PARDEE
PROPERTIES

Santa Monica

Market Pulse

What to know about the market this month:

- *Market Demand: Sales are slower than summer; closings tilt slightly toward condos.*
- *Market Timing: Longer days on market, most notably for condos.*
- *Market Trend: Houses are still closing a bit over list while condos land just under.*

October, 2025

Real Estate Data | Presented by Pardee Properties ♥

Pardee Properties is a lifestyle-driven real estate brokerage based in Venice, CA and has been recognized as the #**1 Team on the Westside of LA**. We have **sold over 6k homes** valued at over **$8 Billion** and we have earned over 2k verified five-star reviews; but what sets us apart is our **market-specific expertise** and ability to both **personalize and simplify the real estate process** for our clients, allowing them to enjoy the journey and love where they live.

What we do

How Pardee can help you

Selling

Strong. Steady. Steadfast. We believe every home is like a small business, and approach each listing with individualized strategy and a 360 marketing plan. Our full-service, in-house team of agents and marketing functions are here to support you.

Buying

Love where you live. Need to sell in order to buy your next home? Not sure if now is the right time to buy? Our team has been through it all and has the experience needed to be the partner you can trust as you look for your next home. Let us be your guide, alleviate stress, and make the process seamless for you.

Leasing

More value for your home. Ready to move out but not ready to sell? Work with our leasing team to achieve the highest monthly rent and secure great, vetted tenants for your space.

Our **concierge brokerage model** and boutique nature makes us **unique**. We are:

- **Nimble,** with a boutique approach
- **Experienced** (through many market shifts & cycles)
- **Predictive** of market happenings, and
- **Proactive** in pivoting our strategy accordingly
- Always **creative** & **steadfast**

That's why we have
2,200+
5-star reviews
and
75%
of our business are repeat clients or referrals.

CALL OR TEXT:
310.861.7719

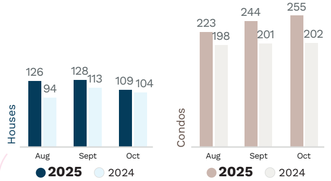
INSTANT ESTIMATE:
value.pardeeproperties.com

What is your home worth in TODAY'S market?

Curious what today's market means for your equity? Get an instant estimate, plus an optional human check. Private and no pressure. It is an estimate, not an appraisal. Prefer a quick conversation? Let's connect.

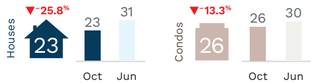
Santa Monica stayed active but slower in October, with sales easing for both property types, house prices edging up while condo prices eased, and time-to-sell stretching notably.

Homes for sale | Previous 3 months



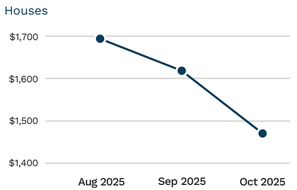
Santa Monica is seeing more single-family homes and condos hit the market lately, giving sellers more competition but also bringing in motivated buyers eager for fresh options.

Homes sold | October

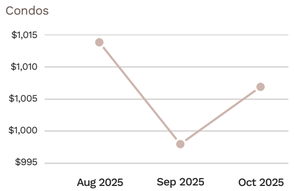


October saw a pullback in closed sales despite healthy inventory levels, suggesting that buyers are moving a bit more selectively than over the summer.

Average price per sq. ft. | Previous 3 months

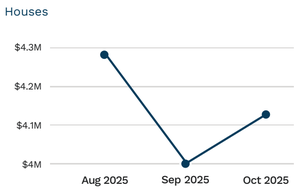


Houses decreased to **$1,470** per sq. ft. in **October**.

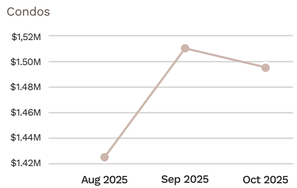


Condos increased to **$1,007** per sq. ft. in **October**.

Average sold price | Previous 3 months

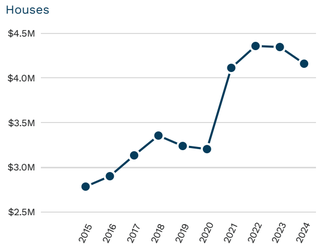


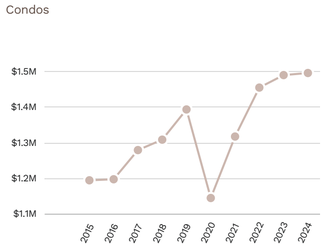
Houses increased to **$4,129,804** in **October**.



Condos decreased to **$1,494,719** in **October**.

Santa Monica average sold prices | past 10 years





What does this tell us?

Prices peaked in 2022, driven by pandemic-era demand—but the paths were different: houses surged early and have softened slightly since, while condos dipped in 2020 and climbed steadily to their highest point in 2024. Overall, the market has settled, with prices still well above pre-2020 levels.

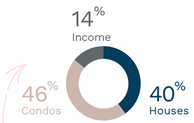
Average sold vs. list price | October

Houses ↑ 101.1% of list price

Condos ↓ 98.1% of list price

In Santa Monica, houses have generally been selling right around their list price—sometimes a touch above—while condos have been a bit softer, tending to close just under what sellers are asking, so pricing thoughtfully matters in both markets.

Property breakdown | October



Santa Monica's market is seeing a strong, steady mix of houses and condos trading hands, with a slight tilt lately toward more condo sales and a relatively small slice of income properties.

Average days on market | October

Over the past several months, houses have been selling noticeably faster than condos, showing strong demand among buyers who want more space—good news for homeowners thinking of listing.

Santa Monica recent 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	416 Marguerita Avenue	4	5	10/1/2025	12	5362	$11,625,000	Highest
Houses	1131 Harvard Street	3	3	10/24/2025	7	1955	$3,325,000	Median
Houses	2923 Urban Avenue	3	2	10/30/2025	22	1772	$1,506,000	Lowest
Condos	23 Sea Colony Drive	3	3	10/23/2025	258	2332	$3,500,000	Highest
Condos	1247 23rd Street #C	2	3	10/31/2025	8	1510	$1,270,000	Median*
Condos	2307 32nd Street #1	2	3	10/7/2025	67	1628	$1,250,000	Median*
Condos	201 Ocean Avenue #1002B	0	1	10/10/2025	88	510	$705,000	Lowest

Zooming Out: What's happening across the Westside?

A selective market, not a slow one. Homes are still moving, but only **when they hit the mark** on price, presentation, and location.

Prices have plateaued at a high altitude. After years of wild swings, values across the Westside are **holding near peak levels**, showing just how **resilient this market is.**

Buyers are looking, but alignment is everything. Across most neighborhoods, motivated buyers are active. Listings priced in line with current market conditions are selling, while those that overshoot are waiting longer for offers.

Sellers still have leverage if they use it wisely. With fewer listings and steady demand, the homes that shine continue to attract multiple offers.

Buyers want "ready," not "potential." **Updated, move-in-ready homes are consistently outperforming fixers** — a pattern that's growing stronger each month.

Days on market are stretching, but not stalling. Properties are taking a little longer to sell, yet most are still finding buyers within a few weeks — **a sign of healthy pacing, not hesitation.**

Condos cooled, houses held. While attached homes saw softer price action, **single-family properties kept their footing** — reaffirming that space and privacy still command a premium.

Price-per-square-foot tells the story. **Across the Westside, the gap between the highest and lowest single-family home markets is over 200%** — proof that location and lifestyle drive value more than ever.

Equity-rich homeowners hold the cards. Even with higher rates, **most sellers have built up enough equity to move confidently** and many are using that advantage to trade up or cash out.

The market hasn't lost momentum — it's just grown more discerning. The winners are the sellers who treat every listing like a first impression that counts.

Curious how this data affects your own home?

Email
hello@pardeeproperties.com

Call or Text
310.861.7719

Visit
marketpulse2025.com

This is not intended as a solicitation if your property is currently listed with another broker. Based on information obtained from the MLS CLAW data through November 8, 2025. All data, including all measurements and calculations of area, is obtained from various sources and has not been, and will not be, verified by broker or MLS. All information should be independently reviewed and verified for accuracy. Properties may or may not be listed by the office/agent presenting the information. Santa Monica DRE #01858429

PARDEE
PROPERTIES

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

What is your home worth in TODAY'S market?

value.pardeeproperties.com

Every market, every price point. **PARDEE** gets it **SOLD.**

12518 Indianapolis St
Mar Vista
$4,385,000

5600 Kensington Way #1
Culver City
$660,000

4242 Grand View Avenue
Mar Vista
$1,930,000

1054 Seco St #206
Pasadena
$690,000

2329 Clement Avenue
Venice
$2,995,000

4751 La Villa Marina #A
Marina del Rey
$1,550,000

4040 Grand View Blvd #41
Mar Vista
$718,575

1908 W 79th Street
Inglewood
$770,000

1390 Palms Blvd
Venice
$3,375,000

12366 Laurel Terrace Drive
Studio City
$1,265,000

13041 Rose Avenue
Mar Vista
$4,910,000

1403 Brockton Ave
West LA
$2,025,000

1744 N Carmona Avenue
Mid City LA
$1,100,000

7907 W 80th Street
Playa Del Rey
$1,740,000

663 Santa Clara Avenue
Venice
$2,546,000

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