



Santa Monica Market Report

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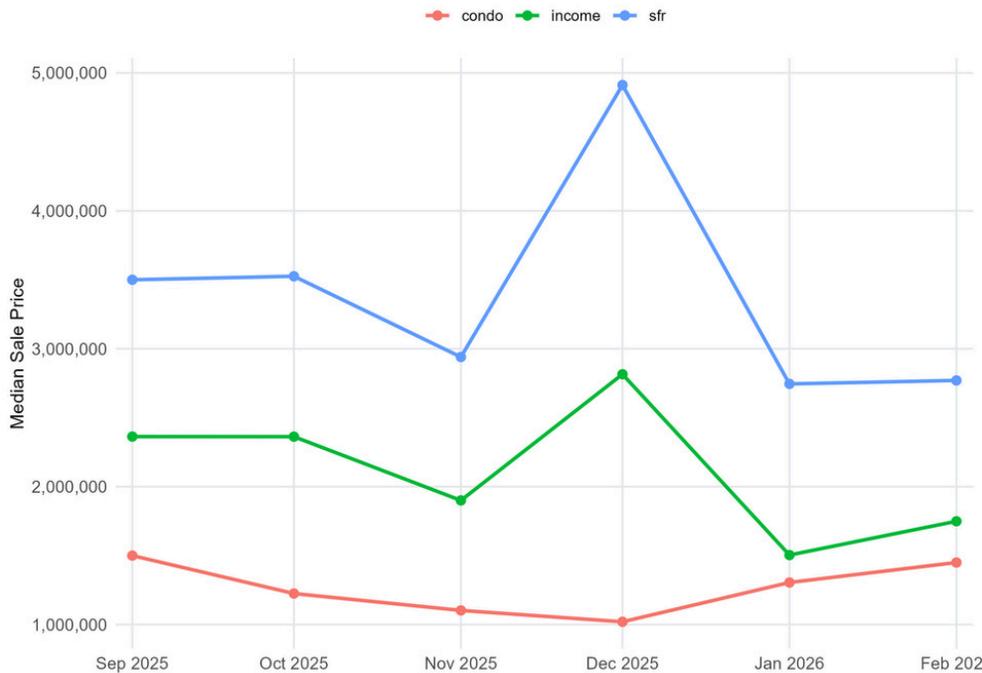
Key Takeaways

- Single-family home prices **remained steady in January.**
- Sellers are selling faster, and getting, on average, their asking price.
- Market activity is most concentrated in coastal Santa Monica, where the bulk of \$1M–\$3M transactions occurred over the last six months.
- Rental priced **Increased**

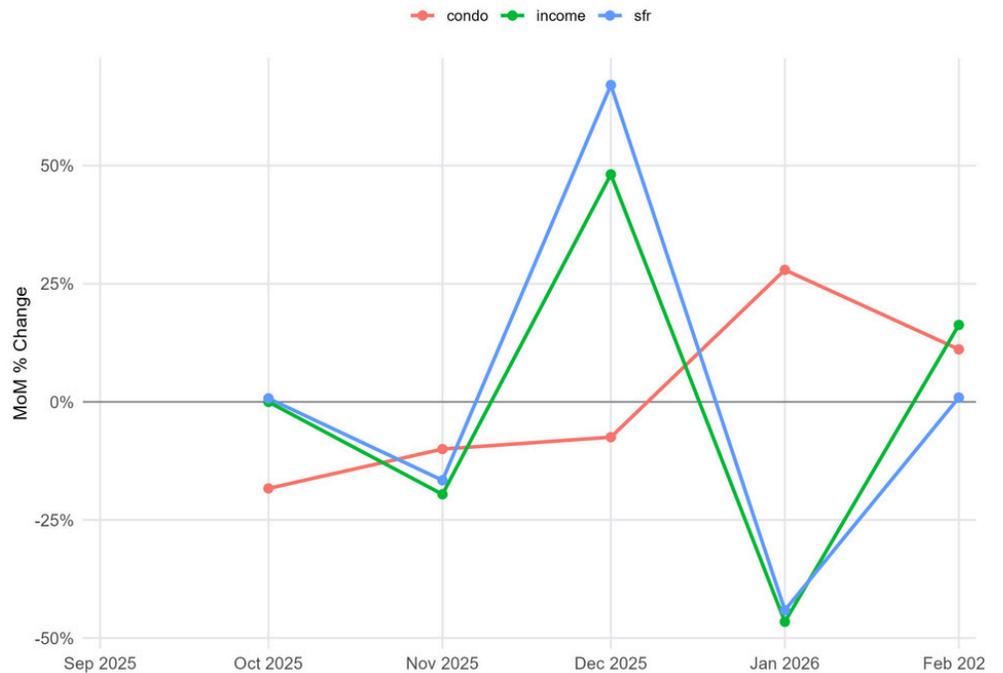
General Overview

All asset types have remained stable in Santa Monica during February. Despite a small spike in December, prices of all asset types are still lower than during the summer of 2025.

Median Sale Price by Asset Type (Last 6 Months)



Month-over-Month % Change (Median Sale Price, 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 3 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.



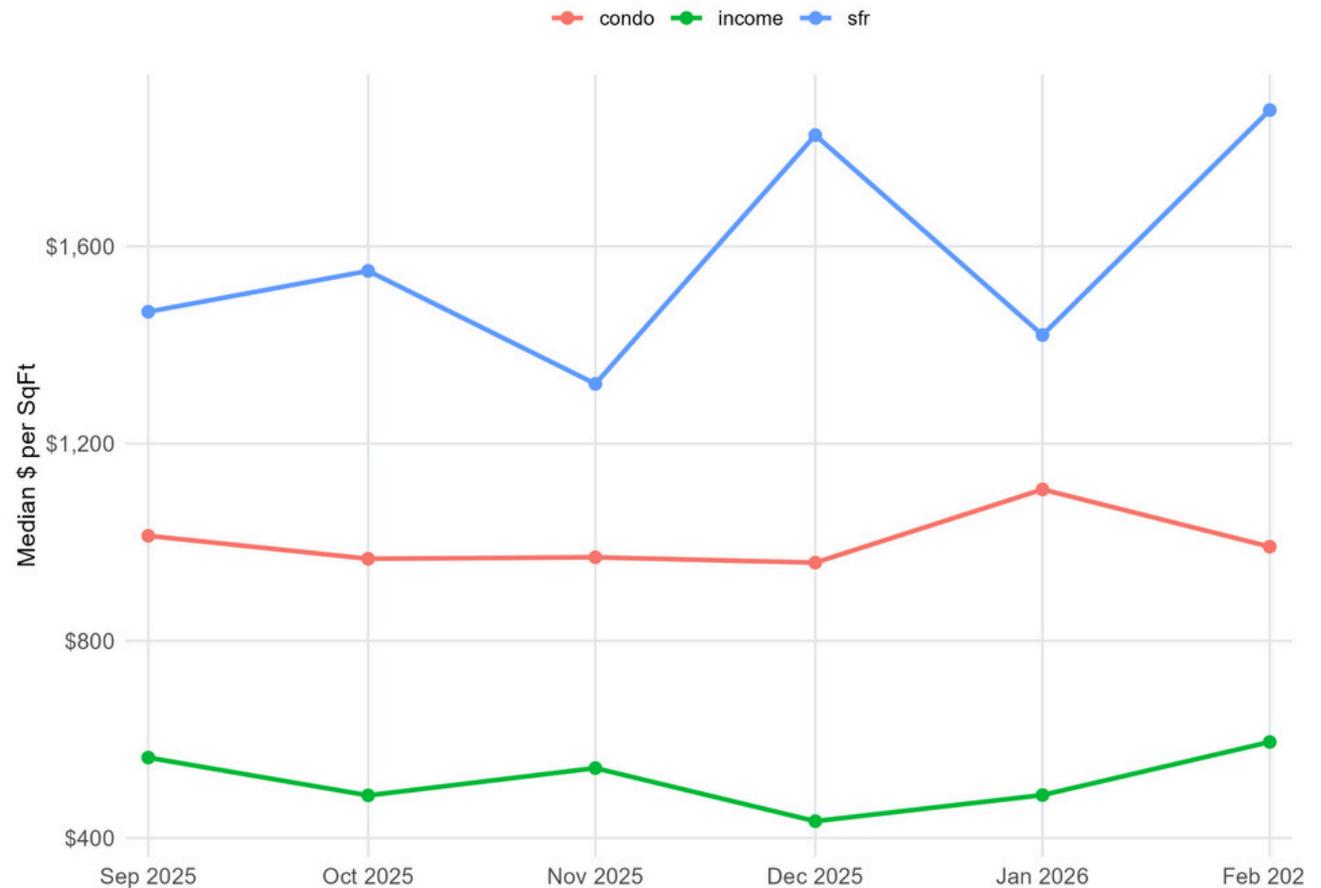
Pricing & Analysis

Single family homes saw some volatility in price/sqft since the summer, yet in February reached a 6 months high, at around \$1,670/sqft

Condos have remained very stable in the last six months, seeing a small decline during February.

Multi family properties have also been steady, and have seen a two months increase, getting close to summer 2025 values.

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

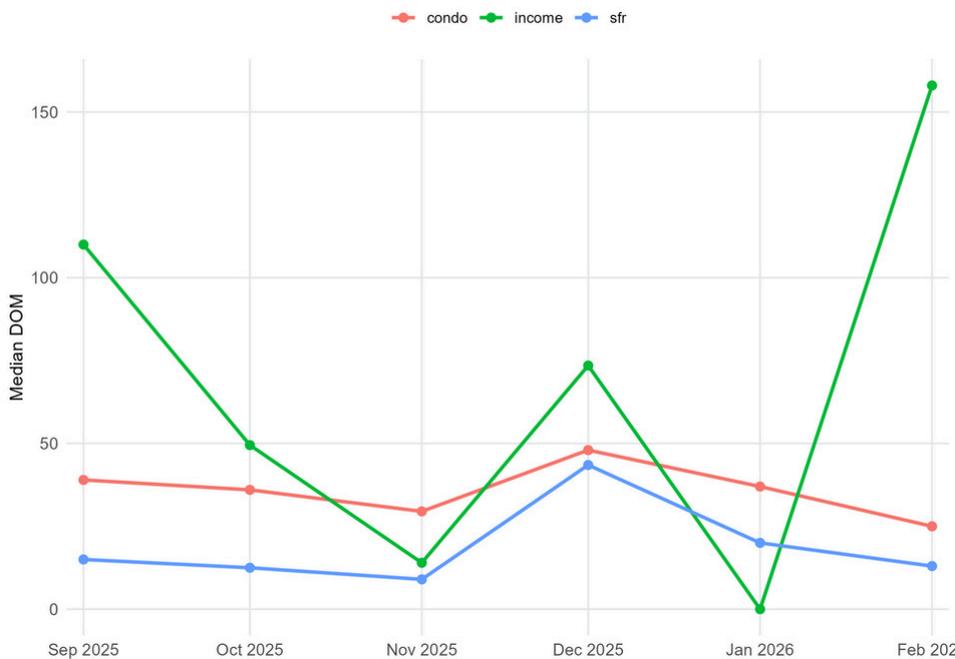


Demand & Activity

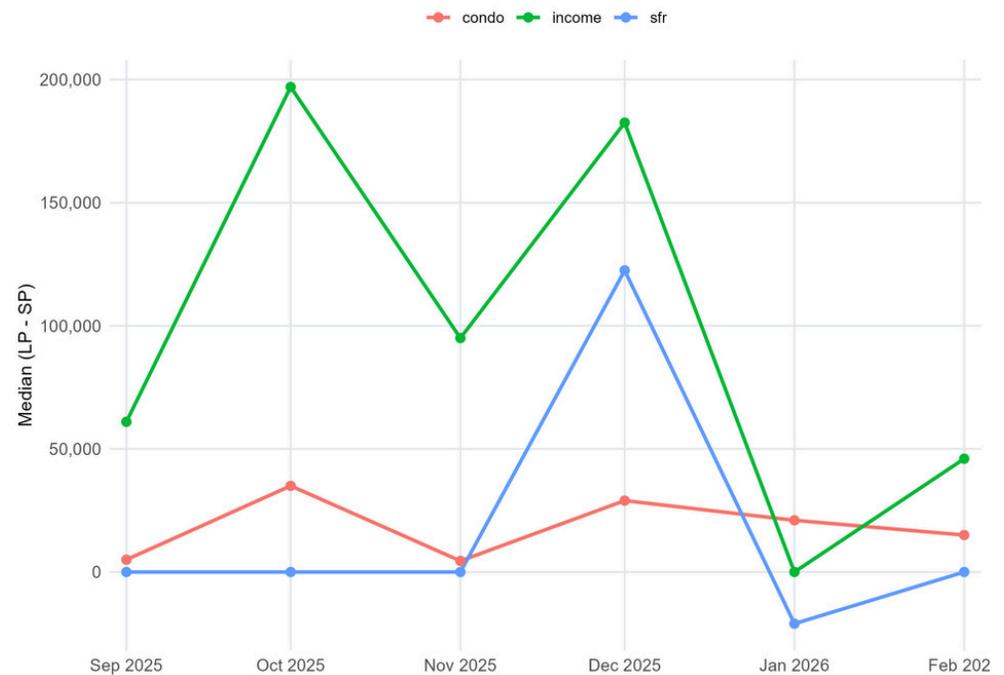
Median **days-on-market** for all asset types increased in December after a short period of decline, and dipped in January, and further declined in February, meaning houses are sold faster.

List-to-sale prices have dropped significantly in January but increased slightly in February, meaning sellers are getting around their asking price.

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



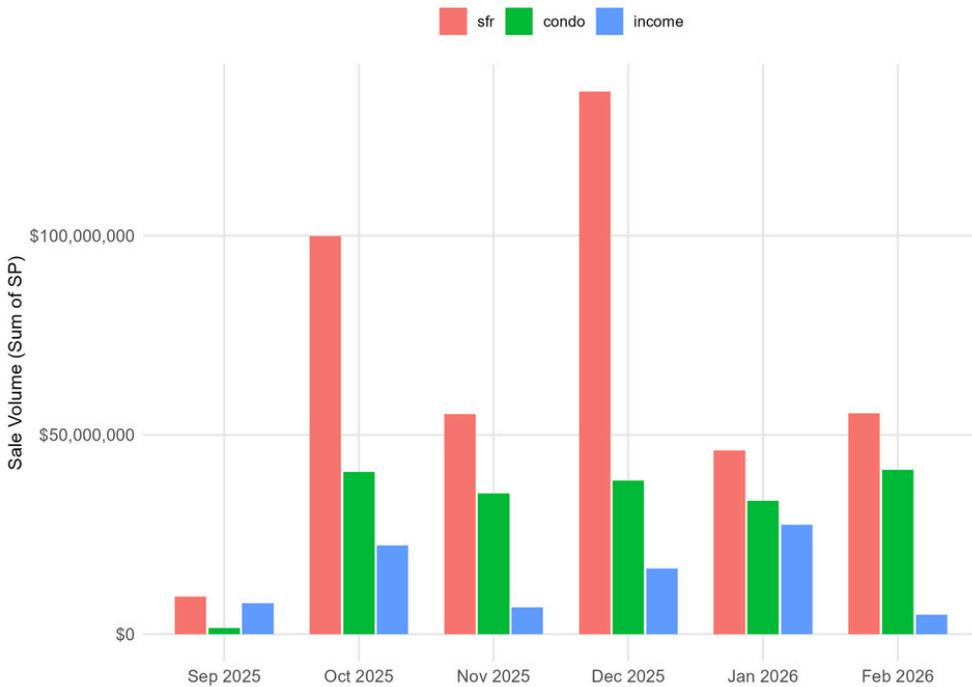
Median List vs Sale Price (LP - SP, Last 6 Months)



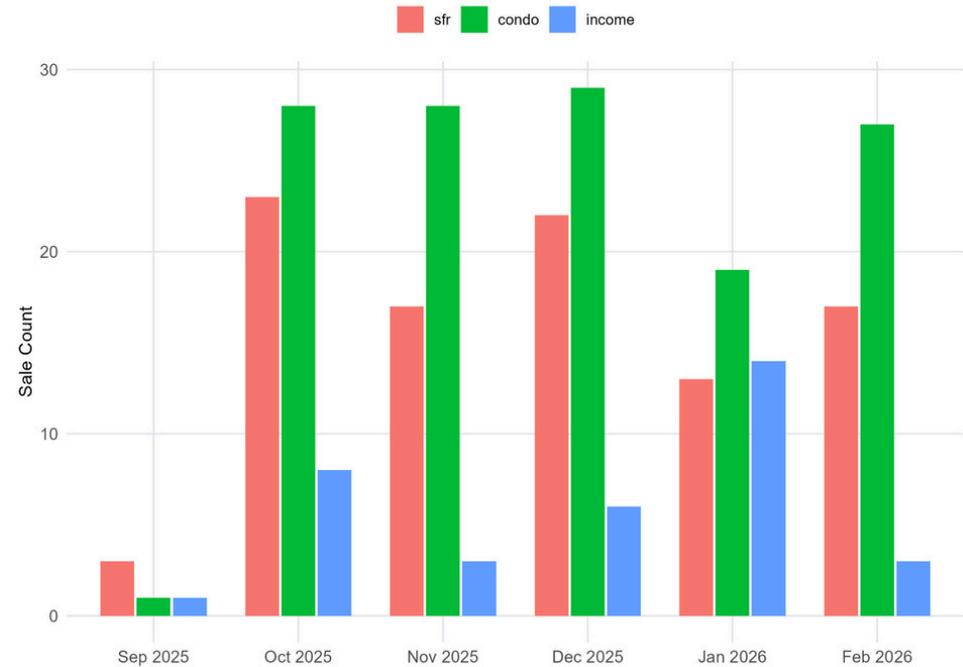
Demand & Activity - Volume

Sale activity in Santa Monica declined overall in January but increased slightly in February. Income families however, after a 6 months high in terms of count and volume, have dipped during February.

Sale Volume by Month (Last 6 Months)



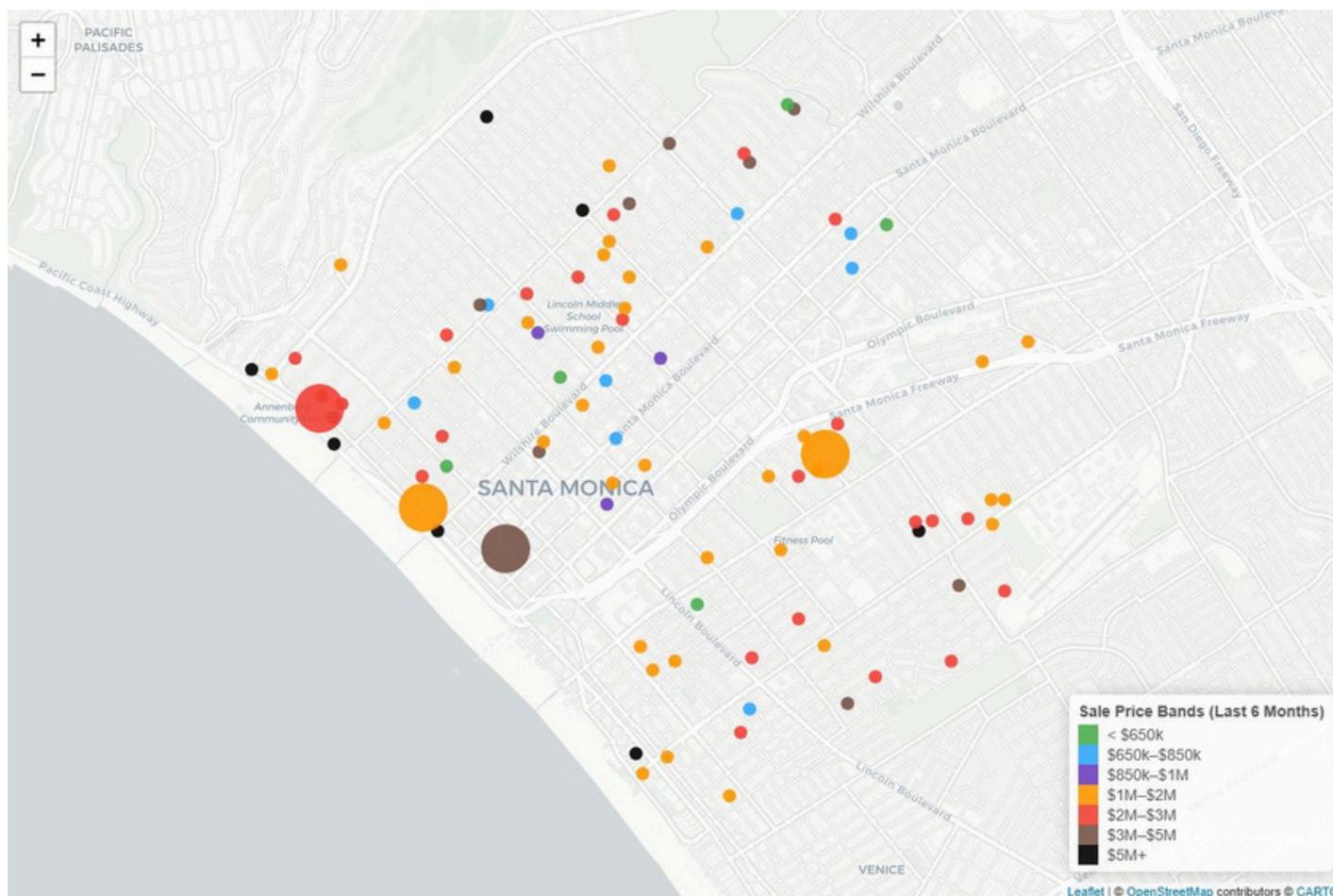
Sale Count by Month (Last 6 Months)



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.



Rental Market Overview

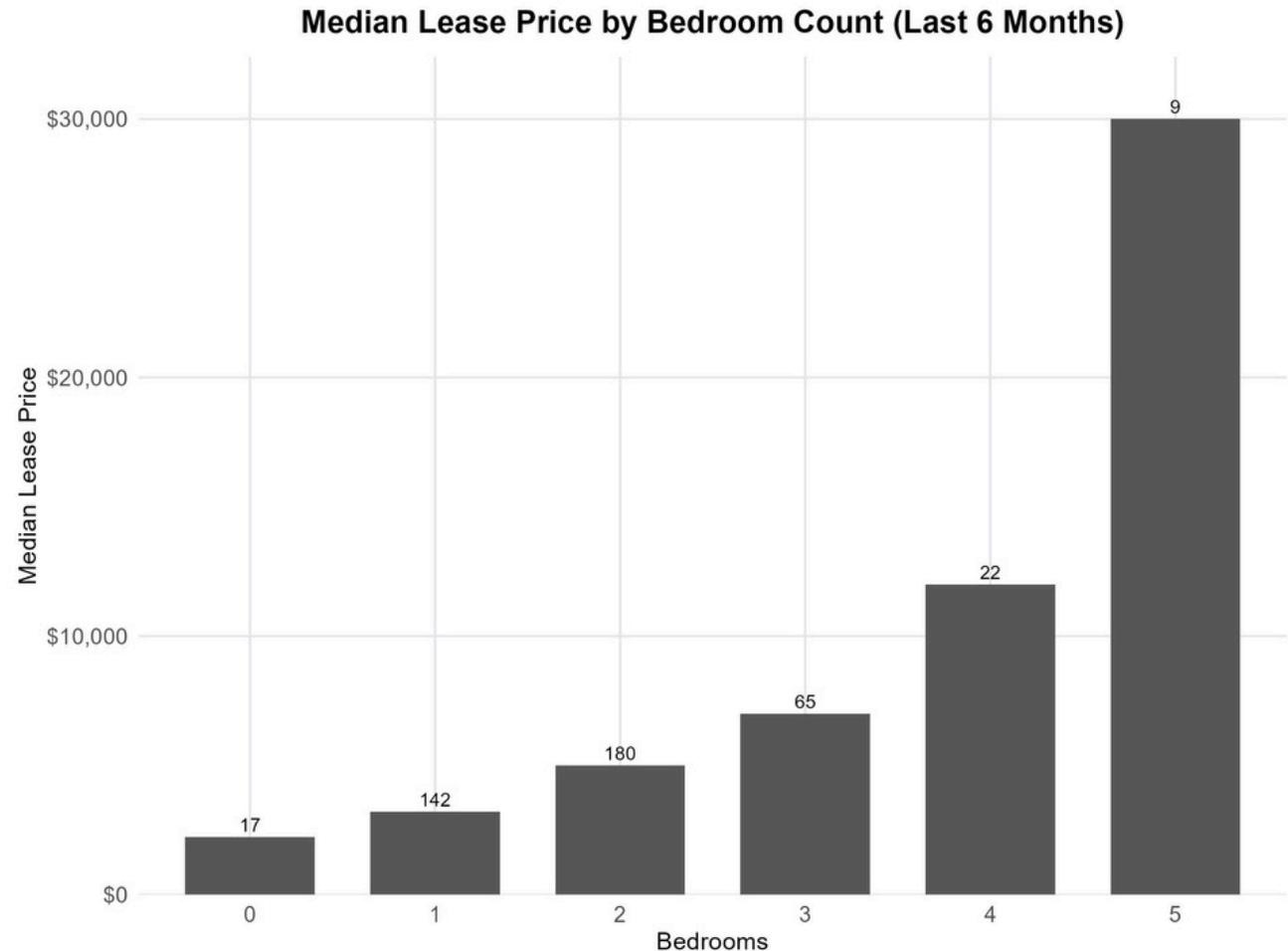
Median Lease Price Over Time (Last 6 Months)



Rental prices in Santa Monica have increased since December 2025, getting close to the six months high of November 2025.

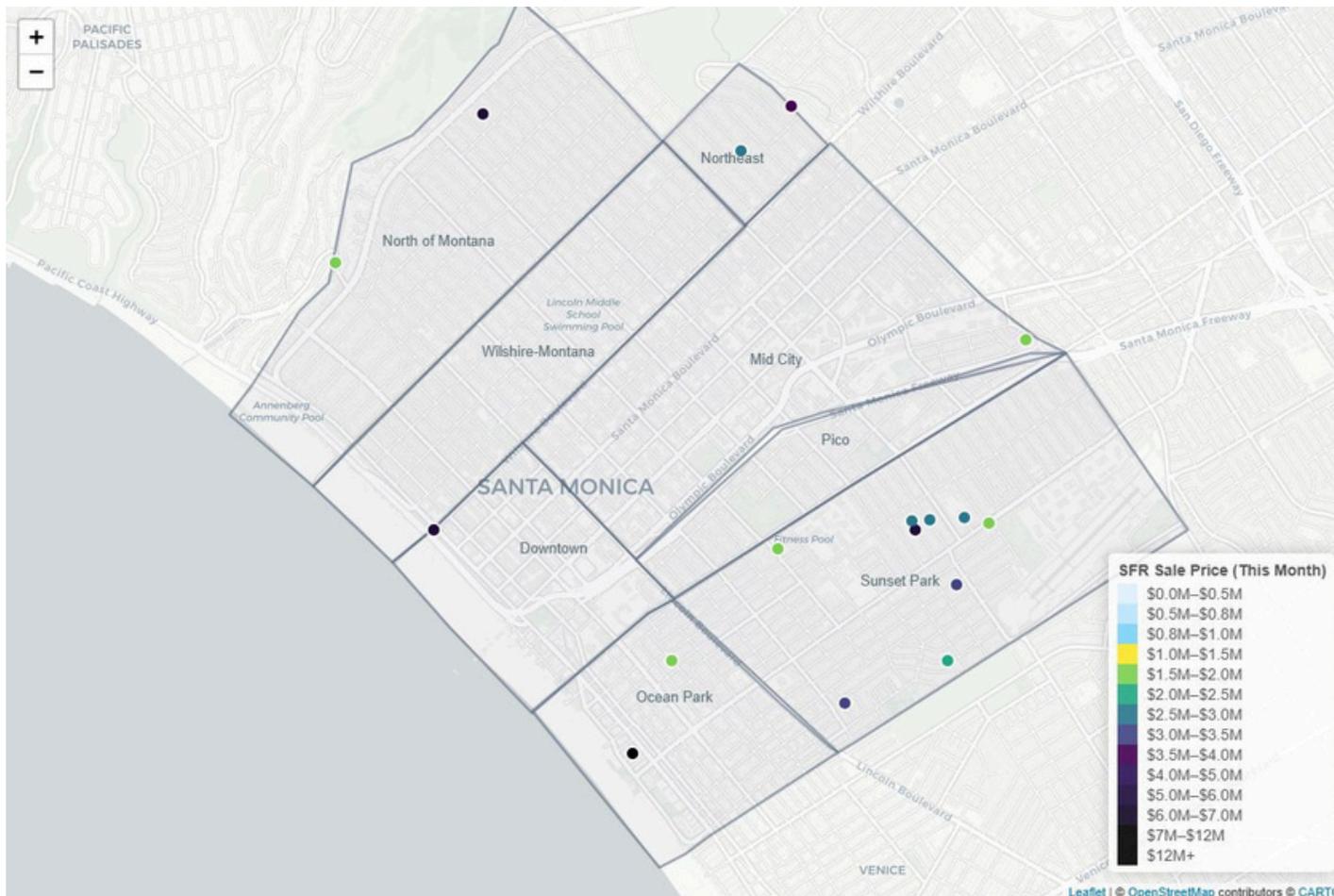
Rental Market Overview

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 \$13,000/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 February only.





Local Insights - February

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

Neighborhood	Median Sale Price	Median Sale Dom	Sale Count	Sale Volume	Median Sale Ppsqft	Median Lease
All sm	\$2,660,000 ▼	14 ▼	16 ▲	\$51,530,762 ▲	\$1,935 ▲	\$4,900 ▲
Ocean Park	\$4,904,674 ▲	28 ▲	2 ▲	\$9,809,347 ▲	\$2,026 ▲	\$4,900 ▲
Sunset Park	\$2,550,000 ▲	8 ▼	9 ▲	\$24,993,415 ▲	\$1,744 ▲	\$3,775 ▼
Downtown	\$5,295,000 ▲	18 ▼	1 →	\$5,295,000 ▲	\$850 ▼	\$12,000 ▼
Pico						\$5,300 ▲
Mid City	\$1,750,000 ▼	15 ▲	1 ▼	\$1,750,000 ▼	\$1,400 ▼	\$3,195 ▼
Northeast	\$2,833,000 ▼	50	1 →	\$2,833,000 ▼	\$1,947 ▼	\$5,200 ▲
Wilshire-Montana						\$4,498 ▼
North of Montana	\$3,425,000 ▼	97 ▲	2 →	\$6,850,000 ▼	\$2,490 ▼	\$6,850 ▼

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	\$3,150,000 ▼	20 ▲	50 ▼	\$225,217,564 ▼	\$1,818 ▲	\$4,795 ▼
Ocean Park	\$2,525,000 ▼	22 ▲	3 ▼	\$12,334,347 ▼	\$1,818 ▲	\$4,850 ▼
Sunset Park	\$2,550,000 ▲	13 ▲	19 →	\$53,410,215 ▼	\$1,444 ▲	\$4,000 ▼
Downtown	\$4,266,200 ▼	20 ▼	3 ▼	\$13,461,200 ▼	\$1,100 ▼	\$13,000 ▲
Pico						\$3,500 ▲
Mid City	\$1,750,000 ▲	11 ▼	3 ▲	\$7,340,000 ▲	\$1,400 ▲	\$4,000 ▼
Northeast	\$4,647,500 ▼	29.5 ▼	4 ▲	\$21,428,000 ▲	\$1,937 ▲	\$3,325 ▼
Wilshire-Montana	\$2,583,750 ▼	54	3 ▼	\$6,888,750 ▼	\$2,227 ▲	\$5,000 ▲
North of Montana	\$5,100,000 ▼	53 ▲	15 ▼	\$110,355,052 ▼	\$2,192 ▲	\$8,575 ▼



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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