



PER
PECT
IVES

WINTER 2024

DCG

EDITOR'S NOTE

As we close out another remarkable year, we want to extend our heartfelt gratitude to you—our clients, partners, and community—for your continued trust and support. It's your confidence in us that drives our commitment to excellence and inspires us to deliver insightful, data-driven perspectives on the luxury real estate market. This report reflects not just the trends and milestones of the past year, but also the opportunities that lie ahead as we step into the new year with optimism and ambition. Cheers to a prosperous and inspiring year ahead

HAPPY HOLIDAYS.

Tim & Scott

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FEATURING PAIGE ST

THE PEAK *of* STYLE



A VISIT TO
SAINT MORITZ

Saint-Moritz has always been synonymous with sophistication and exclusivity. From the iconic Corviglia Ski Club, whose members have included luminaries such as Gianni Agnelli, the Aga Khan, and Aristotle Onassis, to the thrilling Cresta Run, which draws tobogganing enthusiasts from around the globe, the resort has something for every kind of traveler. And yet, it's not just the sports or the scenery that captivate—it's the energy that fills the air.

Après-ski in Saint-Moritz is nothing short of legendary. By day, visitors enjoy the serious skiing the resort is known for, but by night, the real magic happens. Elegant dinner parties at Badrutt's Palace Hotel lead to lively nights at Dracula, a famed club founded by German automobile

tycoon Gunter Sachs. These moments of connection and celebration have made Saint-Moritz a perennial favorite for those who appreciate the finer things in life.

But the allure of Saint-Moritz extends beyond its slopes and social scene. Its artistic and cultural landscape has quietly flourished over the years, offering another layer of sophistication. Renowned architects like Norman Foster have contributed to meaningful projects in the region, and prestigious international galleries such as Hauser & Wirth and Vito Schnabel have established footholds here. The Engadin Art Talks and NOMAD art fair have become annual fixtures, drawing a global audience to the valley.



They come for the sports, like the thrill of tobogganing on natural-ice skeletons at the adrenaline-pumping Cresta Run. But make no mistake—it is equally about the Gatsby-esque levels of après-ski revelry.

THE PEAK OF STYLE

Saint-Moritz also has a rich history of inspiring creativity. Jean-Michel Basquiat famously tackled the Cresta Run during his visit in the 1980s, and artists like Gerhard Richter have found inspiration in the resort's unique ambiance. Even today, the local design talent continues to thrive, with pop-ups and exhibitions showcasing everything from ski wear to fine jewelry.

For those seeking indulgence in the simple pleasures, Saint-Moritz doesn't disappoint. Whether it's a perfect bacon sandwich at the Kulm Hotel's Sunny Bar or a quiet moment taking in the breathtaking Alpine views, the resort offers something timelessly elegant.

As someone who deeply understands the lifestyle aspirations of my clients, I see Saint-Moritz as more than just a destination. It's a reflection of the values many of us share: a love for beauty, a passion for adventure, and an appreciation for moments of true luxury. For anyone planning their next winter escape, it's impossible to overlook the charm and vitality that make Saint-Moritz a place unlike any other.



◀ CHESA FUTURA

'House of the Future' in Romansch, Chesa Futura, designed by Norman Foster, framed and clad with timber - one of the oldest and most sustainable building materials.

▲ GUNTER SACHS

A photo from November 27, 1969 shows Gunter Sachs, discoverer of St. Tropez, and his wife, Mirja Larsson, in St. Moritz during their wedding.



DOMESTIC ENDEAVORS

In a post-election world, the conversations regarding economic policies have reignited interest in Los Angeles luxury real estate, with international buyers fueling demand in Beverly Hills and Malibu.

The 2025 U.S. presidential election results have sparked notable shifts in the luxury real estate market, with high-net-worth buyers carefully responding to changes in tax policies, economic outlooks, and overall market sentiment. While each region has its own nuances, national trends are emerging, with major cities offering prime examples of how the market is adapting.

One of the most significant trends post-election is a renewed focus on stability. Markets like New York City have seen an uptick in activity as clearer tax and regulatory policies instill confidence in buyers who had been hesitant during the election season. Trophy properties in Manhattan, particularly in neighborhoods like Tribeca, are once again attracting domestic buyers eager to secure long-term investments in a more predictable environment.

Los Angeles remains an active market but reflects a mixed post-election sentiment. While Beverly Hills and Malibu continue to see strong demand from international buyers, local investors are weighing the impacts of California's regulatory environment and tax policies. This has tempered some enthusiasm for ultra-luxury properties, though the region's iconic status ensures its continued allure for global buyers.

On a broader scale, the 2025 election has reinforced the growing divide between tax-friendly states like Florida and Texas and high-tax states like California and New York. Buyers are increasingly prioritizing locations where favorable tax environments align with lifestyle preferences. This shift is particularly evident in markets like Austin and Miami, which continue to draw entrepreneurs and investors.

In the end, the luxury real estate market is proving adaptable, with buyers and sellers recalibrating their strategies to align with the political and economic landscape. While some cities are thriving and others are more cautious, one thing is clear: high-net-worth individuals remain committed to strategic investments, ensuring the luxury market's enduring resilience.

LOCAL CALE

DURKOVIC X CHRISTIE'S
OUR TRANSITION TO CIRE

LOS ANGELES MACRO
EAST SIDE MICRO
WEST SIDE MICRO

SAN GABRIEL VALLEY MACRO
PASADENA
SOUTH PASADENA
LA CANADA FLINTRIDGE
SAN MARINO
ALTADENA
ARCADIA

SAN FERNANDO VALLEY MACRO
STUDIO CITY
SHERMAN OAKS
TOLUCA LAKE
ENCINO

DURKOVIC



The Durkovic Group is proud to announce our transition to Christie's International Real Estate of Southern California. As Christie's Ambassador for the San Gabriel Valley and Director of Luxury Estates, we are excited to partner with a brand that reflects our own commitment to excellence in art, design, and architecture. Christie's incomparable legacy in these fields perfectly complements our vision for delivering exceptional service and results to our clients.

CHRISTIE'S

AREAS OF INTEREST

LOS ANGELES

Renowned for its cultural diversity, iconic landmarks, and vibrant entertainment industry, Los Angeles County encompasses a vast and varied landscape that includes sprawling urban centers, picturesque beaches, and rugged mountains. Home to the city of Los Angeles, the county serves as a global hub for entertainment, technology, and innovation. From the glamour of Hollywood to the laid-back vibes of beach communities like Santa Monica and Malibu, Los Angeles County offers a rich tapestry of experiences, attractions, and opportunities for residents and visitors alike.

WEST SIDE MICRO AREAS

PALISADES
BRENTWOOD
BEVERLY HILLS
BEVERLY HILLS POST OFFICE
HOLLYWOOD HILLS E
BEL AIR

EAST SIDE MICRO AREAS

SUNSET STRIP
LOS FELIZ
DOWNTOWN LA

34

HOUSES SPENT A MEDIAN OF **34 DAYS**
ON MARKET FROM LIST TO CLOSE.

2810

2810 NEW PROPERTIES WERE BROUGHT
TO MARKET IN QUARTER 3.

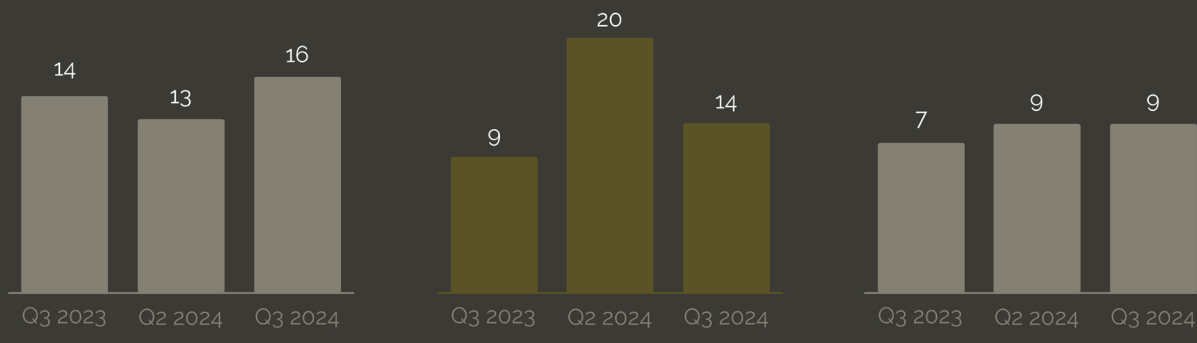
6.7

MEDIAN LISTING PRICES WERE
IMPROVED BY 6.7% IN Q THREE.

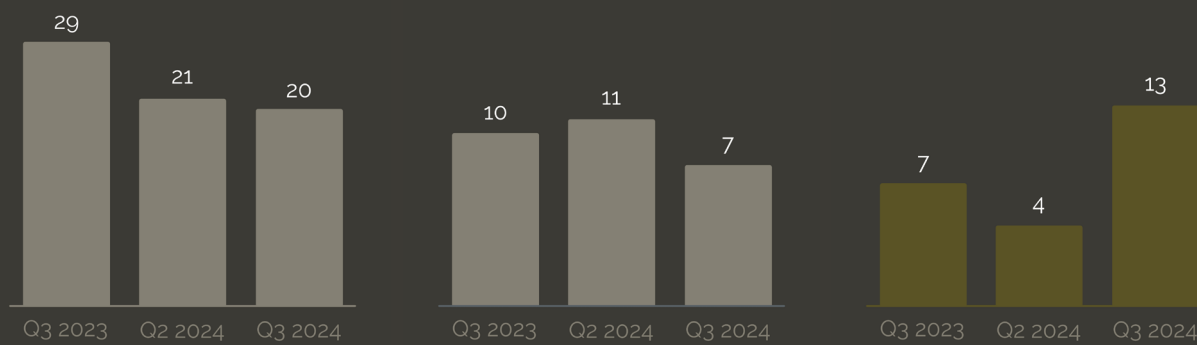
TOTAL LOS ANGELES SALES BY AREA

The data below illustrates nine micro markets surveyed in the Los Angeles area for Q3, the previous quarter, and the previous year.

TOTAL WEST SIDE SALES BY AREA



TOTAL EAST SIDE SALES BY AREA

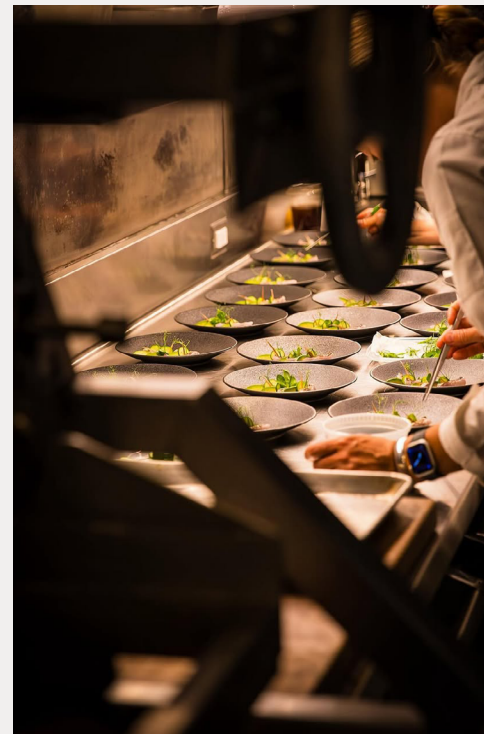


■ TOTAL TRANSACTIONS



▲
52 SURFSIDE AVE #A
 SURFSIDE, CALIFORNIA
 AVAILABLE FOR \$4,199,998

THE



With its diverse offerings, Los Angeles continues to shine as a culinary destination. Whether you're seeking intimate omakase, indulgent seafood, or boundary pushing artistry, the city's Michelin Star restaurants promise to impress even the most seasoned foodies.



LOS ANGELES



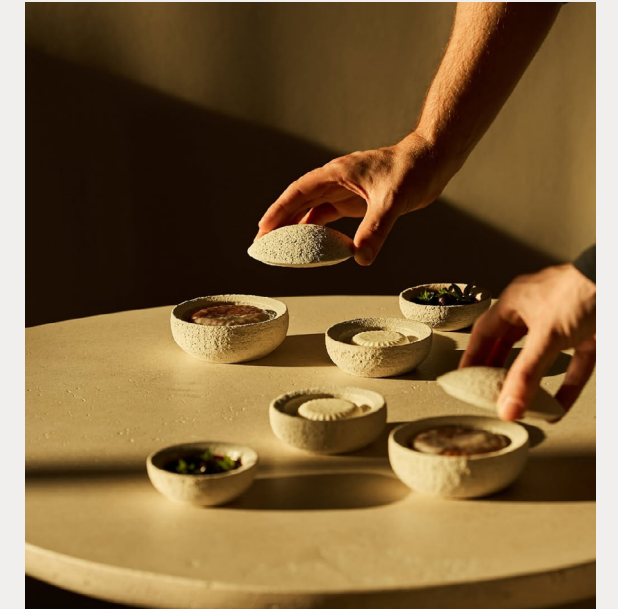
HUNGER

GAMES



VESPERTINE ▶

A FUSION OF FOOD, ART, AND ARCHITECTURE, VESPERTINE IS A ONE-STAR RESTAURANT OFFERING A MULTI-SENSORY DINING EXPERIENCE UNDER THE GUIDANCE OF CHEF JORDAN KAHN.



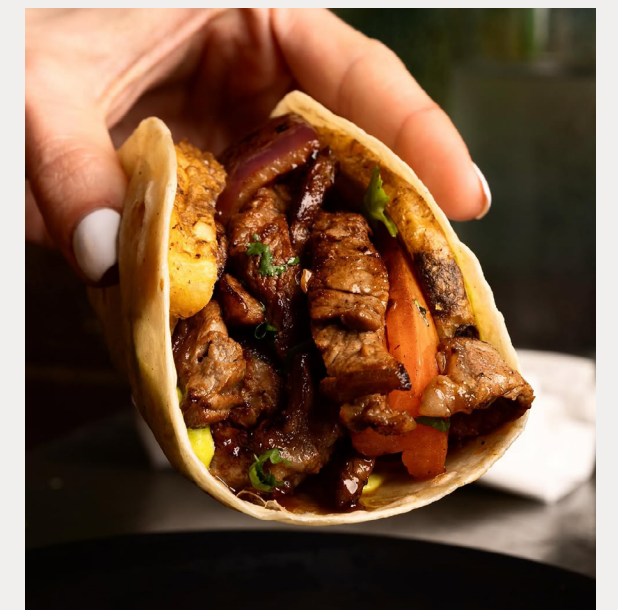
N/NAKA ▶

HELMED BY CHEF NIKI NAKAYAMA, N/NAKA DELIVERS AN EXQUISITE KAISEKI EXPERIENCE, BLENDING TRADITIONAL JAPANESE CULINARY ARTS WITH A MODERN, CALIFORNIA-INSPIRED TOUCH.



GUERRILLA TACOS ▶

CHEF WES AVILA ELEVATES THE HUMBLE TACO WITH BOLD FLAVORS, INVENTIVE FILLINGS, AND HIGH-QUALITY INGREDIENTS, REDEFINING LA'S STREET FOOD CULTURE.



AREAS OF INTEREST

san
GABRIEL
VALLEY

The San Gabriel Valley, nestled in eastern Los Angeles County, offers a luxurious blend of cultural richness, scenic beauty, and economic prosperity. With upscale communities like Pasadena and San Marino, boasting stately mansions and sprawling estates, the valley provides breathtaking views of the San Gabriel mountain range. Additionally, the region's thriving economy, anchored by prestigious academic institutions like Caltech, ensures a high standard of living and abundant amenities for residents.

SAN GABRIEL MICRO AREAS

PASADENA
SOUTH PASADENA
LA CANADA FLINTRIDGE
SAN MARINO
ALTADENA
ARCADIA

33

HOUSES SPENT A MEDIAN OF **33 DAYS**
ON MARKET FROM LIST TO CLOSE.

107

107 NEW PROPERTIES WERE BROUGHT
TO MARKET IN QUARTER 3.

8.0

THE MEDIAN PRICE OF HOMES **ROSE 8.0%**
IN THE THIRD QUARTER.



▲
1200 RANCHO ROAD
 ARCADIA, CALIFORNIA
 CLOSED FOR \$3,380,000

TOTAL SAN GABRIEL SALES BY AREA

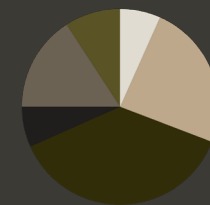
The data below illustrates six micro markets surveyed in the San Gabriel Valley for Q4, the previous quarter, and the previous year.

■ TOTAL TRANSACTIONS

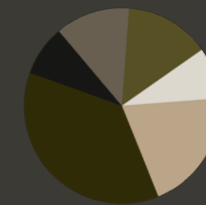


SAN GABRIEL MARKET SHARE BY AREA

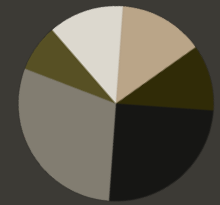
■ PASADENA ■ S. PASADENA ■ LA CANADA ■ SAN MARINO ■ ALTADENA ■ ARCADIA



TRANSACTIONS



ACTIVE INVENTORY



NEW TO MARKET

In Q3 2024, Pasadena maintained consistently high transaction levels, though slightly below the previous year. South Pasadena, Arcadia, and La Cañada Flintridge remained relatively unchanged. Altadena experienced a spike last quarter but leveled out this quarter, mirroring the trend in San Marino.

AREAS OF INTEREST

san FERNANDO VALLEY

Renowned for its upscale neighborhoods like Encino, Sherman Oaks, and Studio City, the San Fernando Valley offers an exclusive enclave of lavish estates, opulent mansions, and sprawling gated compounds. With panoramic views of the surrounding mountains and easy access to premier shopping, dining, and entertainment destinations, the valley epitomizes refined living. Boasting a diverse range of architectural styles, from sleek modern designs to elegant Mediterranean villas, luxury properties in the San Fernando Valley cater to the most discerning tastes.

SAN FERNANDO MICRO AREAS

STUDIO CITY
SHERMAN OAKS
TOLUCA LAKE
ENCINO

34

HOUSES SPENT A MEDIAN OF **34 DAYS**
ON MARKET FROM LIST TO CLOSE.

274

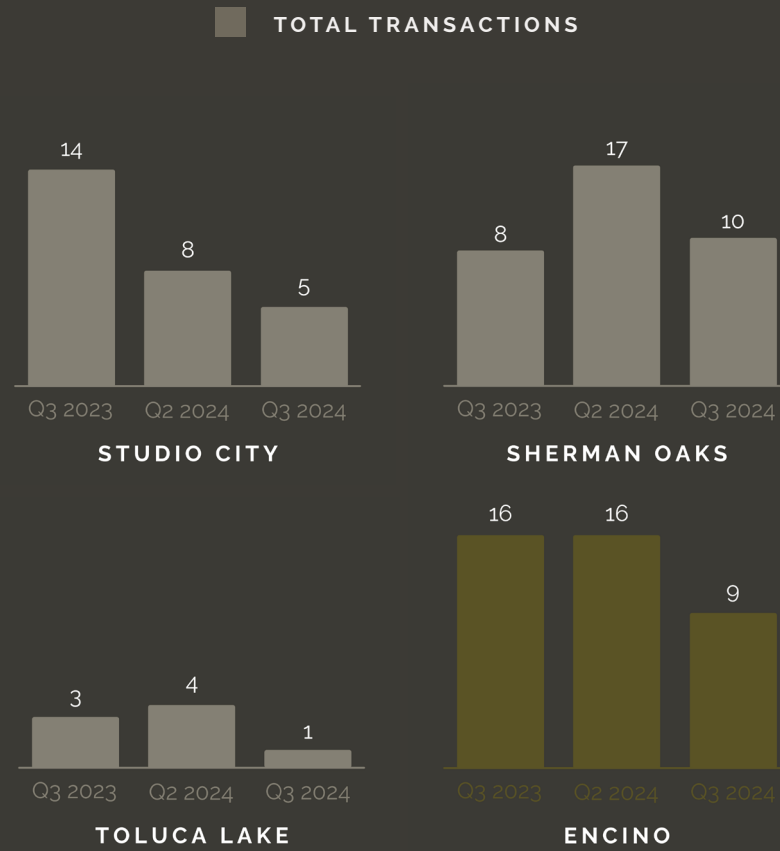
274 NEW PROPERTIES WERE BROUGHT
TO MARKET IN QUARTER 3.

3.9

THE MEDIAN PRICE OF HOMES **NEGLIGIBLY**
ROSE 3.9% IN THE THIRD QUARTER.

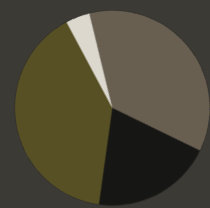
TOTAL SAN FERNANDO SALES BY AREA

The data below illustrates four micro markets surveyed in the San Fernando Valley for Q4, the previous quarter, and the previous



SAN FERNANDO MARKET SHARE BY AREA

■ STUDIO CITY ■ SHERMAN OAKS ■ TOLUCA LAKE ■ ENCINO



TRANSACTIONS



ACTIVE INVENTORY



NEW TO MARKET

In Q3 2024, Sherman Oaks dominated the San Fernando Valley market, leading in transactions, active listings, and new-to-market inventory. Studio City and Encino saw steep declines in transactions, while Sherman Oaks experienced a slight dip but remained the most active market in the region.



▲
3100 COLDWATER CANYON
 STUDIO CITY, CALIFORNIA
 AVAILABLE FOR \$4,360,000



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