



# Residential Market Pulse

SANTA MONICA

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.**

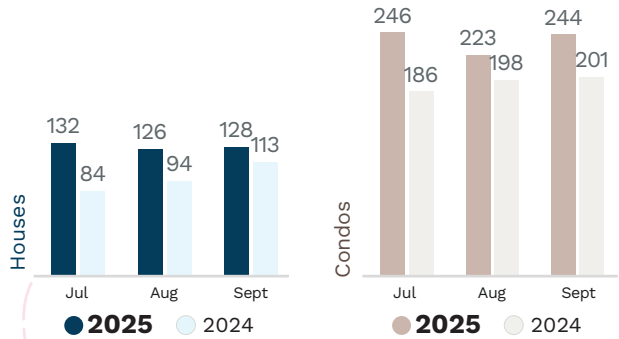
In gratitude,

*Tami Pardee*  
Founder/CEO

### What I'm noticing in the market

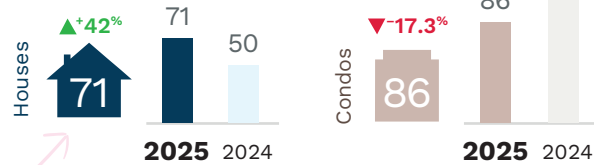
- **For Sellers:** Today's buyers are thoughtful and discerning. Homes that are well-priced, beautifully presented, and aligned with current market realities are still selling quickly and competitively. Presentation and strategy matter more than ever.
- **For Buyers:** With rates still elevated but more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



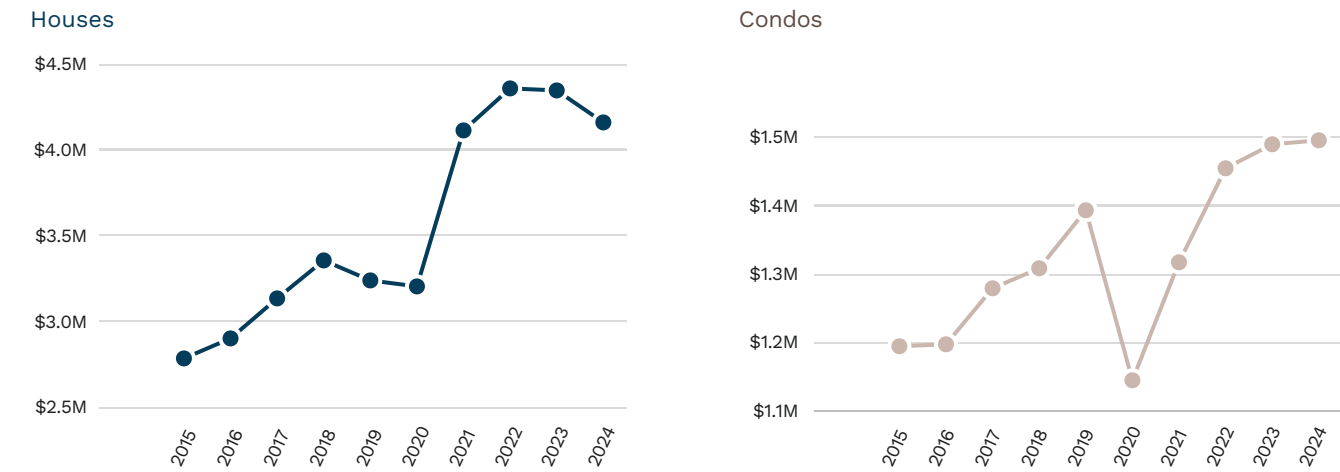
Q3 inventory increased across the board, with single-family listings up roughly 35–40% and condo availability rising about 20%.

Homes sold | Q3



Home sales have picked up over the past year, peaking this spring, which suggests demand for single-family homes is still going strong if you're thinking of selling.

Santa Monica average sold prices | past 10 years



What does this tell us?

Over the past decade, Santa Monica home values have surged. Single-family prices climbed more than 55% since 2015, while condos rose about 48%. Even with a few dips along the way, both markets have shown remarkable long-term stability and steady appreciation.

Santa Monica 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	653 Palisades Beach Road	4	5	7/2/2025	94	3,431	\$11,830,953	Highest
	2656 32nd Street	4	5	9/11/2025	12	3,239	\$4,100,000	Median
	2822 Delaware Avenue	3	1	7/25/2025	28	1,616	\$1,150,000	Lowest
Condos	10 Ocean Park Blvd #1	4	5	8/29/2025	149	3,846	\$6,100,000	Highest
	852 21st Street #C	2	3	8/7/2025	4	1,482	\$1,300,000	Median*
	1242 9th Street #5	2	3	7/16/2025	51	1,292	\$1,258,000	Median*
	1440 23rd Street #121	1	1	9/18/2025	82	660	\$489,200	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.

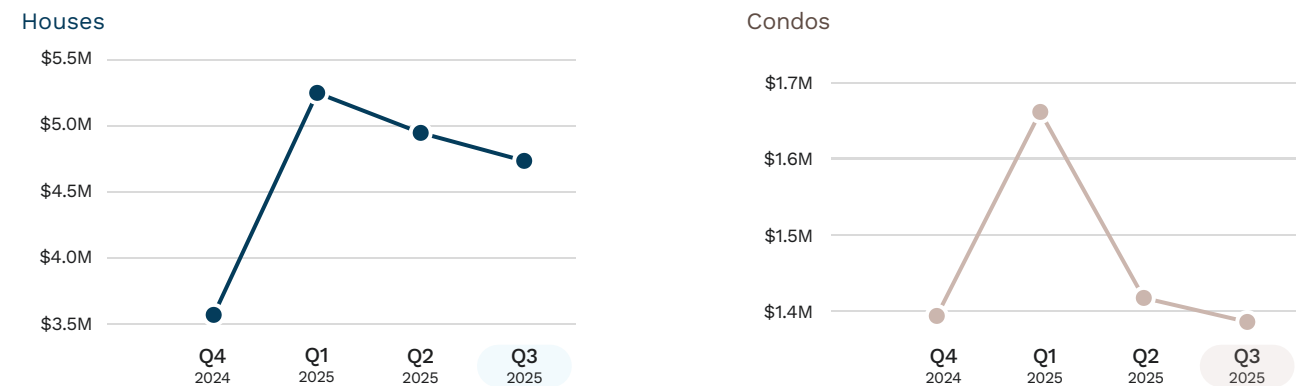
Average price per sq. ft. | Previous 4 Quarters



Houses increased to \$1,787 per sq. ft. in Q3 of 2025.

Condos decreased to \$1,019 per sq. ft. in Q3 of 2025.

Average sold price | Previous 4 Quarters



Houses decreased to \$4,726,963 in Q3 of 2025.

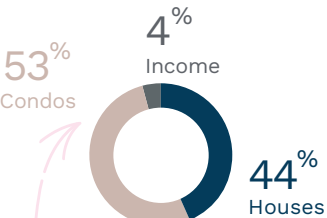
Condos decreased to \$1,384,292 in Q3 of 2025.

Average sold vs. list price | Q3



Houses in Santa Monica are still selling right around or even just above asking price while condos have been selling just a hair under, on average. Timing and realistic pricing make all the difference if you are considering selling!

Property breakdown | Q3

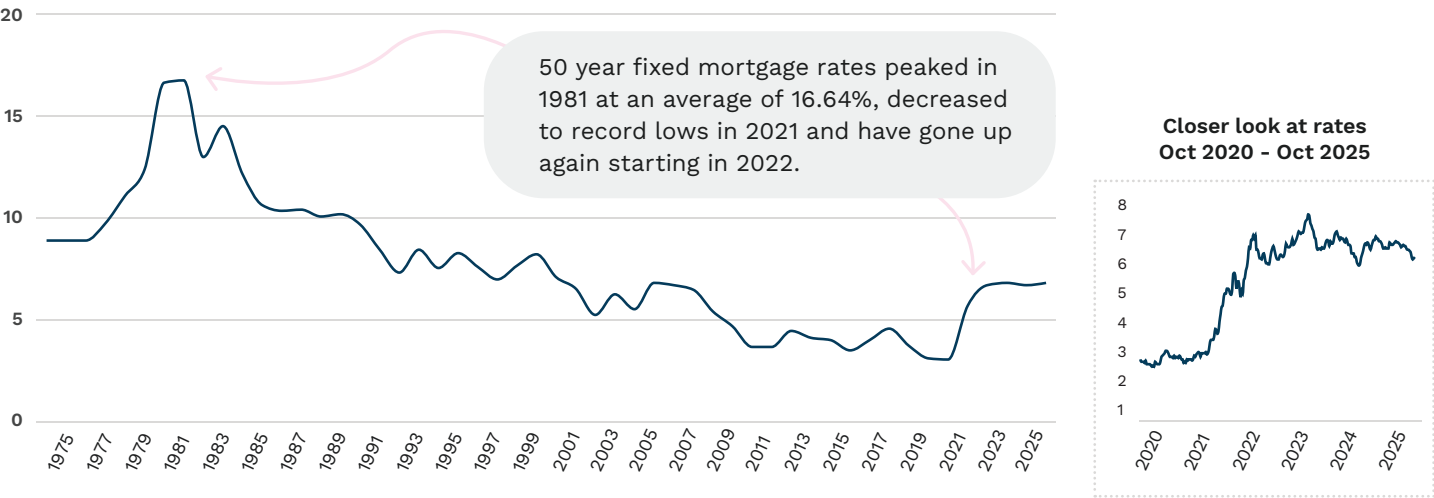


Condos are leading the way in sales this past year, but houses are starting to draw more buyer attention as the market shifts, so it's a good time to consider listing if you're holding onto a house.

Average days on market | Q3



Houses are selling faster again compared to earlier in the year while condos are taking a bit longer to sell lately.



Curious how this data affects your own home?

Email  
hello@pardeeproperties.com

Call or Text  
310.861.7719

Visit  
marketpulse2025.com





PRSRT STD  
U.S. Postage  
**PAID**  
Permit #1192  
Los Angeles, CA

Find out what your home is worth  
in TODAY'S market:



Every style. Every price point.  
Every street. PARDEE gets it sold.



**SOLD** by PARDEE

8828 Pershing Drive #313  
Playa Del Rey  
\$865,000



**SOLD** by PARDEE

127 6th Street  
Manhattan Beach  
\$5,750,000



**SOLD** by PARDEE

346 Brooks Avenue  
Venice  
\$1,770,000



**SOLD** by PARDEE

601 Strand Street #609  
Santa Monica  
\$5,750,000



**SOLD** by PARDEE

25 Brooks Ave #1  
Venice  
\$2,300,000



**SOLD** by PARDEE

4 Quarterdeck Street #301  
Marina del Rey  
\$2,788,000



**SOLD** by PARDEE

6129 W 76th Street  
Westchester  
\$1,599,800



**SOLD** by PARDEE

522 Altair Place  
Venice  
\$1,720,000



**SOLD** by PARDEE

4215 Glencoe Avenue UNIT 417  
Marina del Rey  
\$1,250,000



**SOLD** by PARDEE

2311 Glencoe Avenue  
Venice  
\$2,375,000



**SOLD** by PARDEE

970 Palm Avenue #221  
West Hollywood  
\$540,000



**SOLD** by PARDEE

3653 Falcon Avenue  
Long Beach  
\$1,189,940



**SOLD** by PARDEE

3017 Sentney Avenue  
Culver City  
\$1,409,250



**SOLD** by PARDEE

425 S Kenmore Avenue APT 201  
Koreatown Los Angeles  
\$329,000



**SOLD** by PARDEE

1052 Palms Blvd  
Venice  
\$3,850,000



**SOLD** by PARDEE

729 Superba Avenue  
Venice  
\$2,480,000