | \$745,000 | 17.3%    |
| Average Price per Square Foot .....     | \$264     | \$286     | \$312     | \$314     | 18.9%    |
| Properties Sold .....                   | 57        | 54        | 64        | 54        | -5.3%    |
| Properties Pending Sale .....           | 54        | 49        | 39        | 60        | 11.1%    |
| Properties For Sale .....               | 122       | 173       | 124       | 137       | 12.3%    |
| Days on Market (Pending Sale) .....     | 13        | 20        | 30        | 16        | 21.7%    |
| Percent Under Contract .....            | 44.3%     | 28.3%     | 31.5%     | 43.8%     | -1.1%    |
| Average Median Price for Last 12 Months | \$575,877 | \$719,385 | \$733,167 | \$687,747 | 16.3%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Corona Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$745,000**

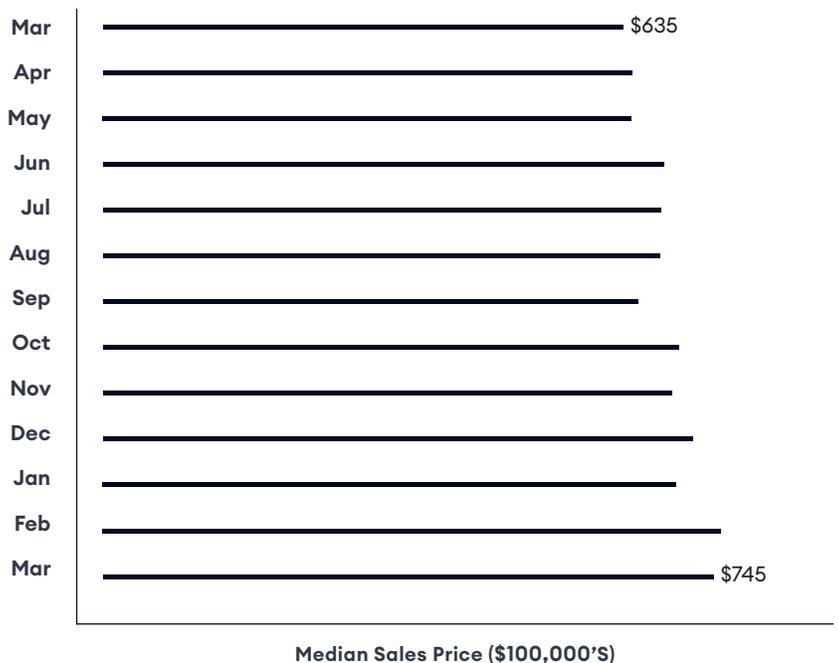
Median sales price.

**\$314**

Average price per square foot.

**137**

Properties for sale.



# Desert Hot Springs

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$306,750 | \$345,000 | \$371,000 | \$400,950 | 30.7%    |
| Average Price per Square Foot .....     | \$189     | \$225     | \$222     | \$248     | 31.2%    |
| Properties Sold .....                   | 78        | 53        | 78        | 86        | 10.3%    |
| Properties Pending Sale .....           | 66        | 52        | 66        | 103       | 56.1%    |
| Properties For Sale .....               | 284       | 311       | 271       | 254       | -10.6%   |
| Days on Market (Pending Sale) .....     | 35        | 41        | 60        | 26        | -26.7%   |
| Percent Under Contract .....            | 23.2%     | 16.7%     | 24.4%     | 40.6%     | 74.5%    |
| Average Median Price for Last 12 Months | \$270,104 | \$378,388 | \$395,317 | \$352,468 | 23.4%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Desert Hot Springs Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$400,950**

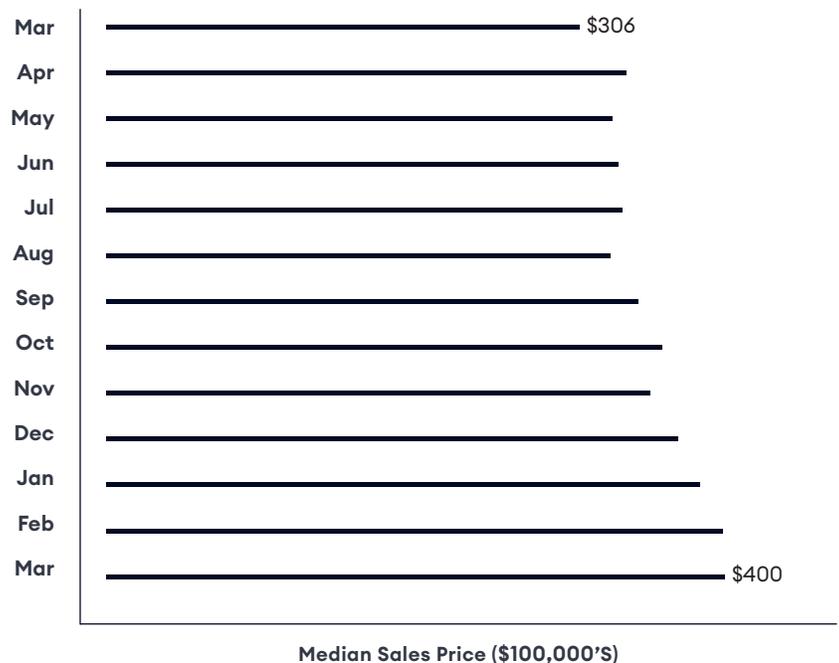
Median sales price.

**\$248**

Average price per square foot.

**254**

Properties for sale.



# Indian Wells

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,100,000 | \$1,200,000 | \$1,817,500 | \$1,800,000 | 63.6%    |
| Average Price per Square Foot .....     | \$424       | \$427       | \$556       | \$610       | 43.9%    |
| Properties Sold .....                   | 48          | 17          | 24          | 23          | -52.1%   |
| Properties Pending Sale .....           | 62          | 23          | 22          | 31          | -50.0%   |
| Properties For Sale .....               | 172         | 106         | 99          | 92          | -46.5%   |
| Days on Market (Pending Sale) .....     | 85          | 38          | 40          | 45          | -47.2%   |
| Percent Under Contract .....            | 36.0%       | 21.7%       | 22.2%       | 33.7%       | -6.5%    |
| Average Median Price for Last 12 Months | \$1,036,250 | \$1,559,583 | \$1,537,500 | \$1,381,496 | 25.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Indian Wells Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,800,000**

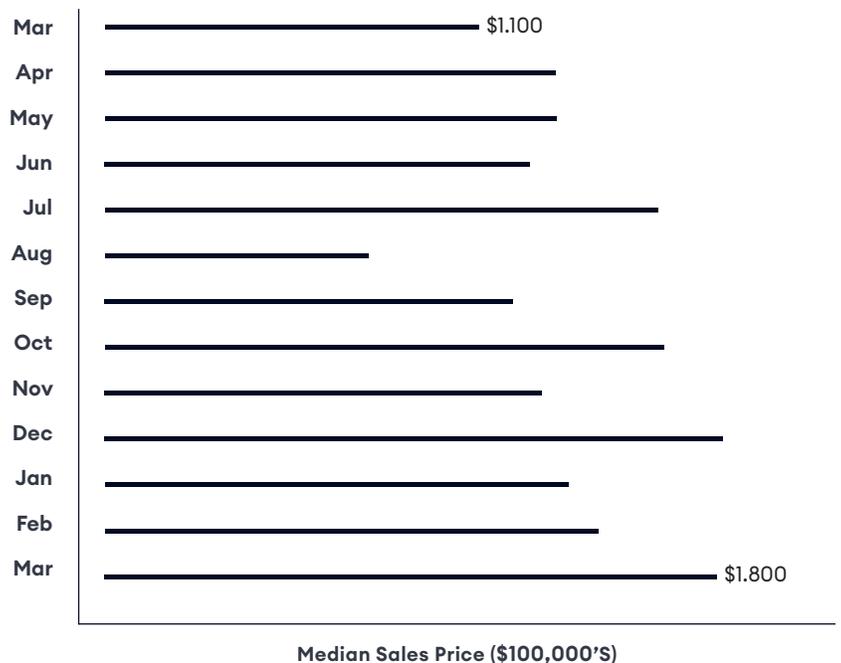
Median sales price.

**\$610**

Average price per square foot.

**92**

Properties for sale.



# Indio

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$437,000 | \$493,750 | \$509,000 | \$530,000 | 21.3%    |
| Average Price per Square Foot .....     | \$216     | \$259     | \$262     | \$314     | 45.4%    |
| Properties Sold .....                   | 180       | 110       | 161       | 164       | -8.9%    |
| Properties Pending Sale .....           | 178       | 99        | 128       | 190       | 6.7%     |
| Properties For Sale .....               | 486       | 384       | 370       | 378       | -22.2%   |
| Days on Market (Pending Sale) .....     | 43        | 37        | 41        | 24        | -43.5%   |
| Percent Under Contract .....            | 36.6%     | 25.8%     | 34.6%     | 50.3%     | 37.2%    |
| Average Median Price for Last 12 Months | \$372,246 | \$514,176 | \$526,518 | \$484,716 | 23.2%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Indio Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$530,000**

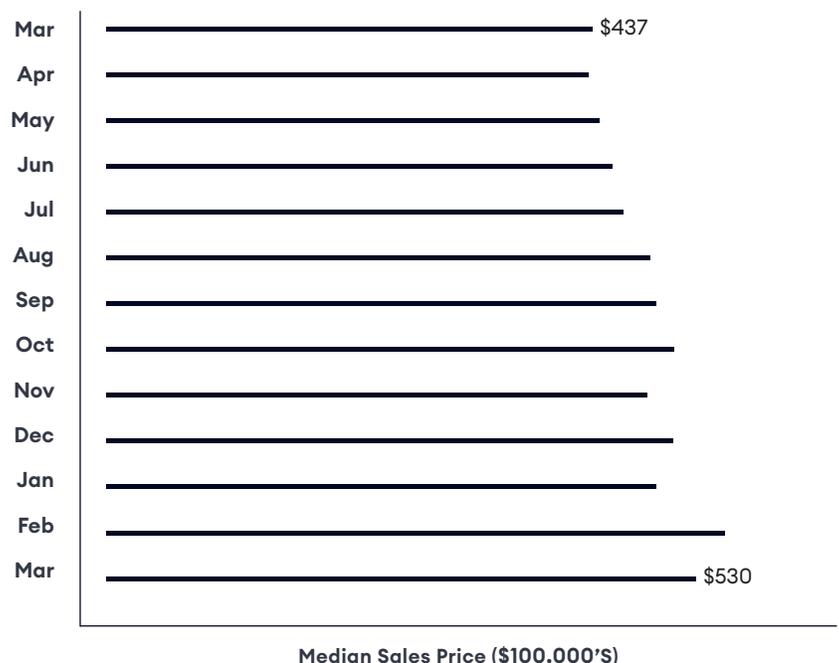
Median sales price.

**\$314**

Average price per square foot.

**378**

Properties for sale.



# La Quinta

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$745,000 | \$665,000 | \$648,025 | \$835,676 | 12.2%    |
| Average Price per Square Foot .....     | \$366     | \$364     | \$408     | \$470     | 28.4%    |
| Properties Sold .....                   | 195       | 114       | 118       | 149       | -23.6%   |
| Properties Pending Sale .....           | 190       | 116       | 110       | 187       | -1.6%    |
| Properties For Sale .....               | 563       | 469       | 355       | 394       | -30.0%   |
| Days on Market (Pending Sale) .....     | 58        | 33        | 38        | 25        | -56.9%   |
| Percent Under Contract .....            | 33.7%     | 24.7%     | 31.0%     | 47.5%     | 40.6%    |
| Average Median Price for Last 12 Months | \$646,663 | \$769,442 | \$825,542 | \$728,846 | 11.3%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in La Quinta Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$835,676**

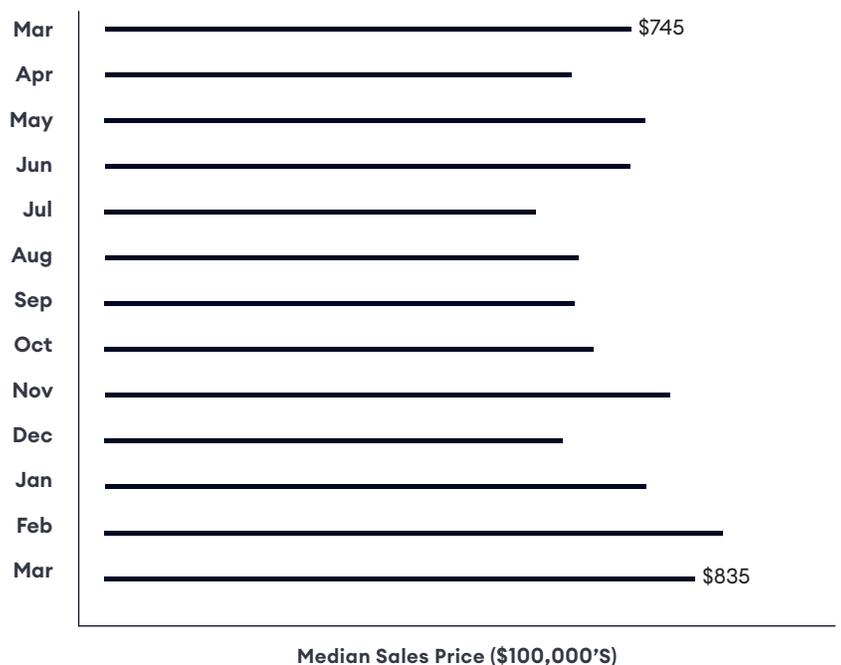
Median sales price.

**\$470**

Average price per square foot.

**394**

Properties for sale.



# Menifee

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$460,000 | \$500,000 | \$547,000 | \$575,075 | 25.0%    |
| Average Price per Square Foot .....     | \$224     | \$253     | \$261     | \$269     | 20.1%    |
| Properties Sold .....                   | 214       | 216       | 239       | 218       | 1.9%     |
| Properties Pending Sale .....           | 244       | 236       | 181       | 236       | -3.3%    |
| Properties For Sale .....               | 485       | 576       | 464       | 466       | -3.9%    |
| Days on Market (Pending Sale) .....     | 10        | 18        | 24        | 18        | 83.1%    |
| Percent Under Contract .....            | 50.3%     | 41.0%     | 39.0%     | 50.6%     | 0.7%     |
| Average Median Price for Last 12 Months | \$426,758 | \$541,346 | \$555,025 | \$516,275 | 21.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Menifee Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$575,075**

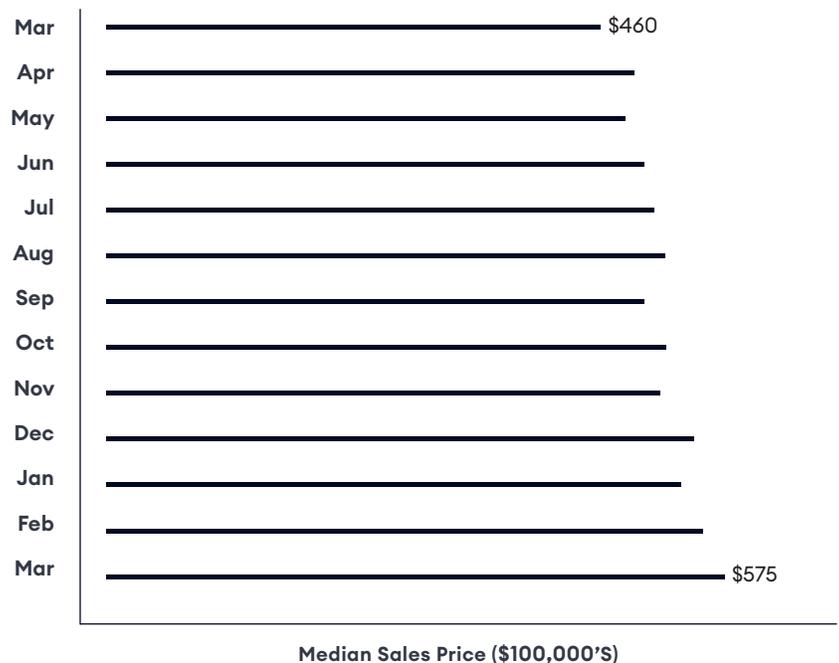
Median sales price.

**\$269**

Average price per square foot.

**466**

Properties for sale.



# Murrieta

| Data*  | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|--|-----------|-----------|-----------|-----------|----------|
| <b>Median Price</b> .....                      | \$550,000 | \$605,000 | \$640,000 | \$670,000 | 21.8%    |
| <b>Average Price per Square Foot</b> .....     | \$240     | \$269     | \$272     | \$292     | 21.7%    |
| <b>Properties Sold</b> .....                   | 229       | 219       | 210       | 233       | 1.7%     |
| <b>Properties Pending Sale</b> .....           | 202       | 197       | 148       | 236       | 16.8%    |
| <b>Properties For Sale</b> .....               | 499       | 570       | 400       | 440       | -11.8%   |
| <b>Days on Market (Pending Sale)</b> .....     | 12        | 25        | 32        | 17        | 36.0%    |
| <b>Percent Under Contract</b> .....            | 40.5%     | 34.6%     | 37.0%     | 53.6%     | 32.5%    |
| <b>Average Median Price for Last 12 Months</b> | \$502,250 | \$644,424 | \$660,514 | \$619,619 | 23.4%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Murrieta Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$670,000**

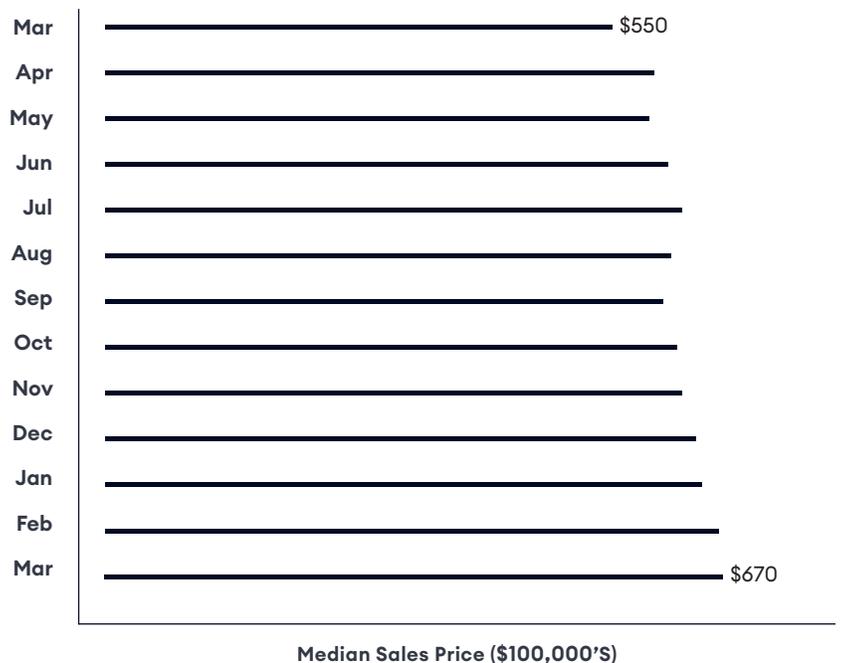
Median sales price.

**\$292**

Average price per square foot.

**440**

Properties for sale.



# Palm Desert

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$556,250 | \$597,500 | \$650,000 | \$700,000 | 25.8%    |
| Average Price per Square Foot .....     | \$326     | \$342     | \$364     | \$528     | 62.0%    |
| Properties Sold .....                   | 180       | 72        | 125       | 127       | -29.4%   |
| Properties Pending Sale .....           | 169       | 88        | 107       | 187       | 10.7%    |
| Properties For Sale .....               | 487       | 383       | 327       | 388       | -20.3%   |
| Days on Market (Pending Sale) .....     | 46        | 40        | 50        | 23        | -49.6%   |
| Percent Under Contract .....            | 34.7%     | 23.0%     | 32.7%     | 48.2%     | 38.9%    |
| Average Median Price for Last 12 Months | \$491,015 | \$658,417 | \$658,333 | \$621,000 | 20.9%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Palm Desert Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$700,000**

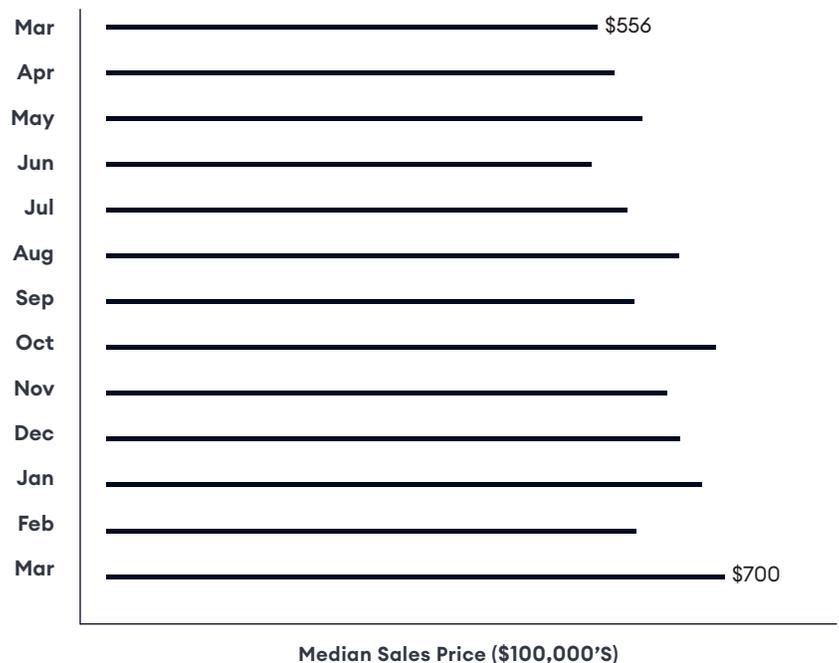
Median sales price.

**\$528**

Average price per square foot.

**388**

Properties for sale.



# Palm Springs

| Data*                                   | Mar 2021  | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-----------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$925,000 | \$1,100,000 | \$1,005,000 | \$1,275,000 | 37.8%    |
| Average Price per Square Foot .....     | \$476     | \$594       | \$569       | \$634       | 33.2%    |
| Properties Sold .....                   | 119       | 85          | 94          | 104         | -12.6%   |
| Properties Pending Sale .....           | 111       | 80          | 79          | 117         | 5.4%     |
| Properties For Sale .....               | 473       | 469         | 432         | 406         | -14.2%   |
| Days on Market (Pending Sale) .....     | 44        | 29          | 39          | 29          | -34.8%   |
| Percent Under Contract .....            | 23.5%     | 17.1%       | 18.3%       | 28.8%       | 22.8%    |
| Average Median Price for Last 12 Months | \$786,812 | \$1,117,479 | \$1,196,333 | \$1,028,911 | 23.5%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Palm Springs Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,275,000**

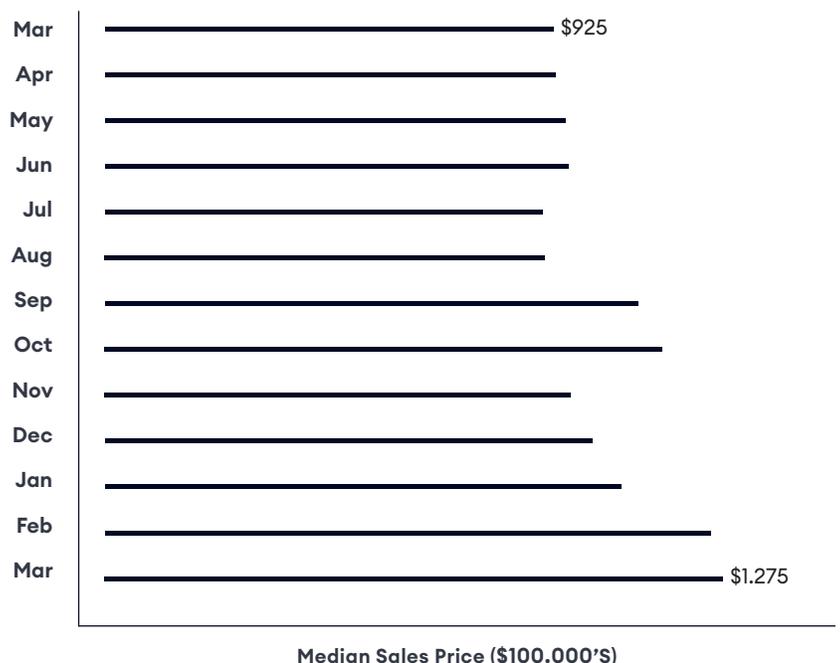
Median sales price.

**\$634**

Average price per square foot.

**406**

Properties for sale.



# Rancho Mirage

| Data*                                   | Mar 2021  | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-----------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$888,750 | \$912,500   | \$999,500   | \$1,349,000 | 51.8%    |
| Average Price per Square Foot .....     | \$354     | \$374       | \$424       | \$484       | 36.7%    |
| Properties Sold .....                   | 92        | 42          | 56          | 85          | -7.6%    |
| Properties Pending Sale .....           | 90        | 50          | 39          | 94          | 4.4%     |
| Properties For Sale .....               | 332       | 262         | 247         | 252         | -24.1%   |
| Days on Market (Pending Sale) .....     | 61        | 54          | 59          | 37          | -40.2%   |
| Percent Under Contract .....            | 27.1%     | 19.1%       | 15.8%       | 37.3%       | 37.6%    |
| Average Median Price for Last 12 Months | \$715,553 | \$1,068,333 | \$1,183,000 | \$979,788   | 27.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Rancho Mirage Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,349,000**

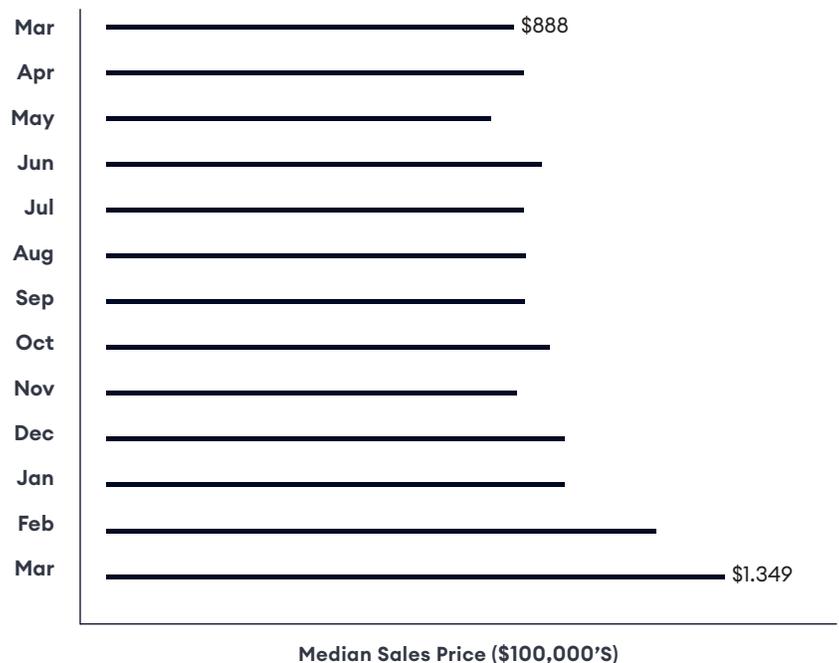
Median sales price.

**\$484**

Average price per square foot.

**252**

Properties for sale.



# Temecula

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$639,900 | \$699,000 | \$695,000 | \$735,000 | 14.9%    |
| Average Price per Square Foot .....     | \$285     | \$308     | \$327     | \$353     | 23.9%    |
| Properties Sold .....                   | 197       | 193       | 182       | 193       | -2.0%    |
| Properties Pending Sale .....           | 205       | 181       | 115       | 188       | -8.3%    |
| Properties For Sale .....               | 458       | 528       | 332       | 377       | -17.7%   |
| Days on Market (Pending Sale) .....     | 30        | 21        | 27        | 14        | -54.7%   |
| Percent Under Contract .....            | 44.8%     | 34.3%     | 34.6%     | 49.9%     | 11.4%    |
| Average Median Price for Last 12 Months | \$556,821 | \$706,500 | \$719,667 | \$686,826 | 23.3%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Temecula Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$735,000**

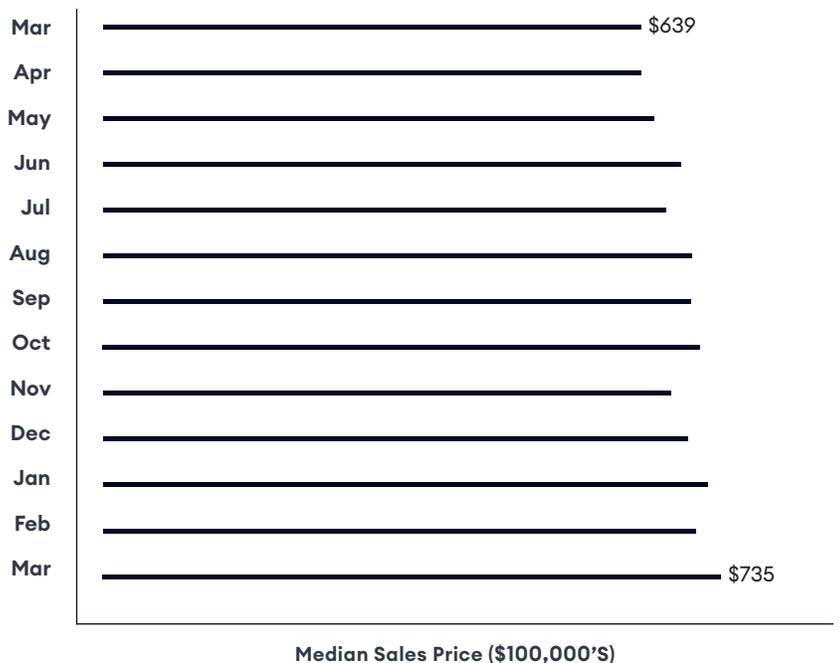
Median sales price.

**\$353**

Average price per square foot.

**377**

Properties for sale.



# Thousand Palms

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$349,000 | \$358,500 | \$0       | \$418,000 | 19.8%    |
| Average Price per Square Foot .....     | \$258     | \$240     | \$0       | \$272     | 5.4%     |
| Properties Sold .....                   | 3         | 4         | 0         | 3         | 0.0%     |
| Properties Pending Sale .....           | 4         | 1         | 1         | 4         | 0.0%     |
| Properties For Sale .....               | 23        | 24        | 21        | 12        | -47.8%   |
| Days on Market (Pending Sale) .....     | 75        | 16        | 55        | 18        | -76.3%   |
| Percent Under Contract .....            | 17.4%     | 4.2%      | 4.8%      | 33.3%     | 91.7%    |
| Average Median Price for Last 12 Months | \$322,787 | \$292,407 | \$355,833 | \$307,842 | -4.9%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Thousand Palms Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$418,000**

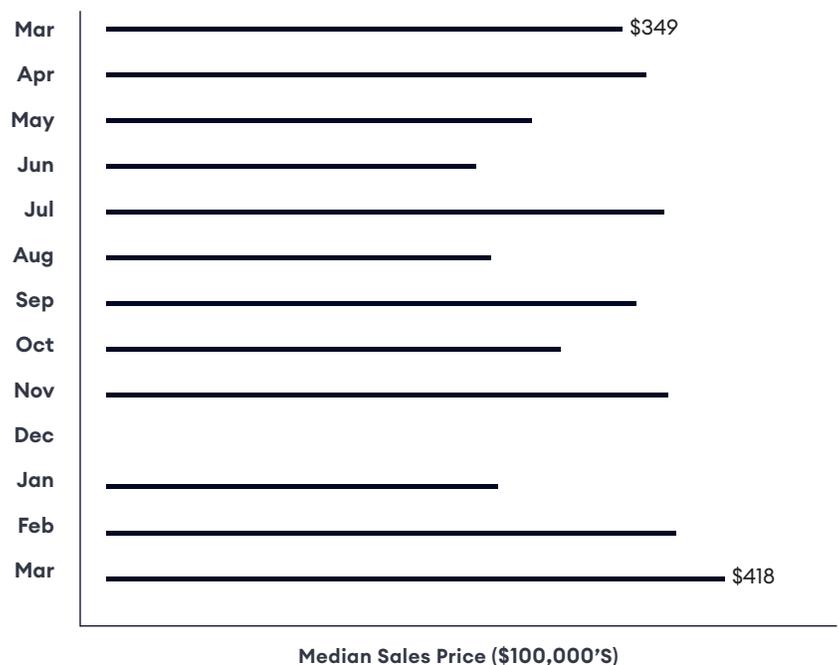
Median sales price.

**\$272**

Average price per square foot.

**12**

Properties for sale.



# San Diego County

San Diego Macro

Bay Park / Old Town / Midway District

Carlsbad

Carmel Valley

Chula Vista

Clairemont / Bay Ho / Bay Park

Coronado

Del Mar

El Cajon

Encinitas

Escondido

Imperial Beach

La Jolla

La Mesa

Linda Vista / Clairemont Mesa East

Lemon Grove

National City

Oceanside

Poway

Rancho Bernardo

San Marcos

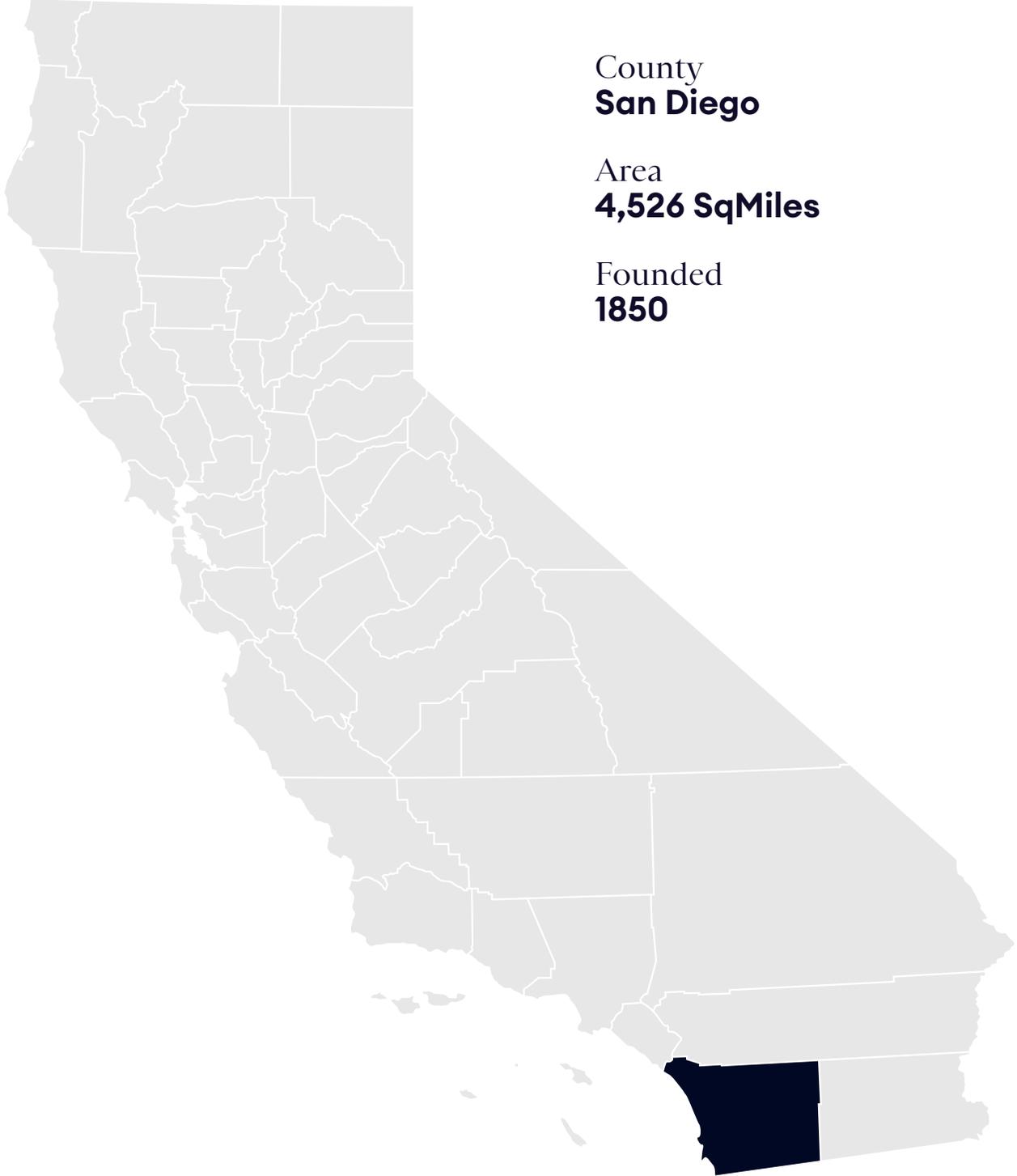
San Diego

Santee

Solana Beach

Spring Valley

Vista



County  
**San Diego**

Area  
**4,526 SqMiles**

Founded  
**1850**

# San Diego County

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$813,700 | \$860,000 | \$850,000 | \$985,000 | 21.1%    |
| Average Price per Square Foot .....     | \$481     | \$540     | \$543     | \$638     | 32.6%    |
| Properties Sold .....                   | 1932      | 2091      | 1840      | 1785      | -7.6%    |
| Properties Pending Sale .....           | 2177      | 1970      | 1270      | 2090      | -4.0%    |
| Properties For Sale .....               | 4,318     | 4,506     | 2,670     | 3,515     | -18.6%   |
| Days on Market (Pending Sale) .....     | 21        | 25        | 28        | 19        | -10.4%   |
| Percent Under Contract .....            | 50.4%     | 43.7%     | 47.6%     | 59.5%     | 17.9%    |
| Average Median Price for Last 12 Months | \$737,223 | \$897,417 | \$933,667 | \$875,785 | 18.8%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Diego County Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$985,000**

Median sales price.

**\$638**

Average price per square foot.

**3,515**

Properties for sale.



# Bay Park/Old Town/Midway District

| Data*  | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|--|-------------|-------------|-------------|-------------|----------|
| <b>Median Price</b> .....                      | \$1,100,000 | \$1,232,500 | \$1,300,000 | \$1,650,000 | 50.0%    |
| <b>Average Price per Square Foot</b> .....     | \$648       | \$726       | \$763       | \$871       | 34.4%    |
| <b>Properties Sold</b> .....                   | 7           | 6           | 11          | 11          | 57.1%    |
| <b>Properties Pending Sale</b> .....           | 11          | 6           | 6           | 11          | 0.0%     |
| <b>Properties For Sale</b> .....               | 23          | 31          | 14          | 20          | -13.0%   |
| <b>Days on Market (Pending Sale)</b> .....     | 35          | 19          | 18          | 9           | -74.5%   |
| <b>Percent Under Contract</b> .....            | 47.8%       | 19.4%       | 42.9%       | 55.0%       | 15.0%    |
| <b>Average Median Price for Last 12 Months</b> | \$1,002,594 | \$1,399,000 | \$1,521,333 | \$1,305,835 | 30.2%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Bay Park/Old Town/Midway District Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,650,000**

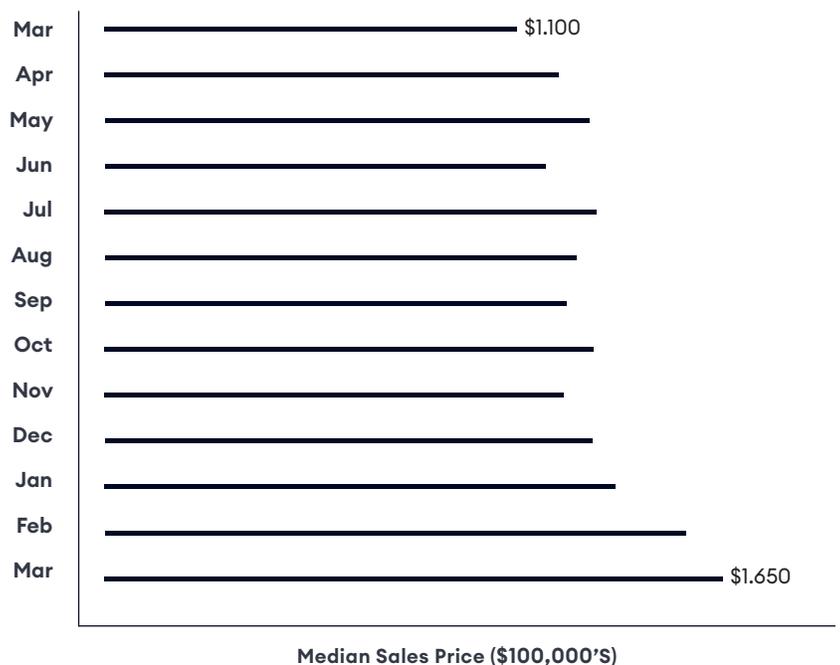
Median sales price.

**\$871**

Average price per square foot.

**20**

Properties for sale.



# Carlsbad

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,337,500 | \$1,422,500 | \$1,505,000 | \$1,900,000 | 42.1%    |
| Average Price per Square Foot .....     | \$580       | \$583       | \$608       | \$710       | 22.4%    |
| Properties Sold .....                   | 76          | 98          | 66          | 55          | -27.6%   |
| Properties Pending Sale .....           | 95          | 89          | 44          | 67          | -29.5%   |
| Properties For Sale .....               | 174         | 166         | 74          | 109         | -37.4%   |
| Days on Market (Pending Sale) .....     | 17          | 26          | 29          | 16          | -9.4%    |
| Percent Under Contract .....            | 54.6%       | 53.6%       | 59.5%       | 61.5%       | 12.6%    |
| Average Median Price for Last 12 Months | \$1,198,417 | \$1,635,250 | \$1,737,500 | \$1,530,635 | 27.7%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Carlsbad Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,900,000**

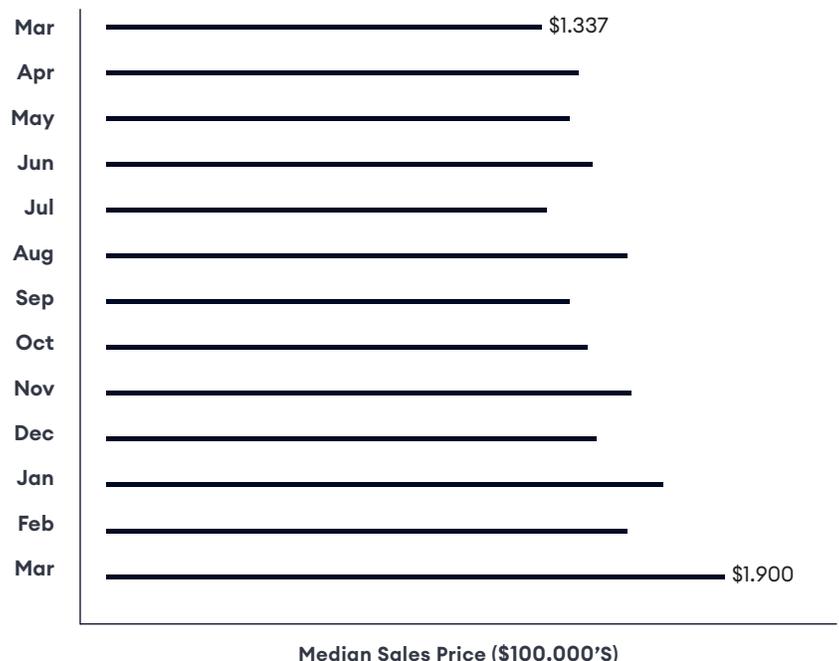
Median sales price.

**\$710**

Average price per square foot.

**109**

Properties for sale.



# Carmel Valley

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,829,000 | \$1,965,000 | \$2,251,000 | \$2,650,000 | 44.9%    |
| Average Price per Square Foot .....     | \$539       | \$672       | \$691       | \$803       | 49.0%    |
| Properties Sold .....                   | 31          | 50          | 26          | 35          | 12.9%    |
| Properties Pending Sale .....           | 44          | 35          | 16          | 31          | -29.5%   |
| Properties For Sale .....               | 91          | 69          | 25          | 55          | -39.6%   |
| Days on Market (Pending Sale) .....     | 24          | 17          | 17          | 11          | -53.9%   |
| Percent Under Contract .....            | 48.4%       | 50.7%       | 64.0%       | 56.4%       | 16.6%    |
| Average Median Price for Last 12 Months | \$1,586,989 | \$2,312,500 | \$2,495,500 | \$2,071,423 | 30.5%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Carmel Valley Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,650,000**

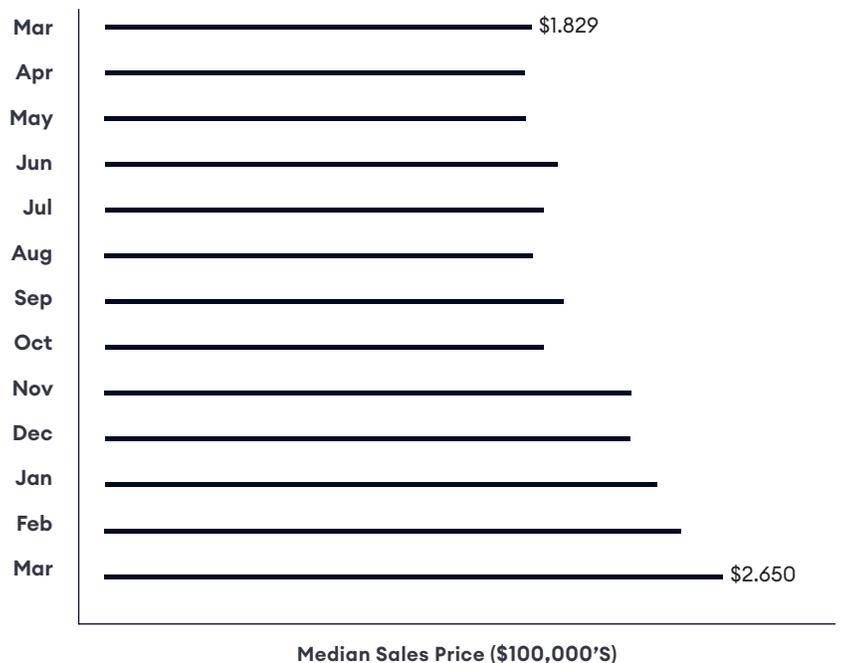
Median sales price.

**\$803**

Average price per square foot.

**55**

Properties for sale.



# Chula Vista

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$745,000 | \$800,000 | \$799,500 | \$880,000 | 18.1%    |
| Average Price per Square Foot .....     | \$357     | \$400     | \$418     | \$459     | 28.6%    |
| Properties Sold .....                   | 133       | 145       | 131       | 89        | -33.1%   |
| Properties Pending Sale .....           | 144       | 125       | 89        | 104       | -27.8%   |
| Properties For Sale .....               | 247       | 281       | 155       | 183       | -25.9%   |
| Days on Market (Pending Sale) .....     | 20        | 23        | 21        | 15        | -24.9%   |
| Percent Under Contract .....            | 58.3%     | 44.5%     | 57.4%     | 56.8%     | -2.5%    |
| Average Median Price for Last 12 Months | \$661,317 | \$820,500 | \$844,500 | \$793,558 | 20.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Chula Vista Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$880,000**

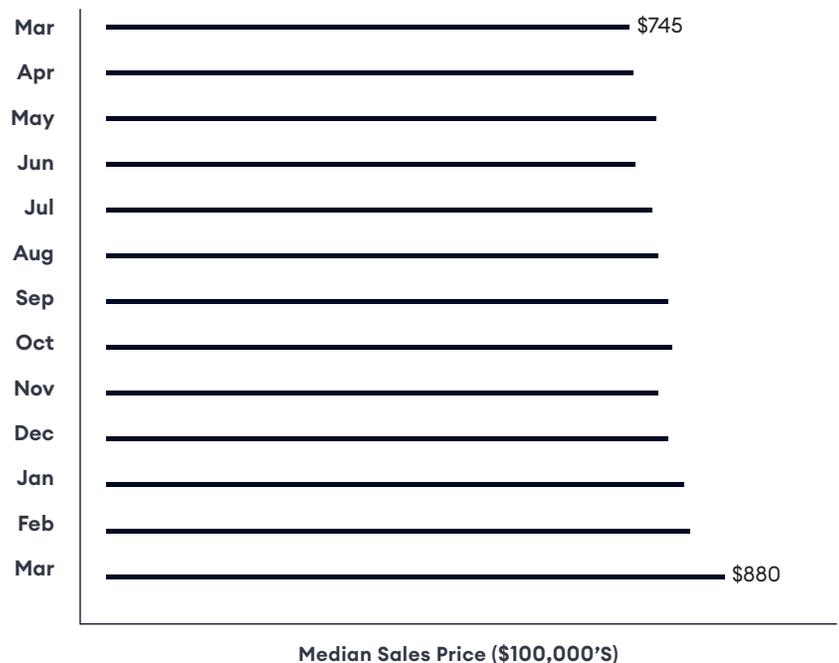
Median sales price.

**\$459**

Average price per square foot.

**183**

Properties for sale.



# Clairemont/Bay Ho/Bay Park

| Data*                                   | Mar 2021  | 6 Month   | 3 Month     | Mar 2022  | % Change |
|---|-----------|-----------|-------------|-----------|----------|
| Median Price .....                      | \$875,000 | \$890,000 | \$948,000   | \$975,000 | 11.4%    |
| Average Price per Square Foot .....     | \$589     | \$628     | \$700       | \$760     | 29.0%    |
| Properties Sold .....                   | 35        | 49        | 42          | 38        | 8.6%     |
| Properties Pending Sale .....           | 42        | 43        | 25          | 44        | 4.8%     |
| Properties For Sale .....               | 71        | 91        | 39          | 60        | -15.5%   |
| Days on Market (Pending Sale) .....     | 12        | 28        | 22          | 19        | 58.3%    |
| Percent Under Contract .....            | 59.2%     | 47.3%     | 64.1%       | 73.3%     | 24.0%    |
| Average Median Price for Last 12 Months | \$787,667 | \$995,167 | \$1,066,000 | \$955,500 | 21.3%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Clairemont/Bay Ho/Bay Park Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$975,000**

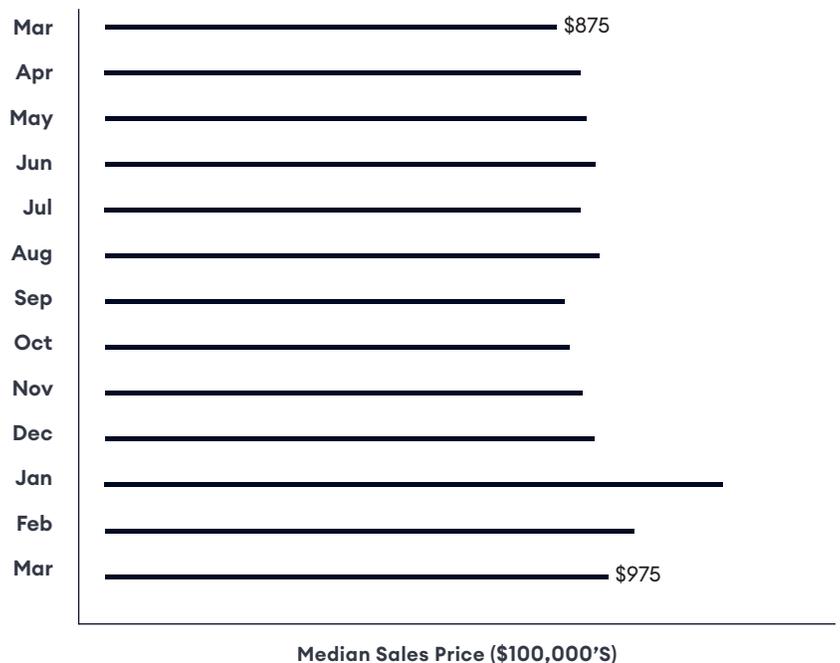
Median sales price.

**\$760**

Average price per square foot.

**60**

Properties for sale.



# Coronado

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,212,500 | \$2,850,000 | \$3,237,500 | \$3,477,000 | 57.2%    |
| Average Price per Square Foot .....     | \$934       | \$1,114     | \$1,307     | \$1,428     | 52.9%    |
| Properties Sold .....                   | 16          | 23          | 8           | 15          | -6.2%    |
| Properties Pending Sale .....           | 12          | 16          | 11          | 12          | 0.0%     |
| Properties For Sale .....               | 56          | 51          | 30          | 34          | -39.3%   |
| Days on Market (Pending Sale) .....     | 32          | 29          | 230         | 65          | 102.6%   |
| Percent Under Contract .....            | 21.4%       | 31.4%       | 36.7%       | 35.3%       | 64.7%    |
| Average Median Price for Last 12 Months | \$2,291,208 | \$3,023,250 | \$3,139,000 | \$2,723,538 | 18.9%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Coronado Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,477,000**

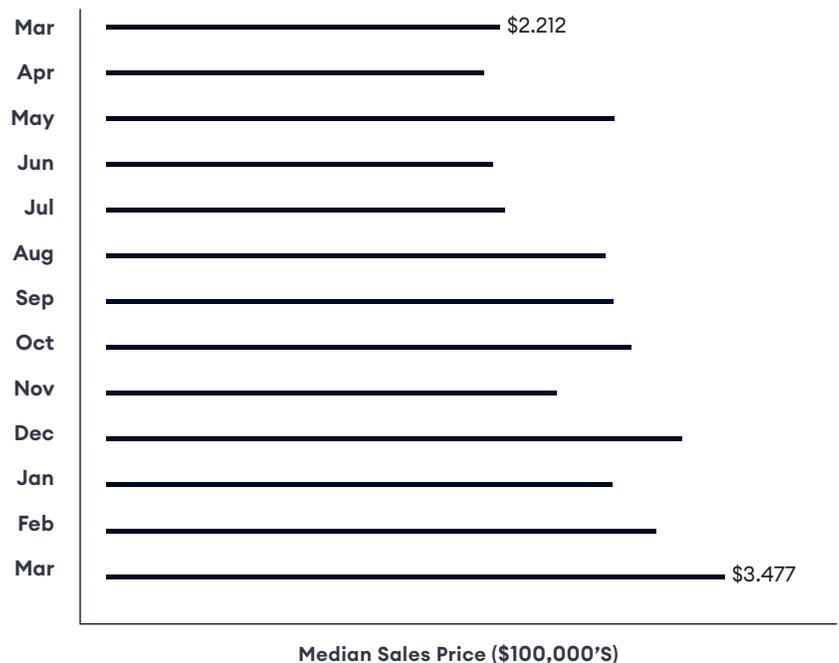
Median sales price.

**\$1,428**

Average price per square foot.

**34**

Properties for sale.



# Del Mar

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,862,500 | \$2,587,500 | \$3,320,000 | \$3,900,000 | 36.2%    |
| Average Price per Square Foot .....     | \$883       | \$1,004     | \$1,516     | \$1,432     | 62.2%    |
| Properties Sold .....                   | 14          | 18          | 13          | 14          | 0.0%     |
| Properties Pending Sale .....           | 22          | 19          | 3           | 11          | -50.0%   |
| Properties For Sale .....               | 68          | 71          | 33          | 35          | -48.5%   |
| Days on Market (Pending Sale) .....     | 41          | 48          | 13          | 45          | 10.1%    |
| Percent Under Contract .....            | 32.4%       | 26.8%       | 9.1%        | 31.4%       | -2.9%    |
| Average Median Price for Last 12 Months | \$2,096,186 | \$3,471,250 | \$3,607,500 | \$3,083,269 | 47.1%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Del Mar Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,900,000**

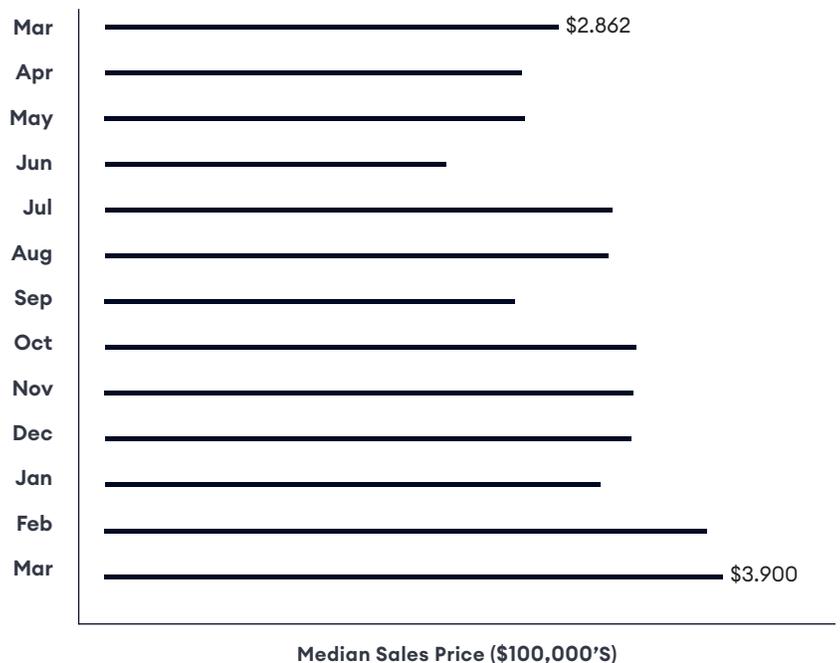
Median sales price.

**\$1,432**

Average price per square foot.

**35**

Properties for sale.



# El Cajon

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$680,000 | \$694,950 | \$787,750 | \$775,000 | 14.0%    |
| Average Price per Square Foot .....     | \$387     | \$425     | \$423     | \$475     | 22.7%    |
| Properties Sold .....                   | 99        | 112       | 94        | 93        | -6.1%    |
| Properties Pending Sale .....           | 119       | 120       | 73        | 118       | -0.8%    |
| Properties For Sale .....               | 224       | 251       | 153       | 191       | -14.7%   |
| Days on Market (Pending Sale) .....     | 22        | 24        | 28        | 20        | -9.0%    |
| Percent Under Contract .....            | 53.1%     | 47.8%     | 47.7%     | 61.8%     | 16.3%    |
| Average Median Price for Last 12 Months | \$628,771 | \$781,450 | \$796,833 | \$749,531 | 19.2%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in El Cajon Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$775,000**

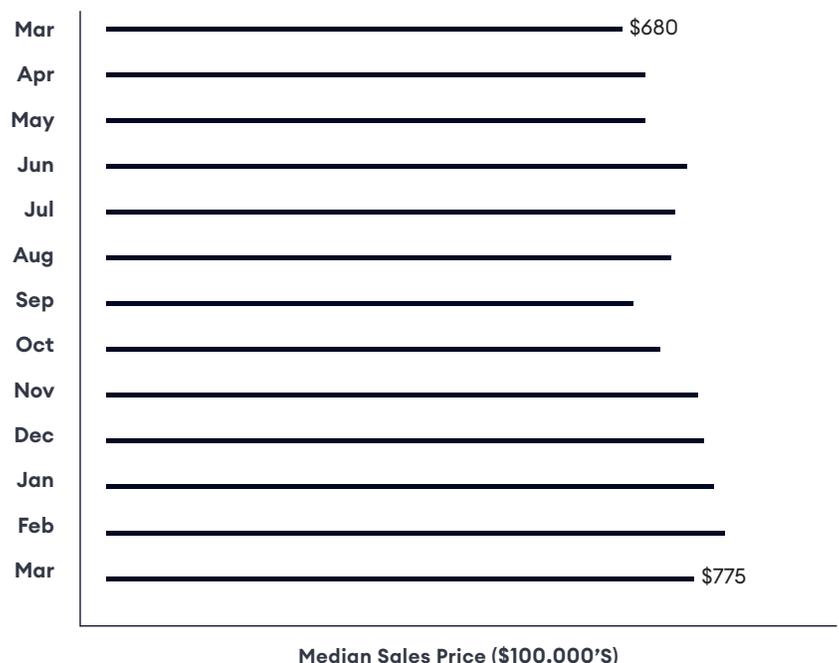
Median sales price.

**\$475**

Average price per square foot.

**191**

Properties for sale.



# Encinitas

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,820,000 | \$1,755,000 | \$2,315,687 | \$2,045,000 | 12.4%    |
| Average Price per Square Foot .....     | \$710       | \$899       | \$877       | \$1,095     | 54.2%    |
| Properties Sold .....                   | 42          | 30          | 22          | 33          | -21.4%   |
| Properties Pending Sale .....           | 51          | 26          | 17          | 38          | -25.5%   |
| Properties For Sale .....               | 109         | 73          | 42          | 60          | -45.0%   |
| Days on Market (Pending Sale) .....     | 26          | 27          | 26          | 12          | -52.2%   |
| Percent Under Contract .....            | 46.8%       | 35.6%       | 40.5%       | 63.3%       | 35.4%    |
| Average Median Price for Last 12 Months | \$1,602,271 | \$2,022,446 | \$1,925,913 | \$1,923,436 | 20.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Encinitas Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$2,045,000**

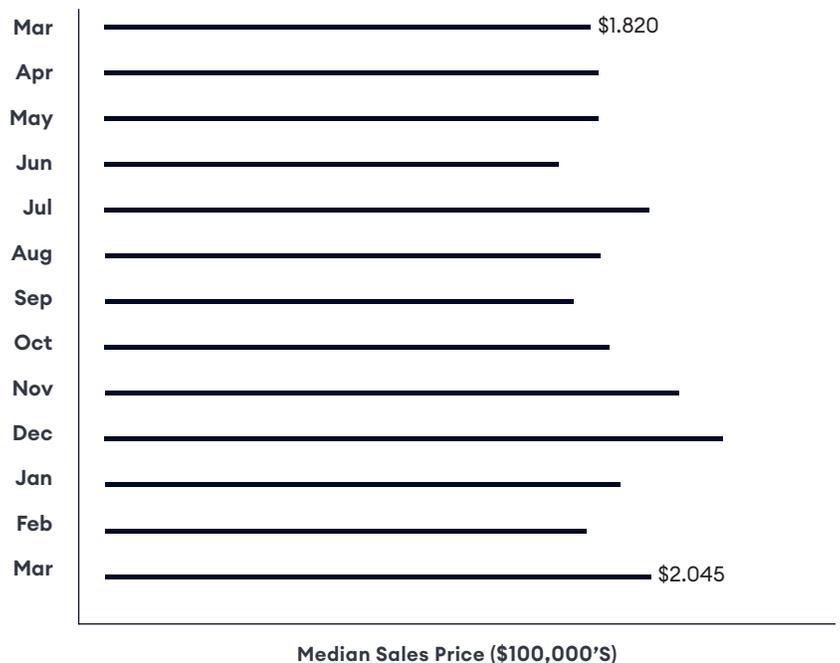
Median sales price.

**\$1,095**

Average price per square foot.

**60**

Properties for sale.



# Escondido

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$720,823 | \$810,000 | \$789,000 | \$904,625 | 25.5%    |
| Average Price per Square Foot .....     | \$382     | \$398     | \$432     | \$473     | 23.8%    |
| Properties Sold .....                   | 122       | 160       | 125       | 114       | -6.6%    |
| Properties Pending Sale .....           | 150       | 124       | 75        | 140       | -6.7%    |
| Properties For Sale .....               | 270       | 286       | 161       | 232       | -14.1%   |
| Days on Market (Pending Sale) .....     | 18        | 25        | 25        | 15        | -19.9%   |
| Percent Under Contract .....            | 55.6%     | 43.4%     | 46.6%     | 60.3%     | 8.6%     |
| Average Median Price for Last 12 Months | \$658,314 | \$814,938 | \$838,208 | \$799,188 | 21.4%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Escondido Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$904,625**

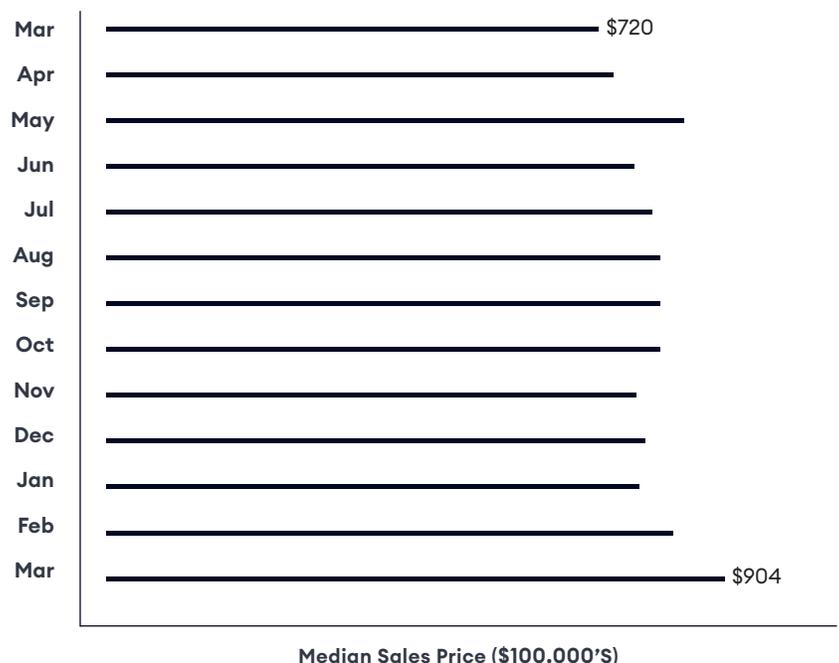
Median sales price.

**\$473**

Average price per square foot.

**232**

Properties for sale.



# Imperial-Beach

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$724,500 | \$812,500 | \$830,000 | \$915,000 | 26.3%    |
| Average Price per Square Foot .....     | \$548     | \$526     | \$629     | \$595     | 8.6%     |
| Properties Sold .....                   | 10        | 16        | 6         | 12        | 20.0%    |
| Properties Pending Sale .....           | 14        | 21        | 8         | 8         | -42.9%   |
| Properties For Sale .....               | 28        | 35        | 16        | 13        | -53.6%   |
| Days on Market (Pending Sale) .....     | 33        | 30        | 28        | 14        | -58.0%   |
| Percent Under Contract .....            | 50.0%     | 60.0%     | 50.0%     | 61.5%     | 23.1%    |
| Average Median Price for Last 12 Months | \$718,667 | \$846,667 | \$870,000 | \$808,923 | 12.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Imperial-Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$915,000**

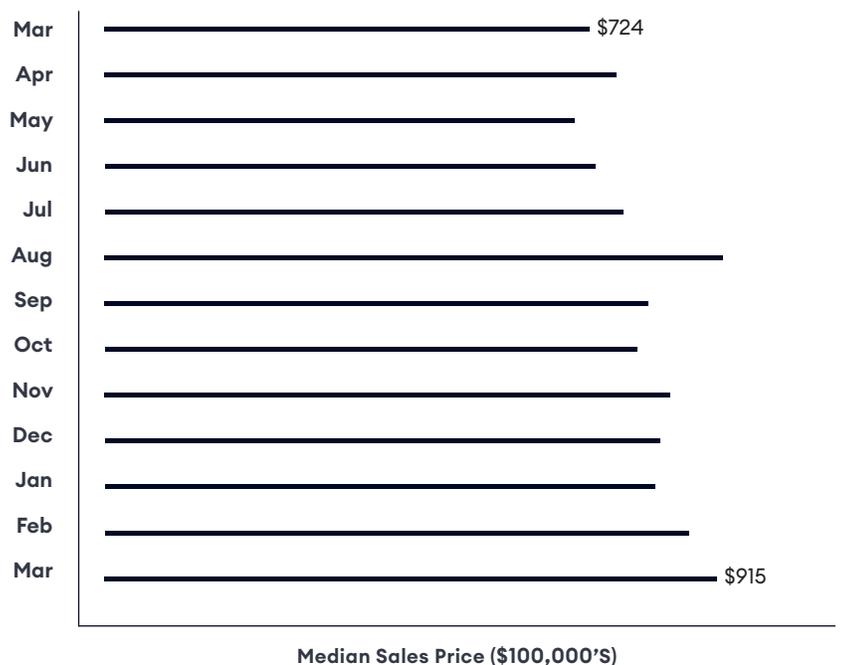
Median sales price.

**\$595**

Average price per square foot.

**13**

Properties for sale.



# La Jolla

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,760,000 | \$3,100,000 | \$3,250,000 | \$3,635,000 | 31.7%    |
| Average Price per Square Foot .....     | \$877       | \$1,073     | \$1,165     | \$1,090     | 24.3%    |
| Properties Sold .....                   | 28          | 29          | 27          | 34          | 21.4%    |
| Properties Pending Sale .....           | 35          | 26          | 25          | 47          | 34.3%    |
| Properties For Sale .....               | 151         | 135         | 103         | 105         | -30.5%   |
| Days on Market (Pending Sale) .....     | 41          | 36          | 38          | 40          | -3.1%    |
| Percent Under Contract .....            | 23.2%       | 19.3%       | 24.3%       | 44.8%       | 93.1%    |
| Average Median Price for Last 12 Months | \$2,428,833 | \$3,382,500 | \$3,460,833 | \$3,164,173 | 30.3%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in La Jolla Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,635,000**

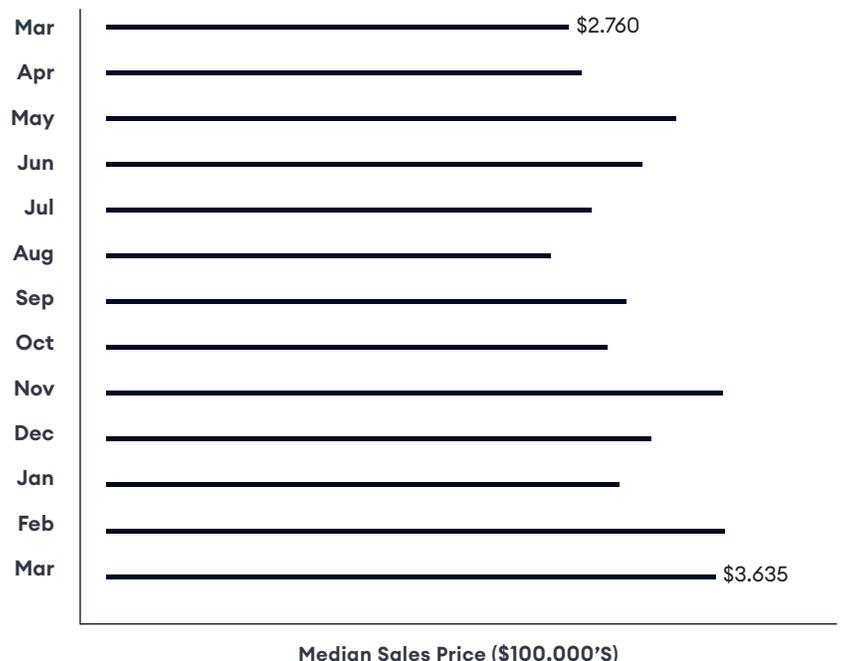
Median sales price.

**\$1,090**

Average price per square foot.

**105**

Properties for sale.



# La Mesa

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$750,000 | \$787,000 | \$843,000 | \$910,000 | 21.3%    |
| Average Price per Square Foot .....     | \$433     | \$460     | \$493     | \$572     | 32.1%    |
| Properties Sold .....                   | 49        | 54        | 72        | 50        | 2.0%     |
| Properties Pending Sale .....           | 53        | 60        | 39        | 50        | -5.7%    |
| Properties For Sale .....               | 99        | 137       | 65        | 80        | -19.2%   |
| Days on Market (Pending Sale) .....     | 13        | 22        | 25        | 14        | 4.0%     |
| Percent Under Contract .....            | 53.5%     | 43.8%     | 60.0%     | 62.5%     | 16.7%    |
| Average Median Price for Last 12 Months | \$697,054 | \$858,121 | \$891,908 | \$824,863 | 18.3%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in La Mesa Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$910,000**

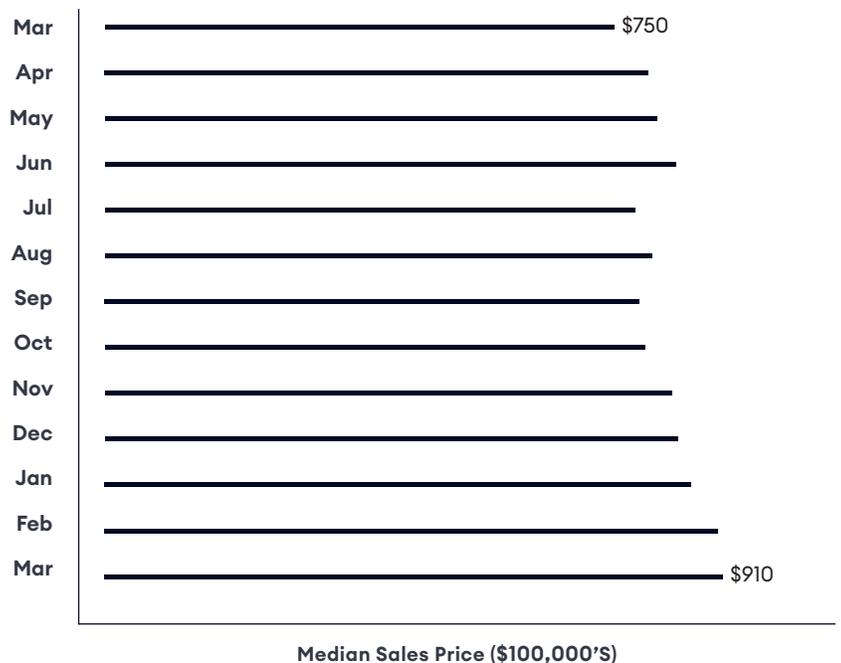
Median sales price.

**\$572**

Average price per square foot.

**80**

Properties for sale.



# Linda Vista/Clairemont Mesa East

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022    | % Change |
|---|-----------|-----------|-----------|-------------|----------|
| Median Price .....                      | \$818,000 | \$850,000 | \$958,750 | \$1,050,000 | 28.4%    |
| Average Price per Square Foot .....     | \$566     | \$593     | \$680     | \$714       | 26.1%    |
| Properties Sold .....                   | 24        | 24        | 18        | 17          | -29.2%   |
| Properties Pending Sale .....           | 21        | 20        | 18        | 24          | 14.3%    |
| Properties For Sale .....               | 32        | 32        | 25        | 31          | -3.1%    |
| Days on Market (Pending Sale) .....     | 11        | 17        | 29        | 13          | 17.9%    |
| Percent Under Contract .....            | 65.6%     | 62.5%     | 72.0%     | 77.4%       | 18.0%    |
| Average Median Price for Last 12 Months | \$742,292 | \$942,408 | \$995,333 | \$891,710   | 20.1%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Linda Vista/Clairemont Mesa East Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,050,000**

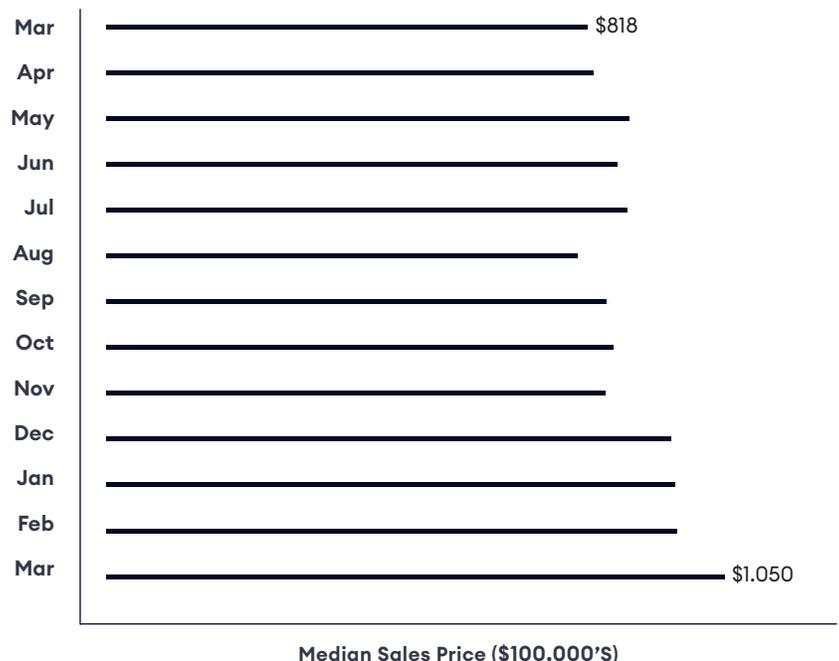
Median sales price.

**\$714**

Average price per square foot.

**31**

Properties for sale.



# Lemon Grove

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$620,000 | \$635,000 | \$665,000 | \$755,000 | 21.8%    |
| Average Price per Square Foot .....     | \$402     | \$429     | \$487     | \$535     | 33.1%    |
| Properties Sold .....                   | 13        | 20        | 34        | 20        | 53.8%    |
| Properties Pending Sale .....           | 17        | 23        | 13        | 19        | 11.8%    |
| Properties For Sale .....               | 37        | 49        | 30        | 28        | -24.3%   |
| Days on Market (Pending Sale) .....     | 12        | 22        | 31        | 11        | -8.8%    |
| Percent Under Contract .....            | 45.9%     | 46.9%     | 43.3%     | 67.9%     | 47.7%    |
| Average Median Price for Last 12 Months | \$553,813 | \$705,208 | \$728,750 | \$663,827 | 19.9%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Lemon Grove Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$755,000**

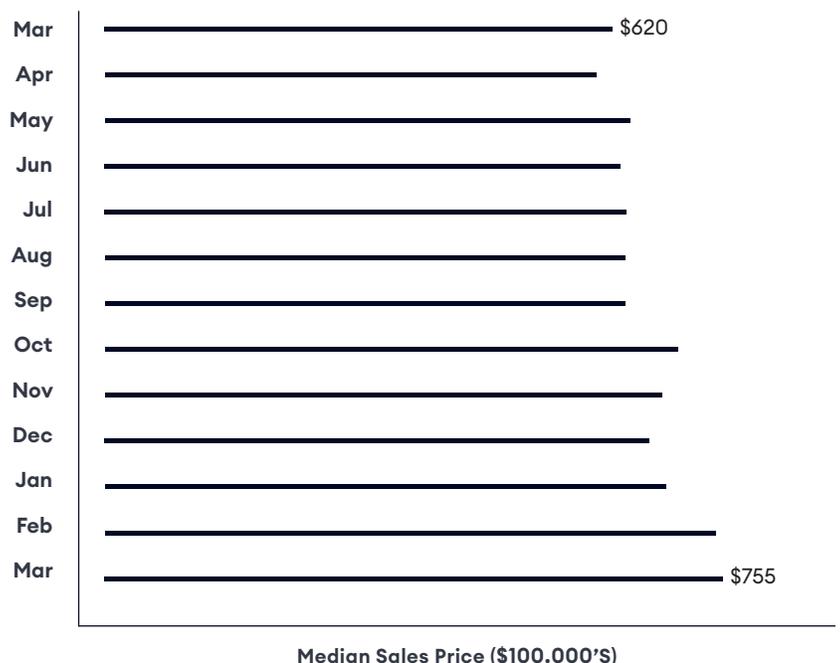
Median sales price.

**\$535**

Average price per square foot.

**28**

Properties for sale.



# National City

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$566,000 | \$640,500 | \$624,500 | \$715,000 | 26.3%    |
| Average Price per Square Foot .....     | \$424     | \$461     | \$451     | \$496     | 17.0%    |
| Properties Sold .....                   | 14        | 16        | 12        | 19        | 35.7%    |
| Properties Pending Sale .....           | 16        | 8         | 16        | 23        | 43.8%    |
| Properties For Sale .....               | 36        | 27        | 32        | 41        | 13.9%    |
| Days on Market (Pending Sale) .....     | 15        | 26        | 19        | 17        | 14.3%    |
| Percent Under Contract .....            | 44.4%     | 29.6%     | 50.0%     | 56.1%     | 26.2%    |
| Average Median Price for Last 12 Months | \$521,625 | \$632,833 | \$645,000 | \$612,077 | 17.3%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in National City Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$715,000**

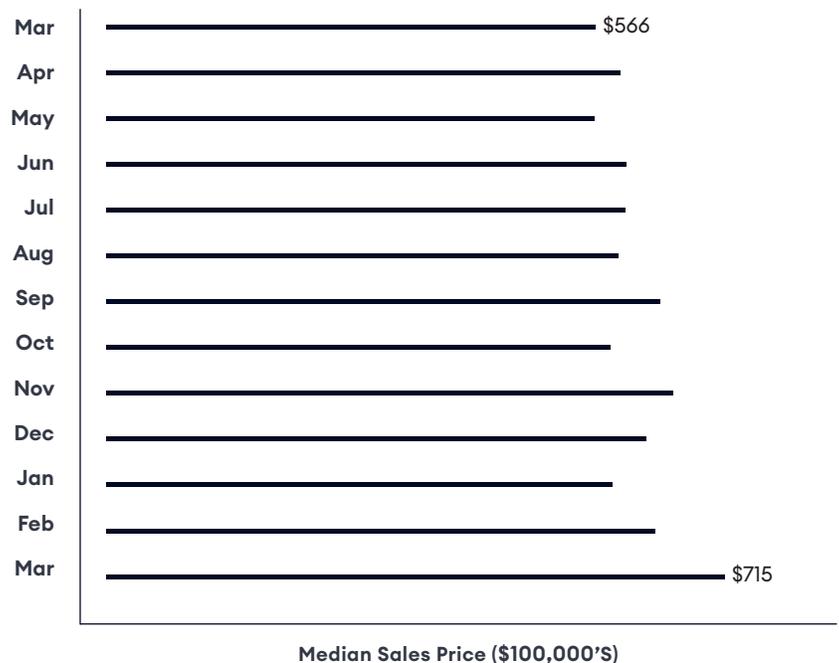
Median sales price.

**\$496**

Average price per square foot.

**41**

Properties for sale.



# Oceanside

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$700,250 | \$810,000 | \$835,950 | \$940,000 | 34.2%    |
| Average Price per Square Foot .....     | \$420     | \$483     | \$454     | \$527     | 25.5%    |
| Properties Sold .....                   | 112       | 121       | 108       | 104       | -7.1%    |
| Properties Pending Sale .....           | 106       | 121       | 69        | 122       | 15.1%    |
| Properties For Sale .....               | 179       | 231       | 147       | 193       | 7.8%     |
| Days on Market (Pending Sale) .....     | 19        | 23        | 24        | 23        | 22.7%    |
| Percent Under Contract .....            | 59.2%     | 52.4%     | 46.9%     | 63.2%     | 6.7%     |
| Average Median Price for Last 12 Months | \$658,267 | \$840,992 | \$860,000 | \$803,227 | 22.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Oceanside Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$940,000**

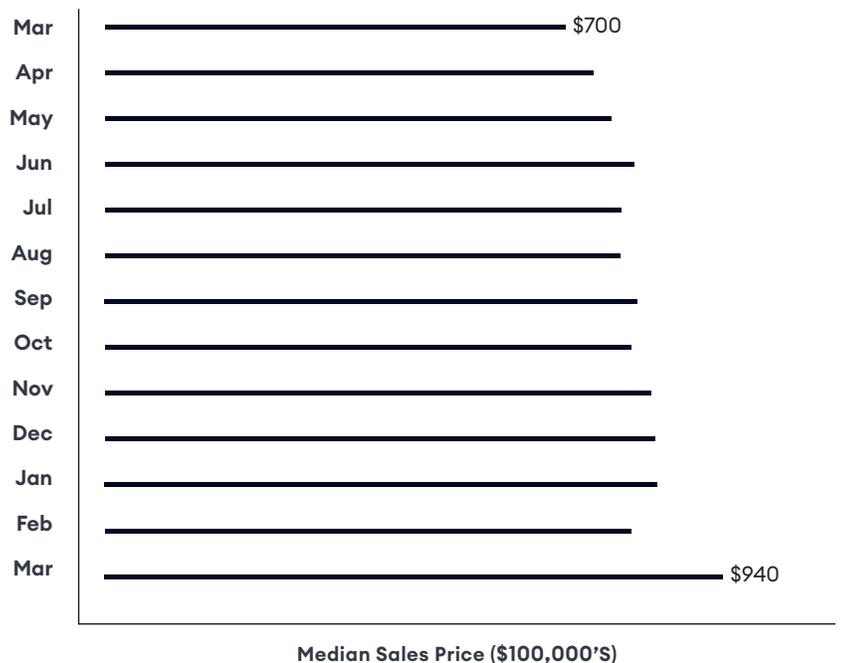
Median sales price.

**\$527**

Average price per square foot.

**193**

Properties for sale.



# Poway

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,049,000 | \$1,060,000 | \$1,237,500 | \$1,310,000 | 24.9%    |
| Average Price per Square Foot .....     | \$441       | \$502       | \$547       | \$586       | 32.9%    |
| Properties Sold .....                   | 43          | 41          | 26          | 43          | 0.0%     |
| Properties Pending Sale .....           | 44          | 48          | 24          | 53          | 20.5%    |
| Properties For Sale .....               | 93          | 89          | 49          | 79          | -15.1%   |
| Days on Market (Pending Sale) .....     | 16          | 34          | 21          | 14          | -6.9%    |
| Percent Under Contract .....            | 47.3%       | 53.9%       | 49.0%       | 67.1%       | 41.8%    |
| Average Median Price for Last 12 Months | \$875,638   | \$1,137,250 | \$1,232,500 | \$1,125,500 | 28.5%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Poway Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,310,000**

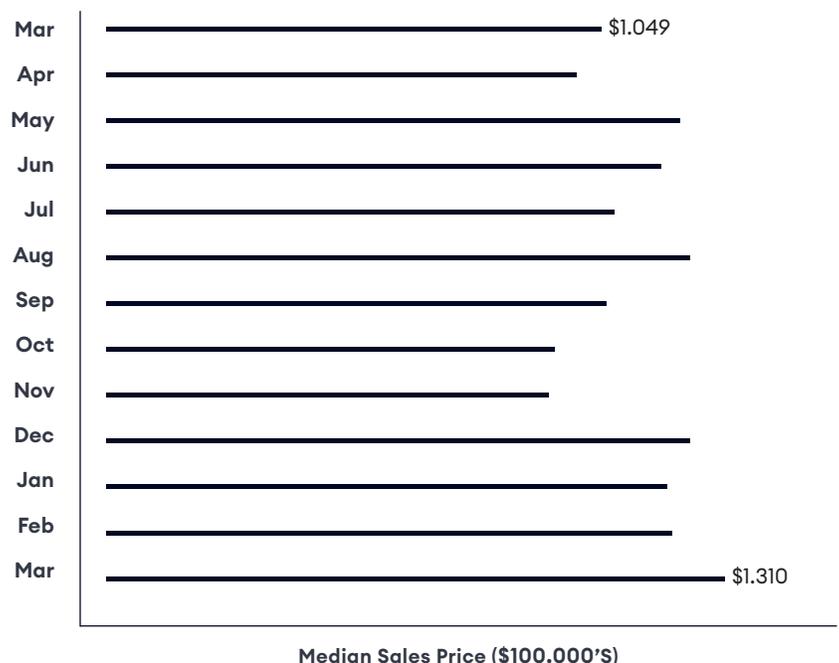
Median sales price.

**\$586**

Average price per square foot.

**79**

Properties for sale.



# Rancho Bernardo

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,150,000 | \$1,200,000 | \$1,325,000 | \$1,420,000 | 23.5%    |
| Average Price per Square Foot .....     | \$493       | \$522       | \$600       | \$673       | 36.5%    |
| Properties Sold .....                   | 87          | 69          | 59          | 81          | -6.9%    |
| Properties Pending Sale .....           | 104         | 89          | 33          | 87          | -16.3%   |
| Properties For Sale .....               | 174         | 151         | 59          | 131         | -24.7%   |
| Days on Market (Pending Sale) .....     | 16          | 22          | 31          | 15          | -8.6%    |
| Percent Under Contract .....            | 59.8%       | 58.9%       | 55.9%       | 66.4%       | 11.1%    |
| Average Median Price for Last 12 Months | \$998,042   | \$1,333,000 | \$1,376,667 | \$1,267,923 | 27.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Rancho Bernardo Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,420,000**

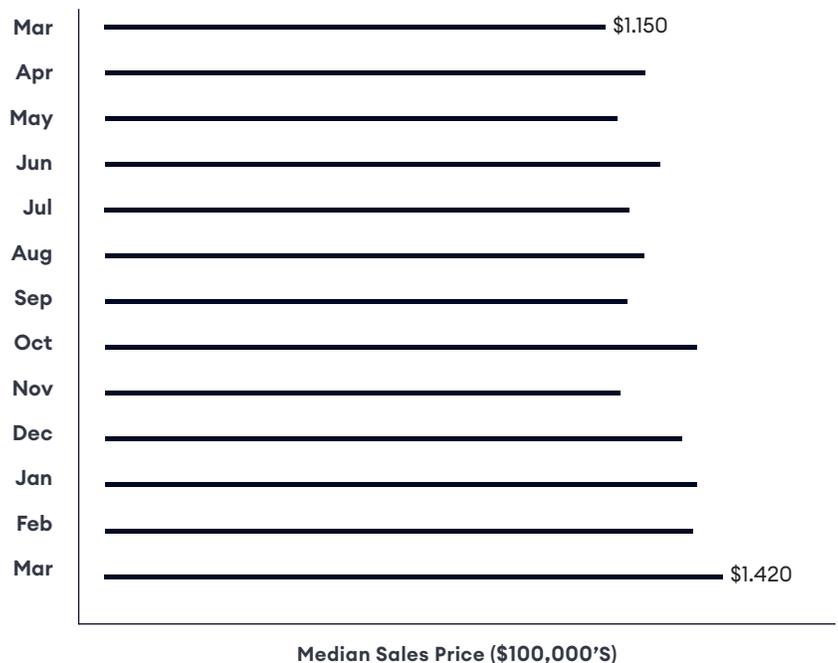
Median sales price.

**\$673**

Average price per square foot.

**131**

Properties for sale.



# Rancho Santa Fe

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$2,750,000 | \$3,602,500 | \$4,397,500 | \$4,850,000 | 76.4%    |
| Average Price per Square Foot .....     | \$567       | \$776       | \$665       | \$828       | 46.0%    |
| Properties Sold .....                   | 35          | 30          | 16          | 16          | -54.3%   |
| Properties Pending Sale .....           | 43          | 16          | 13          | 30          | -30.2%   |
| Properties For Sale .....               | 174         | 93          | 73          | 93          | -46.6%   |
| Days on Market (Pending Sale) .....     | 78          | 93          | 51          | 54          | -30.4%   |
| Percent Under Contract .....            | 24.7%       | 17.2%       | 17.8%       | 32.3%       | 30.5%    |
| Average Median Price for Last 12 Months | \$2,792,086 | \$4,366,250 | \$4,430,000 | \$3,901,538 | 39.7%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Rancho Santa Fe Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$4,850,000**

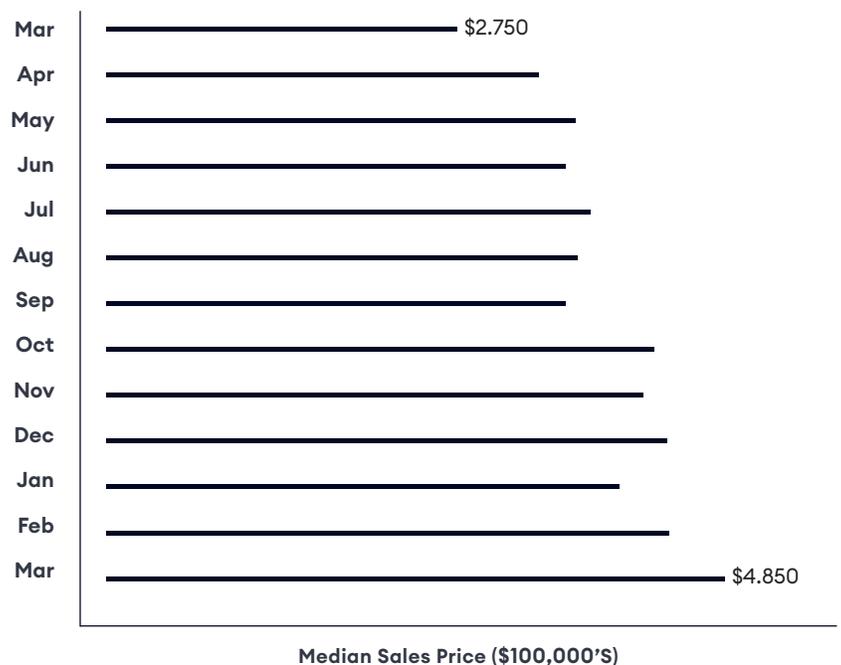
Median sales price.

**\$828**

Average price per square foot.

**93**

Properties for sale.



# San Marcos

| Data*                                   | Mar 2021  | 6 Month   | 3 Month     | Mar 2022    | % Change |
|---|-----------|-----------|-------------|-------------|----------|
| Median Price .....                      | \$853,000 | \$888,000 | \$975,000   | \$1,100,000 | 29.0%    |
| Average Price per Square Foot .....     | \$406     | \$454     | \$460       | \$553       | 36.2%    |
| Properties Sold .....                   | 69        | 82        | 67          | 55          | -20.3%   |
| Properties Pending Sale .....           | 79        | 76        | 48          | 61          | -22.8%   |
| Properties For Sale .....               | 119       | 125       | 69          | 94          | -21.0%   |
| Days on Market (Pending Sale) .....     | 17        | 21        | 21          | 18          | 6.2%     |
| Percent Under Contract .....            | 66.4%     | 60.8%     | 69.6%       | 64.9%       | -2.2%    |
| Average Median Price for Last 12 Months | \$777,800 | \$988,250 | \$1,010,850 | \$946,308   | 21.7%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Marcos Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,100,000**

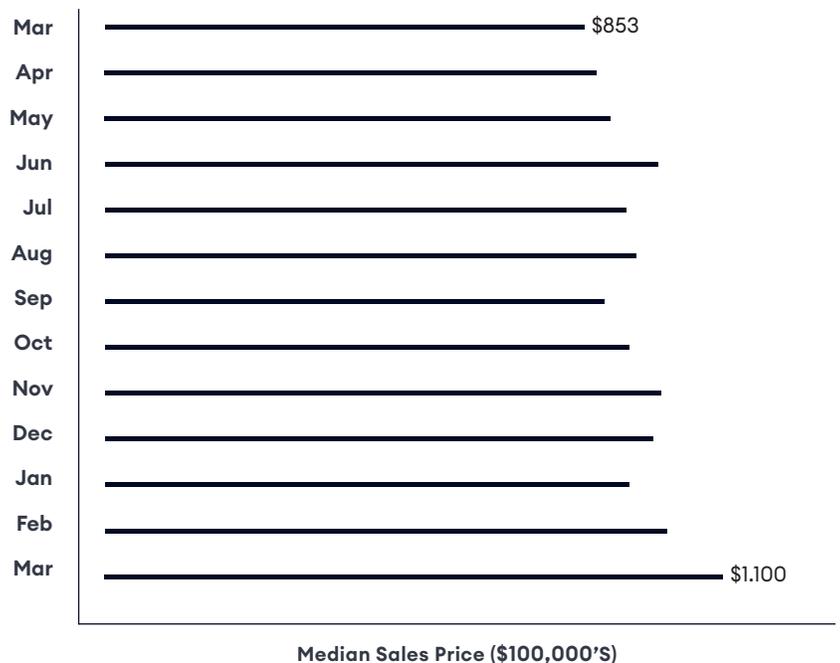
Median sales price.

**\$553**

Average price per square foot.

**94**

Properties for sale.



# San Diego

| Data*                                   | Mar 2021  | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-----------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$860,750 | \$880,000   | \$980,000   | \$1,070,000 | 24.3%    |
| Average Price per Square Foot .....     | \$588     | \$626       | \$707       | \$773       | 31.5%    |
| Properties Sold .....                   | 66        | 79          | 71          | 66          | 0.0%     |
| Properties Pending Sale .....           | 74        | 69          | 49          | 79          | 6.8%     |
| Properties For Sale .....               | 126       | 154         | 78          | 111         | -11.9%   |
| Days on Market (Pending Sale) .....     | 15        | 24          | 24          | 16          | 4.7%     |
| Percent Under Contract .....            | 58.7%     | 44.8%       | 62.8%       | 71.2%       | 21.2%    |
| Average Median Price for Last 12 Months | \$786,305 | \$1,006,917 | \$1,058,333 | \$955,827   | 21.6%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in San Diego Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,070,000**

Median sales price.

**\$773**

Average price per square foot.

**111**

Properties for sale.



# Santee

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$650,000 | \$735,000 | \$738,000 | \$791,000 | 21.7%    |
| Average Price per Square Foot .....     | \$432     | \$477     | \$466     | \$523     | 21.1%    |
| Properties Sold .....                   | 44        | 31        | 53        | 48        | 9.1%     |
| Properties Pending Sale .....           | 60        | 44        | 25        | 74        | 23.3%    |
| Properties For Sale .....               | 101       | 98        | 44        | 93        | -7.9%    |
| Days on Market (Pending Sale) .....     | 16        | 20        | 15        | 16        | 1.0%     |
| Percent Under Contract .....            | 59.4%     | 44.9%     | 56.8%     | 79.6%     | 33.9%    |
| Average Median Price for Last 12 Months | \$624,342 | \$762,467 | \$789,167 | \$736,908 | 18.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Santee Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$791,000**

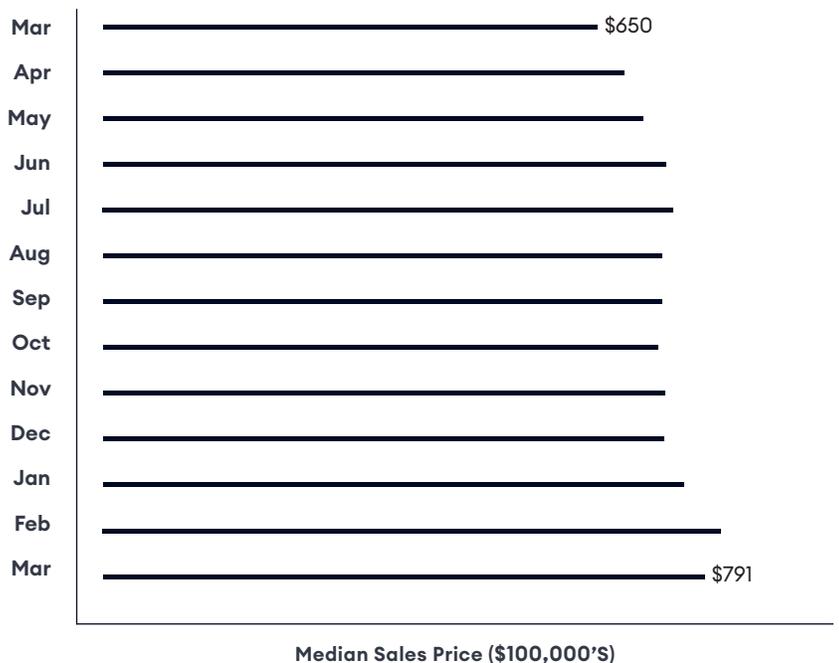
Median sales price.

**\$523**

Average price per square foot.

**93**

Properties for sale.



# Solana Beach

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,737,500 | \$2,350,000 | \$2,055,000 | \$3,400,000 | 95.7%    |
| Average Price per Square Foot .....     | \$921       | \$949       | \$982       | \$1,712     | 85.9%    |
| Properties Sold .....                   | 6           | 8           | 8           | 7           | 16.7%    |
| Properties Pending Sale .....           | 11          | 7           | 3           | 7           | -36.4%   |
| Properties For Sale .....               | 27          | 21          | 11          | 21          | -22.2%   |
| Days on Market (Pending Sale) .....     | 14          | 45          | 21          | 24          | 72.3%    |
| Percent Under Contract .....            | 40.7%       | 33.3%       | 27.3%       | 33.3%       | -18.2%   |
| Average Median Price for Last 12 Months | \$2,166,907 | \$2,705,517 | \$3,080,000 | \$2,437,546 | 12.5%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Solana Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$3,400,000**

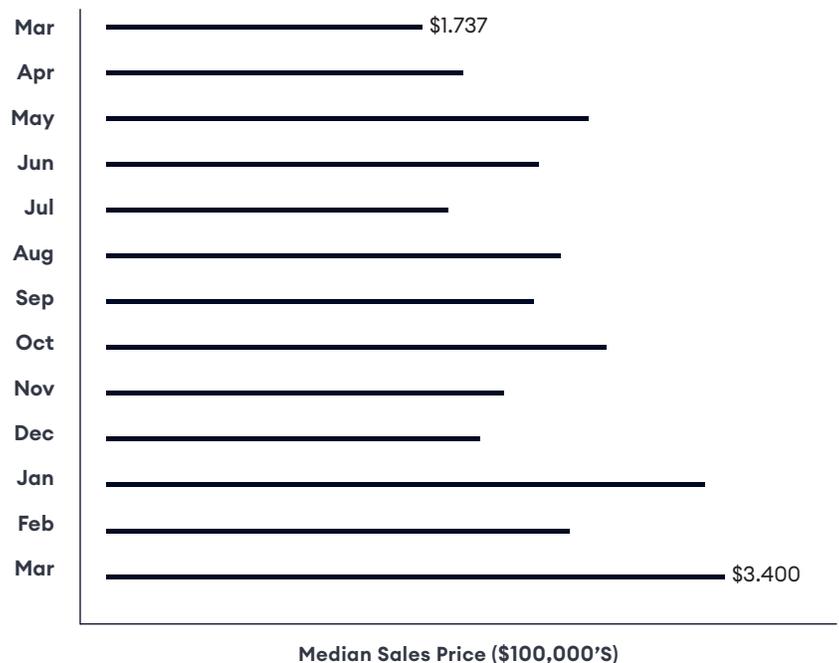
Median sales price.

**\$1,712**

Average price per square foot.

**21**

Properties for sale.



# Spring Valley

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$659,055 | \$680,000 | \$705,000 | \$735,000 | 11.5%    |
| Average Price per Square Foot .....     | \$369     | \$405     | \$426     | \$464     | 25.7%    |
| Properties Sold .....                   | 48        | 55        | 50        | 64        | 33.3%    |
| Properties Pending Sale .....           | 62        | 53        | 51        | 65        | 4.8%     |
| Properties For Sale .....               | 101       | 126       | 90        | 103       | 2.0%     |
| Days on Market (Pending Sale) .....     | 16        | 18        | 31        | 19        | 18.4%    |
| Percent Under Contract .....            | 61.4%     | 42.1%     | 56.7%     | 63.1%     | 2.8%     |
| Average Median Price for Last 12 Months | \$582,207 | \$699,167 | \$702,500 | \$682,773 | 17.3%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Spring Valley Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$735,000**

Median sales price.

**\$464**

Average price per square foot.

**103**

Properties for sale.



# Vista

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$750,000 | \$821,500 | \$820,000 | \$895,000 | 19.3%    |
| Average Price per Square Foot .....     | \$390     | \$421     | \$411     | \$499     | 27.9%    |
| Properties Sold .....                   | 75        | 84        | 74        | 63        | -16.0%   |
| Properties Pending Sale .....           | 69        | 68        | 48        | 95        | 37.7%    |
| Properties For Sale .....               | 118       | 153       | 93        | 145       | 22.9%    |
| Days on Market (Pending Sale) .....     | 20        | 19        | 23        | 14        | -29.3%   |
| Percent Under Contract .....            | 58.5%     | 44.4%     | 51.6%     | 65.5%     | 12.0%    |
| Average Median Price for Last 12 Months | \$658,425 | \$845,583 | \$874,167 | \$802,346 | 21.9%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Vista Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$895,000**

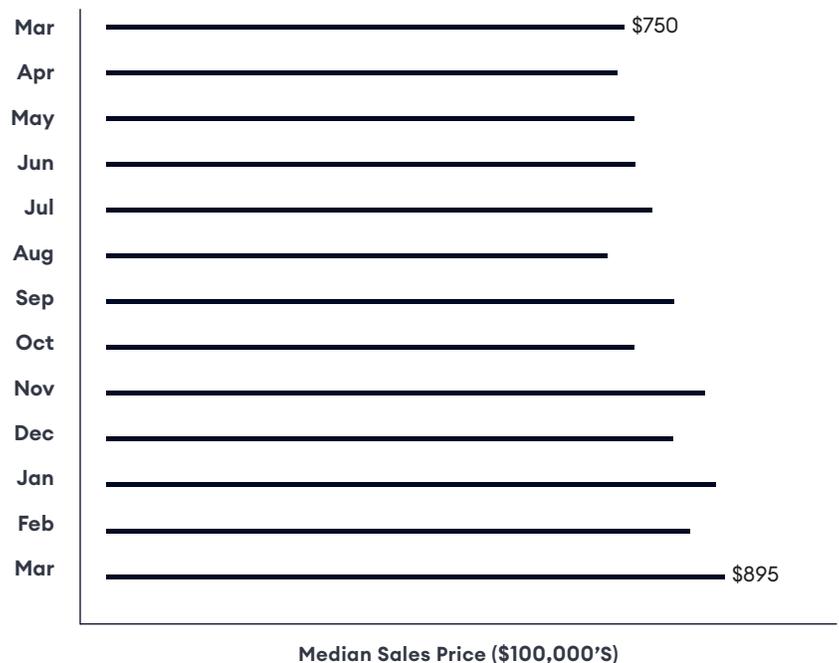
Median sales price.

**\$499**

Average price per square foot.

**145**

Properties for sale.



# Condominiums

Beverly Center - Miracle Mile

Beverly Hills

Brentwood

Culver City

Downtown Los Angeles

Encino

Malibu

Malibu Beach

Marina Del Rey

Santa Monica

Sherman Oaks

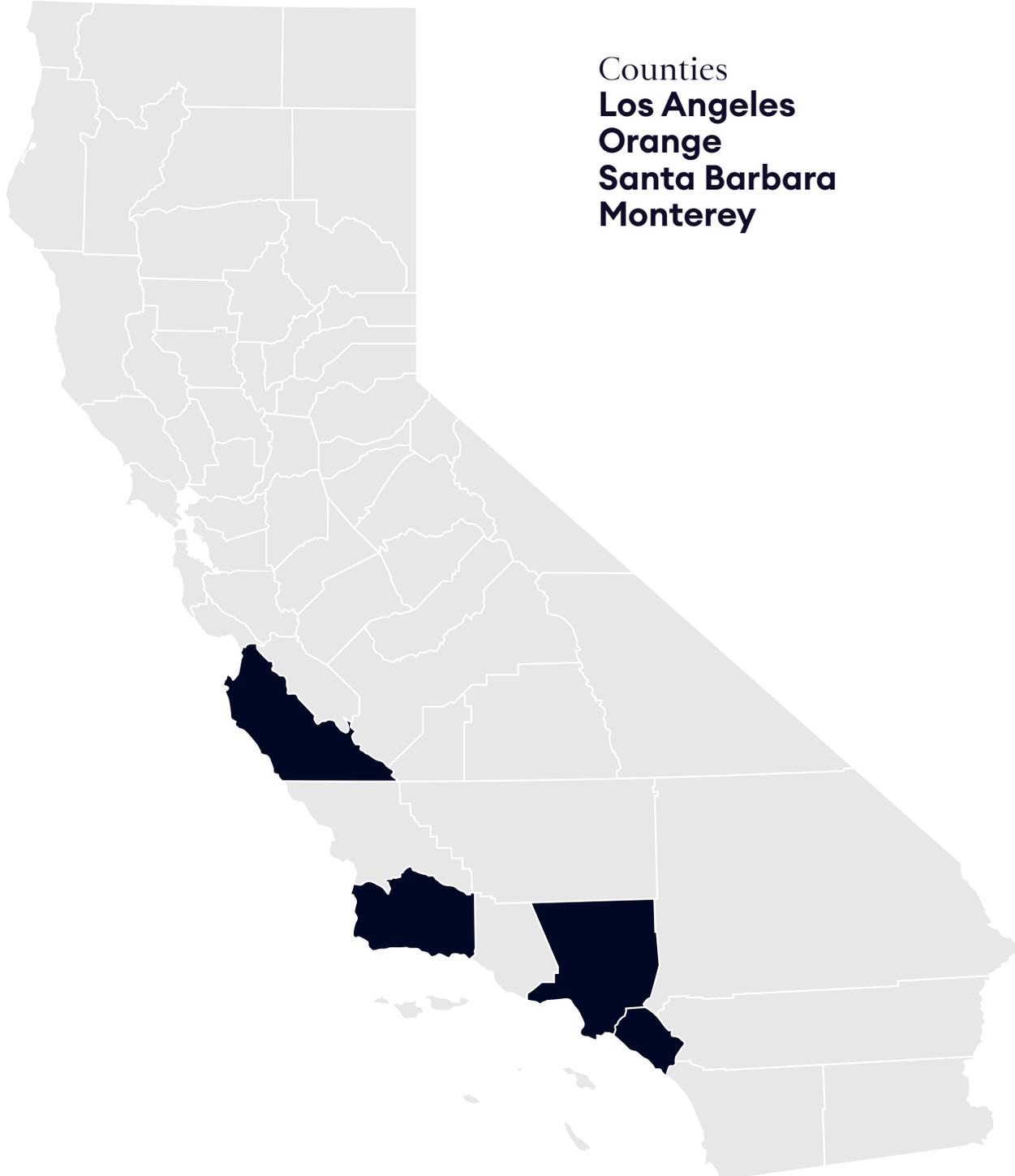
Studio City

Venice

West Hollywood

West LA

Westwood - Century City



Counties  
**Los Angeles**  
**Orange**  
**Santa Barbara**  
**Monterey**

# Beverly Center - Miracle Mile

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$995,632 | \$922,500 | \$755,500 | \$865,000 | -13.1%   |
| Average Price per Square Foot .....     | \$647     | \$706     | \$672     | \$775     | 19.8%    |
| Properties Sold .....                   | 14        | 16        | 12        | 13        | -7.1%    |
| Properties Pending Sale .....           | 17        | 13        | 9         | 8         | -52.9%   |
| Properties For Sale .....               | 72        | 63        | 41        | 32        | -55.6%   |
| Days on Market (Pending Sale) .....     | 64        | 26        | 41        | 28        | -56.5%   |
| Percent Under Contract .....            | 23.6%     | 20.6%     | 22.0%     | 25.0%     | 5.9%     |
| Average Median Price for Last 12 Months | \$828,463 | \$858,500 | \$925,167 | \$837,991 | 1.2%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Beverly Center - Miracle Mile Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$865,000**

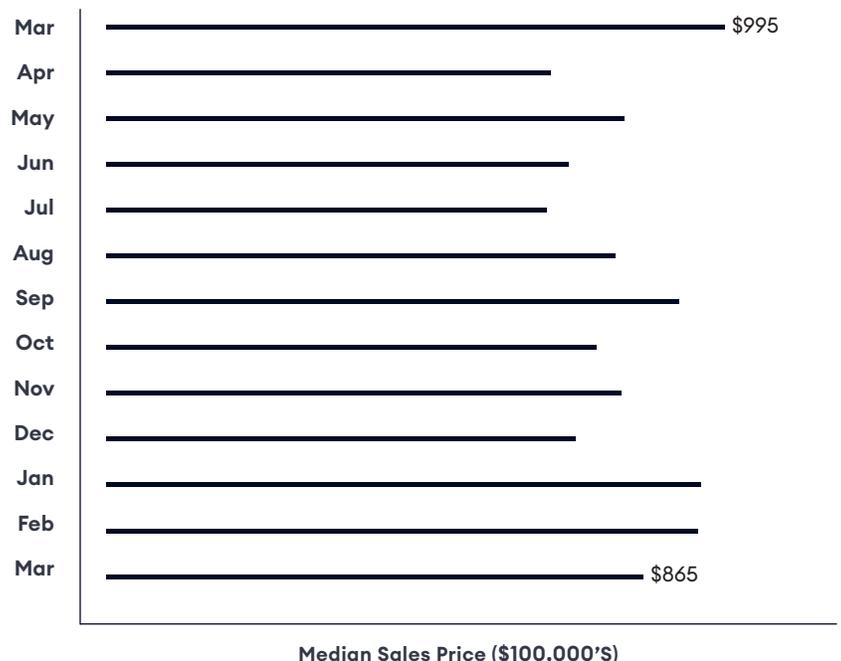
Median sales price.

**\$775**

Average price per square foot.

**32**

Properties for sale.



# Beverly Hills

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,020,000 | \$1,280,000 | \$1,692,000 | \$1,550,000 | 52.0%    |
| Average Price per Square Foot .....     | \$770       | \$766       | \$959       | \$710       | -7.8%    |
| Properties Sold .....                   | 9           | 11          | 9           | 7           | -22.2%   |
| Properties Pending Sale .....           | 21          | 15          | 4           | 11          | -47.6%   |
| Properties For Sale .....               | 102         | 66          | 42          | 41          | -59.8%   |
| Days on Market (Pending Sale) .....     | 53          | 38          | 91          | 19          | -65.0%   |
| Percent Under Contract .....            | 20.6%       | 22.7%       | 9.5%        | 26.8%       | 30.3%    |
| Average Median Price for Last 12 Months | \$1,085,729 | \$1,558,583 | \$1,659,167 | \$1,390,654 | 28.1%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Beverly Hills Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,550,000**

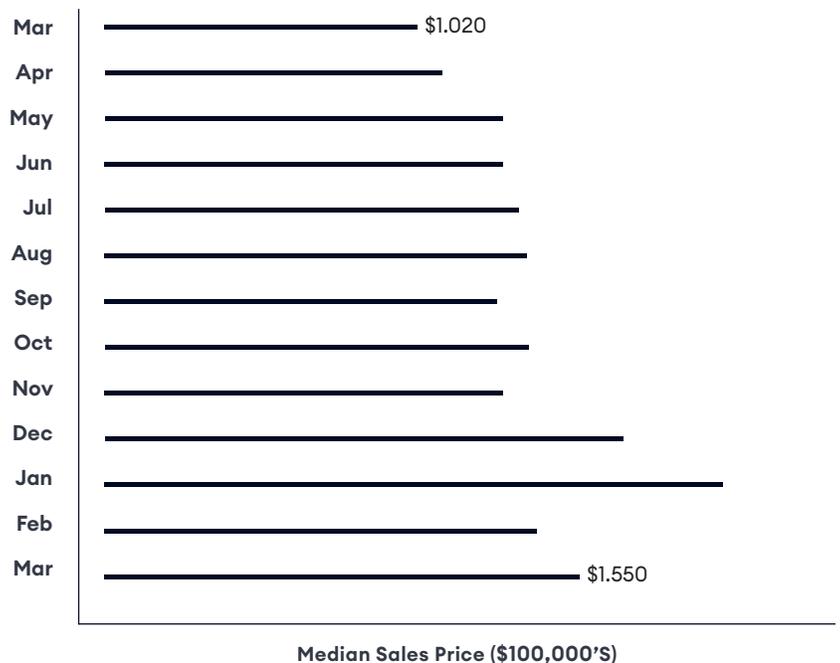
Median sales price.

**\$710**

Average price per square foot.

**41**

Properties for sale.



# Brentwood

| Data*                                   | Mar 2021  | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-----------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$904,000 | \$950,000   | \$1,014,266 | \$1,174,000 | 29.9%    |
| Average Price per Square Foot .....     | \$712     | \$704       | \$751       | \$767       | 7.7%     |
| Properties Sold .....                   | 22        | 27          | 13          | 20          | -9.1%    |
| Properties Pending Sale .....           | 27        | 23          | 11          | 30          | 11.1%    |
| Properties For Sale .....               | 111       | 102         | 47          | 69          | -37.8%   |
| Days on Market (Pending Sale) .....     | 42        | 32          | 53          | 33          | -20.3%   |
| Percent Under Contract .....            | 24.3%     | 22.5%       | 23.4%       | 43.5%       | 78.7%    |
| Average Median Price for Last 12 Months | \$942,973 | \$1,079,794 | \$1,139,833 | \$1,010,705 | 7.2%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Brentwood Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,174,000**

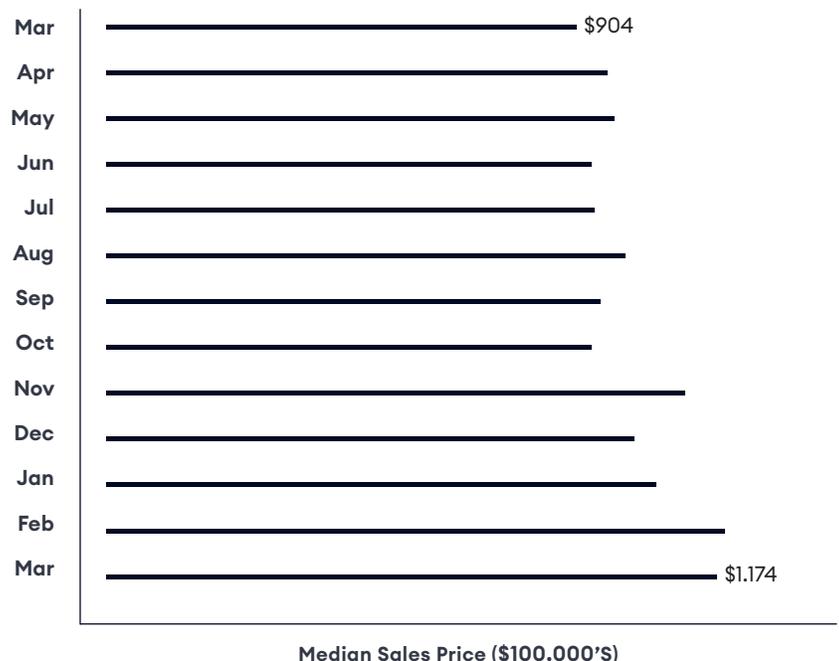
Median sales price.

**\$767**

Average price per square foot.

**69**

Properties for sale.



# Culver City

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$610,000 | \$625,000 | \$692,500 | \$680,000 | 11.5%    |
| Average Price per Square Foot .....     | \$642     | \$608     | \$658     | \$635     | -1.1%    |
| Properties Sold .....                   | 22        | 13        | 20        | 9         | -59.1%   |
| Properties Pending Sale .....           | 24        | 23        | 14        | 22        | -8.3%    |
| Properties For Sale .....               | 61        | 62        | 38        | 38        | -37.7%   |
| Days on Market (Pending Sale) .....     | 29        | 23        | 26        | 16        | -44.1%   |
| Percent Under Contract .....            | 39.3%     | 37.1%     | 36.8%     | 57.9%     | 47.1%    |
| Average Median Price for Last 12 Months | \$605,029 | \$643,292 | \$632,917 | \$625,288 | 3.3%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Culver City Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$680,000**

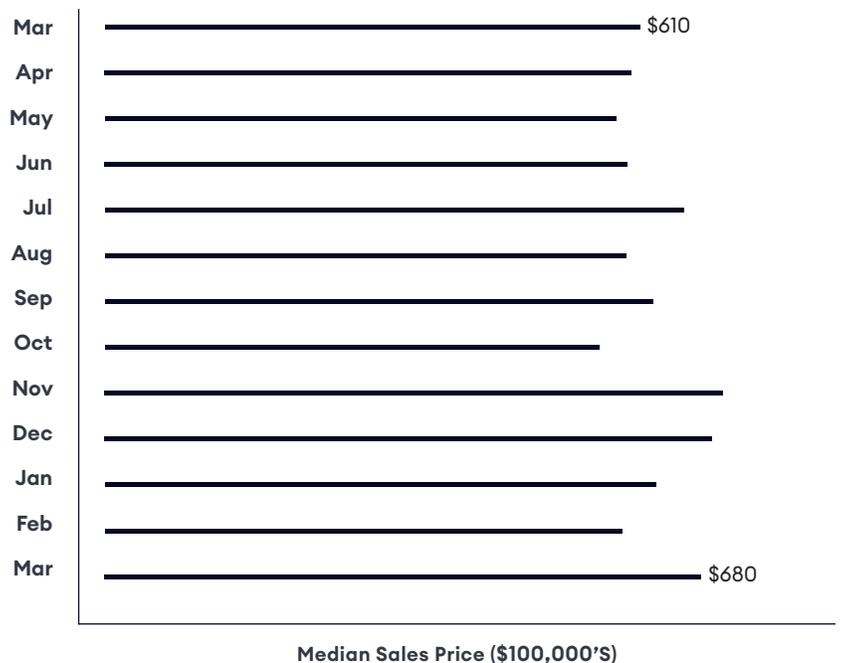
Median sales price.

**\$635**

Average price per square foot.

**38**

Properties for sale.



# Downtown

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$622,000 | \$618,000 | \$640,000 | \$629,000 | 1.1%     |
| Average Price per Square Foot .....     | \$639     | \$728     | \$674     | \$650     | 1.7%     |
| Properties Sold .....                   | 47        | 39        | 41        | 45        | -4.3%    |
| Properties Pending Sale .....           | 45        | 32        | 28        | 57        | 26.7%    |
| Properties For Sale .....               | 378       | 304       | 263       | 256       | -32.3%   |
| Days on Market (Pending Sale) .....     | 68        | 43        | 68        | 54        | -20.5%   |
| Percent Under Contract .....            | 11.9%     | 10.5%     | 10.6%     | 22.3%     | 87.0%    |
| Average Median Price for Last 12 Months | \$570,646 | \$599,583 | \$557,833 | \$589,154 | 3.2%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Downtown Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$629,000**

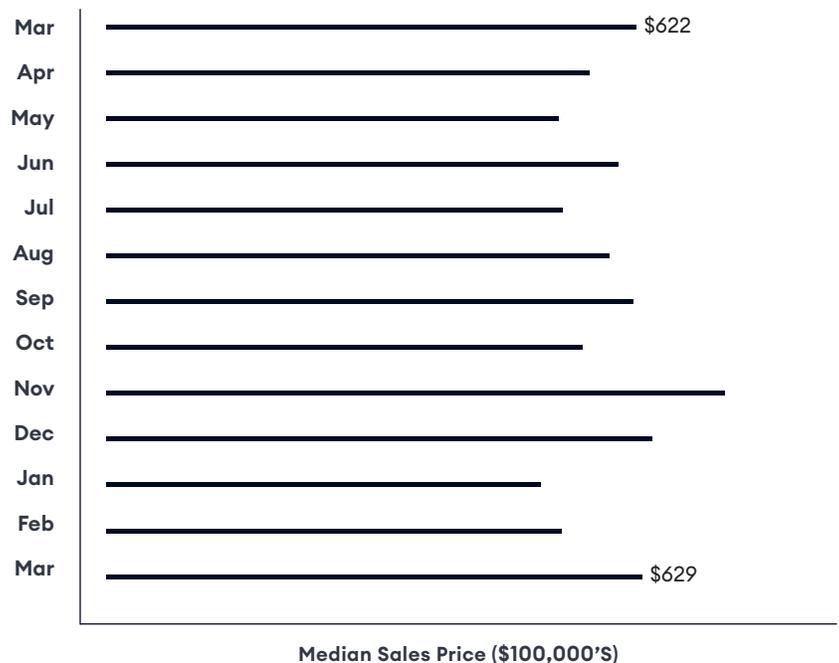
Median sales price.

**\$650**

Average price per square foot.

**256**

Properties for sale.



# Encino

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$555,500 | \$425,000 | \$435,000 | \$576,000 | 3.7%     |
| Average Price per Square Foot .....     | \$385     | \$433     | \$395     | \$452     | 17.4%    |
| Properties Sold .....                   | 26        | 19        | 13        | 23        | -11.5%   |
| Properties Pending Sale .....           | 24        | 23        | 10        | 17        | -29.2%   |
| Properties For Sale .....               | 68        | 65        | 34        | 35        | -48.5%   |
| Days on Market (Pending Sale) .....     | 38        | 20        | 16        | 16        | -56.9%   |
| Percent Under Contract .....            | 35.3%     | 35.4%     | 29.4%     | 48.6%     | 37.6%    |
| Average Median Price for Last 12 Months | \$435,625 | \$471,833 | \$490,333 | \$455,442 | 4.5%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Encino Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$576,000**

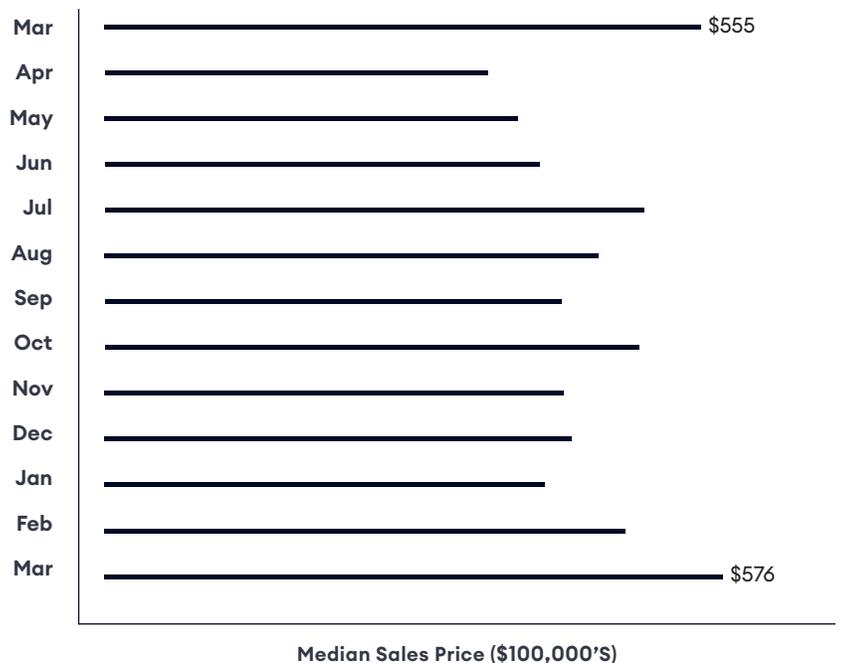
Median sales price.

**\$452**

Average price per square foot.

**35**

Properties for sale.



# Malibu

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,150,000 | \$837,500   | \$1,250,000 | \$775,000   | -32.6%   |
| Average Price per Square Foot .....     | \$791       | \$999       | \$776       | \$866       | 9.5%     |
| Properties Sold .....                   | 3           | 8           | 1           | 1           | -66.7%   |
| Properties Pending Sale .....           | 2           | 4           | 4           | 3           | 50.0%    |
| Properties For Sale .....               | 19          | 13          | 7           | 10          | -47.4%   |
| Days on Market (Pending Sale) .....     | 138         | 41          | 30          | 6           | -95.9%   |
| Percent Under Contract .....            | 10.5%       | 30.8%       | 57.1%       | 30.0%       | 185.0%   |
| Average Median Price for Last 12 Months | \$995,708   | \$1,152,132 | \$1,129,077 | \$1,096,815 | 10.2%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Malibu Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$775,000**

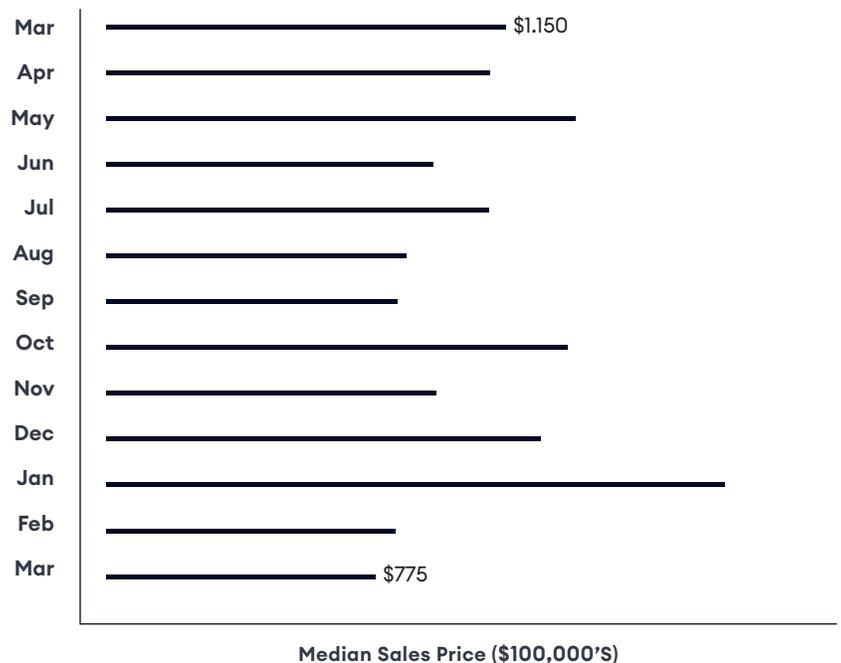
Median sales price.

**\$866**

Average price per square foot.

**10**

Properties for sale.



# Malibu Beach

| Data*                                   | Mar 2021    | 6 Month     | 3 Month   | Mar 2022    | % Change |
|---|-------------|-------------|-----------|-------------|----------|
| Median Price .....                      | \$2,975,000 | \$900,000   | \$0       | \$0         | -100.0%  |
| Average Price per Square Foot .....     | \$1,710     | \$905       | \$0       | \$0         | -100.0%  |
| Properties Sold .....                   | 2           | 1           | 0         | 0           | -100.0%  |
| Properties Pending Sale .....           | 3           | 0           | 3         | 1           | -66.7%   |
| Properties For Sale .....               | 12          | 6           | 6         | 5           | -58.3%   |
| Days on Market (Pending Sale) .....     | 36          | 0           | 24        | 1           | -97.2%   |
| Percent Under Contract .....            | 25.0%       | 0.0%        | 50.0%     | 20.0%       | -20.0%   |
| Average Median Price for Last 12 Months | \$2,235,392 | \$1,262,268 | \$976,833 | \$1,152,970 | -48.4%   |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Malibu Beach Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

NO SALES

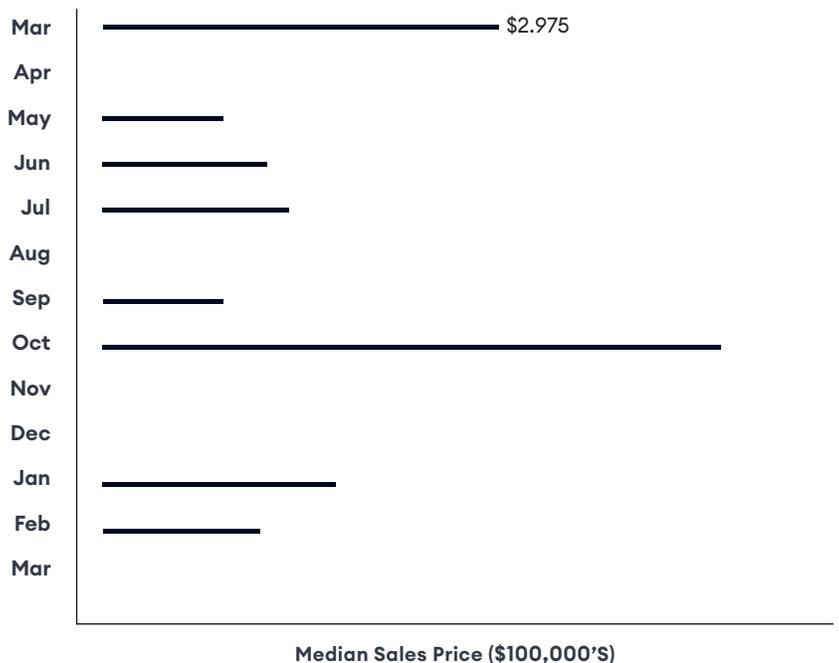
Median sales price.

NO SALES

Average price per square foot.

5

Properties for sale.



# Marina Del Rey

| Data*  | Mar 2021  | 6 Month     | 3 Month     | Mar 2022    | % Change |
|--|-----------|-------------|-------------|-------------|----------|
| <b>Median Price</b> .....                      | \$865,000 | \$1,095,000 | \$1,026,000 | \$1,261,500 | 45.8%    |
| <b>Average Price per Square Foot</b> .....     | \$783     | \$810       | \$754       | \$873       | 11.5%    |
| <b>Properties Sold</b> .....                   | 26        | 33          | 25          | 33          | 26.9%    |
| <b>Properties Pending Sale</b> .....           | 38        | 26          | 20          | 23          | -39.5%   |
| <b>Properties For Sale</b> .....               | 153       | 116         | 82          | 68          | -55.6%   |
| <b>Days on Market (Pending Sale)</b> .....     | 31        | 26          | 43          | 20          | -37.1%   |
| <b>Percent Under Contract</b> .....            | 24.8%     | 22.4%       | 24.4%       | 33.8%       | 36.2%    |
| <b>Average Median Price for Last 12 Months</b> | \$996,375 | \$1,100,000 | \$1,080,833 | \$1,073,123 | 7.7%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Marina Del Rey Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,261,500**

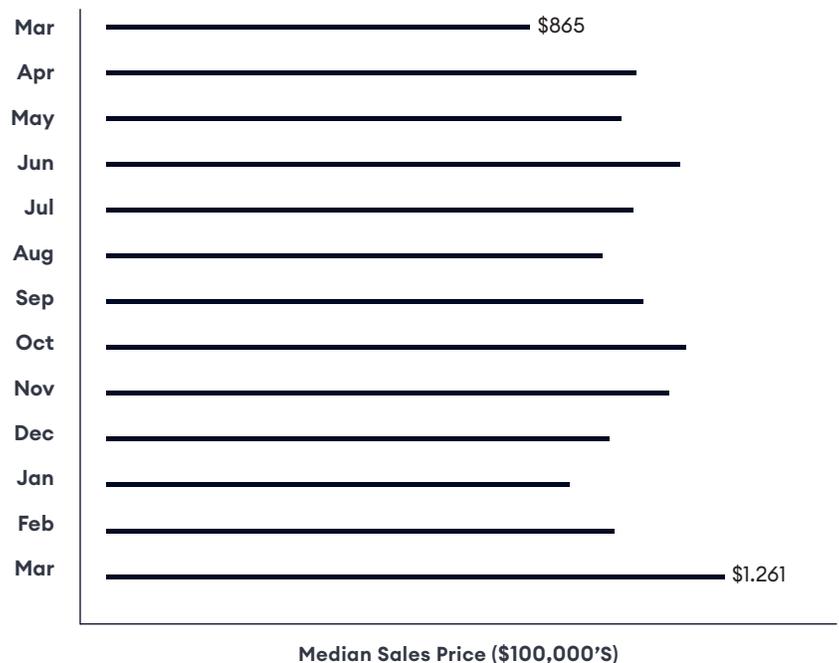
Median sales price.

**\$873**

Average price per square foot.

**68**

Properties for sale.



# Santa Monica

| Data*                                   | Mar 2021  | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-----------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$890,000 | \$1,097,000 | \$1,040,000 | \$1,295,000 | 45.5%    |
| Average Price per Square Foot .....     | \$988     | \$1,056     | \$911       | \$1,276     | 29.1%    |
| Properties Sold .....                   | 30        | 32          | 29          | 40          | 33.3%    |
| Properties Pending Sale .....           | 37        | 35          | 16          | 50          | 35.1%    |
| Properties For Sale .....               | 204       | 180         | 97          | 132         | -35.3%   |
| Days on Market (Pending Sale) .....     | 62        | 32          | 55          | 40          | -34.8%   |
| Percent Under Contract .....            | 18.1%     | 19.4%       | 16.5%       | 37.9%       | 108.8%   |
| Average Median Price for Last 12 Months | \$908,000 | \$1,099,417 | \$1,217,167 | \$1,039,885 | 14.5%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Santa Monica Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,295,000**

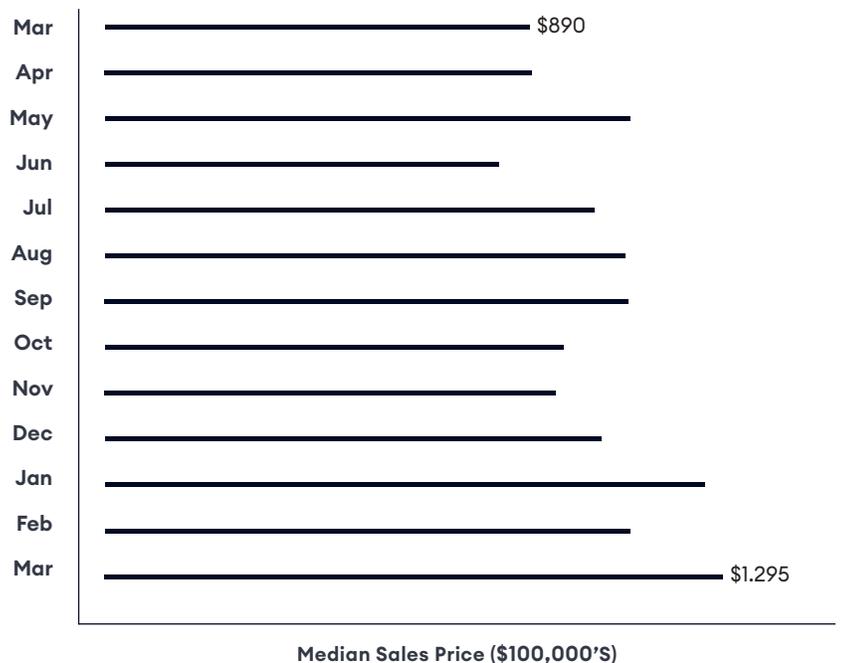
Median sales price.

**\$1,276**

Average price per square foot.

**132**

Properties for sale.



# Sherman Oaks

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$595,000 | \$612,000 | \$615,000 | \$660,000 | 10.9%    |
| Average Price per Square Foot .....     | \$450     | \$486     | \$506     | \$515     | 14.4%    |
| Properties Sold .....                   | 36        | 22        | 21        | 17        | -52.8%   |
| Properties Pending Sale .....           | 30        | 27        | 14        | 19        | -36.7%   |
| Properties For Sale .....               | 70        | 74        | 40        | 44        | -37.1%   |
| Days on Market (Pending Sale) .....     | 41        | 25        | 38        | 12        | -71.4%   |
| Percent Under Contract .....            | 42.9%     | 36.5%     | 35.0%     | 43.2%     | 0.8%     |
| Average Median Price for Last 12 Months | \$575,833 | \$628,583 | \$641,333 | \$622,942 | 8.2%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Sherman Oaks Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$660,000**

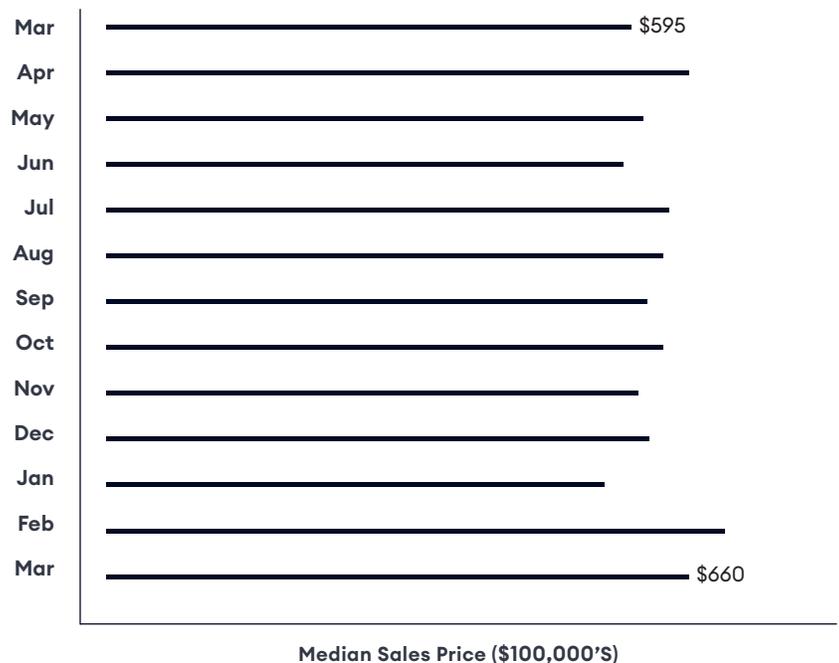
Median sales price.

**\$515**

Average price per square foot.

**44**

Properties for sale.



# Studio City

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$634,000 | \$745,000 | \$806,750 | \$780,000 | 23.0%    |
| Average Price per Square Foot .....     | \$529     | \$593     | \$595     | \$609     | 15.1%    |
| Properties Sold .....                   | 20        | 13        | 12        | 13        | -35.0%   |
| Properties Pending Sale .....           | 23        | 14        | 5         | 12        | -47.8%   |
| Properties For Sale .....               | 53        | 42        | 23        | 21        | -60.4%   |
| Days on Market (Pending Sale) .....     | 26        | 33        | 30        | 12        | -52.6%   |
| Percent Under Contract .....            | 43.4%     | 33.3%     | 21.7%     | 57.1%     | 31.7%    |
| Average Median Price for Last 12 Months | \$678,379 | \$823,042 | \$893,000 | \$773,608 | 14.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Studio City Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$780,000**

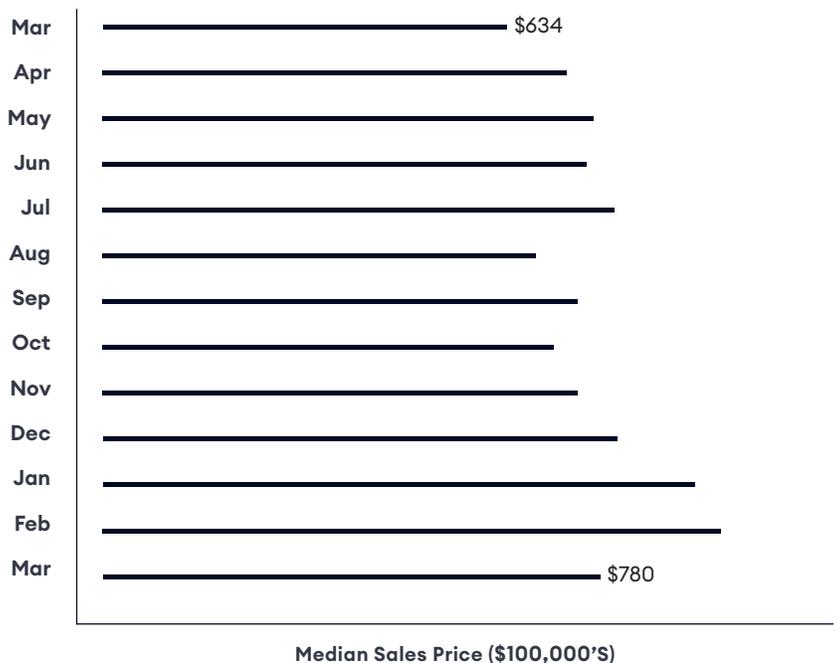
Median sales price.

**\$609**

Average price per square foot.

**21**

Properties for sale.



Median Sales Price (\$100,000'S)

# Venice

| Data*                                   | Mar 2021    | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-------------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$1,850,000 | \$1,531,250 | \$1,100,000 | \$1,500,000 | -18.9%   |
| Average Price per Square Foot .....     | \$930       | \$879       | \$1,023     | \$1,098     | 18.1%    |
| Properties Sold .....                   | 3           | 2           | 5           | 1           | -66.7%   |
| Properties Pending Sale .....           | 3           | 4           | 2           | 5           | 66.7%    |
| Properties For Sale .....               | 26          | 21          | 12          | 13          | -50.0%   |
| Days on Market (Pending Sale) .....     | 48          | 37          | 37          | 34          | -28.3%   |
| Percent Under Contract .....            | 11.5%       | 19.0%       | 16.7%       | 38.5%       | 233.3%   |
| Average Median Price for Last 12 Months | \$1,167,938 | \$1,126,667 | \$1,119,167 | \$1,221,603 | 4.6%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Venice Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,500,000**

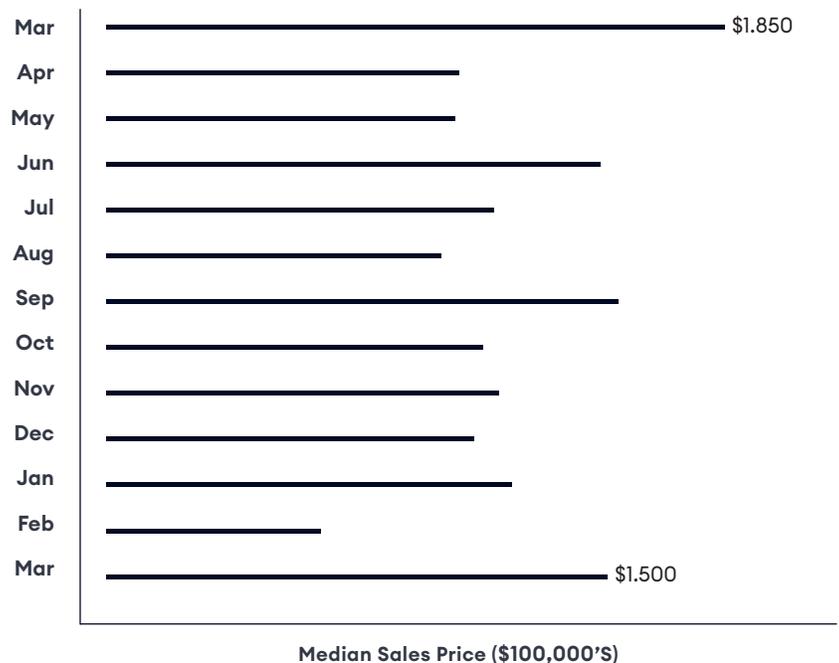
Median sales price.

**\$1,098**

Average price per square foot.

**13**

Properties for sale.



# West Hollywood

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$726,900 | \$732,000 | \$825,000 | \$865,000 | 19.0%    |
| Average Price per Square Foot .....     | \$752     | \$867     | \$817     | \$856     | 13.8%    |
| Properties Sold .....                   | 48        | 32        | 39        | 35        | -27.1%   |
| Properties Pending Sale .....           | 42        | 40        | 24        | 43        | 2.4%     |
| Properties For Sale .....               | 181       | 183       | 118       | 118       | -34.8%   |
| Days on Market (Pending Sale) .....     | 47        | 34        | 33        | 23        | -50.3%   |
| Percent Under Contract .....            | 23.2%     | 21.9%     | 20.3%     | 36.4%     | 57.0%    |
| Average Median Price for Last 12 Months | \$753,388 | \$865,307 | \$916,647 | \$828,480 | 10.0%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in West Hollywood Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$865,000**

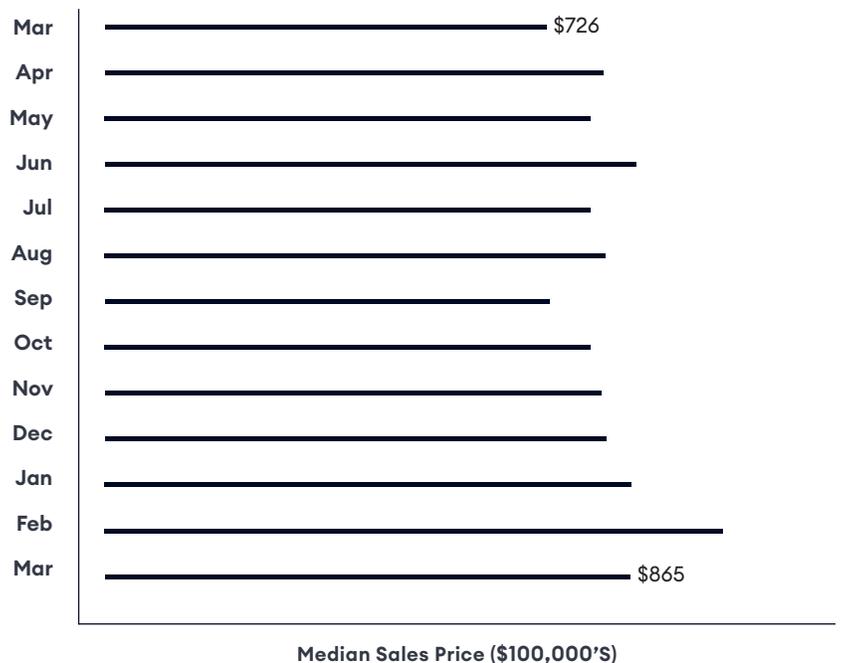
Median sales price.

**\$856**

Average price per square foot.

**118**

Properties for sale.



Median Sales Price (\$100,000'S)

# West LA

| Data*                                   | Mar 2021  | 6 Month   | 3 Month   | Mar 2022  | % Change |
|---|-----------|-----------|-----------|-----------|----------|
| Median Price .....                      | \$785,000 | \$775,000 | \$850,000 | \$892,000 | 13.6%    |
| Average Price per Square Foot .....     | \$634     | \$732     | \$642     | \$720     | 13.6%    |
| Properties Sold .....                   | 23        | 14        | 19        | 12        | -47.8%   |
| Properties Pending Sale .....           | 12        | 16        | 14        | 16        | 33.3%    |
| Properties For Sale .....               | 64        | 51        | 34        | 30        | -53.1%   |
| Days on Market (Pending Sale) .....     | 37        | 29        | 28        | 28        | -23.6%   |
| Percent Under Contract .....            | 18.8%     | 31.4%     | 41.2%     | 53.3%     | 184.4%   |
| Average Median Price for Last 12 Months | \$859,000 | \$845,167 | \$834,000 | \$823,654 | -4.1%    |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in West LA Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$892,000**

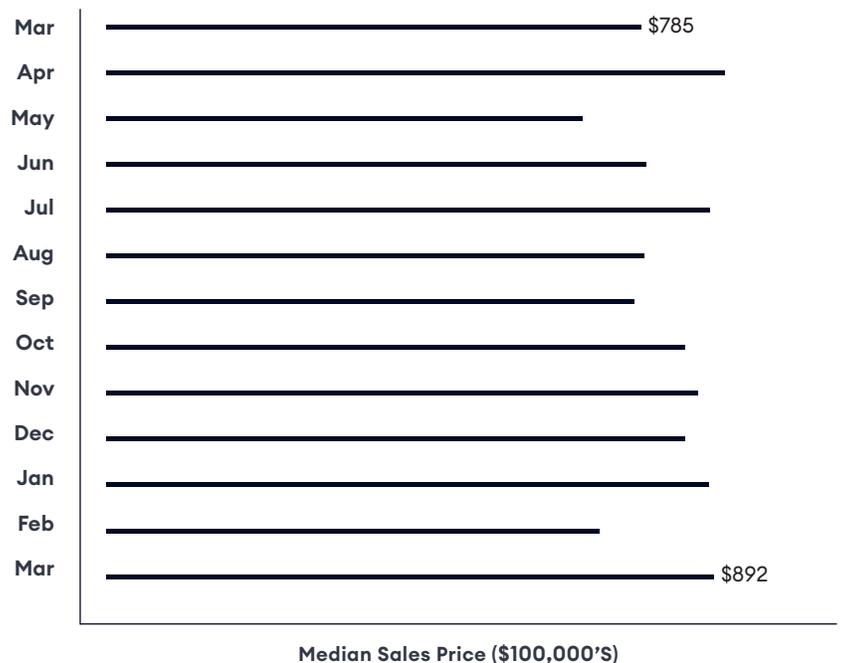
Median sales price.

**\$720**

Average price per square foot.

**30**

Properties for sale.



# Westwood - Century City

| Data*                                   | Mar 2021  | 6 Month     | 3 Month     | Mar 2022    | % Change |
|---|-----------|-------------|-------------|-------------|----------|
| Median Price .....                      | \$985,000 | \$1,020,000 | \$1,150,000 | \$1,120,000 | 13.7%    |
| Average Price per Square Foot .....     | \$875     | \$888       | \$789       | \$831       | -5.0%    |
| Properties Sold .....                   | 51        | 65          | 61          | 67          | 31.4%    |
| Properties Pending Sale .....           | 58        | 64          | 45          | 66          | 13.8%    |
| Properties For Sale .....               | 378       | 394         | 265         | 228         | -39.7%   |
| Days on Market (Pending Sale) .....     | 44        | 57          | 55          | 43          | -3.5%    |
| Percent Under Contract .....            | 15.3%     | 16.2%       | 17.0%       | 28.9%       | 88.7%    |
| Average Median Price for Last 12 Months | \$940,375 | \$1,053,146 | \$1,053,333 | \$1,009,298 | 7.3%     |

\*Information obtained from Broker Metrics, The MLS and Foreclosure Radar for all areas in Westwood - Century City Micro Market Report. Statistics are subject to change due to individual real estate company reporting disciplines.

## Current Market Snapshot

**\$1,120,000**

Median sales price.

**\$831**

Average price per square foot.

**228**

Properties for sale.

