



PARDEE
— PROPERTIES —

El Segundo

Market Pulse

What to know about the market this month:

- *Market Demand:* Buyer interest stayed present but selective, with fewer transactions.
- *Market Timing:* Homes sold more slowly overall, making thoughtful pricing important.
- *Market Trend:* Despite lower sales volume, home values remained near recent highs.

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,

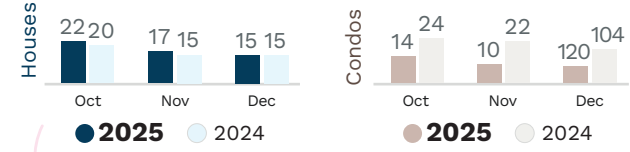
Tami Pardee
Founder/CEO

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.

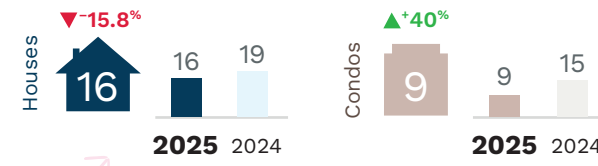


Homes for sale | Q4



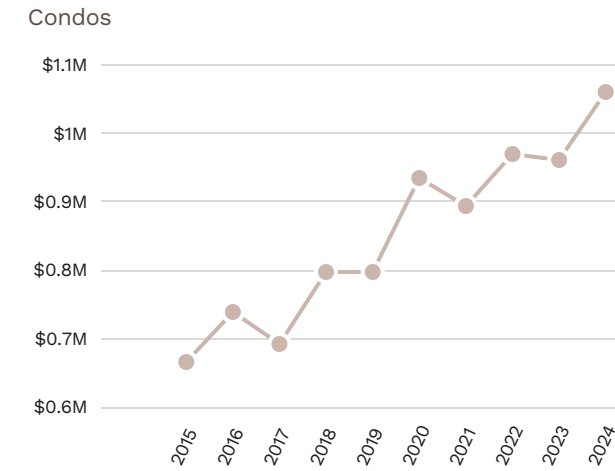
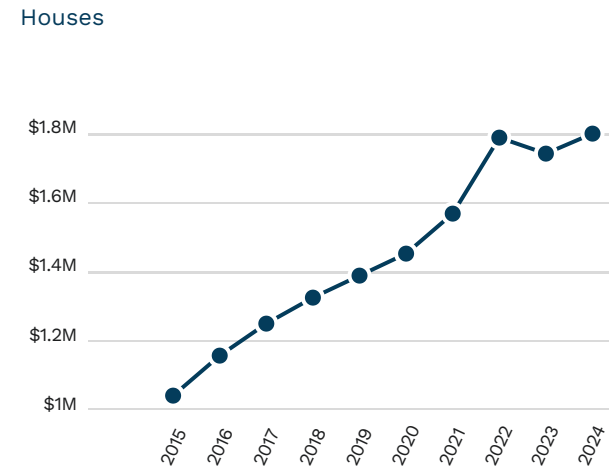
In El Segundo, houses have held steady with consistent availability, while condo inventory has tightened overall, signaling a market where sellers continue to have the advantage and buyer competition remains strong.

Homes sold | Q4



Houses and condos in El Segundo saw steady interest from buyers throughout the past year, with number of sales holding fairly strong—offering homeowners a reassuring sense of demand in today's market.

El Segundo average sold prices | past 10 years



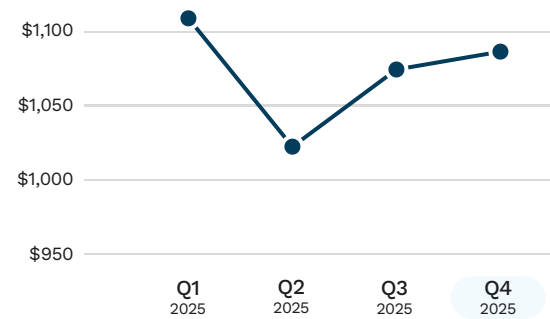
El Segundo market notable sales

*Properties nearest to the median sales price in the area

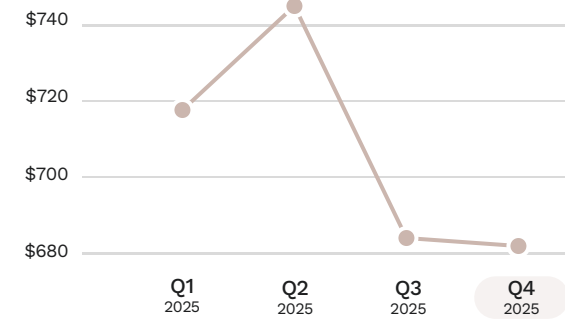
Address	Bed	Bath	Sold Date	DOM (Days On Market)	Sq. Ft.	Sold Price	Category
360 Hillcrest Street	5	4	12/30/2025	123	4,518	\$3,965,000	Highest
403 E Pine Avenue	5	3	10/22/2025	7	2,193	\$2,115,000	Median*
320 E Walnut Avenue	5	3	10/17/2025	2	2,600	\$1,900,000	Median*
721 Bayonne Street	2	1	11/20/2025	31	682	\$1,100,000	Lowest
123 Richmond Street	2	3	11/12/2025	203	2,490	\$1,591,424	Highest
1629 E Palm Avenue #3	3	3	10/2/2025	53	1,605	\$1,030,000	Median
770 W Imperial #87	1	1	11/18/2025	12	731	\$465,000	Lowest

Average price per sq. ft. | Previous 4 Quarters

Houses increased to \$1,086 per sq. ft. in Q4 of 2025.



Condos decreased to \$682 per sq. ft. in Q4 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.

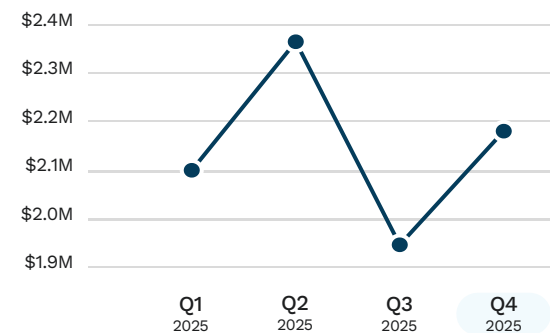
Average sold vs. list price | Q4



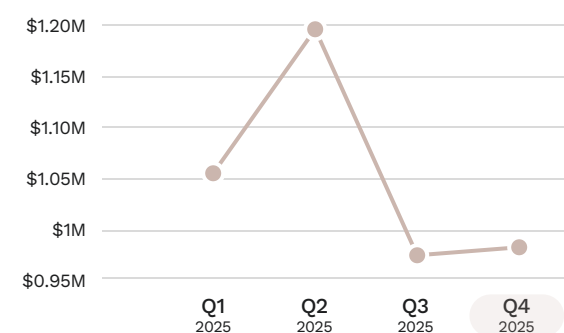
El Segundo houses have generally been selling right around their list price, while condos have landed just under, showing buyers are negotiating a bit more on condos but the demand for detached homes has stayed strong and consistent.

Average sold price | Previous 4 Quarters

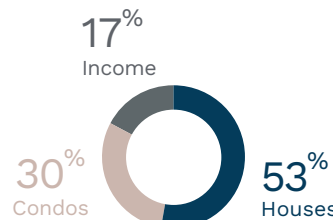
Houses increased to \$2,181,819 in Q4 of 2025.



Condos increased to \$983,492 in Q4 of 2025.

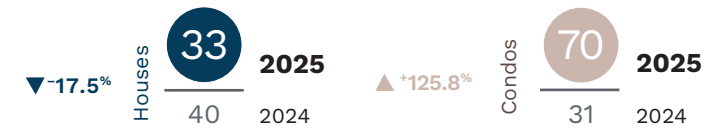


Property breakdown | Q4



In El Segundo, houses consistently made up just over half of all residential sales this year, while condos and income properties held steady as reliable options—making it a market that rewards sellers across all property types.

Average days on market | Q4



Houses in El Segundo are consistently finding buyers faster than condos, and while there's some seasonal fluctuation, home sellers can feel confident that demand has remained steady overall.

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.

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.**

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.

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.**

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.

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?

Email
hello@pardeeproperties.com

Call or Text
310.861.7719

Visit
marketpulse2025.com

★
PARDEE
 — PROPERTIES —

est. 2005

WHAT IS YOUR HOME WORTH
 IN TODAY'S MARKET?
value.pardeeproperties.com

Every style. Every price point.
 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