



Santa Monica Market Report

Published February 2026

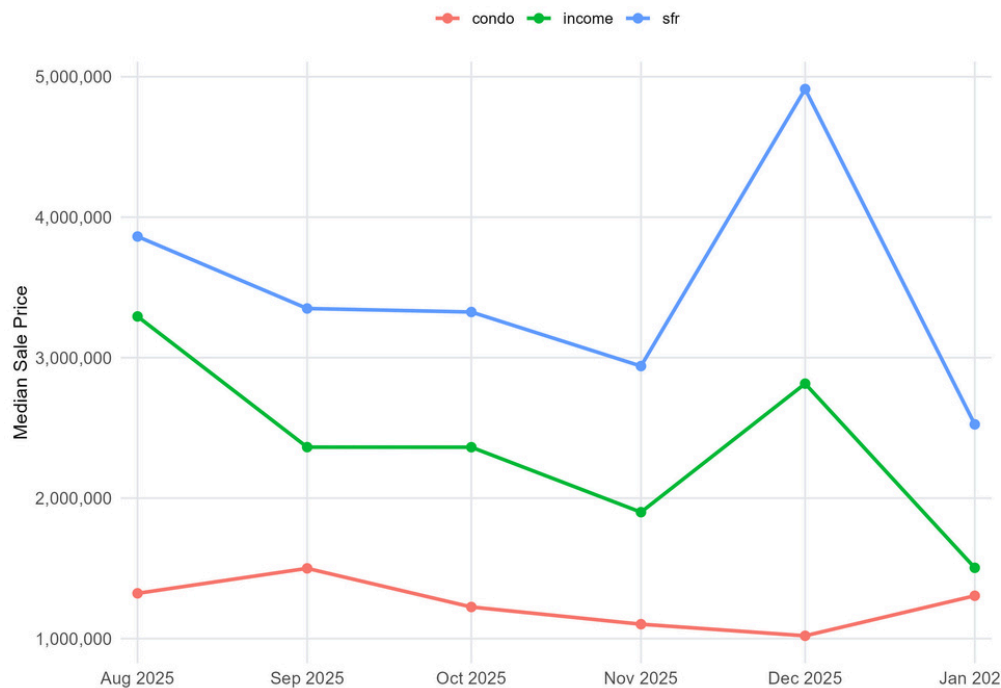
Key Takeaways

- Single-family home prices **dropped in January**.
- Sellers are selling faster, and getting, on average, their asking price.
- Market activity is most concentrated in central Santa Monica, where the bulk of \$1M–\$3M transactions occurred over the last six months.
- Rental demand **dipped**
- **Overall market momentum has cooled in January, with lower prices and activity.**

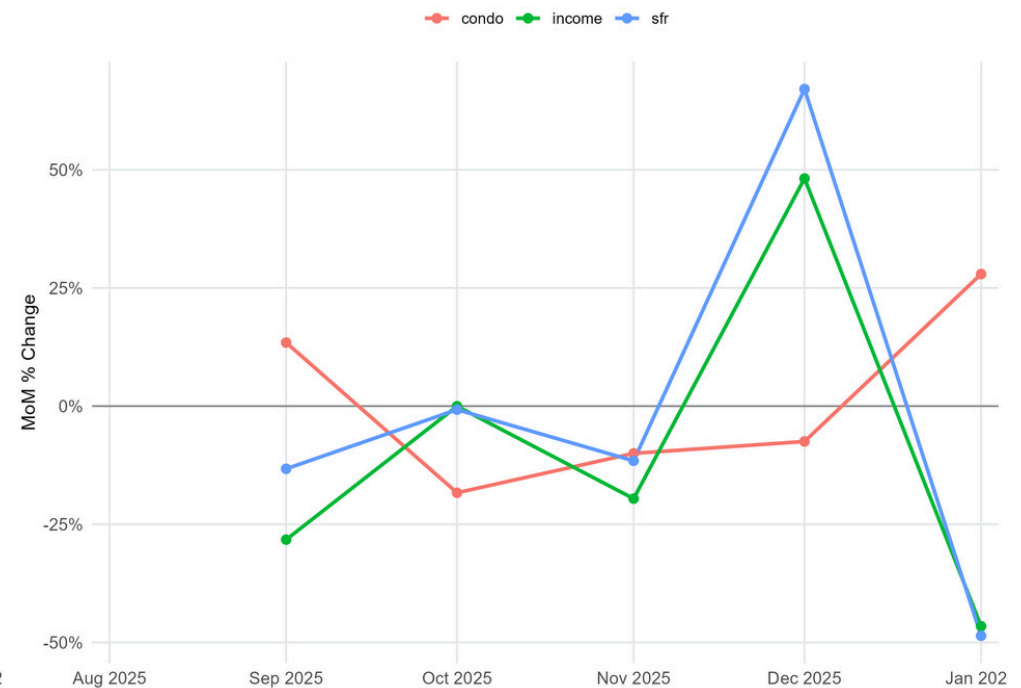
General Overview

Single family homes and multi family homes in Santa Monica declined slowly since August 2025, increased sharply in December, and dipped to a 6 months low in January 2026. Condos have slightly increased after a 4 months period of slow decline.

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.

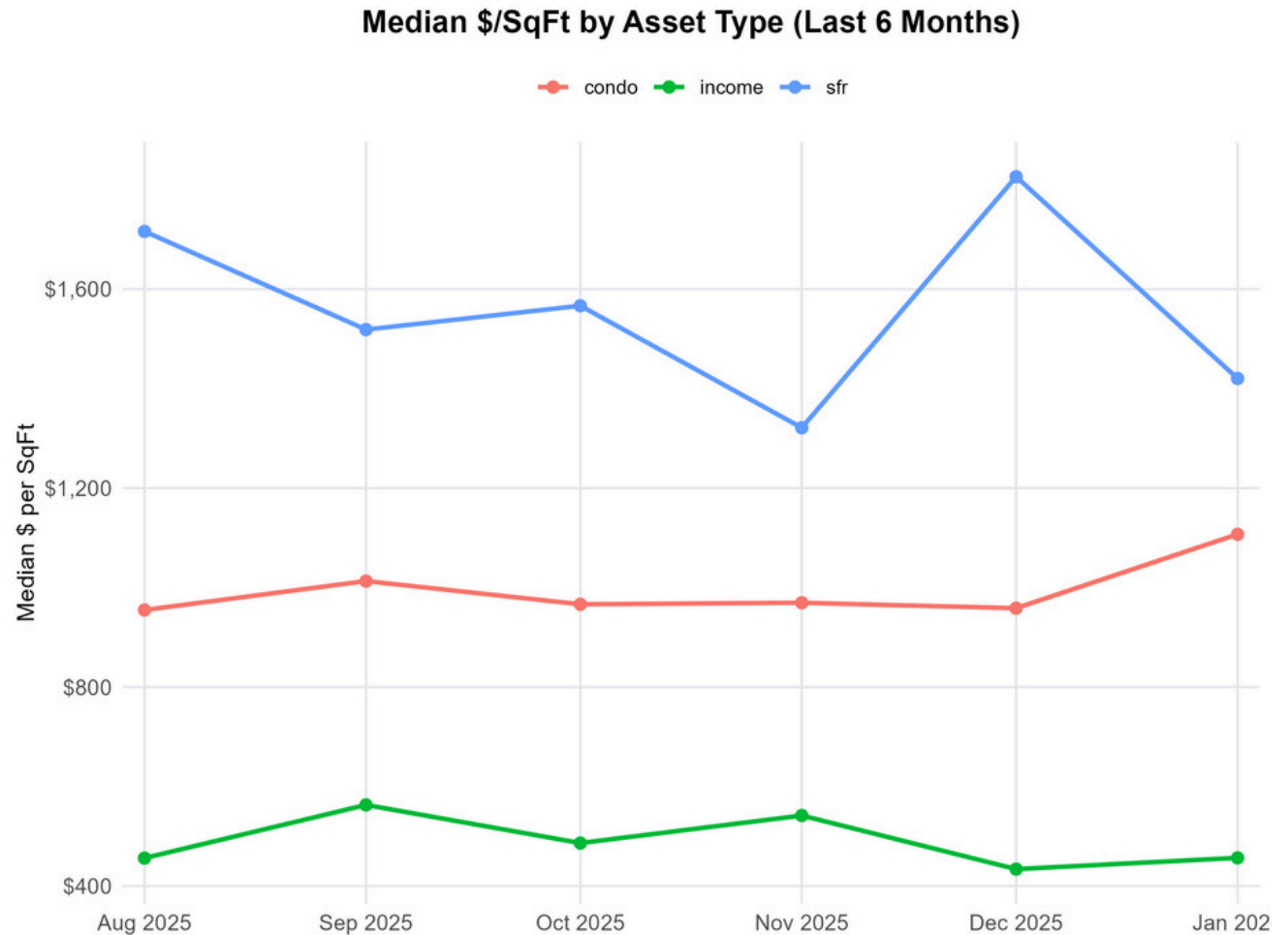


Pricing & Analysis

Single family homes saw a slow decline in dollar-per-sqft since the summer, increased significantly in December, and dipped in January to an average of \$1,400/sqft.

Condos have slightly increased in January to an average of \$1,100/sqft.

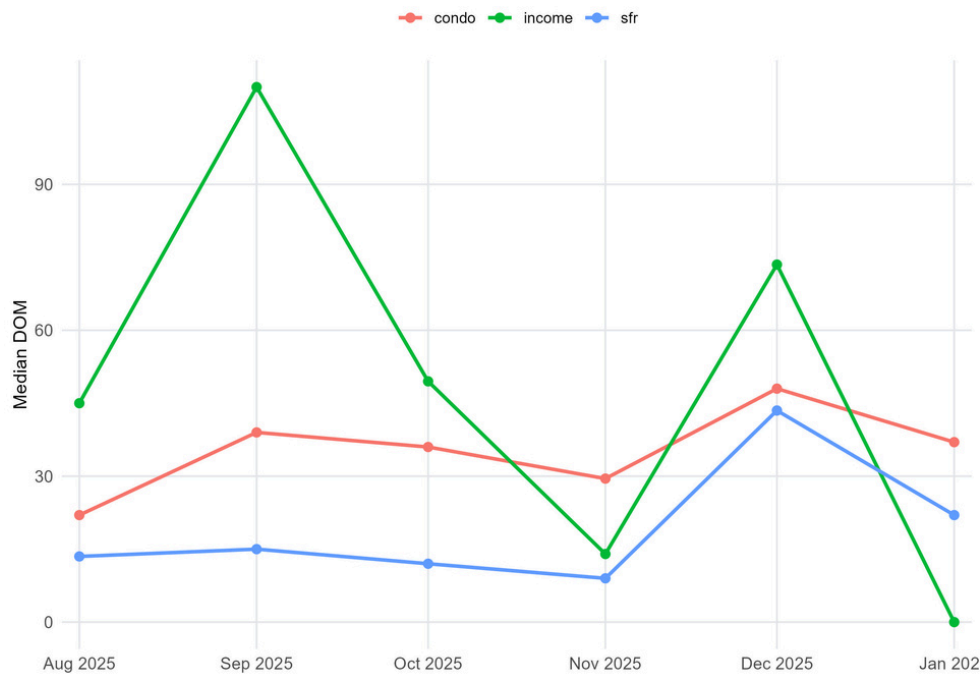
Multi family properties have also been steady, though a little more volatile, staying around \$430/sqft.



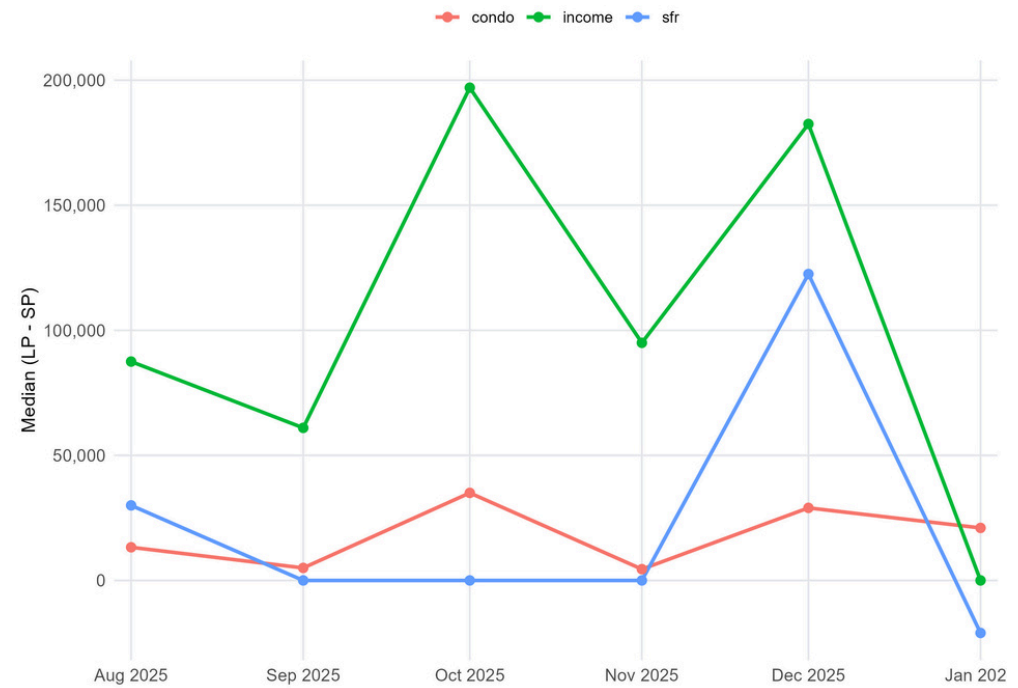
Demand & Activity

Median **days-on-market** for all asset types increased in December after a short period of decline, and dipped in January. List-to-sale prices have dropped significantly in January 2026, meaning sellers are getting around their asking price.

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



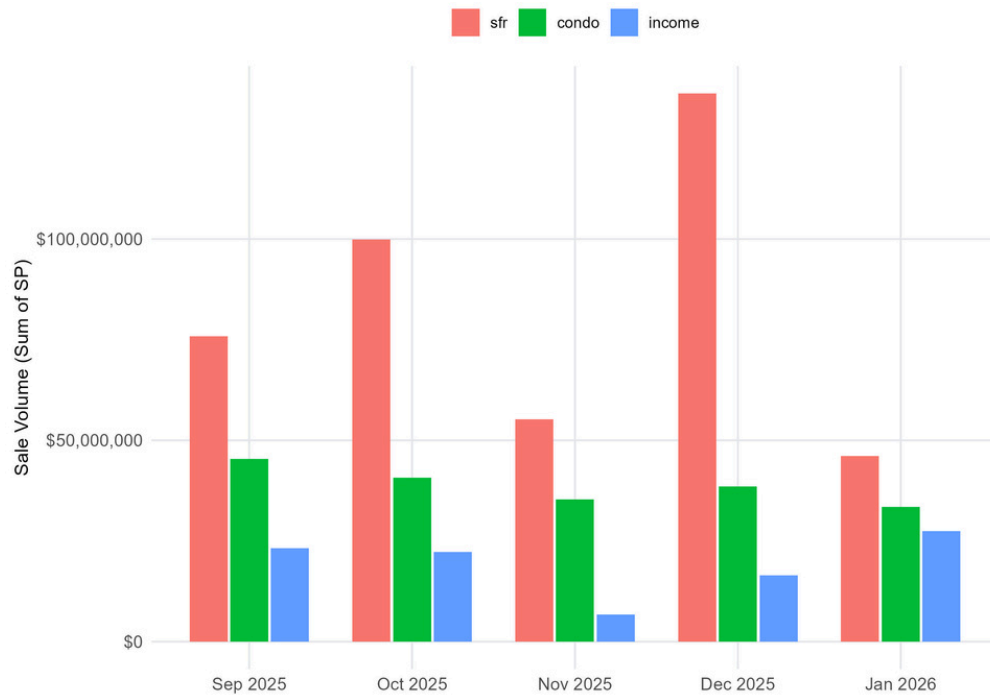
Median List vs Sale Price (LP - SP, Last 6 Months)



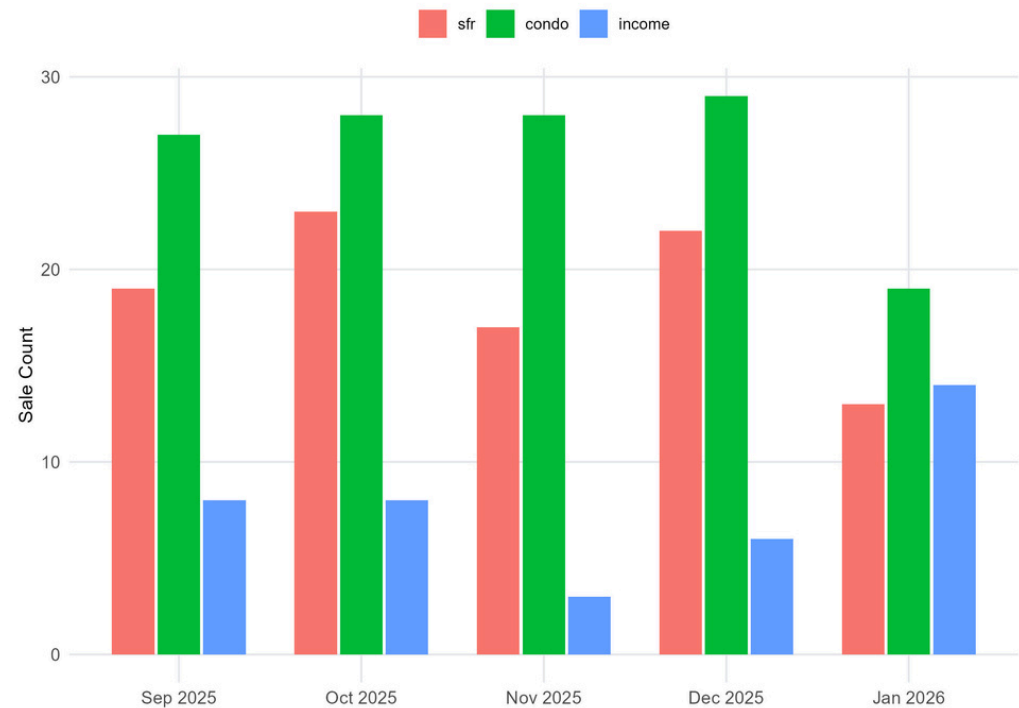
Demand & Activity - Volume

Sale activity in Santa Monica declined overall in January 2026. Income families however, are at a 6 months high in terms of count and volume.

Sale Volume by Month (Last 6 Months)



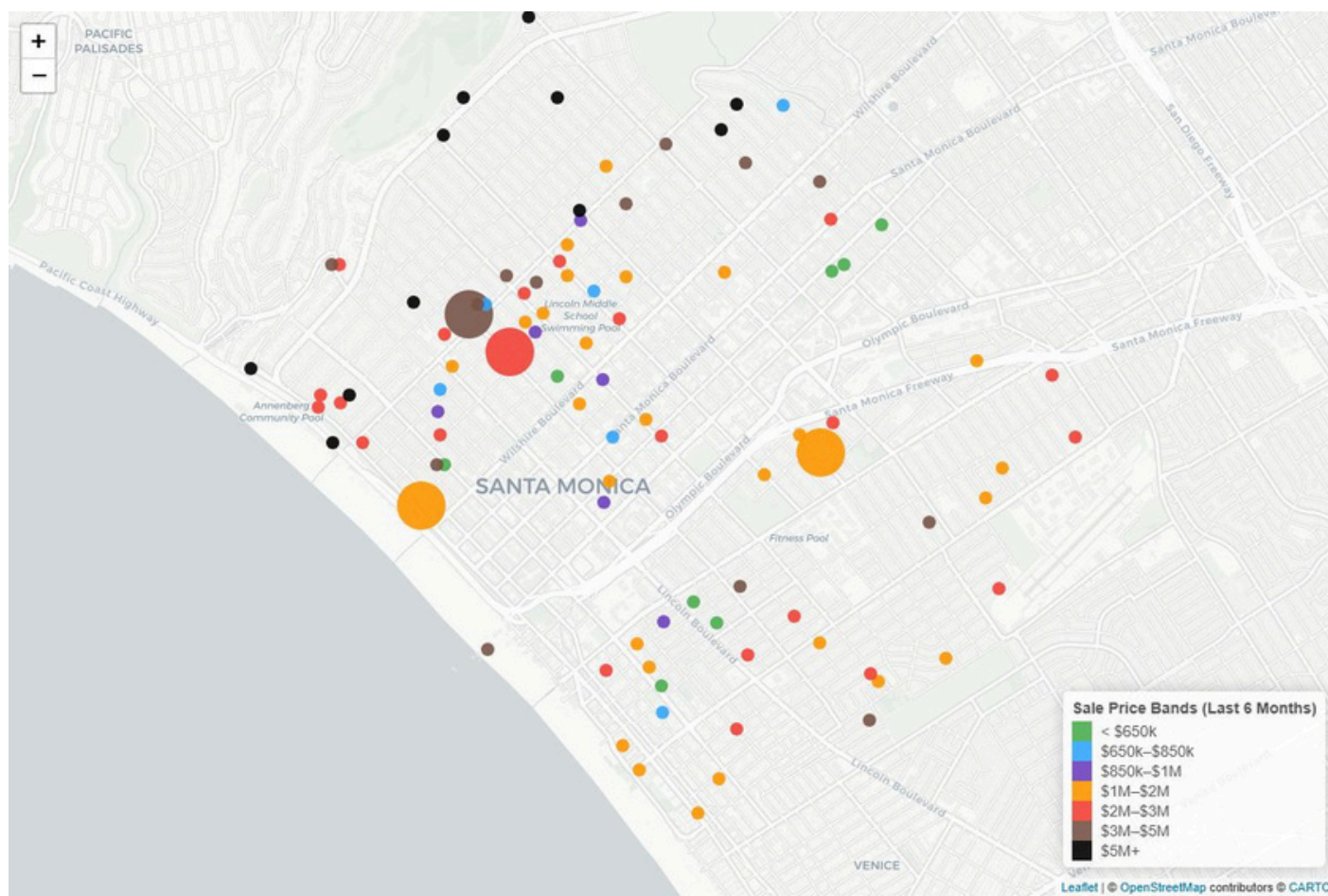
Sale Count by Month (Last 6 Months)



Price Pin Map - By Price Point and Location

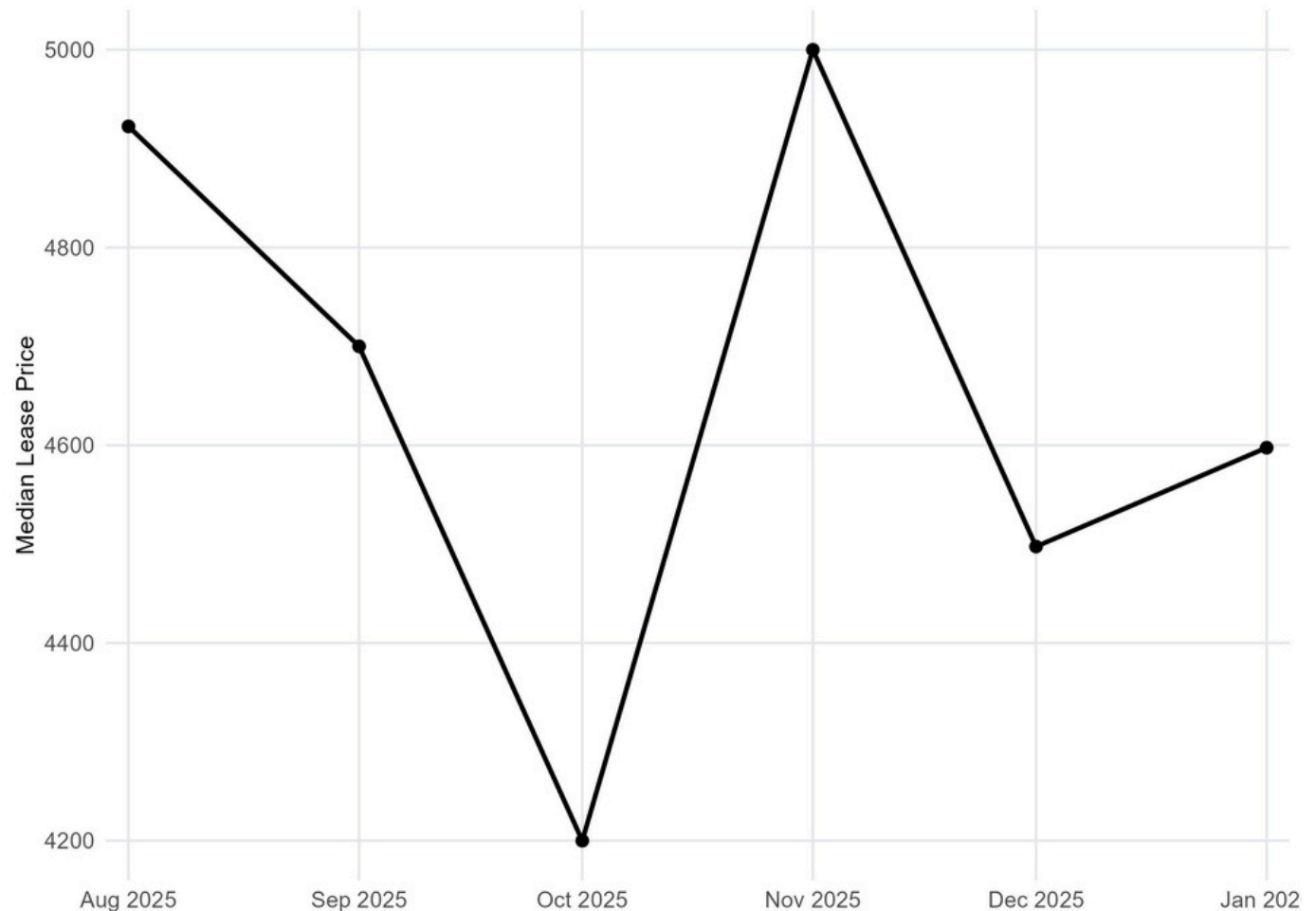
Over the last six months, Santa Monica home sales are dominated by a dense cluster of \$1M–\$3M transactions across the central part of the city, reflecting where most market activity is occurring.

Lower-priced sales are more dispersed inland, while the highest-priced properties (\$3M–\$5M and \$5M+) are concentrated north of Montana and in the northeast, highlighting the strong premium attached to those neighborhoods.



Rental Market Overview

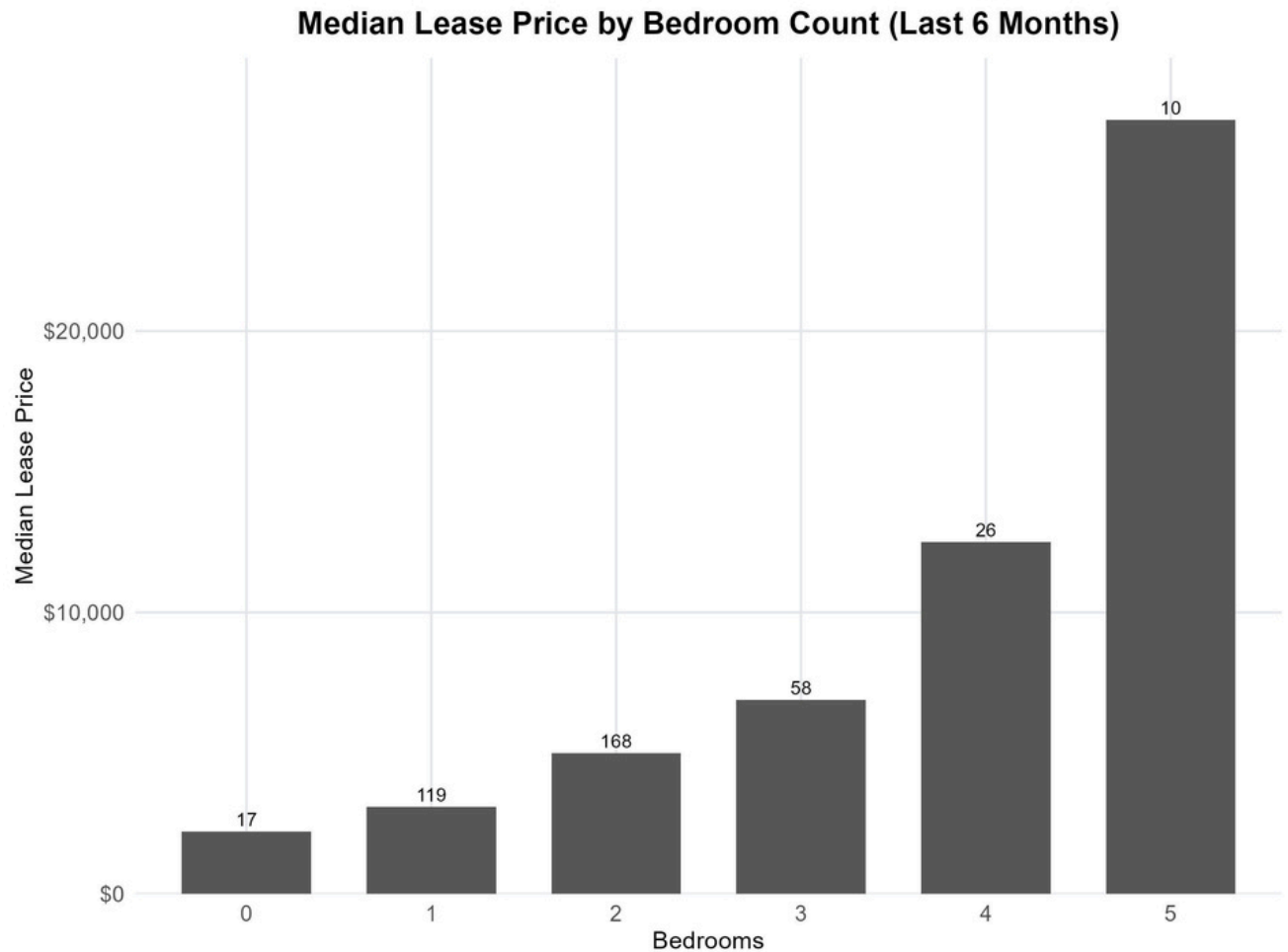
Median Lease Price Over Time (Last 6 Months)



While dipping in October, median lease price for all residential asset types increased sharply in November, and dipped to an average of around \$4,600/mo in January, an increase from December.

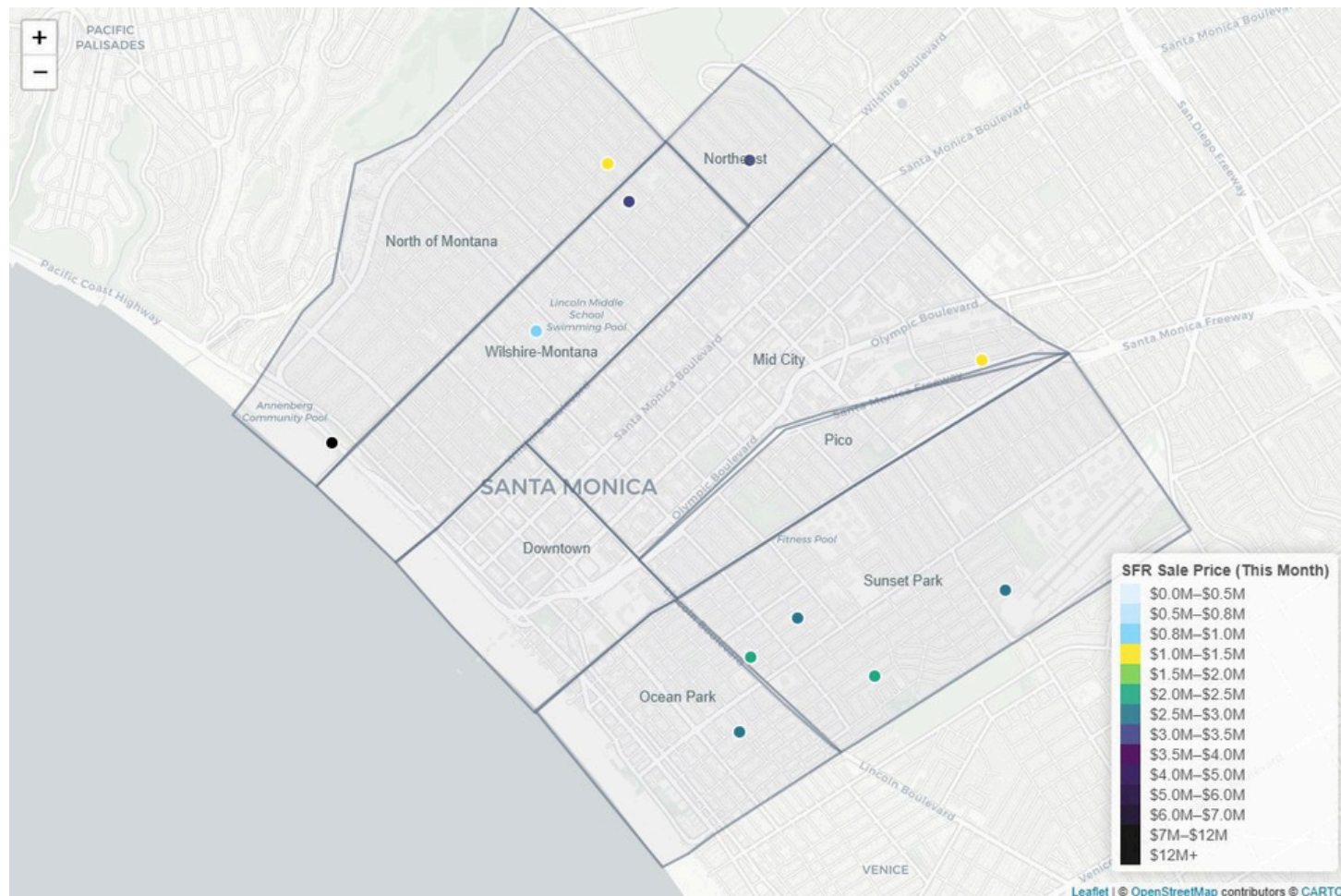
Rental Market Overview

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 \$25,000/mo



Local Insights

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





Local Insights - January

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

Neighborhood	Median Sale Price	Median Sale Dom	Sale Count	Sale Volume	Median Sale Ppsqft	Median Lease
All sm	\$2,525,000 ▼	22 ▼	11 ▼	\$37,901,000 ▼	\$1,420 ▼	\$4,598 ▲
Ocean Park	\$2,525,000	22	1	\$2,525,000	\$1,117	\$3,948 ▲
Sunset Park	\$2,530,500 ▼	20.5 ▲	4 ▼	\$9,926,000 ▼	\$1,350 ▲	\$4,200 ▲
Downtown						\$15,485 ▲
Pico						\$4,695 ▲
Mid City	\$1,310,000	10	1	\$1,310,000	\$975	\$4,200 ▼
Northeast	\$3,100,000 ▼	0 ▼	1 ▼	\$3,100,000 ▼	\$2,261 ▲	\$2,548 ▼
Wilshire-Montana	\$2,152,500 ▼	143 ▲	2 ▲	\$4,305,000 ▲	\$2,323 ▲	\$5,000 ▼
North of Montana	\$8,367,500 ▲	29.5 ▼	2 ▼	\$16,735,000 ▼	\$2,718 ▲	\$8,900 ▼



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	\$3,100,000 ▼	22 ▲	49 ▼	\$220,724,802 ▲	\$1,418 ▼	\$4,900 ▼
Ocean Park	\$2,494,500 ▼	13 ▲	2 ▼	\$4,989,000 ▼	\$1,336 ▼	\$4,950 ▼
Sunset Park	\$2,752,500 ▲	20.5 ▲	14 ▼	\$41,666,800 ▼	\$1,335 ▲	\$4,000 ▼
Downtown	\$3,603,100 ▼	67.5 ▲	2 ▼	\$7,206,200 ▼	\$1,611 ▼	\$16,000 ▲
Pico	\$2,305,000 ▲	8.5 ▼	2 ▲	\$4,610,000 ▲	\$1,176 ▲	\$3,100 ▲
Mid City	\$1,525,000 ▼	10 ▼	3 ▲	\$4,835,000 ▲	\$975 ▲	\$4,100 ▲
Northeast	\$4,005,000 ▼	22 ▲	5 ▲	\$25,275,000 ▲	\$1,838 ▲	\$2,645 ▼
Wilshire-Montana	\$2,583,750 ▼	54 ▲	3 ▼	\$6,888,750 ▼	\$2,227 ▲	\$5,000 ▲
North of Montana	\$5,075,026 ▲	35.5 ▲	18 ▲	\$125,254,052 ▲	\$2,003 ▲	\$9,375 ▲



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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