



Residential Market Pulse



MAR VISTA

Q3 2025 Real Estate Data,
Presented by Pardee Properties



A note from Tami Pardee

Dear neighbors and friends,

I hope you've had a wonderful summer and found a chance to slow down and enjoy our beautiful community. As we head into fall, I've been reflecting on **how different this year's market has felt compared to years past**. Instead of the usual seasonal rhythm, **2025 has danced to its own tune**.

- **Homes that are well-priced and beautifully presented continue to sell, while those holding onto 2021 expectations are taking longer.**
- **Inventory remains lean, keeping competition strong for move-in-ready listings.**
- **Sellers still hold healthy equity, with long-term appreciation balancing slower sales cycles.**

With interest rates higher than we were used to a few years ago, **many buyers have taken a wait-and-see approach**. But with the Fed hinting at possible cuts ahead, **energy is slowly building again**. The buyers who are out there now are confident and focused—ready to move quickly on homes that are well-priced, beautifully presented, and **realistic for today's market**.

What's encouraging is that **our neighborhoods remain strong and resilient**. Sellers continue to see meaningful equity, and buyers are finding homes that fit where they are in life right now.

Trying to time the market perfectly is stressful. **Buy the lifestyle you want, and the numbers will follow.**

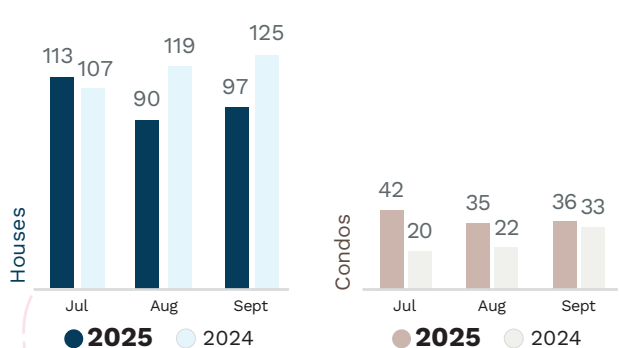
In gratitude,

Tami Pardee
Founder/CEO

What I'm noticing in the market

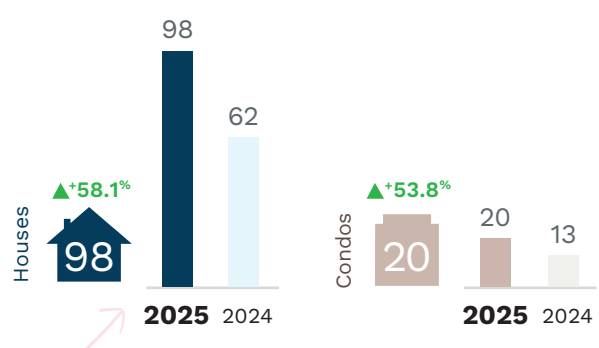
- **For Sellers:** Today's buyers are thoughtful and discerning. Homes that are well-priced, beautifully presented, and aligned with current market realities are still selling quickly and competitively. Presentation and strategy matter more than ever.
- **For Buyers:** With rates still elevated but more balance returning to the market, buyers now have more time and choice than in past years. Focus on the right fit and fair value—not timing the market perfectly—and you'll set yourself up for long-term success.

Homes for sale | Q3



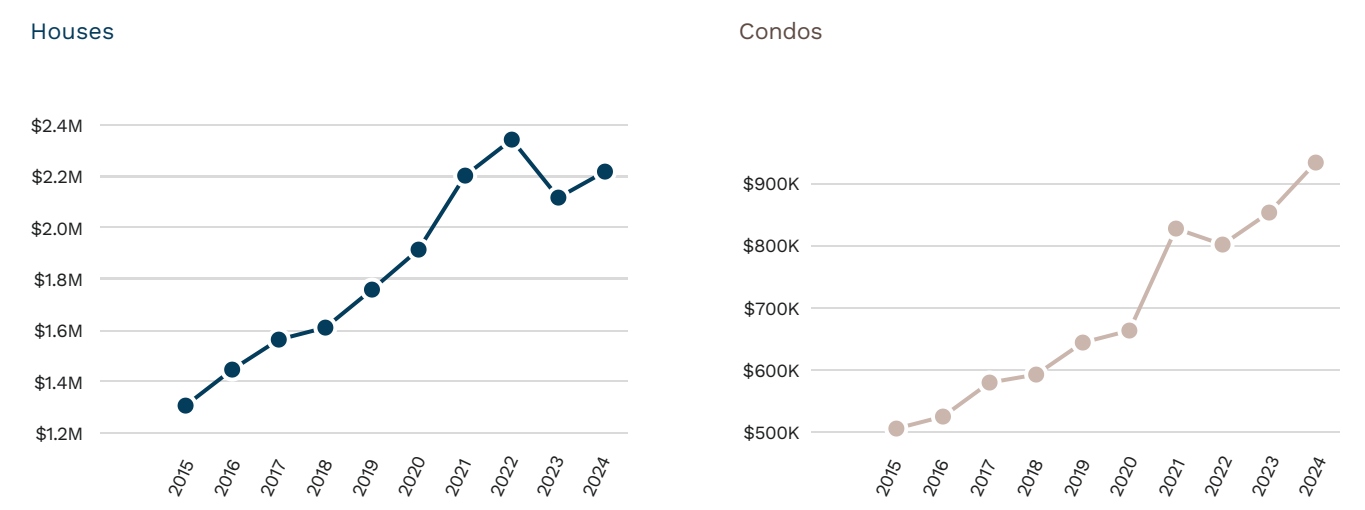
Inventory stayed lean overall—house listings dipped from last year’s levels, while condo availability nearly doubled, giving buyers a few more options without easing the market’s tight feel.

Homes sold | Q3

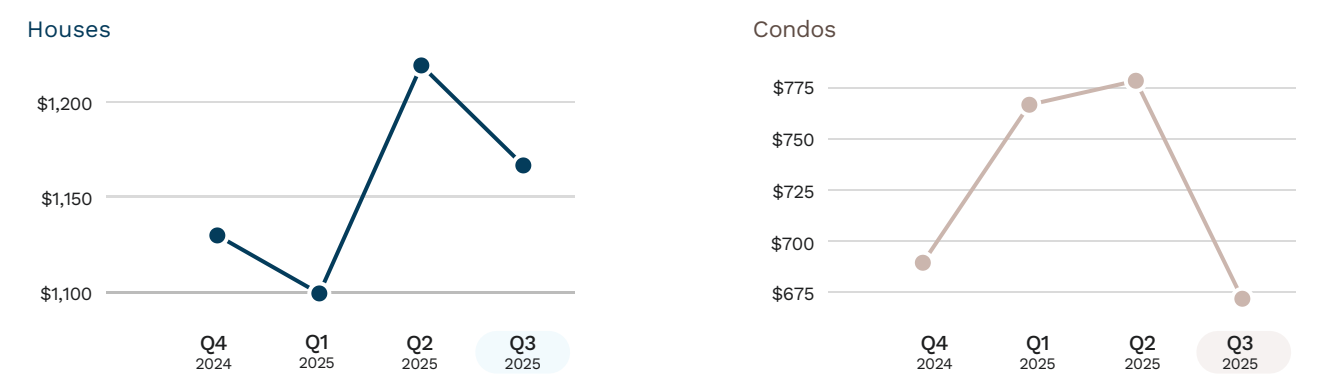


Condo sales have picked up steam since last year, so if you’re thinking about selling, buyer interest is definitely heating up.

Mar Vista average sold prices | past 10 years



Average price per sq. ft. | Previous 4 Quarters



Houses decreased to \$1,166 per sq. ft. in Q3 of 2025. Condos decreased to \$672 per sq. ft. in Q3 of 2025.

Average sold price | Previous 4 Quarters



Houses increased to \$2,648,495 in Q3 of 2025. Condos decreased to \$819,825 in Q3 of 2025.

What does this tell us?

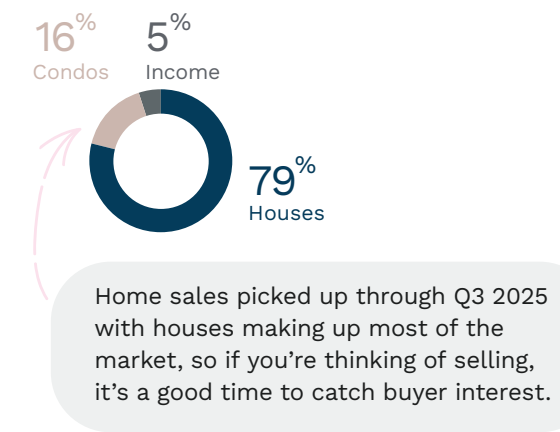
Over the past decade, Mar Vista single-family home prices have more than doubled, rising about 104%, while condos are up around 60%—prices in 2024 bounced back near record highs after a brief dip in 2023.

Average sold vs. list price | Q3



On average, houses sold for just above their asking price while condos have been selling just a hair under asking price, so pricing your place right could make all the difference.

Property breakdown | Q3



Average days on market | Q3

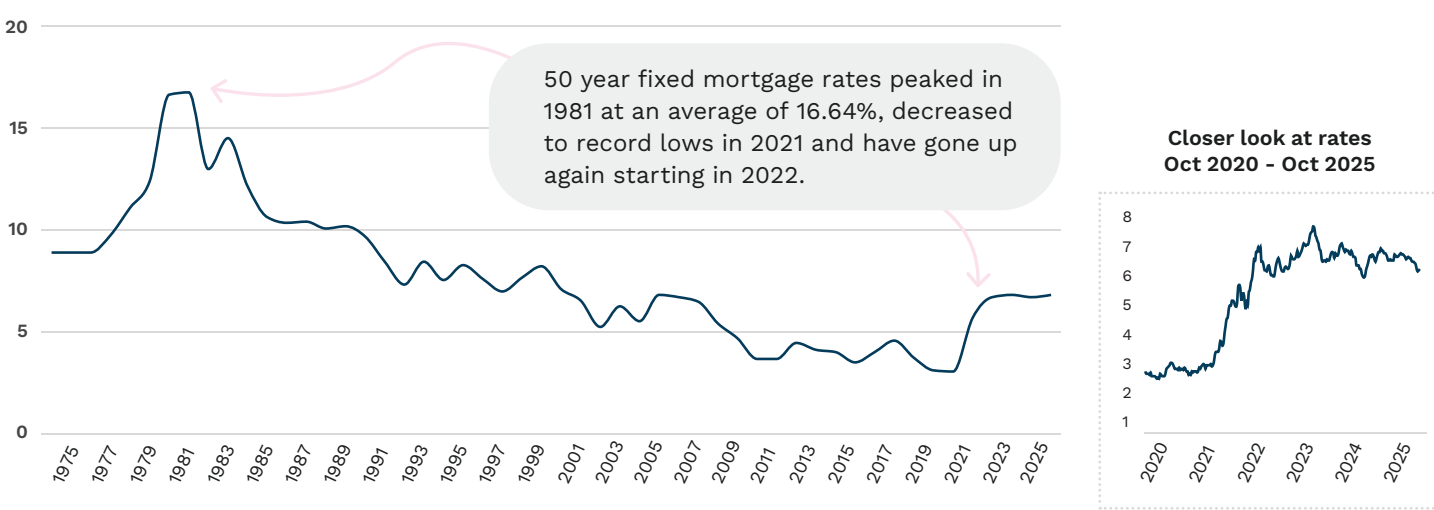


Mar Vista market notable sales

*Properties nearest to the median sales price in the area

	Address	Bed	Bath	Sold Date	DOM (Days On Market)	Sq. Ft.	Sold Price	
Houses	3598 Mountain View Avenue	6	7	9/28/2025	3	—	\$6,000,000	Highest
	3904 East Blvd	4	1	8/28/2025	0	2,033	\$2,325,000	Median*
	3406 Purdue Avenue	4	3	7/3/2025	0	1,672	\$2,340,000	Median*
Condos	3565 Military Avenue	2	1	8/15/2025	1	1,111	\$1,060,000	Lowest
	11440 National Blvd #9	2	3	8/12/2025	21	1,962	\$1,200,000	Highest
	3535 Dunn Drive #106	2	3	8/26/2025	102	1,390	\$780,000	Median*
	3509 Keystone Avenue #101	2	3	9/18/2025	13	1,190	\$780,000	Median*
	3544 S Centinela Avenue #106	1	1	8/20/2025	162	737	\$448,000	Lowest

As we look at interest rates over a 50-year period, we see the downward slope — but there’s been a significant rise since 2022.



Curious how this data affects your own home?

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Westchester
\$1,599,800



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Venice
\$1,720,000



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Marina del Rey
\$1,250,000



SOLD by PARDEE

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Venice
\$2,375,000



SOLD by PARDEE

970 Palm Avenue #221
West Hollywood
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\$1,189,940



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