

Santa Monica 90404

ZIP code · CA · California > Los Angeles County > Santa Monica

BUYER'S MARKET

\$1.1M

MEDIAN SALE PRICE

+3.7%

1-YR CHANGE

90

SALES (12 MO)

\$1.1M

MEDIAN VALUE (AVM)

Market temperature

Buyer's market · 35 / 100



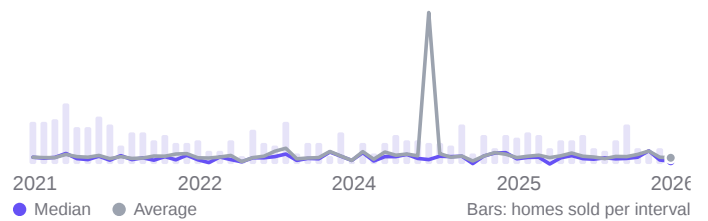
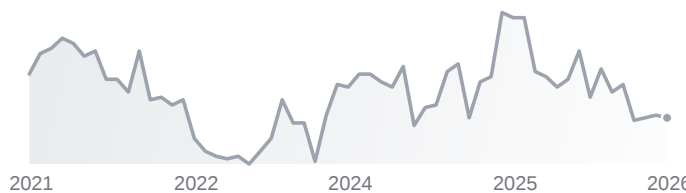
MARKET TRENDS (5 YEARS)

Market temperature (0-100)

35 / 100

Sale prices

Median \$810K · Average \$1.1M

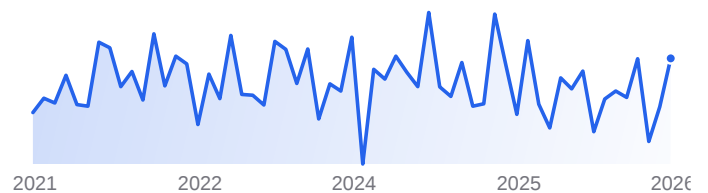
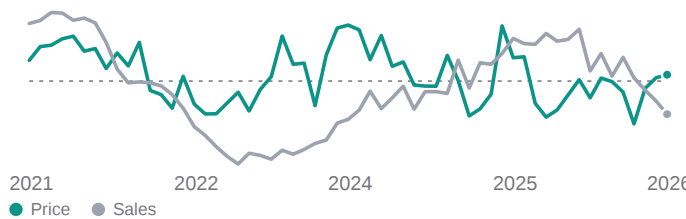


Growth (year over year)

Price +3.7% · Sales -19.6%

Price per square foot

\$922/ft²



Sale premium vs estimated value

-3.1%

Annual turnover (share of homes sold)

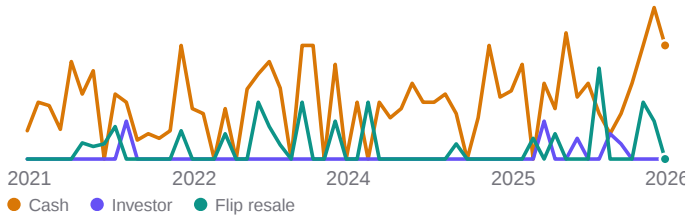
2.8%



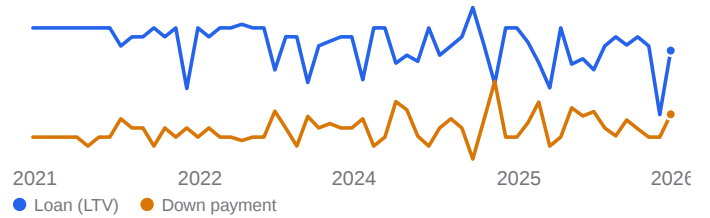
BUYERS & OUTCOMES

Buyer mix

Cash 50% · Investor 0% · Flip resale 0%

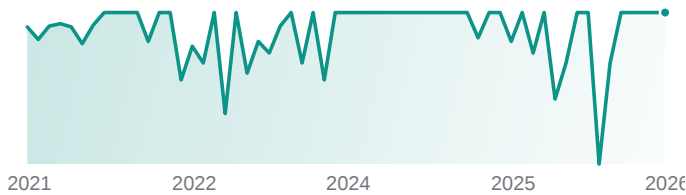


Financing (share of purchase price) Loan (LTV) 68% · Down payment 33%



Sellers who sold at a gain

100%



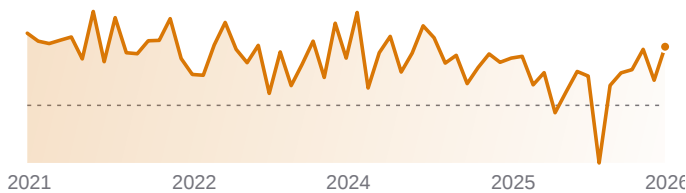
Typical hold before selling

3.2 yrs



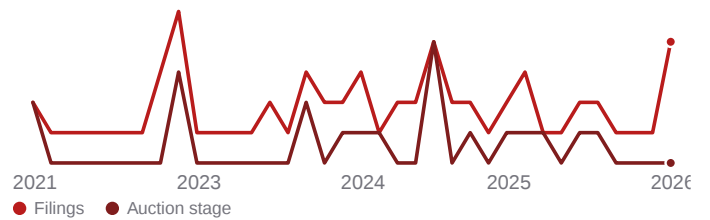
Median annualized return at resale

+4.3%



Preforeclosure filings

Filings 4 · Auction stage 0



HOUSING STOCK

Homes	3,210
Median value (AVM)	\$1.1M
Median size	1,362 ft²
Median bedrooms	2
Median year built	1971
Single family	14%
Condos	63%

EQUITY & OWNERSHIP

Equity rich (LTV 50% or less)	59%
Underwater (LTV 125% or more)	1.1%
Owner occupied	54%
Company owned	49%
Median loan-to-value	42%

Typical ownership tenure

16.8 yrs

COMMUNITY

Population	21,125
Density	10,673 / mi²
Median household income	\$92K
Average household income	\$125K
Crime index (US avg 100)	163
Air pollution index (US avg 100)	114
Earthquake index (US avg 100)	412
Homes occupied	91%
Bachelor's or higher	38%
Poverty rate	13.6%
Unemployment	1.7%
Average temp	62°F
Annual precip	15 in
Sunshine	73%

Market metrics are derived from recorded arms-length deeds through July 2026. Temperature blends price momentum, sales velocity, turnover and resale outcomes, ranked nationally against geographies of the same type.