



PARDEE
— PROPERTIES —

Mar Vista

Market Pulse

What to know about the market this month:

- *Market Demand:* Buyer interest remained steady, especially for single-family homes.
- *Market Timing:* Homes generally sold faster than earlier in the year.
- *Market Trend:* Long-term appreciation is strong. Houses doubled in value last decade.

4th quarter, 2025

Real Estate Data | Presented by Pardee Properties ♥



A note from Tami Pardee

Dear neighbors and friends,

As we turn the page on 2025, **we are still feeling the emotional and real impacts** of the devastating wildfires, one year ago. It's an event that continues to shape many stories in our community. **Amid uncertainty, our neighbors rose up with kindness and generosity**, reminding me why we love this place so fiercely.

On the heels of those challenges, we navigated our **20th year in business**. This month, we closed out our 20th anniversary year, with a celebration here in Venice alongside our cherished friends, clients, and community. Pardee Properties delivered **our second-best sales year ever**. This achievement feels like validation that homeowners and buyers are **placing their trust on high-touch service, expertise, and heart** for what is often **the biggest transaction of their lives**.

Looking back at Q4 2025:

- Pricing strategy paid off more than speed, **homes thoughtfully priced drew the right offers**.
- **Buyers** stayed engaged, just a bit **more deliberate and discerning** as they searched.
- **Home values held firm**, even as overall activity settled into a more **normalized pace**.

Together, we enter 2026 with confidence, knowing that **thoughtful planning, strategy and community connection will light the way**. Here's to a year of new beginnings, strength, and homes filled with hope. I'm grateful to be on this journey with you.

In gratitude,

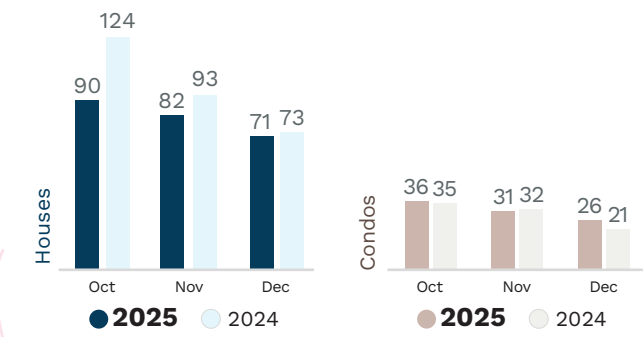
Tami Pardee
Founder/CEO

What I'm noticing in the market

- **For Sellers:** Single-family homes continue to anchor demand, but pricing precision is key as buyers take more time to decide.
- **For Buyers:** Increased selectivity has slowed some listings, offering buyers more leverage on homes that linger on market.

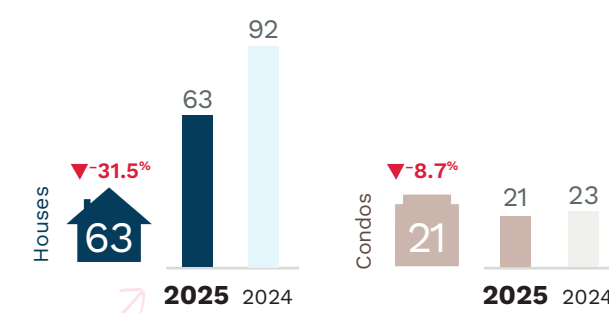
Mar Vista saw steady buyer interest this quarter, with pricing strategy playing a bigger role in how quickly homes sold.

Homes for sale | Q4



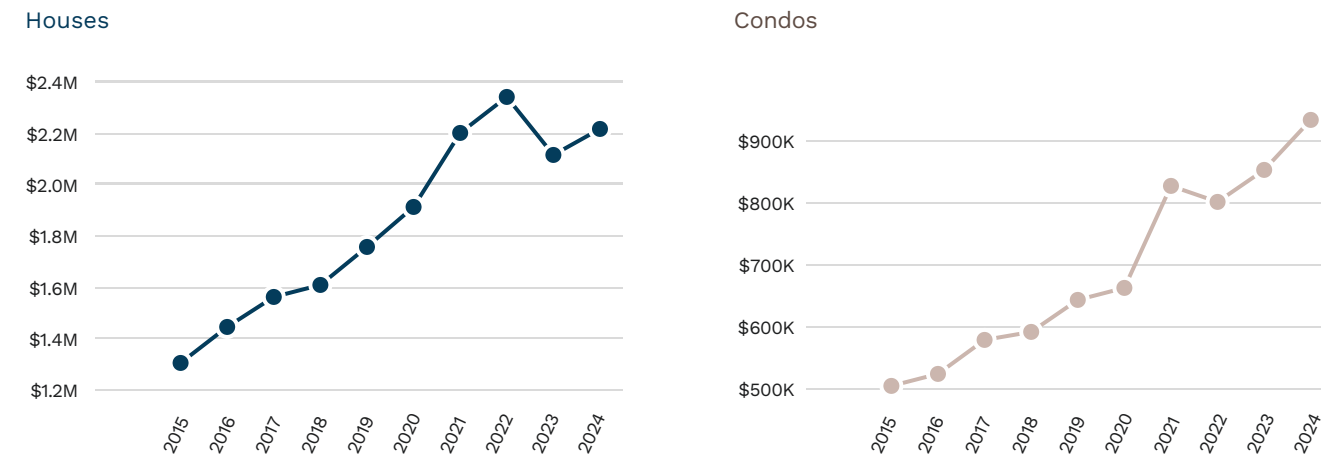
Fewer single-family homes and condos have been hitting the market in Palms-Mar Vista as this year winds down, making it a bit less crowded for sellers and keeping things competitive for those thinking about listing.

Homes sold | Q4



Over the past year, single-family homes in Palms-Mar Vista saw steady interest from buyers, with sales consistently outpacing condos—signaling continued strong demand for stand-alone homes even as overall activity shifted through the seasons.

Mar Vista average sold prices | past 10 years



What does this tell us?

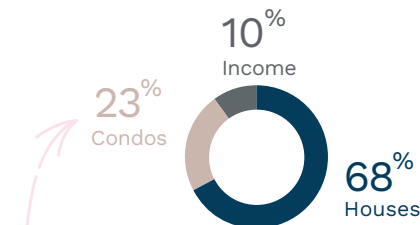
Over the past decade, Mar Vista single-family home prices have more than doubled, rising about 104%, while condos are up around 60%—prices in 2024 bounced back near record highs after a brief dip in 2023.

Average sold vs. list price | Q4



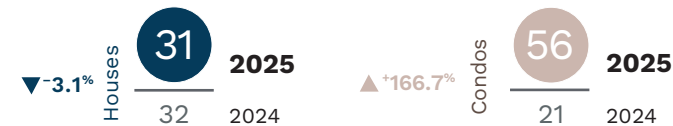
Houses in Mar Vista have consistently been selling above list price over the past year, showing strong demand and favorable conditions for sellers, while condos in the area have hovered right around list price, reflecting a more balanced market.

Property breakdown | Q4



Fewer houses and condos have been hitting the market in Mar Vista as this year wound down, making it a bit less crowded for sellers.

Average days on market | Q4



Houses in Mar Vista are spending less time on the market overall compared to earlier periods, showing stronger buyer demand, while condos see a bit more fluctuation but remain steady—good news for sellers aiming for a timely sale.

Mar Vista market notable sales

Address	Bed	Bath	Sold Date	DOM (Days On Market)	Sq. Ft.	Sold Price	Category
12619 Preston Way	4	5	11/5/2025	24	4,162	\$4,935,000	Highest
4128 Kenyon Ave	3	3	12/2/2025	14	1,991	\$2,300,000	Median
4078 Alla Rd	2	2	12/1/2025	20	742	\$862,600	Lowest
10748 National Blvd	3	3	11/26/2025	22	1,856	\$1,333,000	Highest
3546 Clarington	3	3	12/2/2025	0	1,188	\$787,000	Median
3300 S Sepulveda BLVD #L27	1	1	12/9/2025	76	812	\$430,000	Lowest

Zooming Out: What's happening across the Westside?

FEWER SALES, BUT STABLE PRICING

Across nearly all areas, **transaction counts softened** in Q4, while **prices per square foot and average sale prices largely held steady**. This points to a market adjusting its pace, not one losing value.

LONGER DECISION-MAKING REPLACED URGENCY

Days on market increased in most neighborhoods, reflecting buyers taking more time to compare options and negotiate, not a lack of interest. **Homes that were well-prepared and well-priced still moved**. This is a patience market, not a stalled one.

SALE-TO-LIST RATIOS STAYED CLOSE TO ASKING

Even with longer timelines, **most homes sold very close to list price**, and in several areas, houses continued to trade at or above asking. That consistency suggests **buyers are still willing to pay for value**. Reductions were selective, not widespread.

SINGLE-FAMILY HOMES CONTINUE TO ANCHOR DEMAND

Across all markets, **single-family homes made up the majority of sales** and showed the most consistent buyer pull, reinforcing their role as **the market's stabilizer**. **Condos moved too, just with more variability**.

LONG-TERM TRENDS REMAINED FIRMLY POSITIVE

Our local markets show **meaningful appreciation** over the past 10 years, with **short-term fluctuations** in 2024–2025 **reflecting market normalization** rather than reversal. Zoomed out far enough, **the trend line still points up**.

THE SPARKNOTES VERSION

- The market slowed, but prices stayed resilient.
- Buyers became more deliberate, not disengaged.
- Long-term value trends remained intact.

Curious how this data affects your own home?

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\$944,000



Sold BY PARDEE

705 Palisades Beach Rd
\$15,700,000



Sold BY PARDEE

517 Venice Way
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Sold BY PARDEE

841 Oxford Avenue
\$1,275,000



Sold BY PARDEE

237 Mabery Road
\$3,900,000



Sold BY PARDEE

2929 Wicklow Road
\$2,875,000



Sold BY PARDEE

538 Altair Place
\$1,400,000



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2336 Boone Avenue
\$2,950,000



Sold BY PARDEE

29 23rd Avenue
\$1,950,000



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\$750,000



Sold BY PARDEE

3255 Paseo Gallita
\$1,150,000



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127 16th Street
\$5,750,000



Sold BY PARDEE

2449 Walgrove Avenue
\$1,445,000



Sold BY PARDEE

3362 Rosewood Avenue
\$4,500,000