

Santa Monica Market Report

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Key Takeaways

- **Prices have increased across most asset types, with multifamily and single-family homes leading**
→ Single family median approached ~\$3.8M and multifamily ~\$2.7M, both trending upward in March.
- **Price per square foot shows mixed movement, not a clean upward trend**
→ SFR saw recent softness (~\$1,650/sqft), condos remained stable (~\$1,000/sqft), while multifamily continued rising to 6-month highs.
- **Larger properties command a clear premium on both sales and rentals**
→ Significant pricing jump for 4+ bedroom homes and extremely strong rental premiums for large units (4–5 beds).
- **Homes are selling faster, but still below asking on average**
→ Days on market declining since December, yet list-to-sale ratios indicate continued buyer negotiation, especially for SFR.
- **Transaction activity is stable to slightly increasing, with condos driving volume**
→ Condo sales count spiked, while SFR remained steady and multifamily volume increased modestly.
- **Rental market pulled back in March after recent increases**
→ Median rent declined to ~\$4,700 following two months of growth, indicating short-term volatility rather than a sustained drop.

Pricing remains highly location-dependent within Santa Monica

→ Coastal and North of Montana areas dominate higher price tiers, while more affordable activity clusters

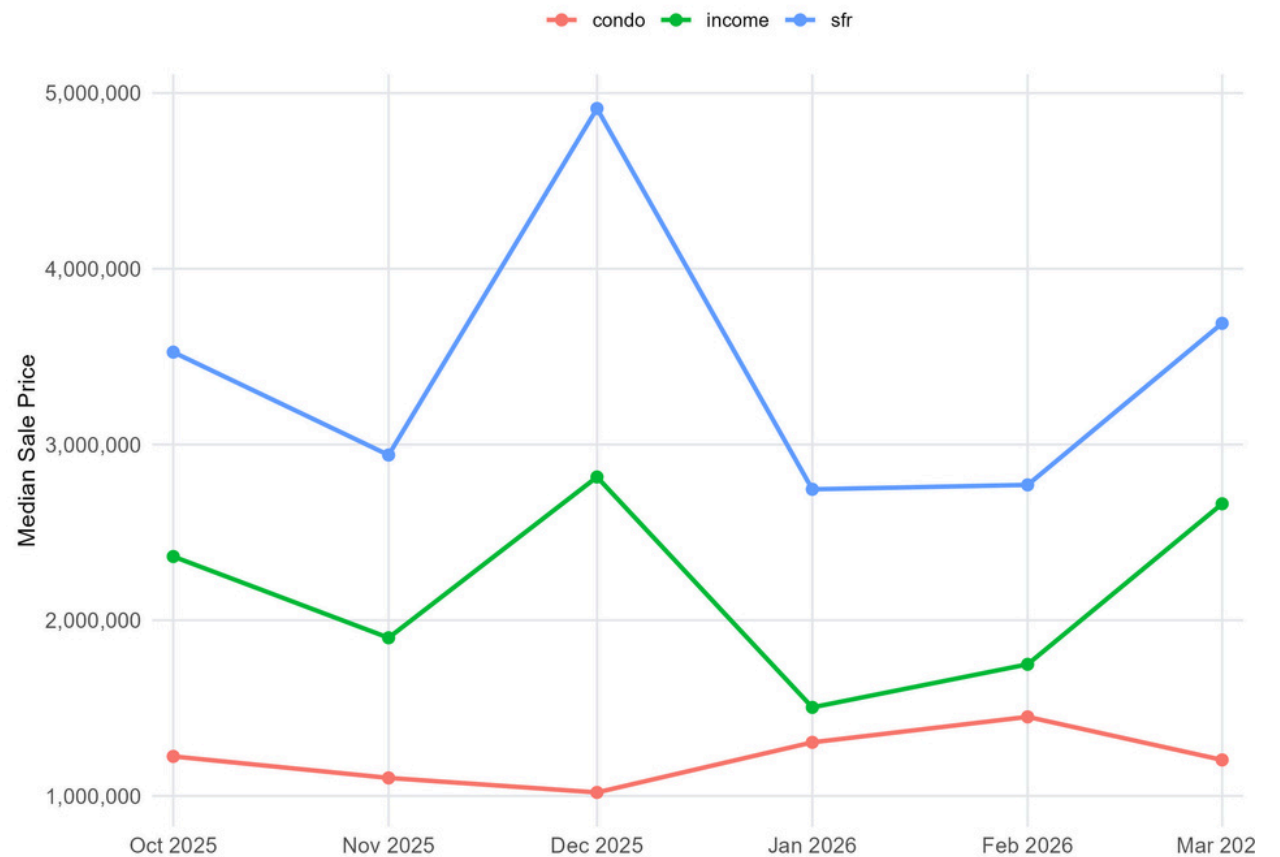
General Overview

Single family homes in Santa Monica remained increased during March, reaching a median of just under \$3.8m.

Mulfamilies have followed in a similar trend, increasing to a median of \$2.7m.

Condos remain stable as well, decreasing slightly during March to a median of \$1.2m.

Median Sale Price by Asset Type (Last 6 Months)



General Overview

The charts show median prices for **single family homes**, averaged to the last 6 months. Note the significant jump in price for houses with more than 4 bedrooms.



General Overview

The charts show median prices for **condos**, averaged to the last 6 months. Here, we can observe a double of sale price between 1 and 2 bedroom apartments.



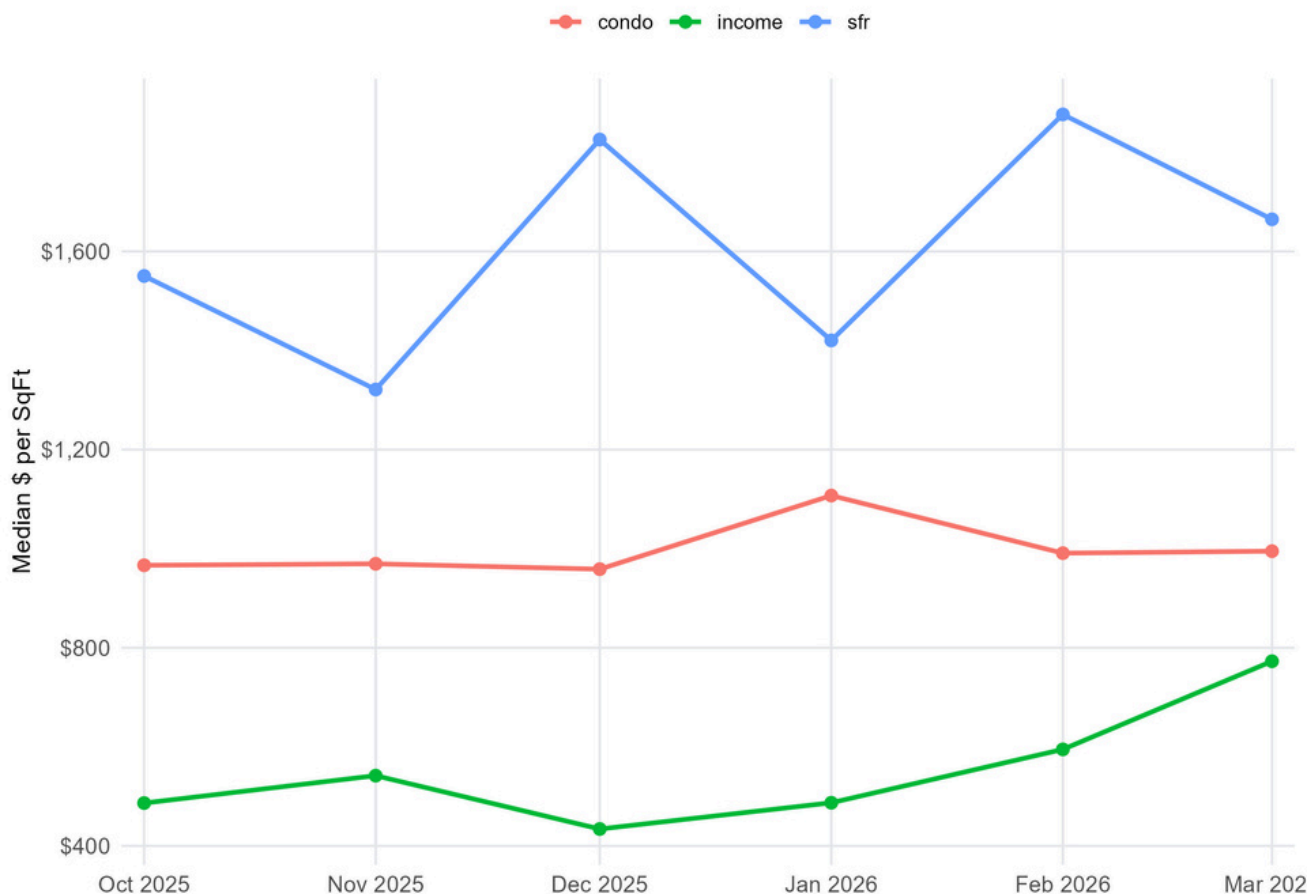
Pricing & Analysis

Single family homes saw some volatility in price/sqft during the last 6 months. March saw a slight decline, resting at around \$1,650/sqft.

Condos have remained very stable in the last six months, staying around a median of \$1,000/sqft.

Multi family properties have also been steadily increasing since December 2025, reaching a 6 months high of \$790/sqft during March.

Median \$/SqFt by Asset Type (Last 6 Months)

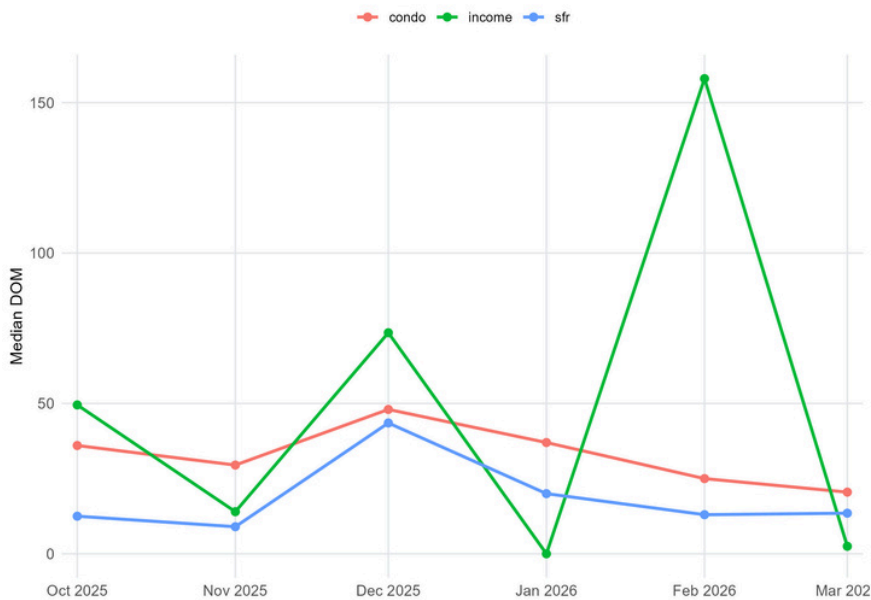


Demand & Activity

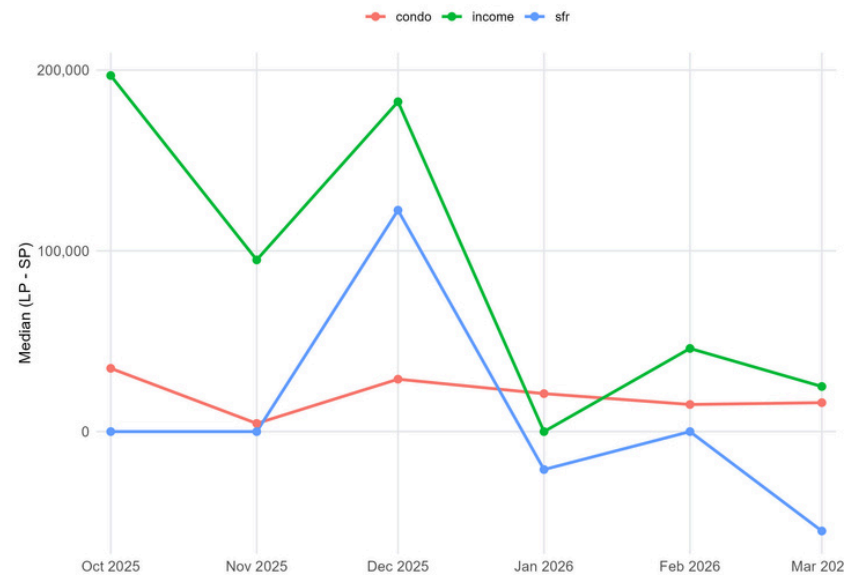
Median **days-on-market** for all asset types has been slowly declining since December, meaning properties are selling faster, on average.

List-to-sale prices have decreased since October, but remained stable during February - March. Single family homes have been purchased on average **under asking price** during March.

Median Days on Market (DOM) Over Time (Last 6 Months)



Median List vs Sale Price (LP - SP, Last 6 Months)

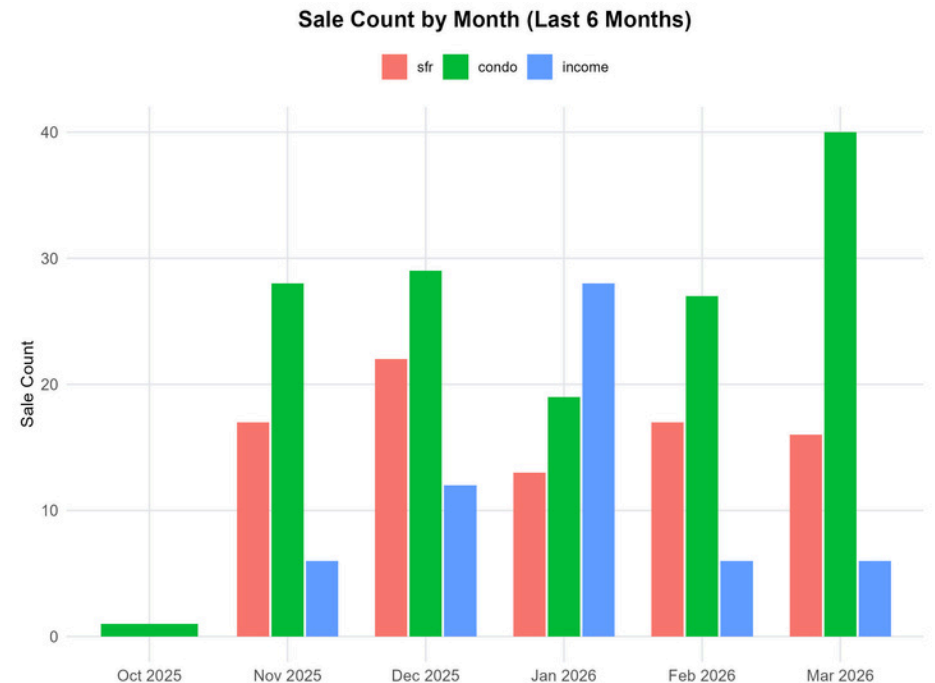
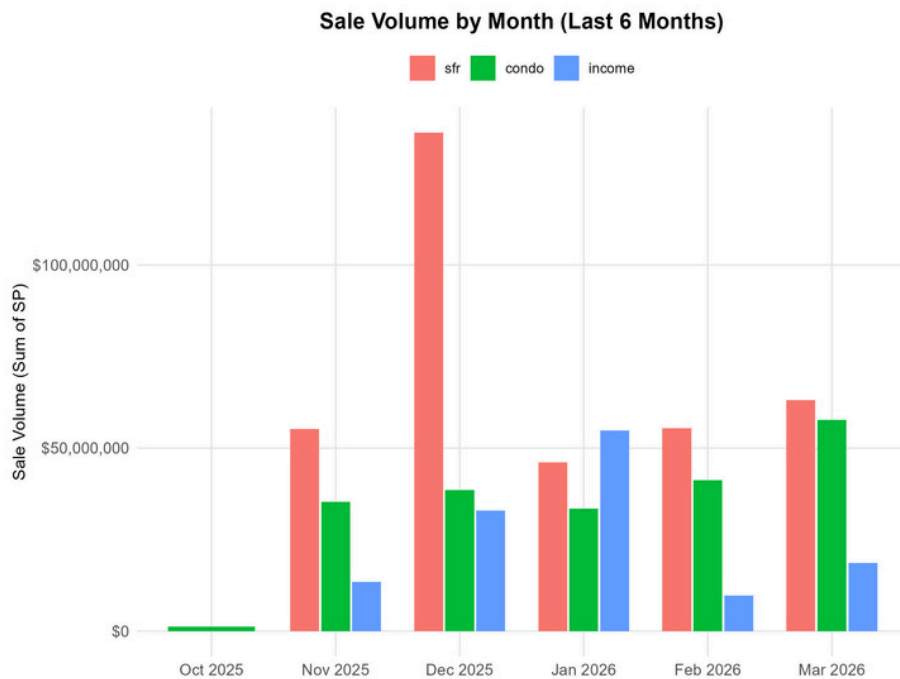


Demand & Activity - Volume

Single family homes in Santa Monica have been sold in almost the same quantity and volume in March as they have in February.

Condos have seen a spike in quantity of sales, but volume increased slightly during March. This aligns with the lower median condo price observed in the overview section.

Multifamilies have increased slightly in volume, but remained steady in quantity - aligning again with the increased prices for multifamilies.

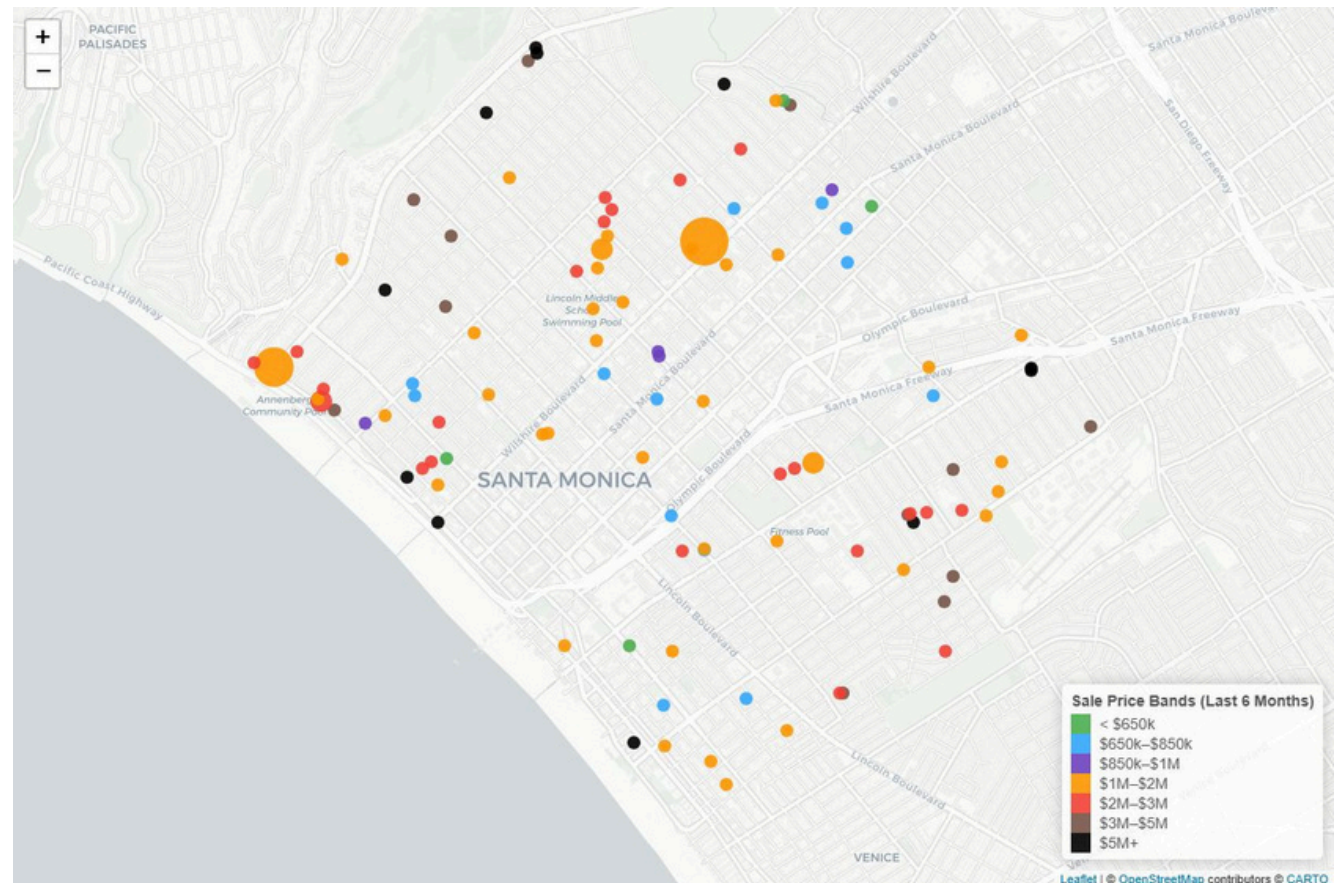


Price Pin Map - By Price Point and Location

Over the last six months, Santa Monica home sales are dominated by a dense cluster of \$1M–\$5M transactions across the coastal neighborhoods.

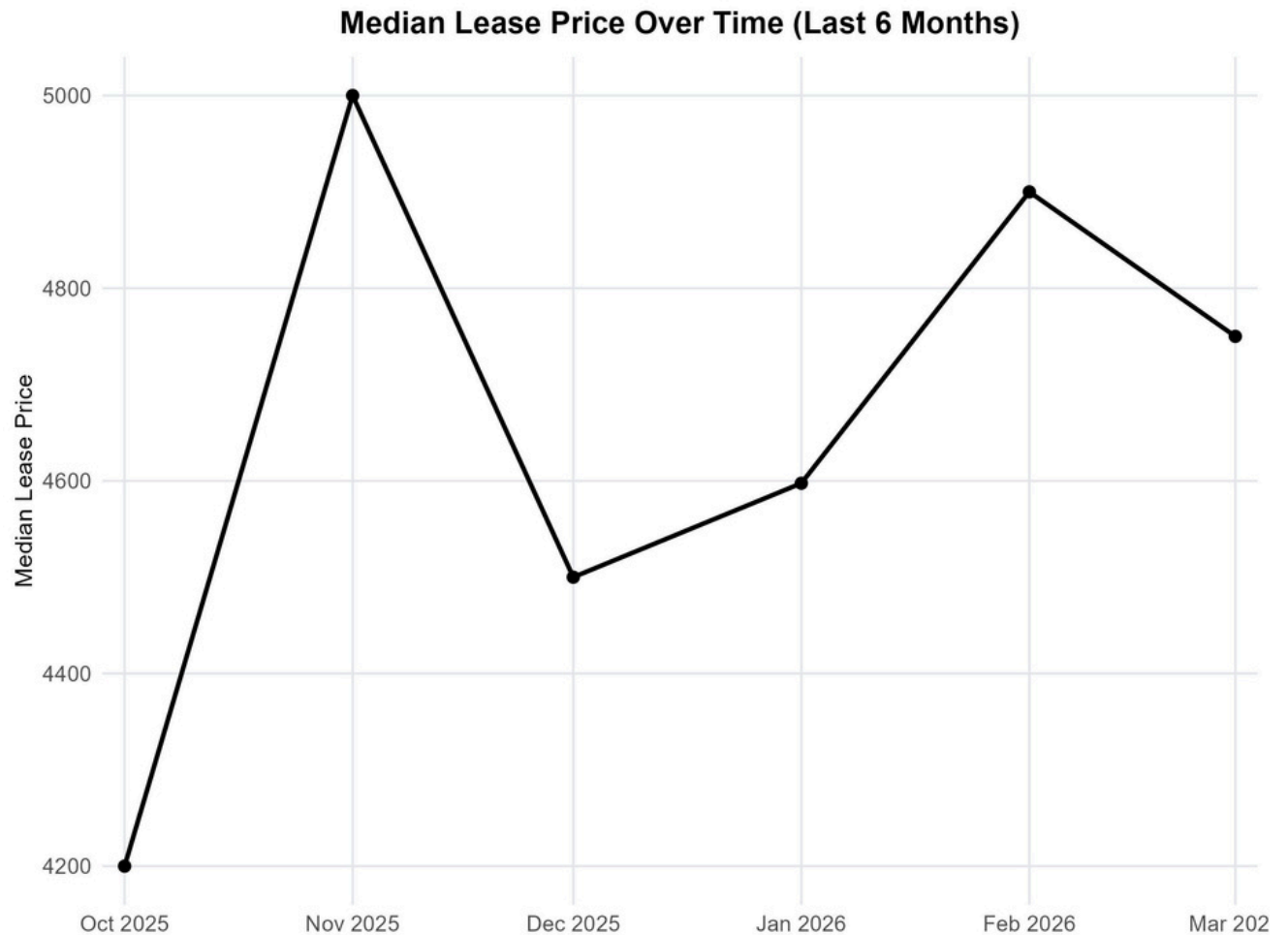
Lower-priced sales are more dispersed inland, with a cluster of \$1m - \$2m sales seen on Pico.

\$3m+ sales can be observed along North of Montana.



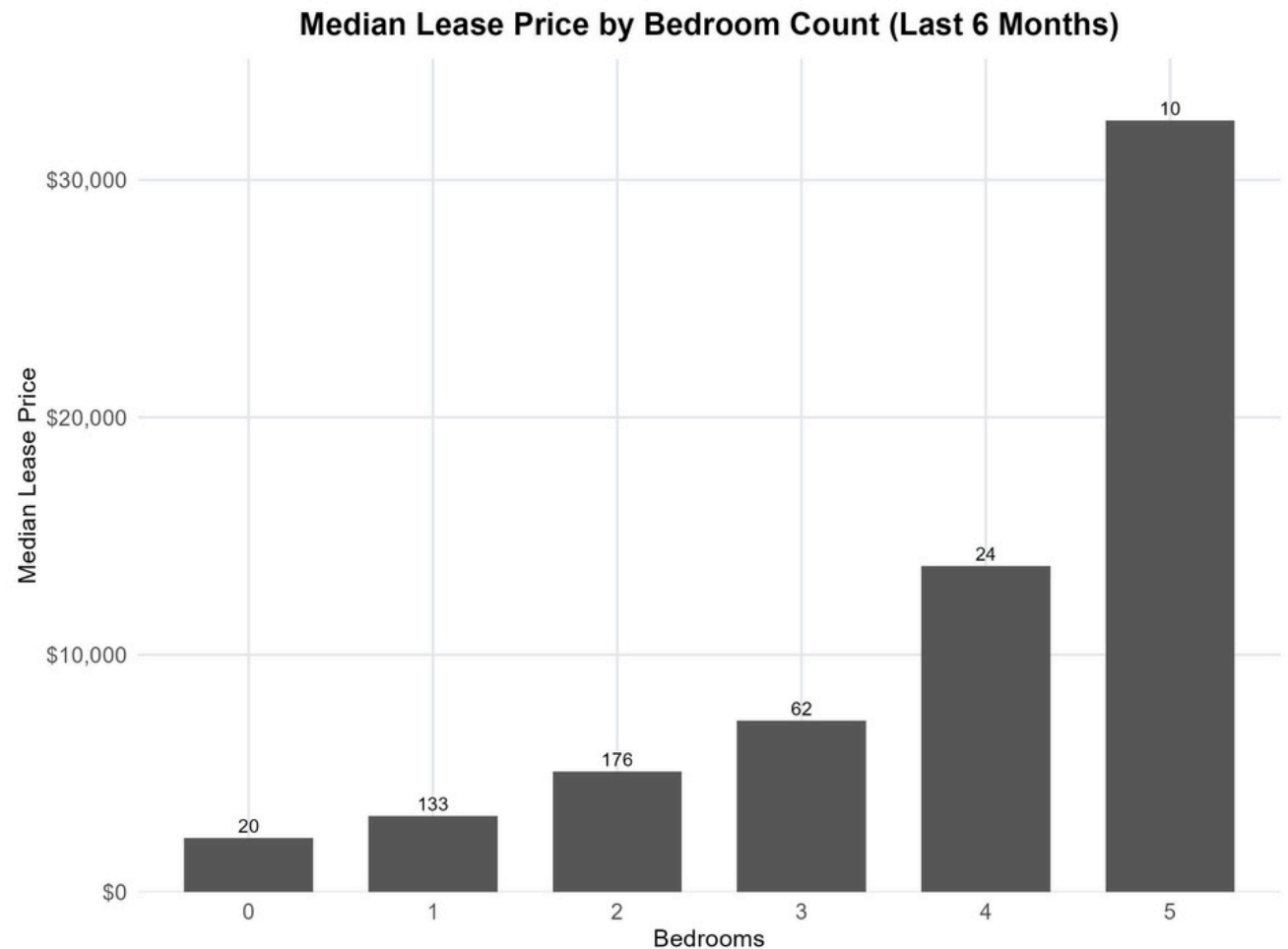
Rental Market Overview

Rental prices in Santa Monica have dropped during Marh, after two months of continuous increase. Median rent price in Santa Monica during March is \$4,700.



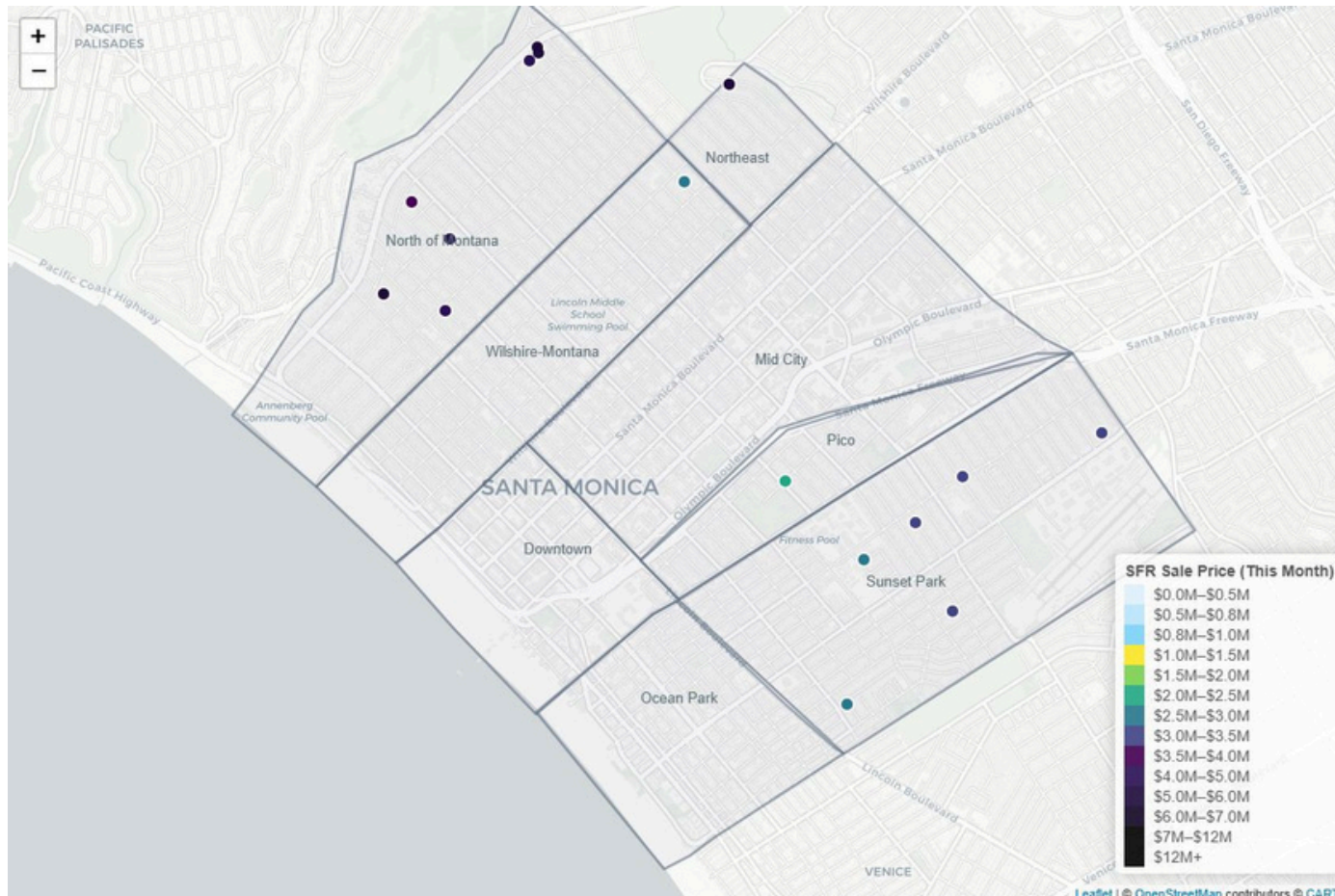
Rental Market Overview

The chart below shows the median lease price per bedroom count. We can observe that 4+ bedroom units, being in relatively low supply, get leased for a median of over \$14,000/mo. 5 bedroom units are leased for an average of \$30,000/mo



Local Insights

This map shows sales in Santa Monica, by neighborhood, for single family homes in March only.





Local Insights - March

Santa Monica – Neighborhood Snapshot (March 2026 vs Prior Month)

Neighborhood	Median Sale Price	Median Sale Dom	Sale Count	Sale Volume	Median Sale Ppsqft	Median Lease
All sm	\$3,689,500 ▲	13.5 ▼	16 →	\$63,136,269 ▲	\$1,665 ▼	\$4,750 ▼
Ocean Park						\$4,800 ▼
Sunset Park	\$3,027,227 ▲	11 ▲	6 ▼	\$18,422,454 ▼	\$1,398 ▼	\$4,900 ▲
Downtown						\$7,322 ▼
Pico	\$2,048,010	20	1	\$2,048,010	\$1,382	\$4,195 ▼
Mid City						\$3,495 ▲
Northeast	\$5,425,000 ▲	53 ▲	1 →	\$5,425,000 ▲	\$1,642 ▼	\$4,675 ▼
Wilshire-Montana	\$2,900,000	0	1	\$2,900,000	\$1,661	\$5,498 ▲
North of Montana	\$4,950,000 ▲	14 ▼	7 ▲	\$34,340,805 ▲	\$2,096 ▼	\$7,000 ▲



Local Insights - 3 month Average

Santa Monica – Neighborhood Snapshot (Last 3 Months)

Neighborhood	Median Sale Price	Median Sale Dom	Sale Count	Sale Volume	Median Sale Ppsqft	Median Lease
All sm	\$3,004,454 ▼	15 ▲	45 ▼	\$160,748,031 ▼	\$1,744 ▲	\$4,800 ▼
Ocean Park	\$2,525,000 ▼	22 ▲	3 ▼	\$12,334,347 ▼	\$1,818 ▲	\$4,900 ▼
Sunset Park	\$2,770,000 ▲	11 ▲	19 ▼	\$53,341,869 ▼	\$1,447 ▼	\$4,200 ▼
Downtown	\$4,597,500 ▼	19 ▲	2 ▼	\$9,195,000 ▼	\$975 ▼	\$9,848 ▼
Pico	\$2,048,010 ▲	20 ▼	1 ▼	\$2,048,010 ▼	\$1,382 ▲	\$4,700 ▲
Mid City	\$1,750,000 ▲	11 ▼	3 ▲	\$7,340,000 ▲	\$1,400 ▲	\$3,495 ▼
Northeast	\$3,100,000 ▼	50 ▲	3 ▼	\$11,358,000 ▼	\$1,947 ▲	\$3,250 ▼
Wilshire-Montana	\$2,900,000 ▲	54 ▲	3 ▼	\$7,205,000 ▼	\$2,227 ▲	\$5,000 ▲
North of Montana	\$4,950,000 ▼	20 ▲	11 ▼	\$57,925,805 ▼	\$2,143 ▲	\$7,850 ▼



Questions?

Feel free to reach out if you have any questions!

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Based on information from Vesta Plus MLS as of February 1, 2026. All data, including all measurements and calculations of area, is obtained from various sources and has not been, and will not be, verified by broker or MLS. All information should be independently reviewed and verified for accuracy.

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