

Q4 | 2018
Greater Los Angeles
Market Update

Sotheby's
INTERNATIONAL REALTY



BEVERLY HILLS
[255LaderaDrive.com](https://www.255LaderaDrive.com)
Offered at \$36,000,000



BEVERLY HILLS
3201ColdwaterCanyonLane.com
Offered at \$12,900,000



Greater Los Angeles

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20	Los Feliz
22	Malibu
24	Pacific Palisades
26	Santa Monica
28	Silver Lake Echo Park
30	Sunset Strip Hollywood Hills
32	Venice
34	West Hollywood



LOS FELIZ
4039CromwellAvenue.com
Offered at \$4,600,000



A MESSAGE FROM

Michael Williamson

Regional Senior Vice President for Greater Los Angeles

I take great pleasure in presenting the Greater Los Angeles Market Update for the fourth quarter of 2018.

According to the local MLS, the median and average selling price in Greater Los Angeles decreased. The average sales price of single-family homes in the Los Angeles area decreased 2% year over year from \$2.24M in 2017 to \$2.18M in 2018. The overall median selling price in Q4 2018 was \$1.38M, a 3% decrease compared to the same time last year, \$1.42M. Additionally, at 81 days the average days on the market for single-family homes remained flat in Q4 2018 compared to Q4 2017.

Sotheby's International Realty has had a white-gloved finger on the pulse of the real estate market since our flagship brokerage opened in Beverly Hills in 1995. In the pages that follow is a thorough review of the Greater Los Angeles market with an in-depth analysis of each of the neighborhoods we serve.

I hope that you enjoy exploring our quarterly market update and I invite you to discover more information online at sothebyshomes.com. If Sotheby's International Realty can be of service to you in the sale or purchase of property in California or anywhere else, please call me at (310) 786-1801 so that I may personally introduce you to a local expert.

GREATER LOS ANGELES BROKERAGES

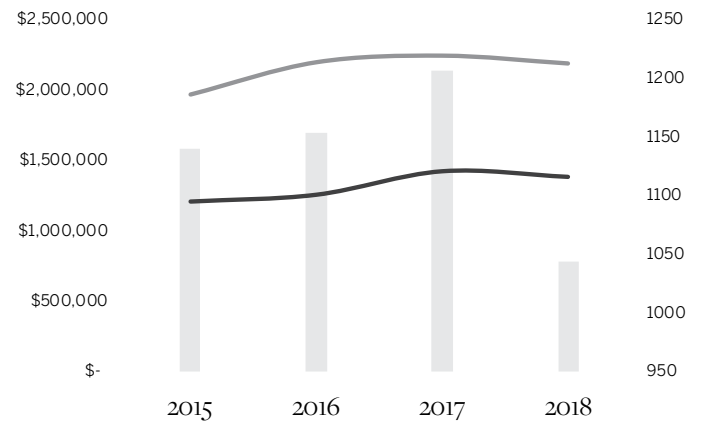
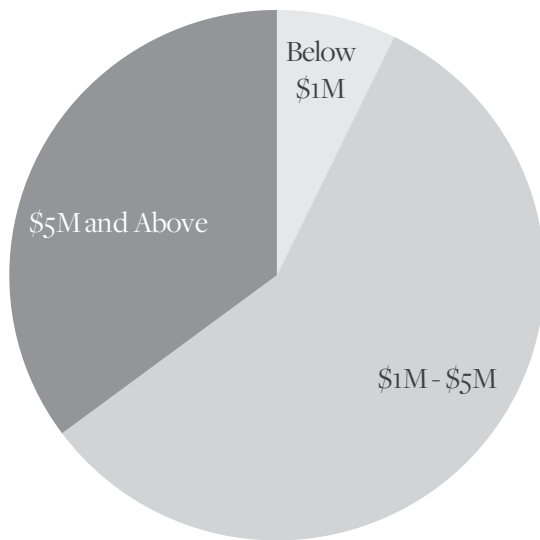
Beverly Hills | Brentwood | Los Feliz | Malibu | Pacific Palisades | Santa Monica | Sunset Strip

SOTHEBYSHOMES.COM/SOCAL

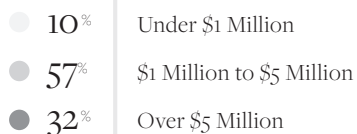
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Market Snapshot

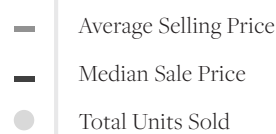
Q4 | Greater Los Angeles



Sales Volume by Price Category

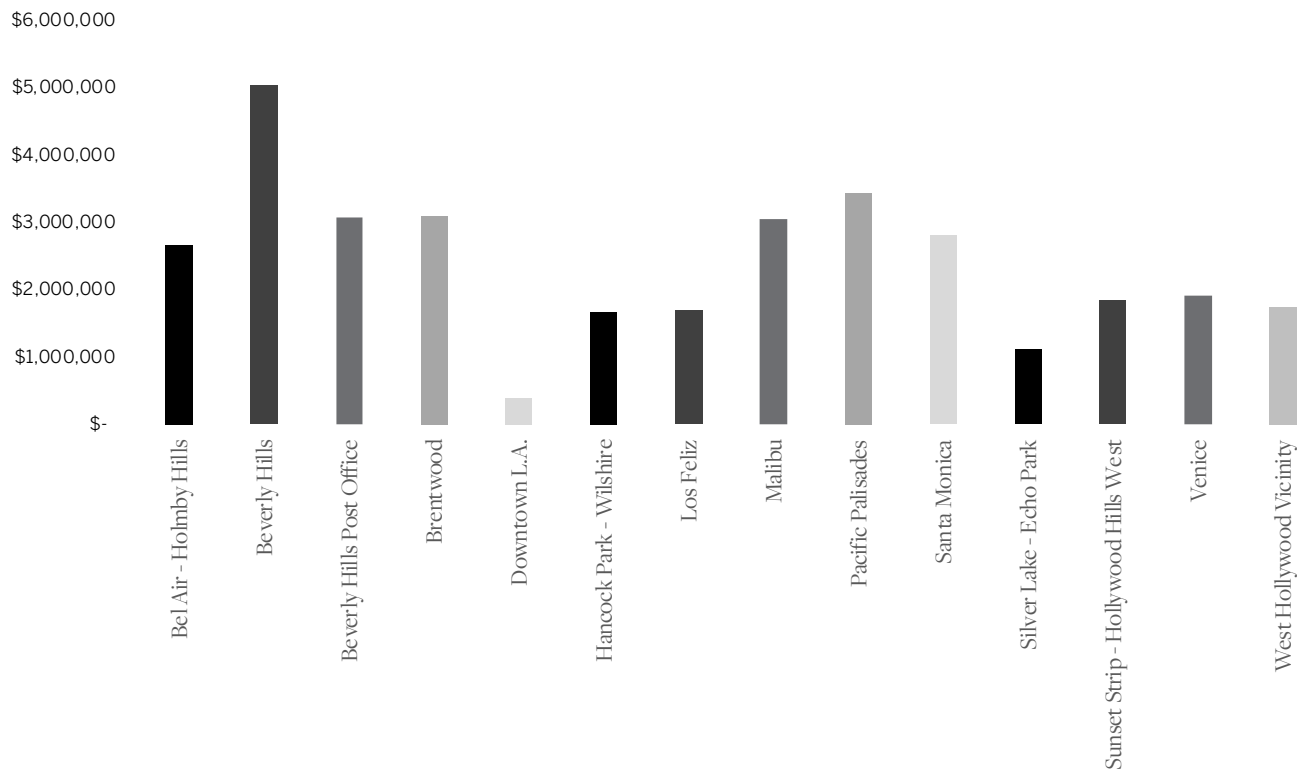


Median Selling Price vs. Average Selling Price vs. Total Units Sold



Comparison by Neighborhood

Q4 | Greater Los Angeles



Median Selling Price

● \$ 2.6m	Bel-Air Holmby Hills	● \$ 1.7m	Hancock Park / Wilshire	● \$ 1.1m	Silver Lake Echo Park
● \$ 5.0m	Beverly Hills	● \$ 1.7m	Los Feliz	● \$ 1.8m	Sunset Strip Hollywood Hills
● \$ 3.1m	Beverly Hills Post Office	● \$ 3.1m	Malibu	● \$ 1.9m	Venice
● \$ 3.1m	Brentwood	● \$ 3.4m	Pacific Palisades	● \$ 1.8m	West Hollywood
● \$ 0.4m	Downtown Los Angeles	● \$ 2.8m	Santa Monica		



{Q4 | 2018}

at a glance

BEL-AIR | HOLMBY HILLS

8%

Change in Median Selling Price
{2018 v 2017}

95

Average Days on Market

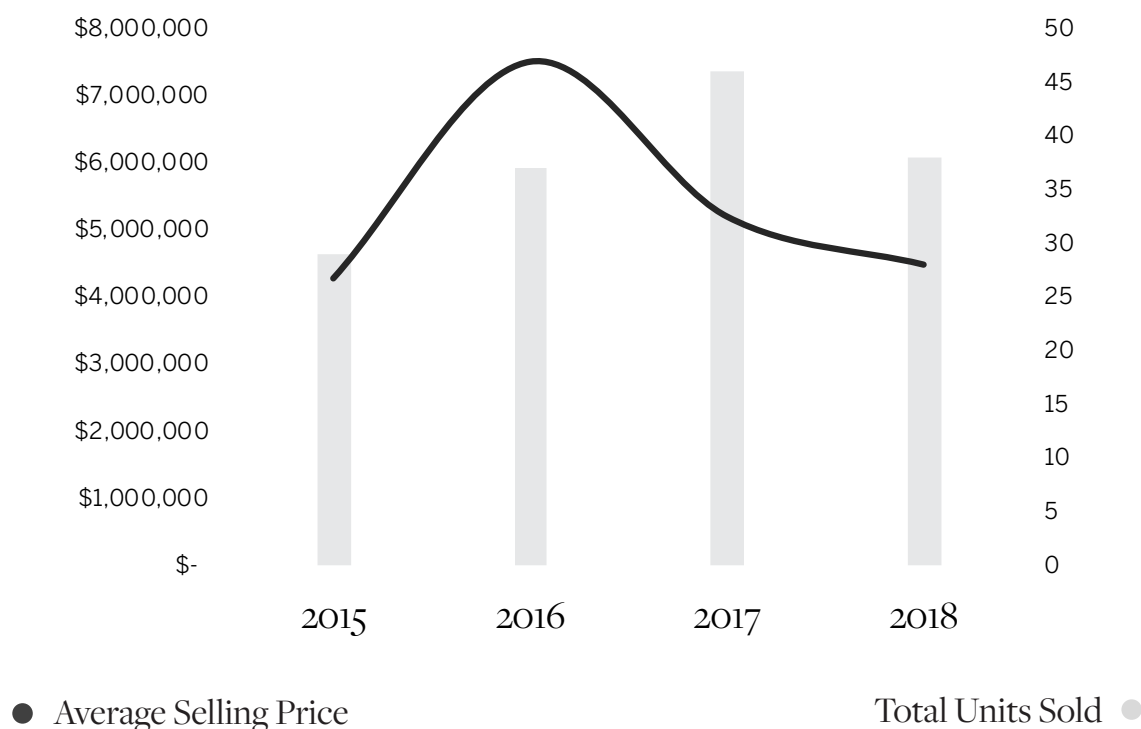
38

Units Sold

\$2.6m

Median Selling Price

Average Selling Price | Total Units Sold



About

Bel-Air & Holmby Hills

Bel-Air's stately gates off Sunset Boulevard lead down winding streets lined with lavish homes with lush vegetation. Popular with celebrities and entertainment industry elite, the neighborhood is home to the landmark Hotel Bel-Air, and offers a rare kind of seclusion in a non-stop city.

[SOTHEBYSHOMES.COM/BELAIR](https://www.sotbebyshomes.com/belair)

Q4	Median Selling Price	Sale Price vs. List Price	Closed Units	Active Inventory	Average Days on Market
{2018 vs. 2017} Change	8%	-	-17%	-37%	8%
2018	\$2,645,000	-5.4%	38	87	95
2017	\$2,440,000	-2.4%	46	137	88
2016	\$1,426,543	-10.8%	37	82	107
2015	\$2,212,500	-5.9%	29	61	95

Average Selling Price | Total Units Sold



About

Beverly Hills

Whether you are an art aficionado or feel the lure of the unparalleled shopping of Rodeo Drive, Beverly Hills is known worldwide as a premier destination for luxury.

[SOTHEBYSHOMES.COM/BEVERLYHILLS](https://www.sotthebyshomes.com/beverlyhills)

Q4	Median Selling Price	Sale Price vs. List Price	Closed Units	Active Inventory	Average Days on Market
{2018 vs. 2017} Change	-18%	-	-17%	6%	4%
2018	\$5,030,000	-8.5%	25	110	107
2017	\$6,137,500	-11.3%	30	103	103
2016	\$4,114,500	-3.6%	44	101	112
2015	\$5,757,500	4.8%	29	82	91

{Q4 | 2018}

at a glance

BEVERLY HILLS

-18%

Change in Median Selling Price
{2018 v 2017}

110

Average Days on Market

25

Units Sold

\$5m

Median Selling Price





{Q4 | 2018}

at a glance

BEVERLY HILLS POST OFFICE

-10%

Change in Median Selling Price
{2018 v 2017}

87

Average Days on Market

32

Units Sold

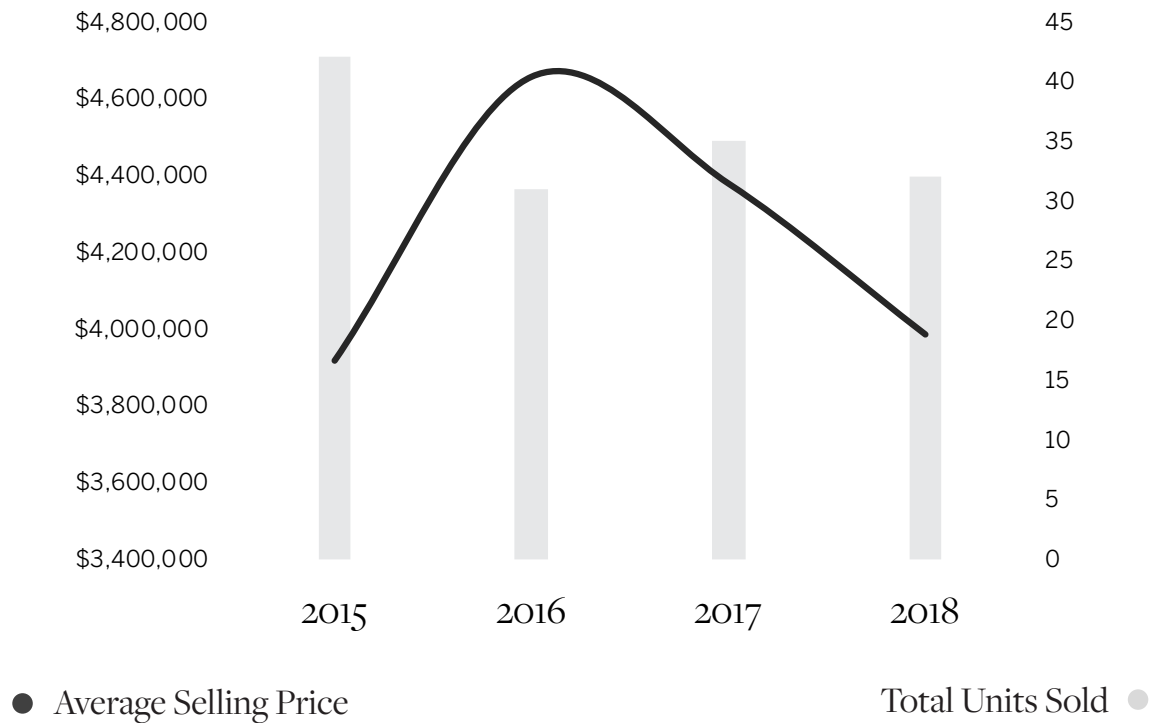
\$3.1m

Median Selling Price

WALLIS ANNENBERG CENTER
FOR THE PERFORMING ARTS

S

Average Selling Price | Total Units Sold



About

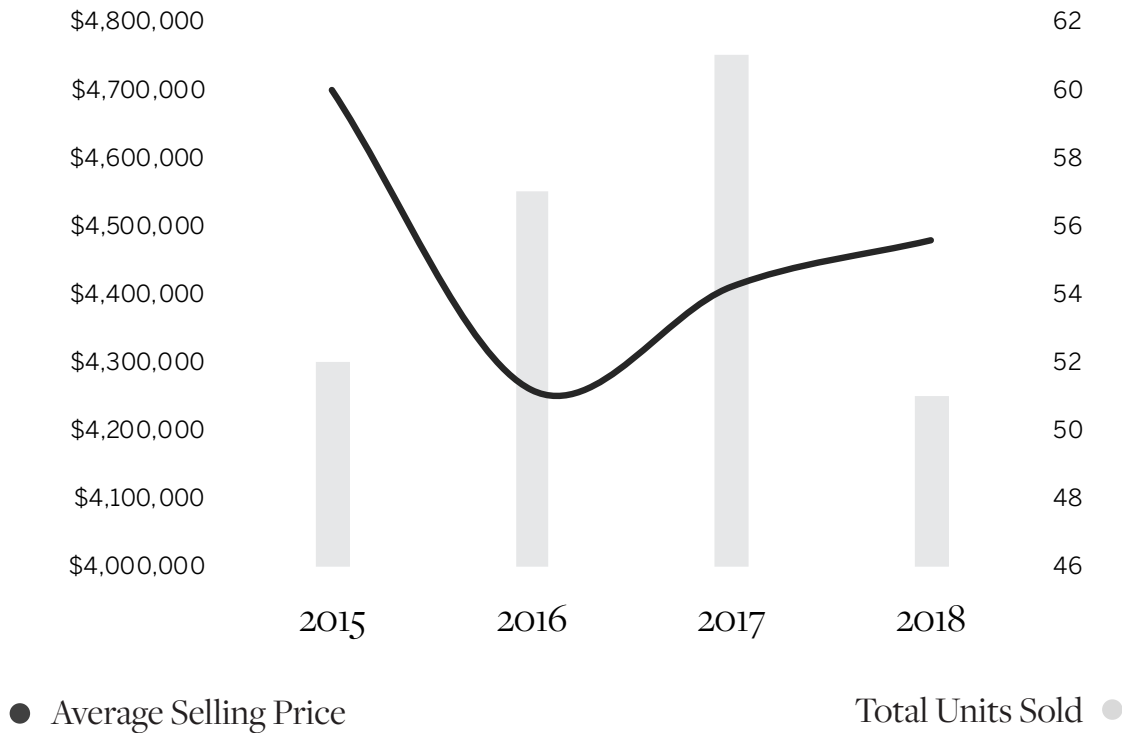
Beverly Hills Post Office

Beverly Hills Post Office is home to grand estates, mansions, as well as some of the most celebrated gated communities. The hillside location offers incredible views of the Los Angeles basin, Pacific Ocean, and Catalina Island.

[SOTHEBYSHOMES.COM/BHPO](https://www.sotthebyshomes.com/BHPO)

Q4	Median Selling Price	Sale Price vs. List Price	Closed Units	Active Inventory	Average Days on Market
{2018 vs. 2017} Change	-10%	-	-9%	-28%	-20%
2018	\$3,075,000	-5.3%	32	99	87
2017	\$3,400,000	-2.7%	35	137	108
2016	\$2,850,000	-1.6%	31	94	134
2015	\$2,662,500	-3.0%	42	71	108

Average Selling Price | Total Units Sold



About

Brentwood

Brentwood is known for its palatial estates and laid-back California elegance. It's the perfect enclave for dining at Katsu-ya or biking down San Vicente to the ocean. Perched on a hill above this chic neighborhood, take in the architecture and art on display at the Getty Center.

[SOTREBYSHOMES.COM/BRENTWOOD](https://www.sotrebysomes.com/brentwood)

Q4	Median Selling Price	Sale Price vs. List Price	Closed Units	Active Inventory	Average Days on Market
{2018 vs. 2017} Change	-7%	-	-16%	-36%	26%
2018	\$3,100,000	3.3%	51	74	101
2017	\$3,325,000	2.3%	61	115	80
2016	\$2,750,000	-7.7%	57	48	105
2015	\$2,835,875	0.4%	52	55	90

{Q4 | 2018}

at a glance

BRENTWOOD

-7%

Change in Median Selling Price
{2018 v 2017}

101

Average Days on Market

51

Units Sold

\$3.1m

Median Selling Price





{Q4 | 2018}

at a glance

DOWNTOWN LOS ANGELES

1%

Change in Median Selling Price
{2018 v 2017}

95

Average Days on Market

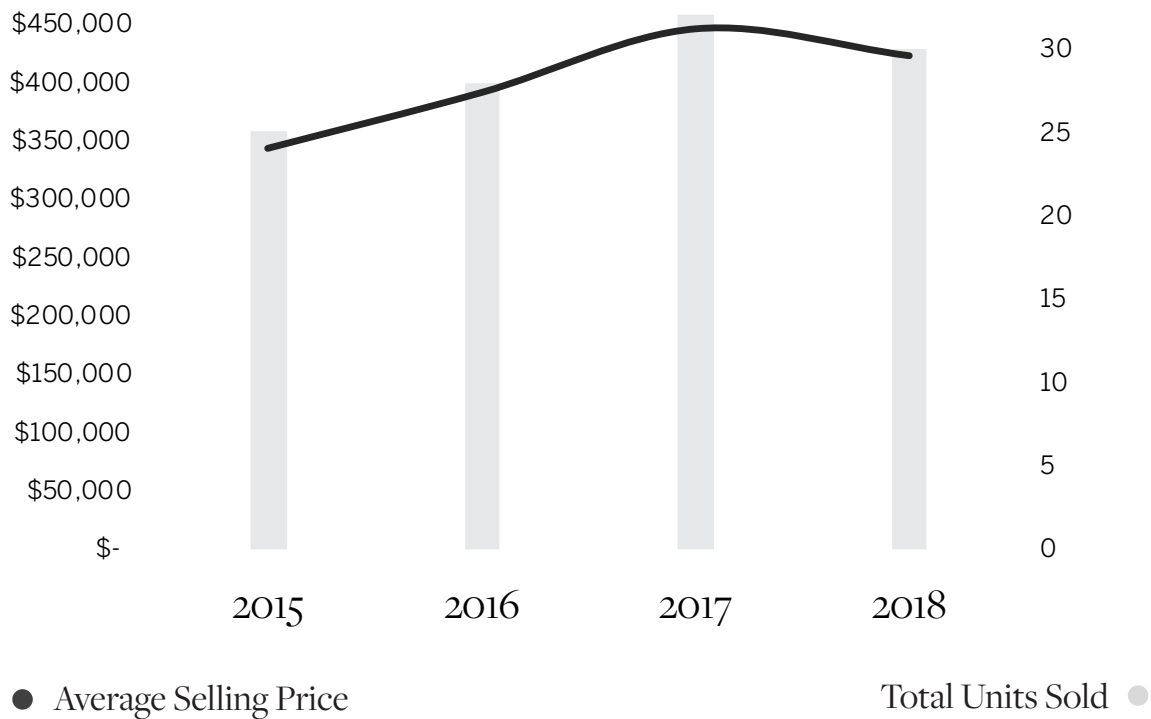
30

Units Sold

\$400k

Median Selling Price

Average Selling Price | Total Units Sold



About

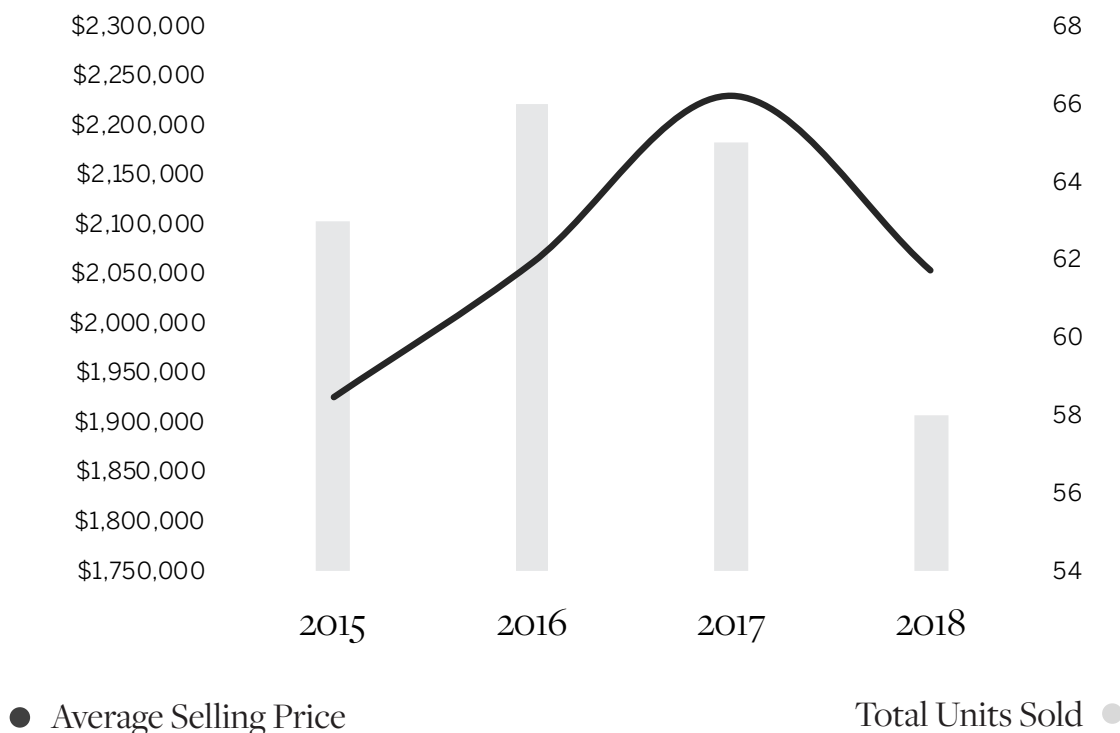
Downtown Los Angeles

Downtown L.A. offers urban living at its finest, and is the heart of L.A.'s art boom which has put the city on the world stage of contemporary art. Gleaming new landmark lofts, a central business district, and popular revolving art attract thousands of new residents to every year.

[SOTHEBYSHOMES.COM/DTLA](https://www.sotthebyshomes.com/dtla)

Q4	Median Selling Price	Sale Price vs. List Price	Closed Units	Active Inventory	Average Days on Market
{2018 vs. 2017} Change	1%	-	-6%	-11%	-39%
2018	\$380,000	-1.3%	30	31	95
2017	\$376,750	-3.6%	32	35	156
2016	\$330,500	-0.6%	28	25	107
2015	\$305,000	-3.2%	25	30	95

Average Selling Price | Total Units Sold



About

Hancock Park/Wilshire

Centrally located and surrounded by the Wilshire Country Club, Hancock Park boasts some of the best classical Los Angeles architecture, making it one of the most desirable areas in all of Southern California.

[SOTREBYSHOMES.COM/HANCOCKPARK](https://www.sotrebysomes.com/hancockpark)

Q4	Median Selling Price	Sale Price vs. List Price	Closed Units	Active Inventory	Average Days on Market
{2018 vs. 2017} Change	-2%	-	-11%	21%	44%
2018	\$1,658,000	-0.9%	58	75	96
2017	\$1,690,000	-0.5%	65	62	67
2016	\$1,676,000	-1.2%	66	50	94
2015	\$1,355,000	-1.7%	63	50	74

{Q4 | 2018}

at a glance

HANCOCK PARK/WILSHIRE

-2%

Change in Median Selling Price
{2018 v 2017}

96

Average Days on Market

58

Units Sold

\$1.7m

Median Selling Price



{Q4 | 2018}

at a glance

LOS FELIZ

-2%

Change in Median Selling Price
{2018 v 2017}

62

Average Days on Market

51

Units Sold

\$1.7m

Median Selling Price

Average Selling Price | Total Units Sold



About

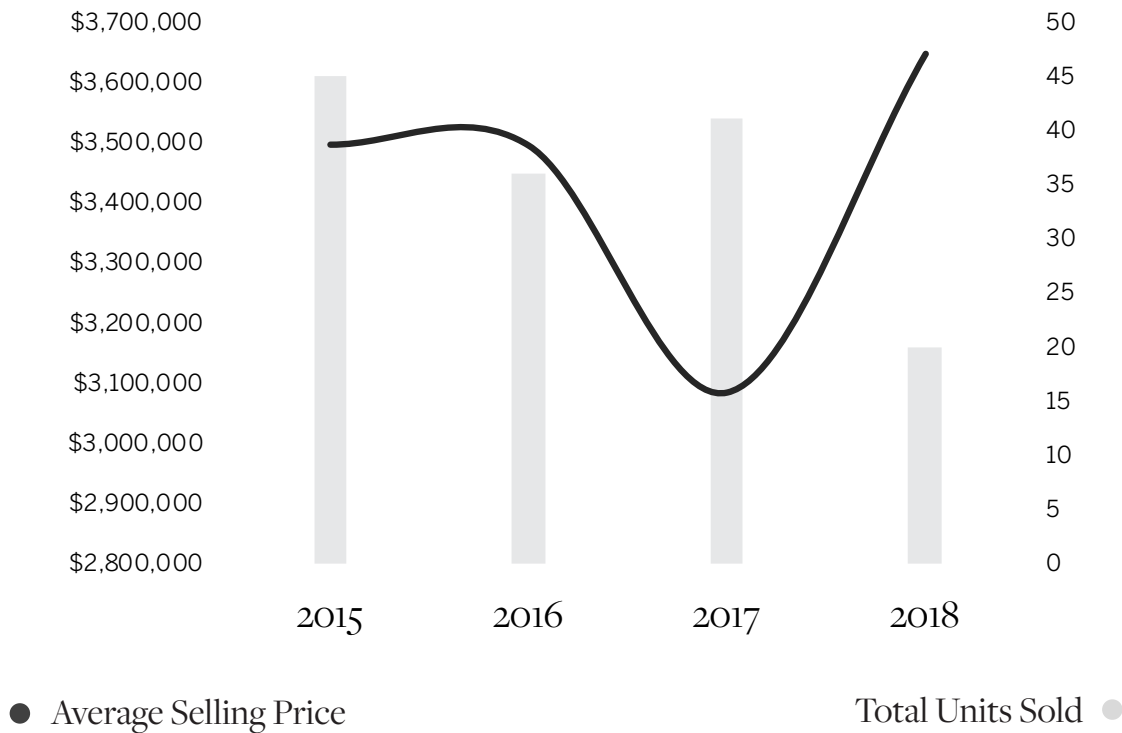
Los Feliz

Los Feliz is a creative neighborhood with an independent vibe all its own. This historic neighborhood is steeped in architectural history, boasting homes designed by Richard Neutra, John Lautner, and Frank Lloyd Wright.

[SOTHEBYSHOMES.COM/LOSFELIZ](https://www.sotthebyshomes.com/losofeliz)

Q4	Median Selling Price	Sale Price vs. List Price	Closed Units	Active Inventory	Average Days on Market
{2018 vs. 2017} Change	-2%	-	9%	-52%	-10%
2018	\$1,686,000	-0.8%	51	31	62
2017	\$1,720,000	1.2%	47	65	69
2016	\$1,715,625	-3.2%	44	45	79
2015	\$1,515,000	-0.6%	44	35	89

Average Selling Price | Total Units Sold



About

Malibu

With nearly 27 miles of gorgeous coastline covered in pristine beaches, Malibu is one of the most storied oceanfront communities on the West Coast. The area offers long strands of private beaches, world-class surfing at Zuma and El Matador, and front-row seats to unforgettable sunsets. Malibu is both classic California and understated/rustic elegance.

[SOTHEBYSHOMES.COM/MALIBU](https://www.sotthebyshomes.com/malibu)

Q4	Median Selling Price	Sale Price vs. List Price	Closed Units	Active Inventory	Average Days on Market
{2018 vs. 2017} Change	29%	-	-51%	-37%	16%
2018	\$3,050,000	-4.7%	20	114	188
2017	\$2,365,000	-5.4%	41	181	161
2016	\$2,512,500	-4.2%	36	131	167
2015	\$2,420,000	-3.0%	45	131	175

{Q4 | 2018}

at a glance

MALIBU

29%

Change in Median Selling Price
{2018 v 2017}

188

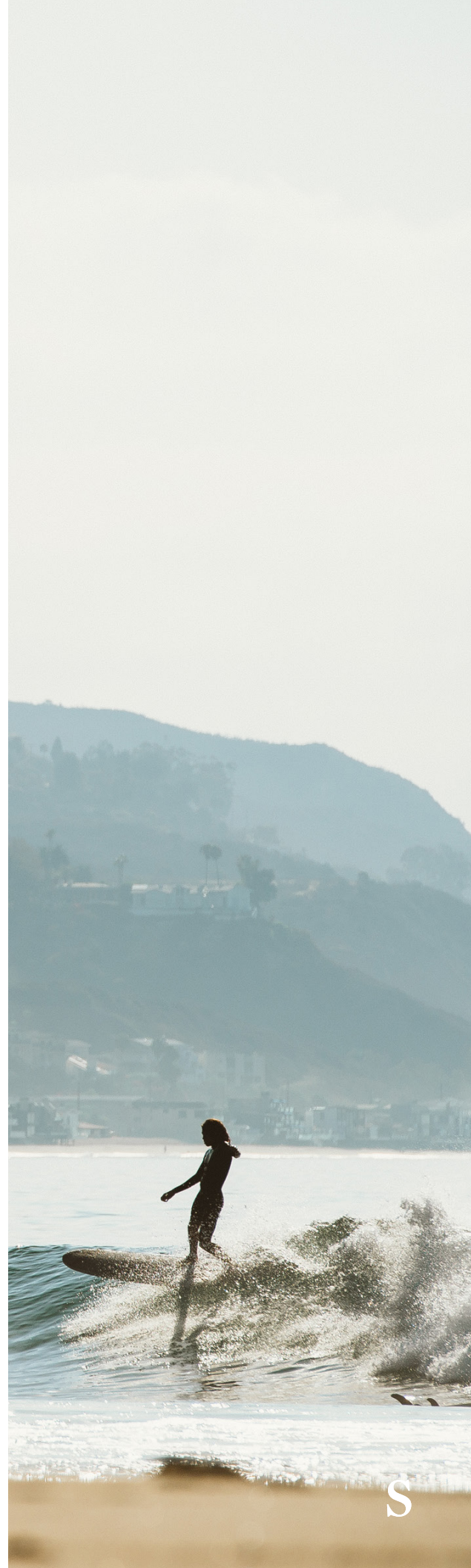
Average Days on Market

20

Units Sold

\$3.1m

Median Selling Price





S

{Q4 | 2018}

at a glance

PACIFIC PALISADES

3%

Change in Median Selling Price
{2018 v 2017}

84

Average Days on Market

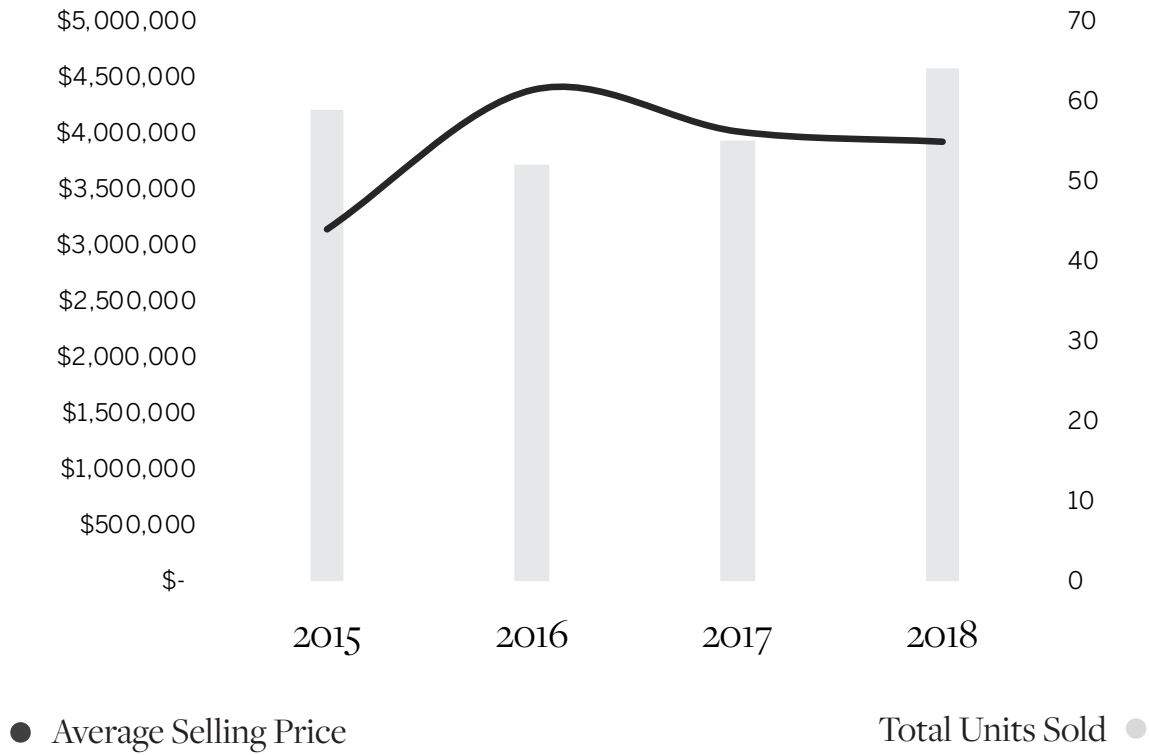
64

Units Sold

\$3.4m

Median Selling Price

Average Selling Price | Total Units Sold



About

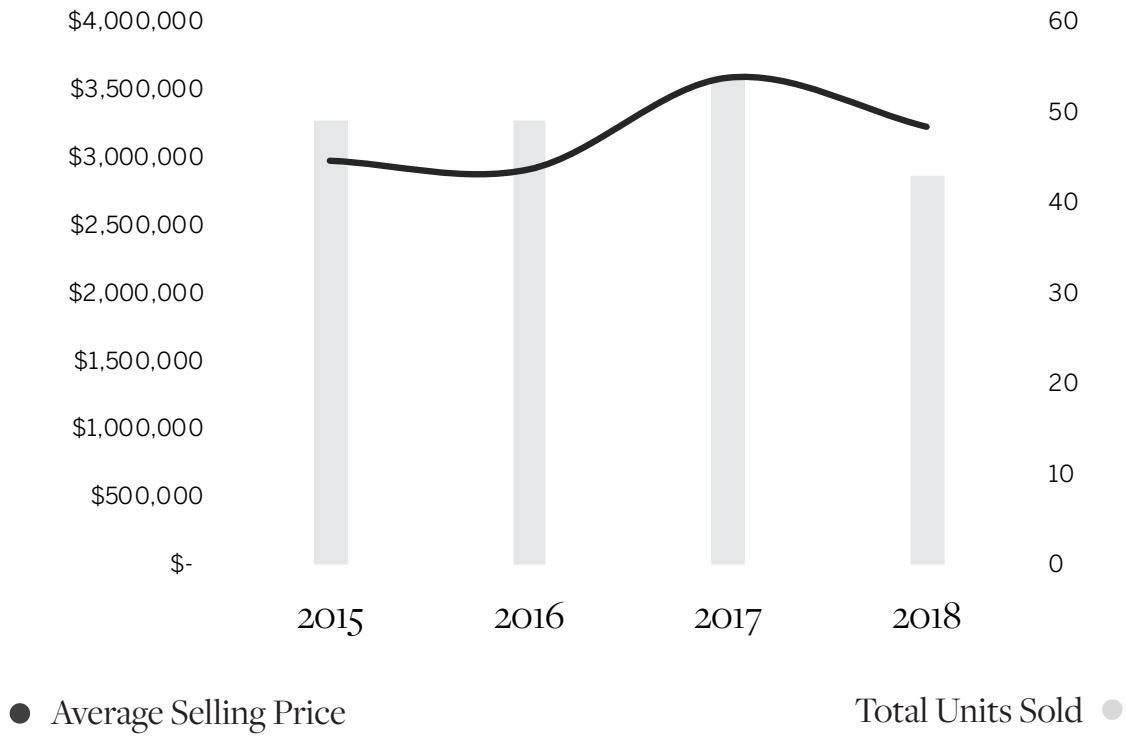
Pacific Palisades

More a retreat than an urban neighborhood, the Palisades sits against a stunning backdrop with views of the Santa Monica mountains, the Pacific Coast, and several canyons that run between them. The Palisades are a green oasis within Los Angeles.

[SOTHEBYSHOMES.COM/PACIFICPALISADES](https://www.sotweb.com/PACIFICPALISADES)

Q4	Median Selling Price	Sale Price vs. List Price	Closed Units	Active Inventory	Average Days on Market
{2018 vs. 2017} Change	3%	-	16%	-24%	-8%
2018	\$3,436,000	1.6%	64	69	84
2017	\$3,340,000	-1.6%	55	91	92
2016	\$3,259,000	-6.7%	52	60	101
2015	\$2,650,000	-5.4%	59	62	91

Average Selling Price | Total Units Sold



About

Santa Monica

L.A.'s premier beach destination, Santa Monica blends urban energy, beach town atmosphere, and world-class oceanfront hotels like Shutters and Casa Del Mar, whose back yard is the glorious Pacific Ocean.

[SOTHEBYSHOMES.COM/SANTAMONICA](https://www.sotthebyshomes.com/santamonica)

Q4	Median Selling Price	Sale Price vs. List Price	Closed Units	Active Inventory	Average Days on Market
{2018 vs. 2017} Change	-19%	-	-20%	-35%	13%
2018	\$2,795,000	-2.6%	43	39	82
2017	\$3,450,000	-1.2%	54	60	73
2016	\$2,320,000	3.1%	49	23	80
2015	\$2,550,000	-5.2%	49	41	80

{Q4 | 2018}

at a glance

SANTA MONICA

-19%

Change in Median Selling Price
{2018 v 2017}

82

Average Days on Market

43

Units Sold

\$2.8m

Median Selling Price





{Q4 | 2018}

at a glance

SILVER LAKE / ECHO PARK

2%

Change in Median Selling Price
{2018 v 2017}

70

Average Days on Market

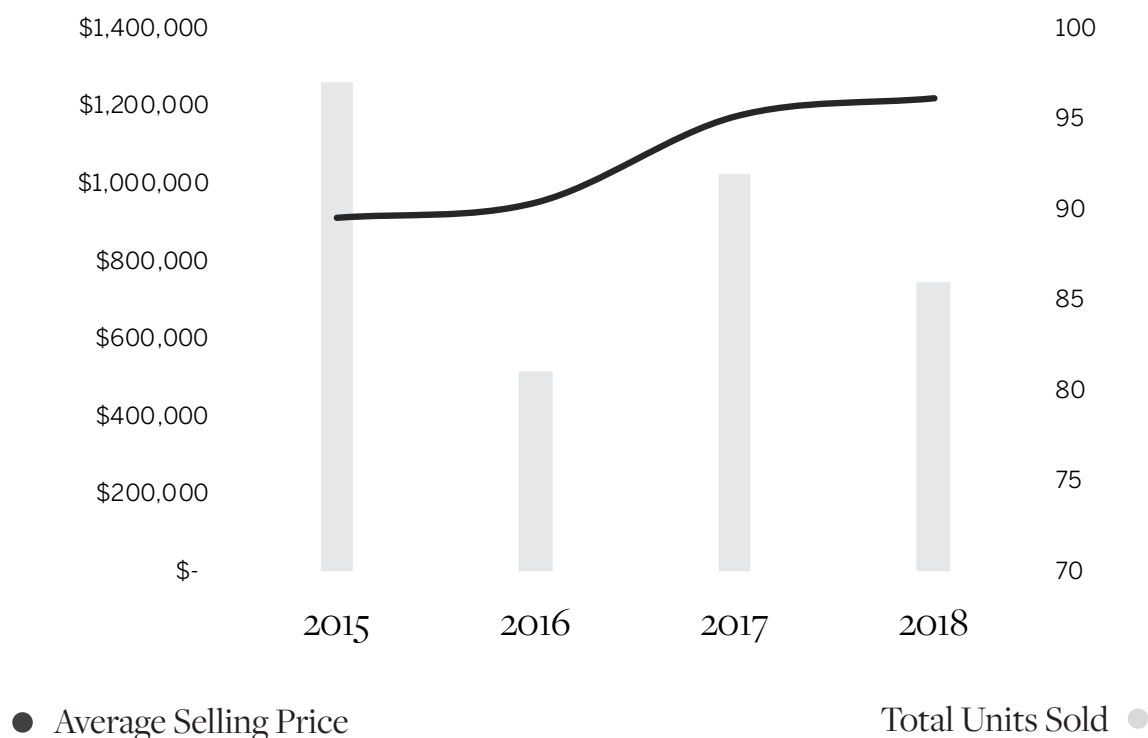
86

Units Sold

\$1.1m

Median Selling Price

Average Selling Price | Total Units Sold



About

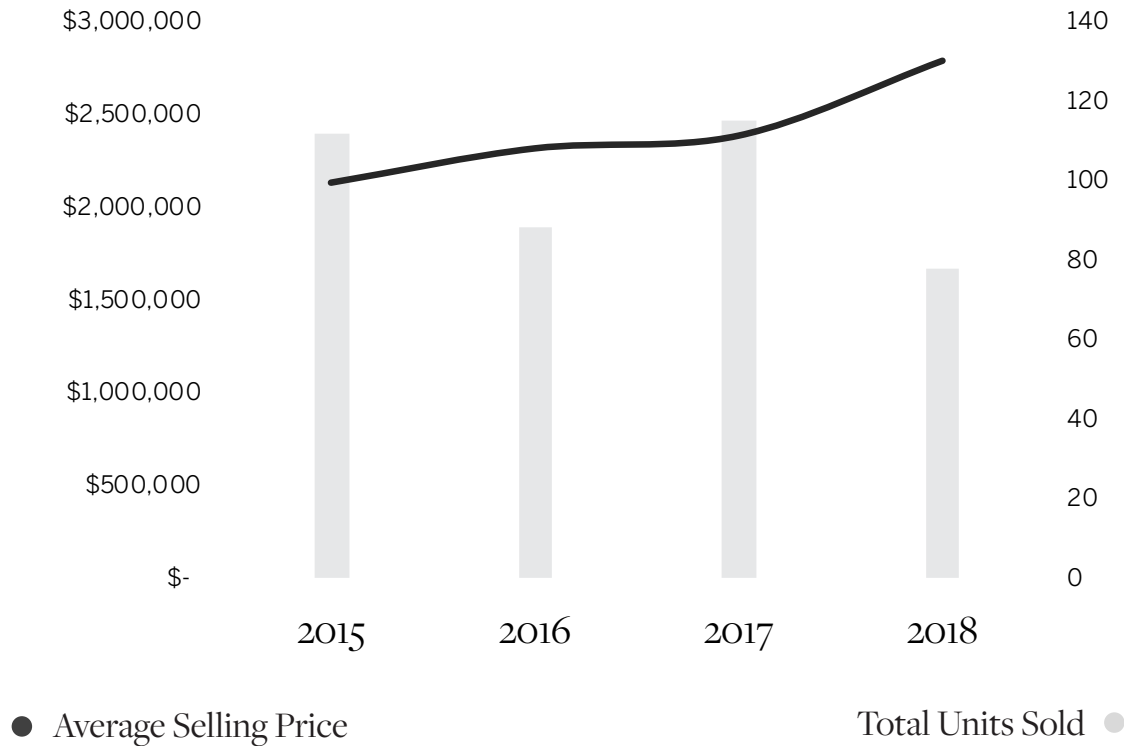
Silver Lake/Echo Park

Rock 'n' roll attitudes contrast the refined and modern homes of Silver Lake. This hilly neighborhood is one of L.A.'s most walkable areas and is home of its namesake reservoir and cutting-edge music scene.

[SOTHEBYSHOMES.COM/SILVERLAKE](https://www.sotthebyshomes.com/silverlake)

Q4	Median Selling Price	Sale Price vs. List Price	Closed Units	Active Inventory	Average Days on Market
{2018 vs. 2017} Change	2%	-	-7%	-34%	3%
2018	\$1,100,750	4.2%	86	52	70
2017	\$1,084,500	8.6%	92	79	68
2016	\$892,894	5.1%	81	57	95
2015	\$874,000	2.9%	97	53	78

Average Selling Price | Total Units Sold



About

Sunset Strip/Hollywood Hills

Hollywood's fame is rooted in its cultural identity, peerless entertainment industry, and historical significance as the origin of American cinema. Get a perfect martini at Musso & Frank's, which has been serving drinks since 1919 to the likes of Charlie Chaplin and William Faulkner, and then stroll down to the Roosevelt Hotel for a nightcap.

[SOTHEBYSHOMES.COM/SUNSETSTRIP](https://www.sotthebyshomes.com/sunsetstrip)

Q4	Median Selling Price	Sale Price vs. List Price	Closed Units	Active Inventory	Average Days on Market
{2018 vs. 2017} Change	-0.3%	-	-32%	-31%	12%
2018	\$1,824,500	-3.8%	78	196	102
2017	\$1,830,000	1.7%	115	284	91
2016	\$1,695,501	-1.7%	88	157	92
2015	\$1,697,000	-3.7%	112	155	92

{Q4 | 2018}

at a glance

SUNSET STRIP / HOLLYWOOD HILLS

-0.3%

Change in Median Selling Price
{2018 v 2017}

102

Average Days on Market

78

Units Sold

\$1.8m

Median Selling Price



S



{Q4 | 2018}

at a glance

VENICE

-3%

Change in Median Selling Price
{2018 v 2017}

73

Average Days on Market

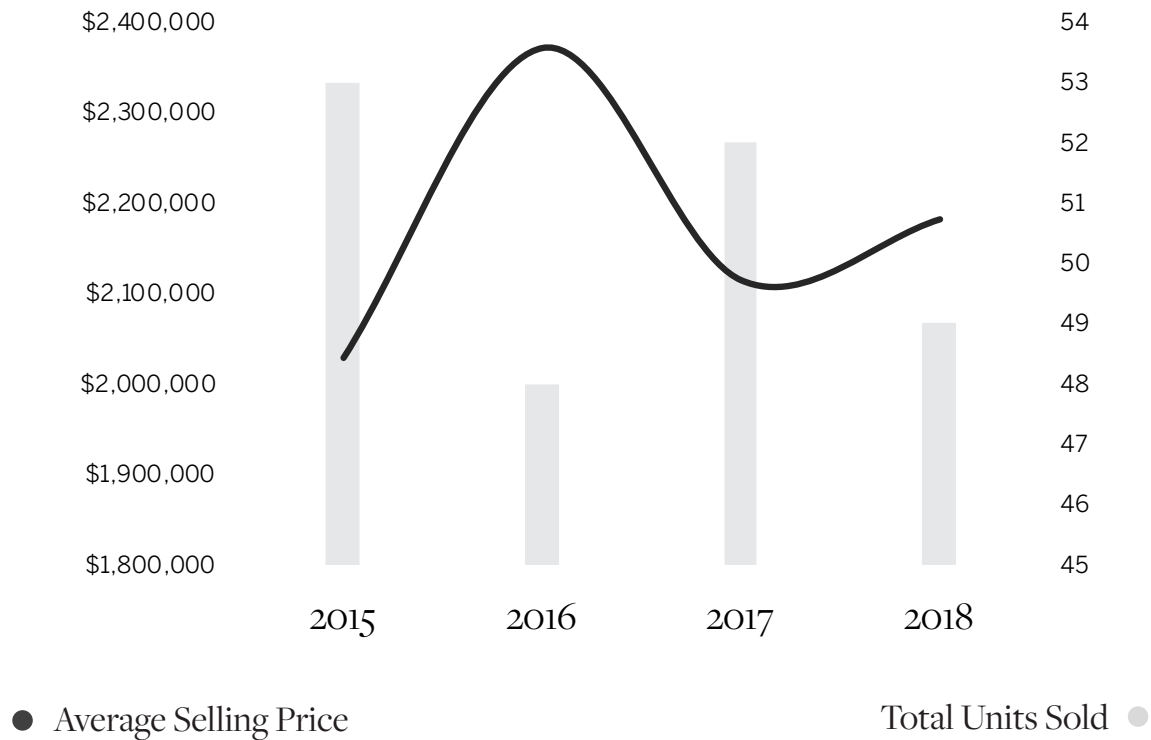
49

Units Sold

\$1.9m

Median Selling Price

Average Selling Price | Total Units Sold



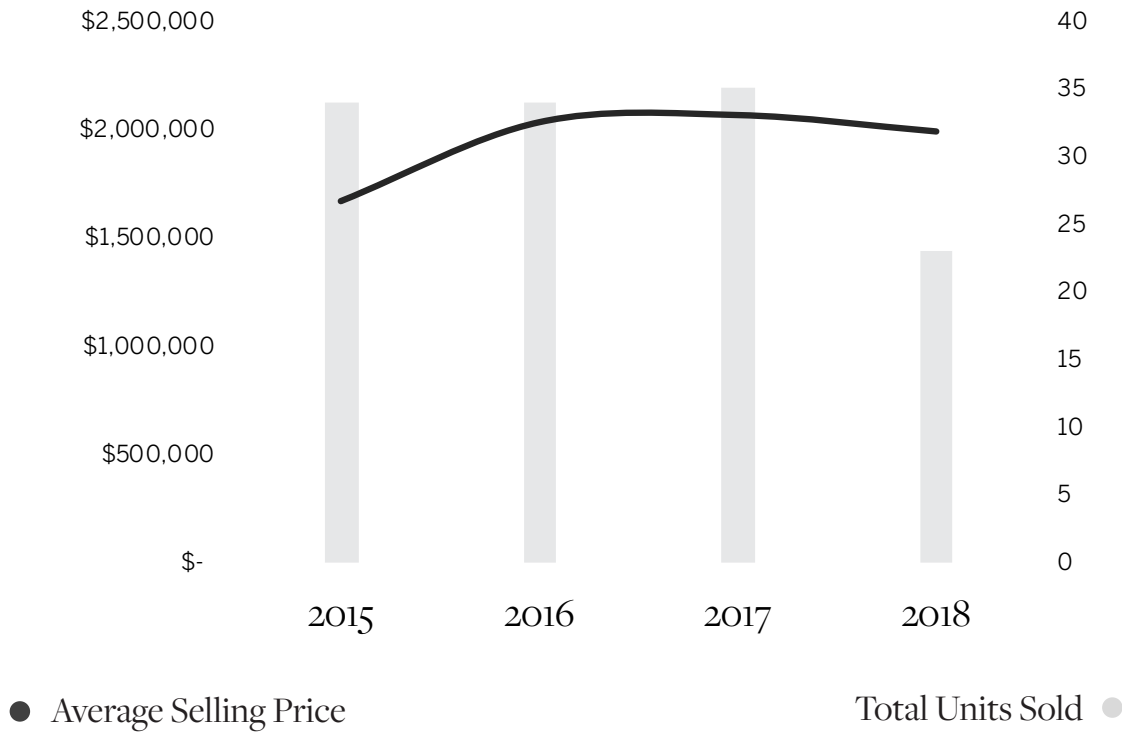
About Venice

Welcome to the heart of Silicon Beach. Admire the street art and commissioned murals in old Venice, alongside a new community of creative entrepreneurs, startups, and venture capitalists. Stroll through Abbot Kinney, the “coolest block in America.” Explore the historic Venice Canals, a tranquil and hidden gem, and finish the evening with dinner at Gjolina.

[SOTHEBYSHOMES.COM/VENICE](https://sothebyshomes.com/venice)

Q4	Median Selling Price	Sale Price vs. List Price	Closed Units	Active Inventory	Average Days on Market
{2018 vs. 2017} Change	-3%	-	-6%	-20%	-9%
2018	\$1,900,000	-4.8%	49	56	73
2017	\$1,962,500	-1.1%	52	70	80
2016	\$1,978,000	1.7%	48	49	96
2015	\$1,700,000	0.1%	53	48	78

Average Selling Price | Total Units Sold



About

West Hollywood

West Hollywood is a thriving, diverse community on the leading edge of culture, entertainment, and design. "WeHo" is home to the Pacific Design Center and ground zero for Los Angeles's thriving Interior Design and Architectural community.

[SOTHEBYSHOMES.COM/WESTHOLLYWOOD](https://www.sotthebyshomes.com/westhollywood)

Q4	Median Selling Price	Sale Price vs. List Price	Closed Units	Active Inventory	Average Days on Market
{2018 vs. 2017} Change	5%	-	-34%	-13%	-24%
2018	\$1,750,000	-5.9%	23	34	65
2017	\$1,667,500	-1.6%	35	39	85
2016	\$1,688,525	-3.9%	34	27	79
2015	\$1,512,500	2.7%	34	19	84

{Q4 | 2018}

at a glance

WEST HOLLYWOOD

5%

Change in Median Selling Price
{2018 v 2017}

65

Average Days on Market

23

Units Sold

\$1.8m

Median Selling Price







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