



Market Report

Beverly Hills, CA

REPORT FOR 10/13/2020

Single-Family Homes

CHARTWELL
ESCROW

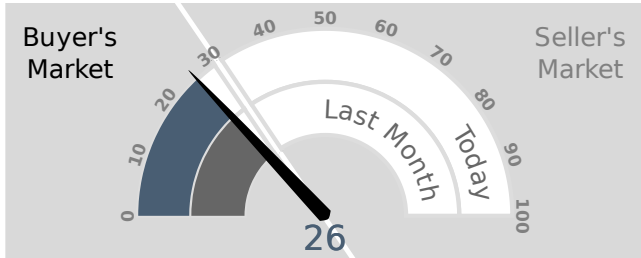
Presented by Zack Tenney
310-740-1708
ztenney@chartwellescrow.com

Beverly Hills • Brentwood • Calabasas • Hollywood • Malibu • Newport Beach • Old Town
Pasadena • Pasadena • Santa Monica • Seal Beach • Sherman Oaks • West Hollywood • Westlake
Village

This week the median list price for Beverly Hills, CA is \$7,825,000 with the market action index hovering around 26. This is about the same as last month's market action index of 26. Inventory has held steady at or around 256.

MARKET ACTION INDEX

This answers "How's the Market?" by comparing rate of sales versus inventory.



Slight Buyer's Advantage

The market has shown some evidence of slowing recently. Both prices and inventory levels are relatively unchanged in recent weeks. Watch the Market Action Index for changes as it can be a leading indicator for price changes.

REAL-TIME MARKET PROFILE

Median List Price		\$7,825,000
Per Square Foot		\$1,458
Days on Market		201
Price Decreased		33%
Price Increased		2%
Relisted		18%
Inventory		256
Median Rent		\$7,200
Most Expensive		\$160,000,000
Least Expensive		\$1,149,000
Market Action		26

Slight Buyer's Advantage

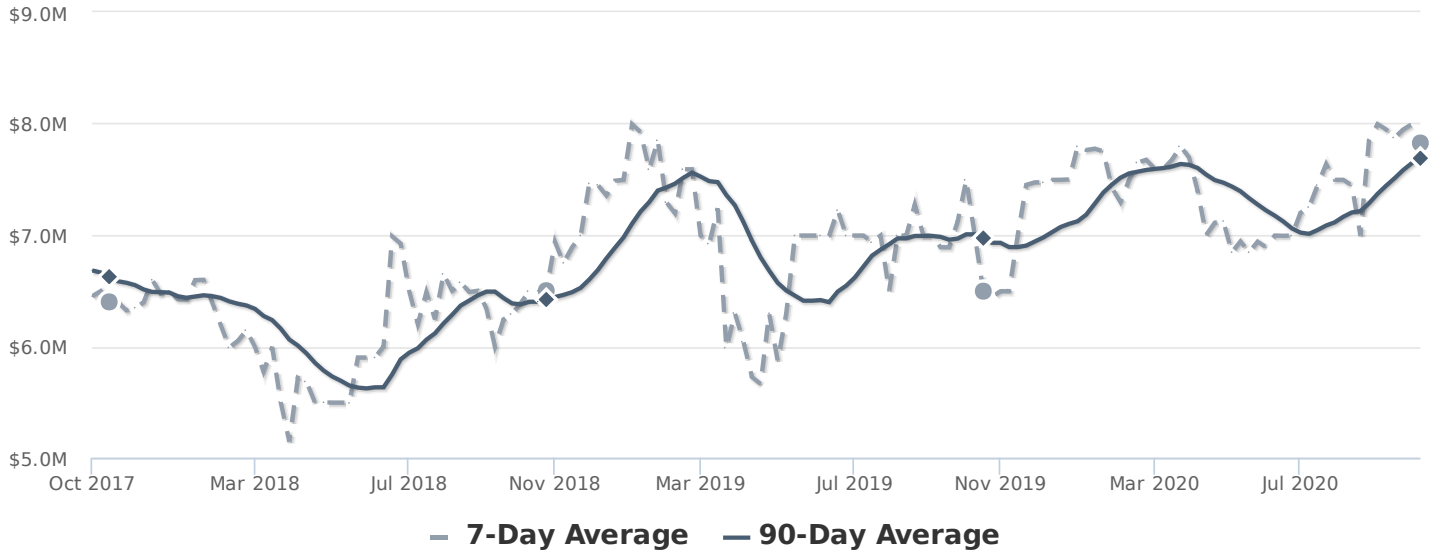
MARKET SEGMENTS

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$26,747,500	11,106	0.5 - 1 acre	6	9	25	1	2	205
\$10,995,000	7,216	0.5 - 1 acre	5	7	59	2	5	205
\$5,596,500	4,914	0.25 - 0.5 acre	5	6	42	2	2	255
\$2,799,500	2,755	8,000 - 10,000 sqft	4	4	63	6	5	136

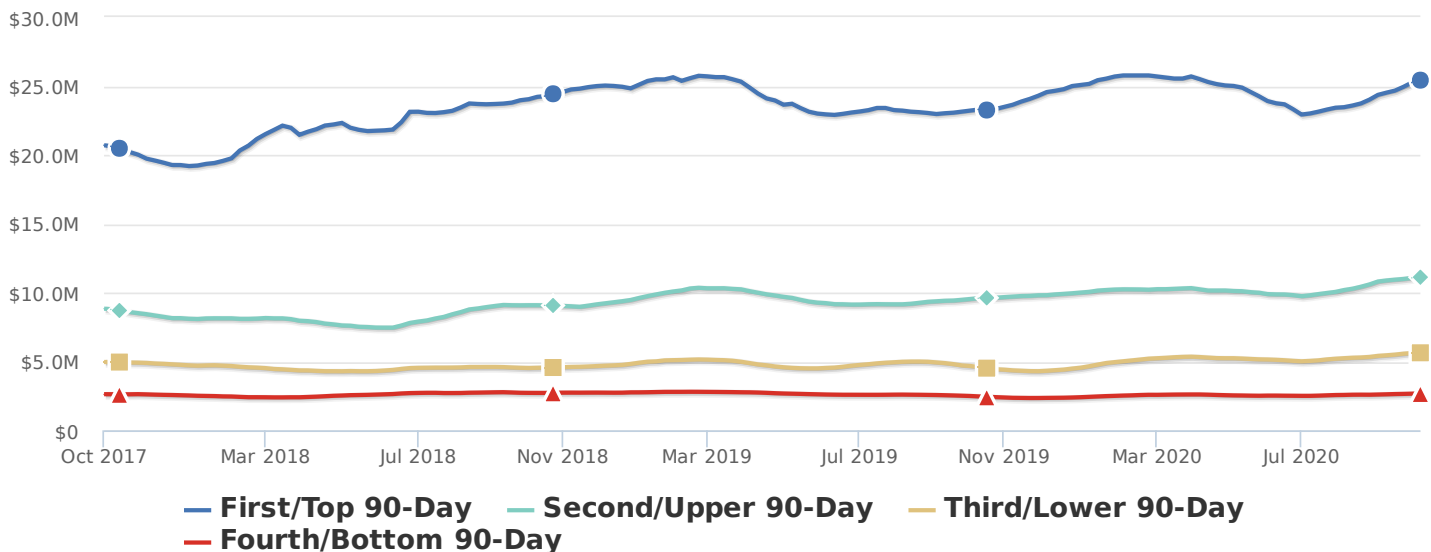
MEDIAN LIST PRICE

The market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this trend.



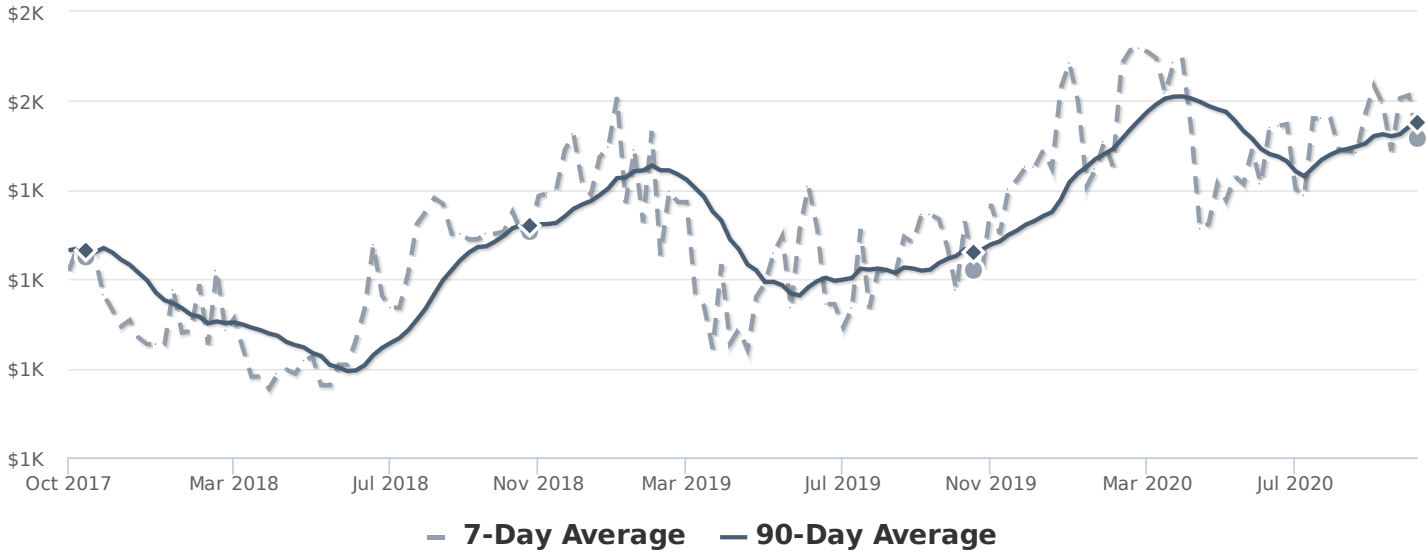
SEGMENTS

Prices have generally settled at a plateau, although Quartile 1 is on a bit of an up trend in recent weeks. We'll need to see a persistent shift in the Market Action Index before we see prices across the board move from these levels.



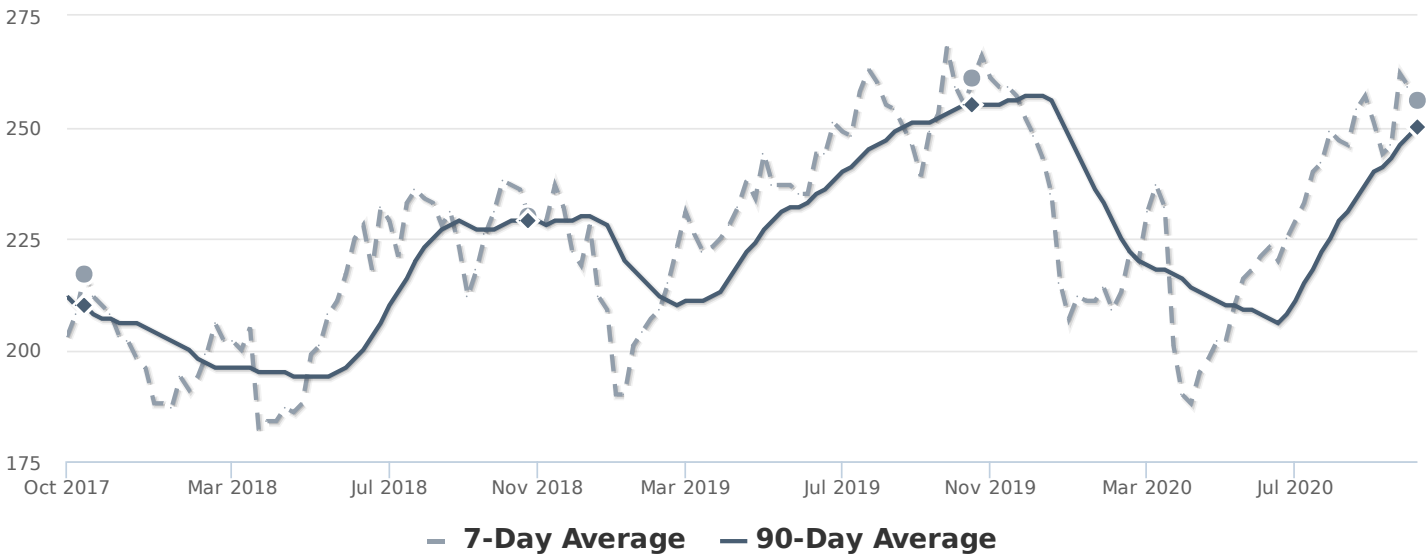
PRICE PER SQUARE FOOT

The market plateau is seen across the price and value. The price per square foot and median list price have both been reasonably stagnant. Watch the Market Action Index for persistent changes as a leading indicator before the market moves from these levels.



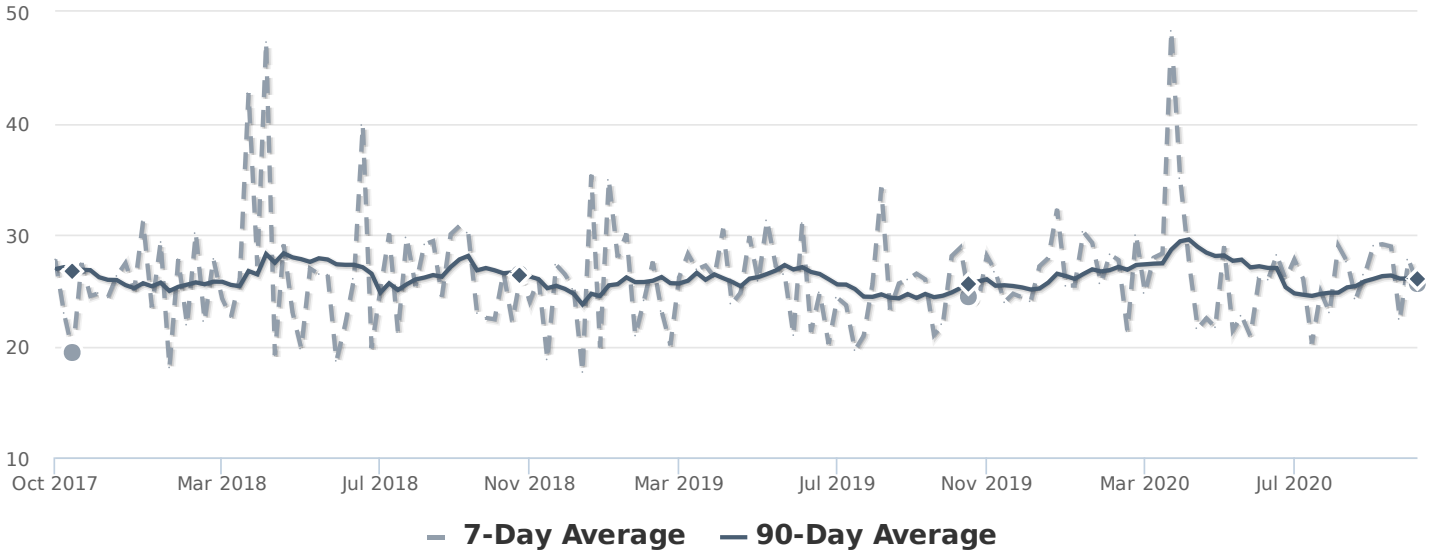
INVENTORY

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



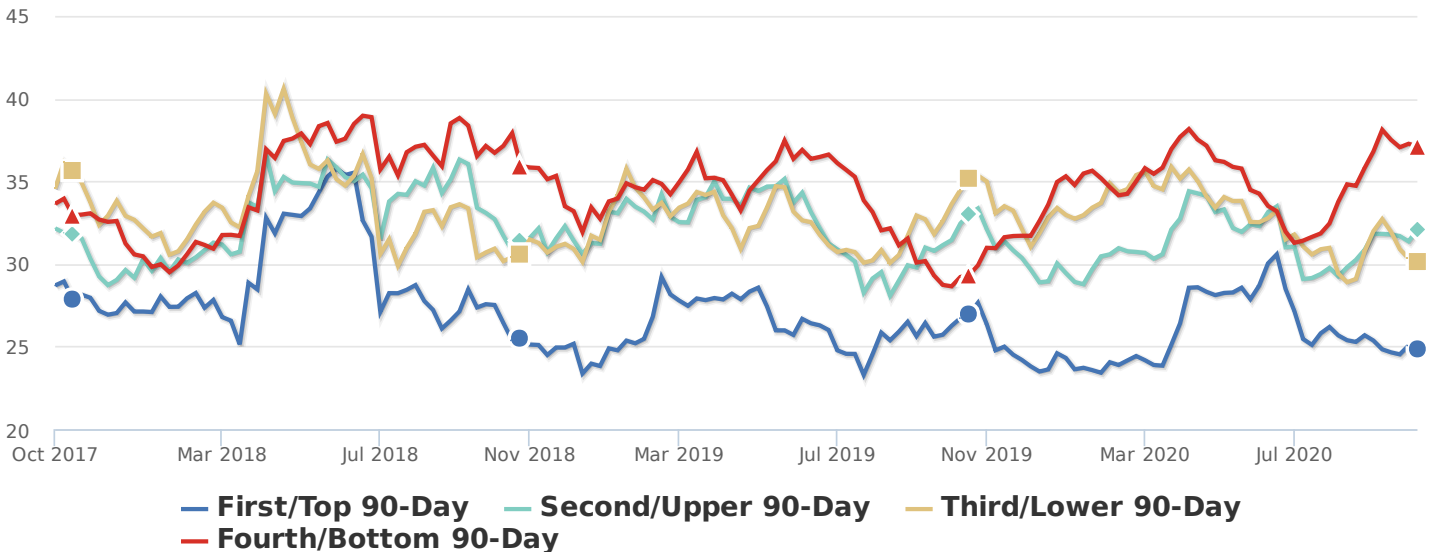
MARKET ACTION INDEX

The market has shown some evidence of slowing recently. Both prices and inventory levels are relatively unchanged in recent weeks. Watch the Market Action Index for changes as it can be a leading indicator for price changes.



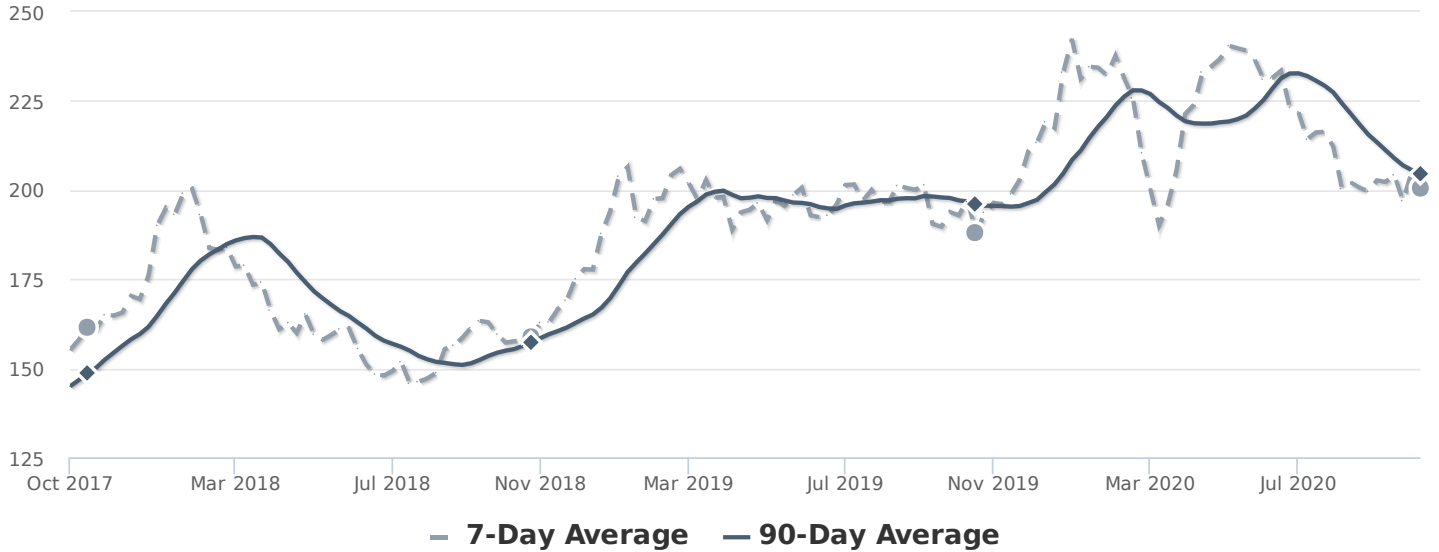
MARKET ACTION SEGMENTS

Three of the four quartiles of the market are in the Seller’s Market zone with relatively low amounts of inventory given the current rate of demand for homes in the quartile. Notice that Quartile 1 (the highest-end price group) is showing weaker demand than the others. It’s not uncommon that the premium segment of the market takes longer to sell than the rest of the group.



AVERAGE DAYS ON MARKET (DOM)

The properties have been on the market for an average of 205 days. Half of the listings have come newly on the market in the past 115 or so days. Watch the 90-day DOM trend for signals of a changing market.



SEGMENTS

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

