



Residential Market Pulse

EL SEGUNDO

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.**

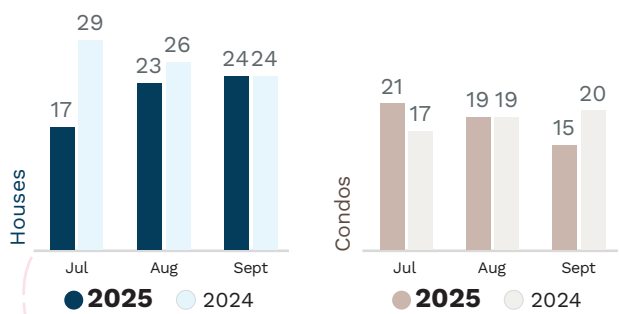
In gratitude,

Tami Pardee
Founder/CEO

What I'm noticing in the market

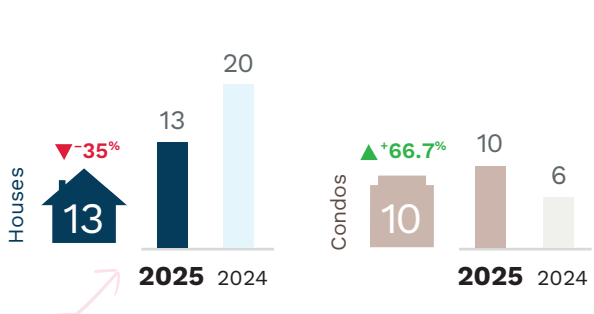
- **For Sellers:** Today's buyers are thoughtful and discerning. Homes that are well-priced, beautifully presented, and aligned with current market realities are still selling quickly and competitively. Presentation and strategy matter more than ever.
- **For Buyers:** With rates still elevated but more 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



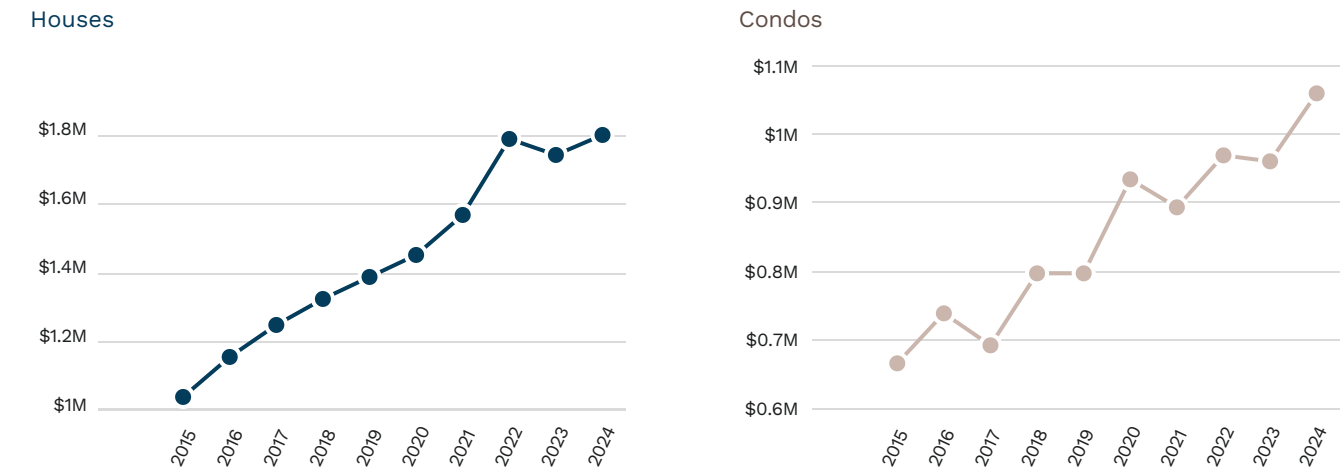
Housing inventory eased slightly in Q3, with houses trending below last year’s levels while condo availability held relatively steady—keeping the market tight and competitive for well-priced homes.

Homes sold | Q3



House sales eased while condo closings rose—showing a slower but balanced market where well-prepared listings still attract steady buyer interest.

El Segundo average sold prices | past 10 years

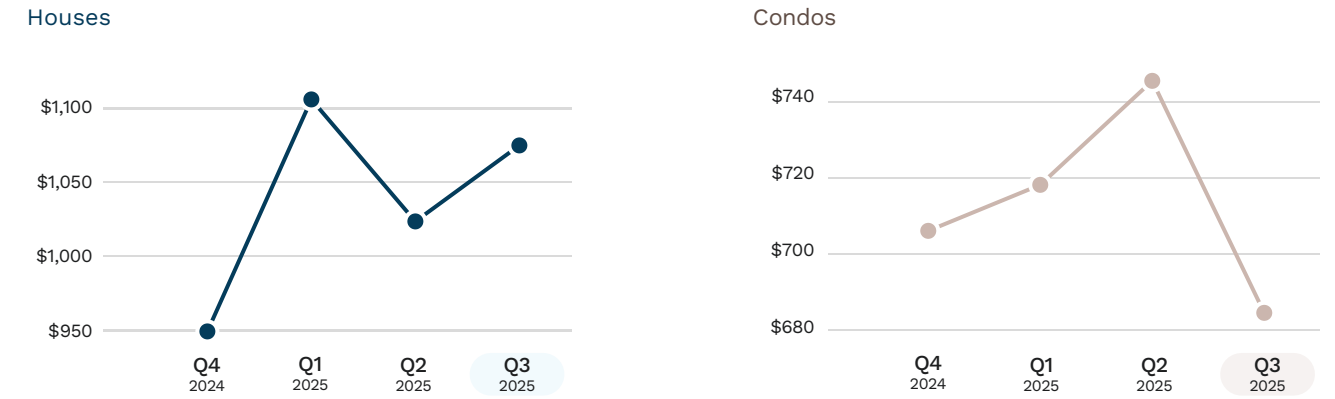


El Segundo market notable sales

*Properties nearest to the median sales price in the area

	Address	Bed	Bath	Sold Date	DOM (Days On Market)	Sq. Ft.	Sold Price	
Houses	802 Maryland Street	5	4	9/10/2025	82	4,088	\$3,155,000	Highest
	741 Hillcrest Street	4	2	9/4/2025	4	1,605	\$1,980,000	Median
	426 Maryland Street	3	2	9/18/2025	0	1,944	\$1,000,000	Lowest
Condos	337 Penn Street	4	3	8/4/2025	93	1,840	\$1,746,500	Highest
	950 Main Street #203	2	2	7/9/2025	236	1,175	\$764,000	Median*
	616 W Imperial Avenue #2	3	3	8/22/2025	67	1,550	\$1,025,000	Median*
	1341 E Grand Avenue #C	3	3	7/7/2025	0	1,356	\$1,025,000	Median*
	770 W Imperial Avenue #16	2	1	9/4/2025	36	997	\$630,000	Lowest

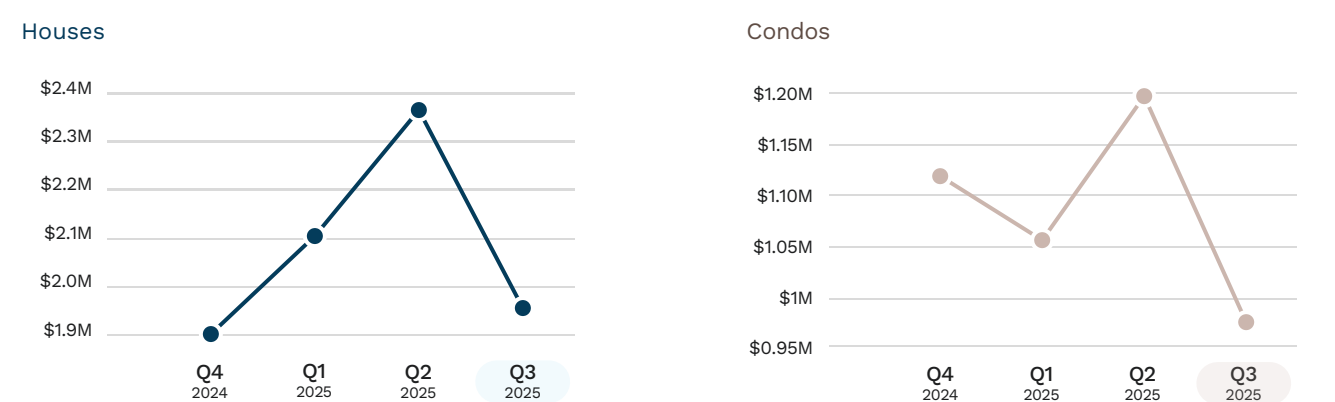
Average price per sq. ft. | Previous 4 Quarters



Houses increased to \$1,074 per sq. ft. in Q3 of 2025.

Condos decreased to \$684 per sq. ft. in Q3 of 2025.

Average sold price | Previous 4 Quarters



Houses decreased to \$1,951,950 in Q3 of 2025.

Condos decreased to \$974,950 in Q3 of 2025.

What does this tell us?

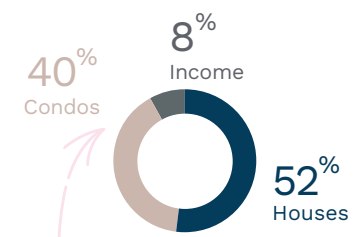
El Segundo’s housing market has been on a steady climb—both houses and condos have seen strong appreciation over the past decade. Even with a few pauses along the way, prices today are near all-time highs, showing how lasting demand keeps this community in motion.

Average sold vs. list price | Q3



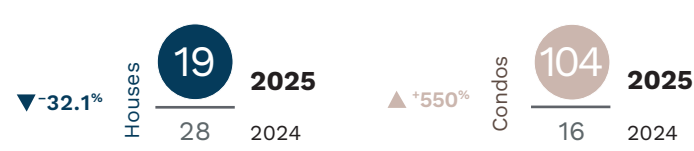
Both houses and condos are selling a bit below asking price lately — a cooling off period compared to earlier this year, so realistic pricing matters now more than ever.

Property breakdown | Q3



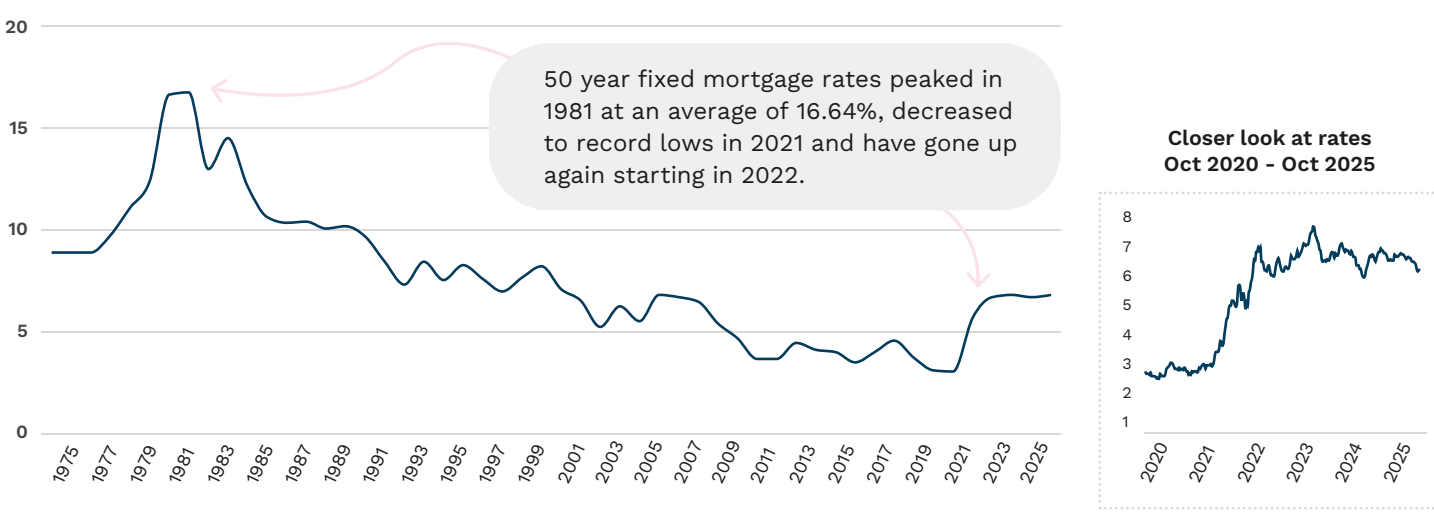
The share of single-family homes and condos sold ticked up a bit lately, even as total property sales dipped to their lowest point in over a year—suggesting fewer buyers, but steady demand.

Average days on market | Q3



Houses are selling faster than at any other time in the last year while condos are taking a lot longer to sell on average; however, it’s smart to keep in mind that only 10 condos sold in Q3.

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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Marina del Rey
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Westchester
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Venice
\$1,720,000



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Marina del Rey
\$1,250,000



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Venice
\$2,375,000



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West Hollywood
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Long Beach
\$1,189,940



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Culver City
\$1,409,250



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\$329,000



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