

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JUNE
2022



LOS ANGELES CITY

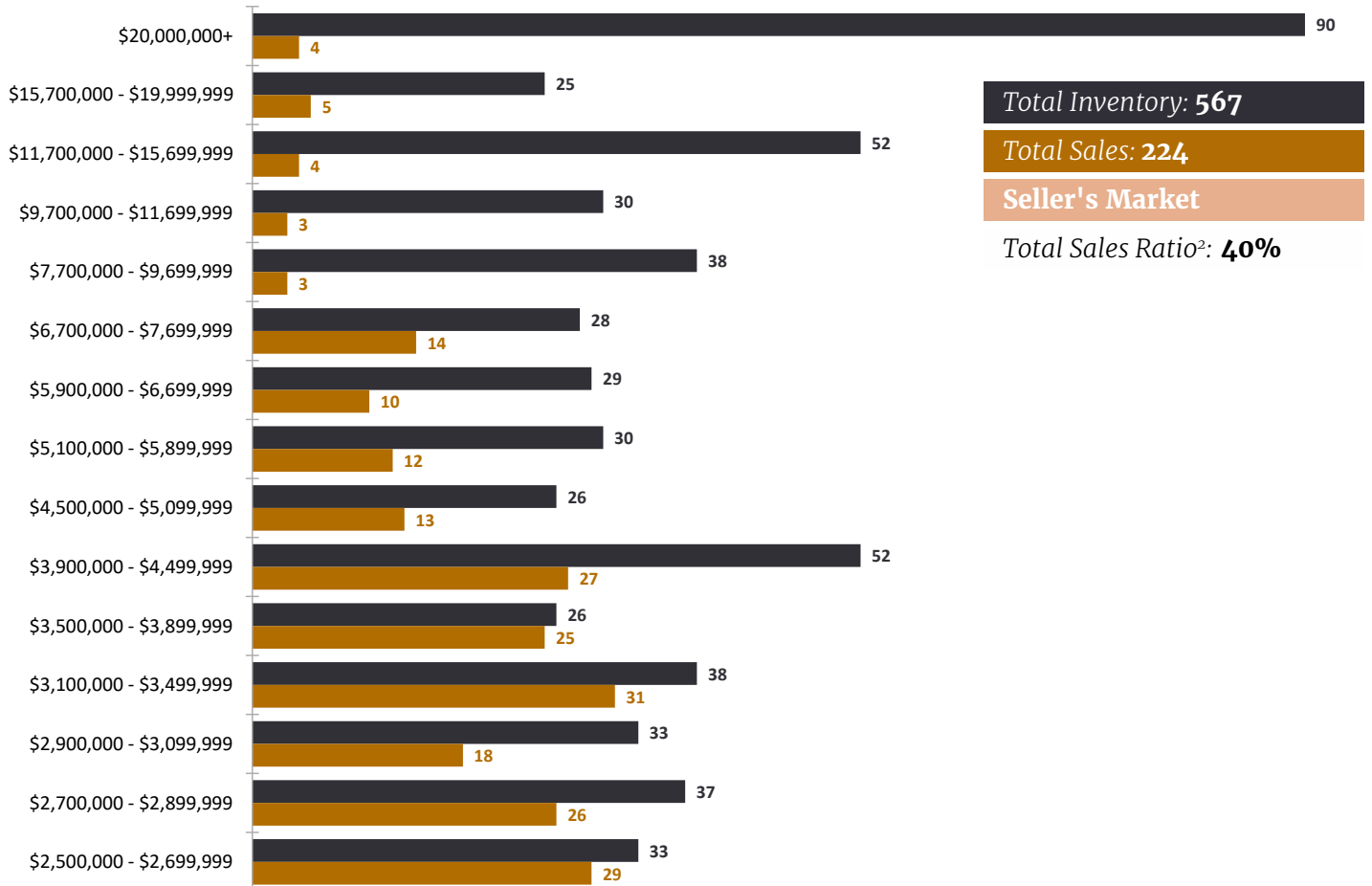
CALIFORNIA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | MAY 2022

Inventory Sales

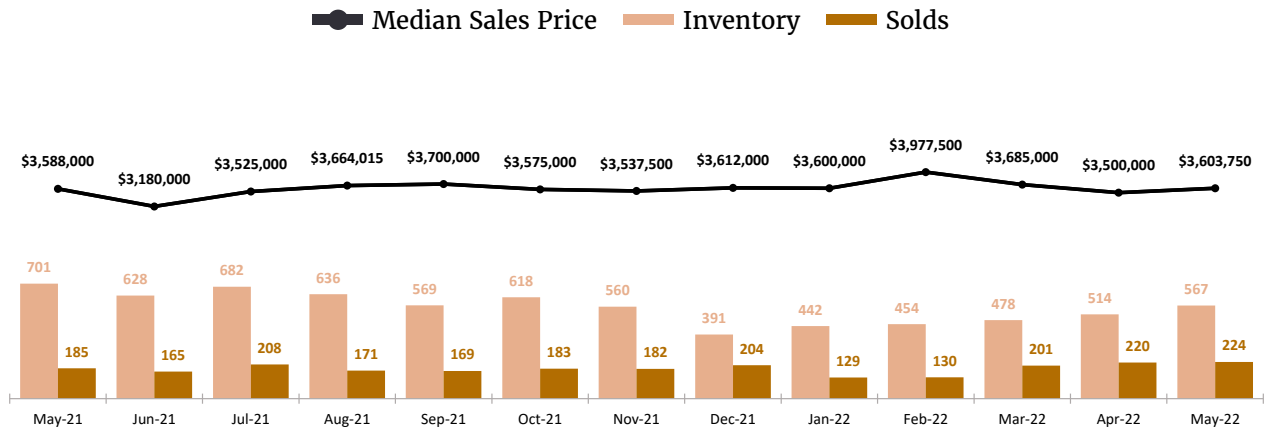
Luxury Benchmark Price¹: **\$2,500,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$2,850,000	3	3	82	97	85%
3,000 - 3,999	\$3,600,000	4	5	47	97	48%
4,000 - 4,999	\$4,285,000	4	5	44	70	63%
5,000 - 5,999	\$5,377,500	5	6	24	67	36%
6,000 - 6,999	\$7,375,000	6	8	10	47	21%
7,000+	\$14,980,000	6	9	12	157	8%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2021 May 2022

701 567

VARIANCE: -19%

TOTAL SOLDS

May 2021 May 2022

185 224

VARIANCE: 21%

SALES PRICE

May 2021 May 2022

\$3.59m \$3.60m

VARIANCE: 0%

SALE PRICE PER SQFT.

May 2021 May 2022

\$974 \$1,134

VARIANCE: 16%

SALE TO LIST PRICE RATIO

May 2021 May 2022

98.27% 100.78%

VARIANCE: 3%

DAYS ON MARKET

May 2021 May 2022

27 14

VARIANCE: -48%

LA - CITY MARKET SUMMARY | MAY 2022

- The LA - City single-family luxury market is a **Seller's Market** with a **40% Sales Ratio**.
- Homes sold for a median of **100.78% of list price** in May 2022.
- The most active price band is **\$3,500,000-\$3,899,999**, where the sales ratio is **96%**.
- The median luxury sales price for single-family homes is **\$3,603,750**.
- The median days on market for May 2022 was **14** days, down from **27** in May 2021.

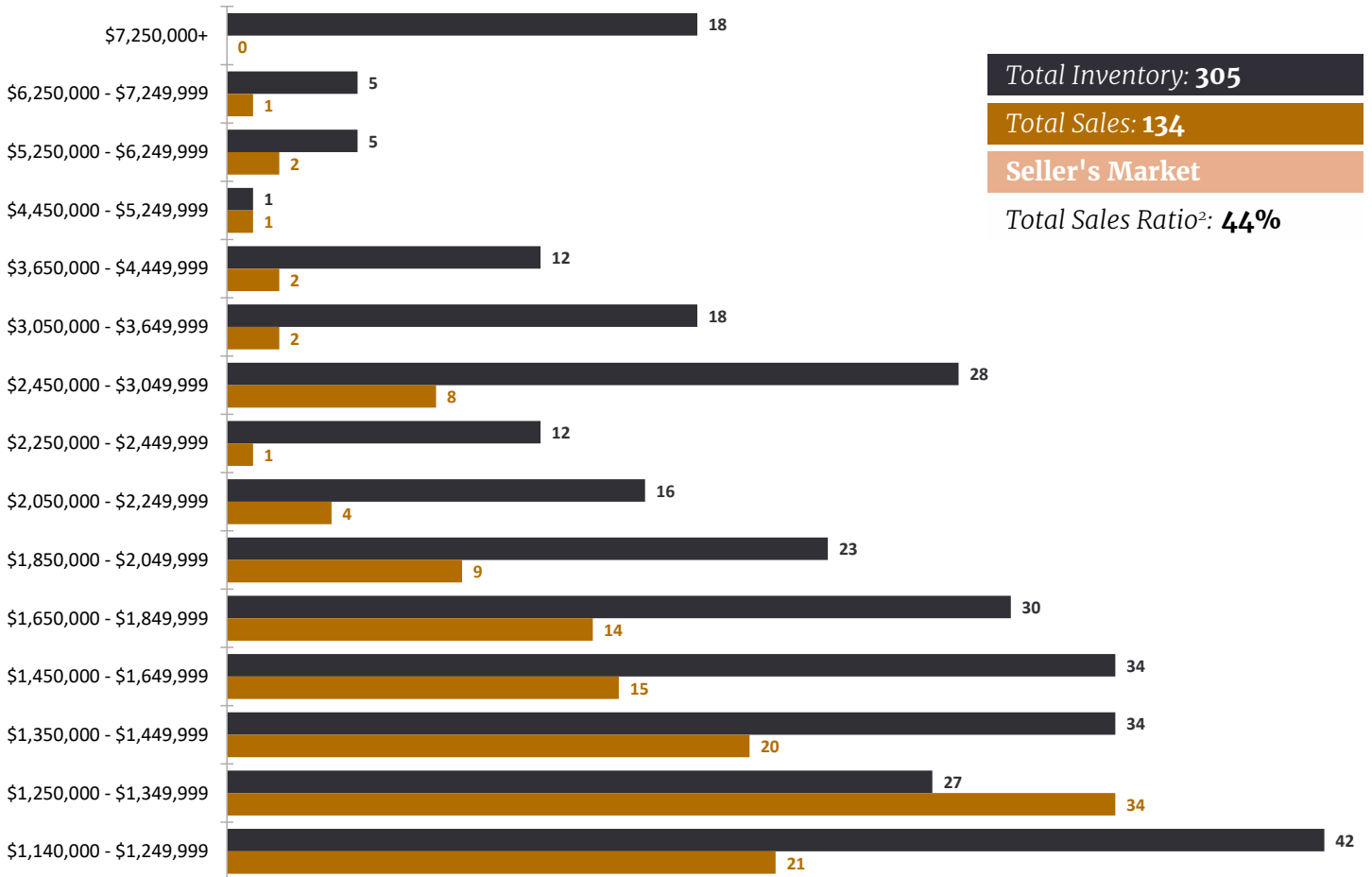
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | MAY 2022

Inventory Sales

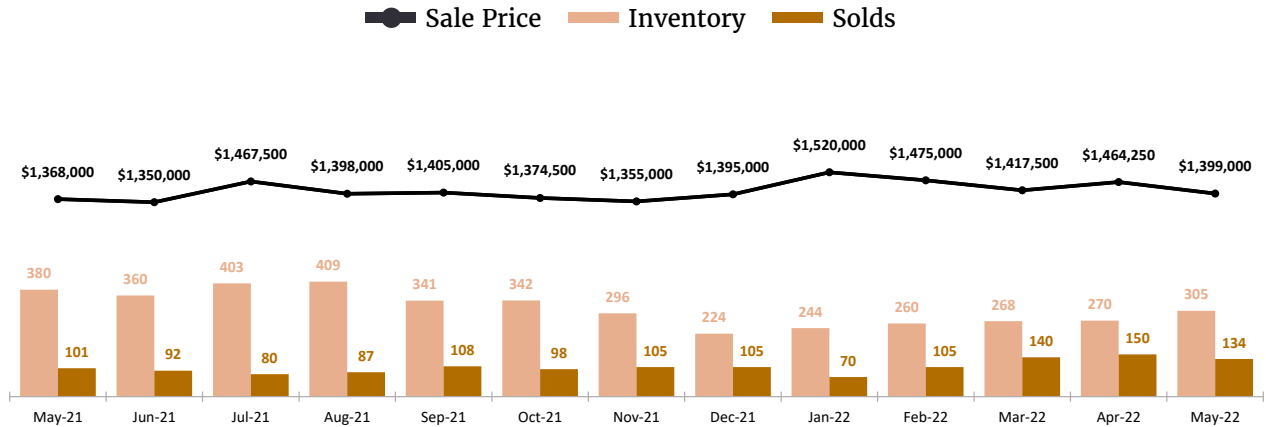
Luxury Benchmark Price¹: **\$1,140,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,850,000	1	1	1	2	50%
1,000 - 1,599	\$1,310,000	2	3	33	68	49%
1,600 - 2,199	\$1,350,000	2	3	71	116	61%
2,200 - 2,799	\$1,825,000	3	3	18	61	30%
2,800 - 3,399	\$2,399,995	3	4	4	31	13%
3,400+	\$3,180,000	4	5	6	24	25%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2021 May 2022
380 **305**

VARIANCE: **-20%**

TOTAL SOLDS

May 2021 May 2022
101 **134**

VARIANCE: **33%**

SALES PRICE

May 2021 May 2022
\$1.37m **\$1.40m**

VARIANCE: **2%**

SALE PRICE PER SQFT.

May 2021 May 2022
\$760 **\$798**

VARIANCE: **5%**

SALE TO LIST PRICE RATIO

May 2021 May 2022
98.93% **100.00%**

VARIANCE: **1%**

DAYS ON MARKET

May 2021 May 2022
26 **12**

VARIANCE: **-54%**

LA - CITY MARKET SUMMARY | MAY 2022

- The LA - City attached luxury market is a **Seller's Market** with a **44% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in May 2022.
- The most active price band is **\$1,250,000-\$1,349,999**, where the sales ratio is **126%**.
- The median luxury sales price for attached homes is **\$1,399,000**.
- The median days on market for May 2022 was **12** days, down from **26** in May 2021.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.