



**PARDEE**  
— PROPERTIES —

*Westchester*

# Market Pulse

## What to know about the market this month:

- *Market Demand:* Houses continue to account for the vast majority of sales in this market.
- *Market Timing:* Homes took longer to sell than earlier in the year.
- *Market Trend:* Despite short-term softening, long-term price growth remains solid.

*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.

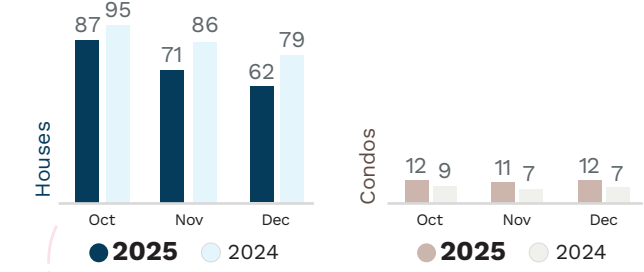
In gratitude,

*Tami Pardee*  
Founder/CEO

## What I'm noticing in the market

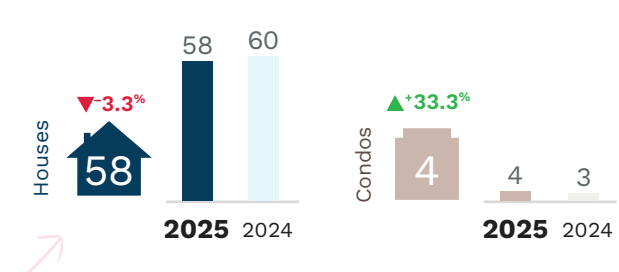
- **For Sellers:** Single-family homes continue to anchor demand, but pricing precision is key as buyers take more time to decide.
- **For Buyers:** Increased selectivity has slowed some listings, offering buyers more leverage on homes that linger on market.

### Homes for sale | Q4



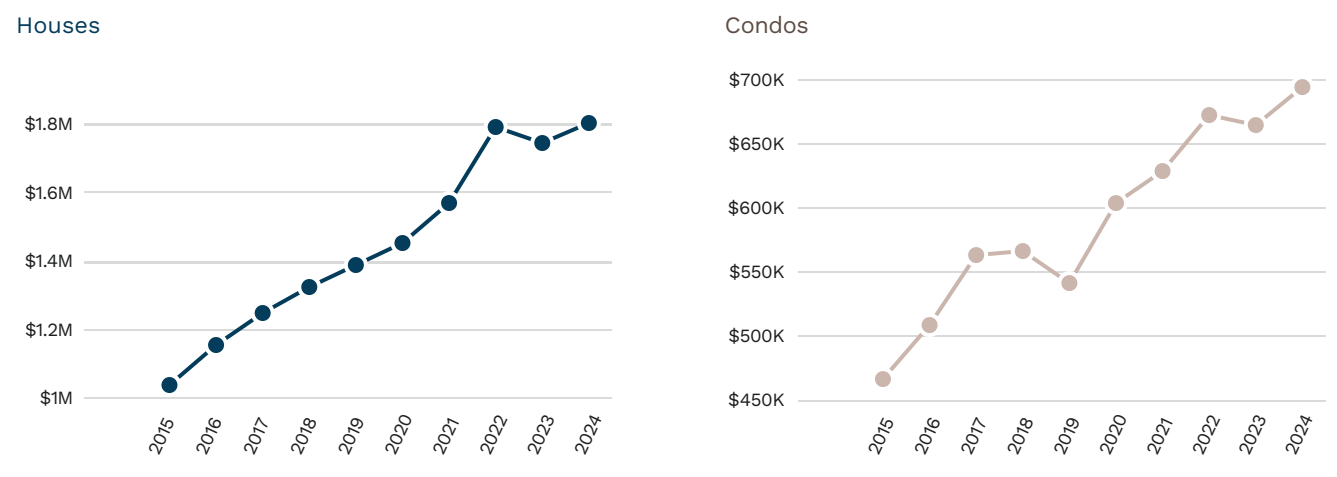
Westchester is seeing fewer houses on the market compared to last year, while condos are starting to pop up a little more, so if you're thinking of selling, buyers are finding less to choose from in houses but a bit more variety in condos.

### Homes sold | Q4



Steady demand for houses in Westchester means sellers continue to enjoy a strong, active market, with condos seeing consistent but limited movement. Buyer interest remains reliable throughout the year.

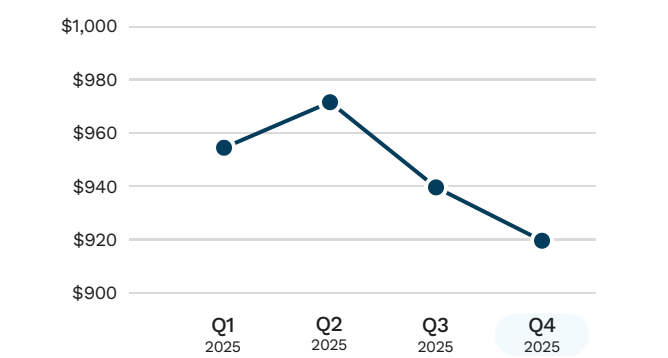
### Westchester average sold prices | past 10 years



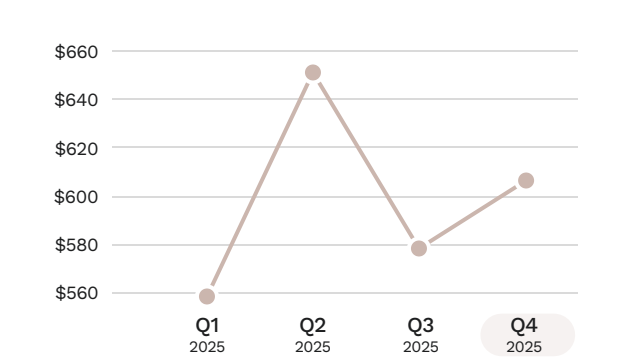
What does this tell us? House prices in Westchester have nearly doubled over the past decade. While the steepest price jumps happened between 2020–2022 (pandemic-fueled), prices have continued inching up, even after a small dip in 2023. Condos appreciated more slowly—about 25 percentage points less, but have still seen strong gains.

### Average price per sq. ft. | Previous 4 Quarters

Houses decreased to \$920 per sq. ft. in Q4 of 2025.

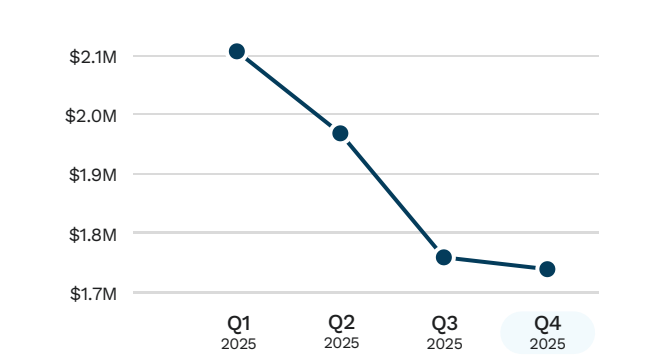


Condos increased to \$606 per sq. ft. in Q4 of 2025.

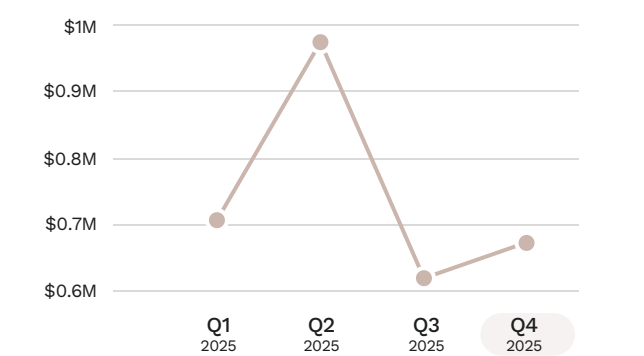


### Average sold price | Previous 4 Quarters

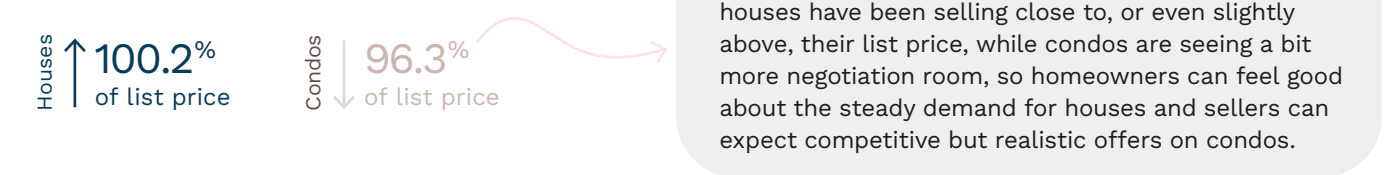
Houses decreased to \$1,735,718 in Q4 of 2025.



Condos increased to \$672,750 in Q4 of 2025.

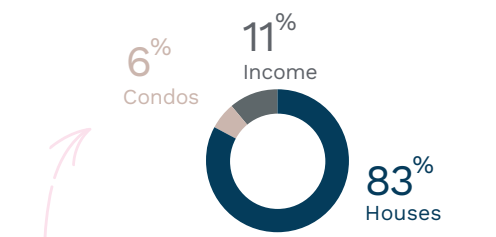


### Average sold vs. list price | Q4



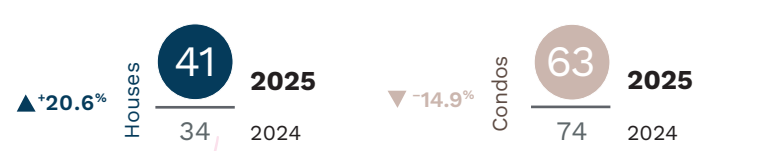
Over the past several quarters in Westchester, most houses have been selling close to, or even slightly above, their list price, while condos are seeing a bit more negotiation room, so homeowners can feel good about the steady demand for houses and sellers can expect competitive but realistic offers on condos.

### Property breakdown | Q4



In Westchester, houses continue to dominate the market while condos and income properties remain a much smaller slice. If you're thinking of selling, high demand for houses is the clear story.

### Average days on market | Q4



Over the past few quarters in Westchester, houses have generally been finding buyers faster than condos, consistently moving off the market much quicker, suggesting steady demand for sellers even as pace fluctuates seasonally.

### Westchester 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	Category
7733 Henefer Avenue	4	5	11/7/2025	35	4130	\$3,850,000	Highest
7913 Beland Avenue	3	2	10/28/2025	11	1472	\$1,600,000	Median*
5821 W 75th Street	4	3	10/23/2025	54	1938	\$1,625,000	Median*
7832 Bleriot Avenue	3	2	11/19/2025	9	1335	\$1,600,000	Median*
7406 W 85th Street	3	2	11/24/2025	72	1759	\$1,625,000	Median*
8812 De Haviland Avenue	2	1	10/28/2025	15	904	\$935,000	Lowest
7301 W Manchester Avenue #113	3	3	10/29/2025	47	1496	\$930,000	Highest
7111 La Tijera #C101	2	2	12/24/2025	54	1033	\$638,000	Median*
8620 Belford Avenue #608	2	3	12/19/2025	119	1255	\$723,000	Median*
8710 Belford Avenue #106b	1	1	11/6/2025	31	658	\$400,000	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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 Every street. **PARDEE** gets it sold.



*Sold* BY PARDEE

24 Clubhouse Avenue  
**\$4,800,000**



*Sold* BY PARDEE

4782 La Villa Marina #G  
**\$1,215,000**



*Sold* BY PARDEE

4215 Glencoe Ave #205  
**\$944,000**



*Sold* BY PARDEE

705 Palisades Beach Rd  
**\$15,700,000**



*Sold* BY PARDEE

517 Venice Way  
**\$1,315,000**



*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**



*Sold* BY PARDEE

2336 Boone Avenue  
**\$2,950,000**



*Sold* BY PARDEE

29 23rd Avenue  
**\$1,950,000**



*Sold* BY PARDEE

10878 Bloomfield St #210  
**\$750,000**



*Sold* BY PARDEE

3255 Paseo Gallita  
**\$1,150,000**



*Sold* BY PARDEE

127 16th Street  
**\$5,750,000**



*Sold* BY PARDEE

2449 Walgrove Avenue  
**\$1,445,000**



*Sold* BY PARDEE

3362 Rosewood Avenue  
**\$4,500,000**