



PARDEE
— PROPERTIES —

Playa Del Rey Market Pulse

What to know about the market this month:

- *Market Demand:* Playa Del Rey remained consistent; condos lead and houses gained momentum.
- *Market Timing:* Homes began selling faster after a slower start to the year, varied by property type.
- *Market Trend:* Pricing stabilized following earlier volatility, pointing to a more sustainable pace.

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.

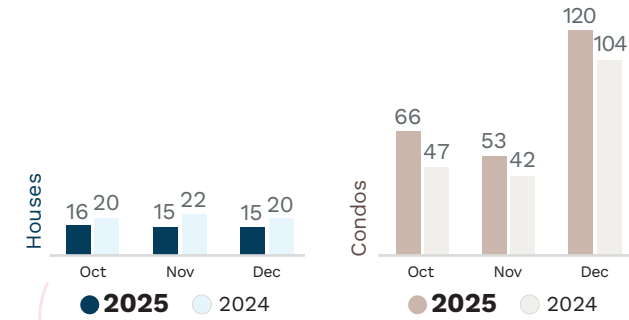
In gratitude,

Tami Pardee
Founder/CEO

What I'm noticing in the market

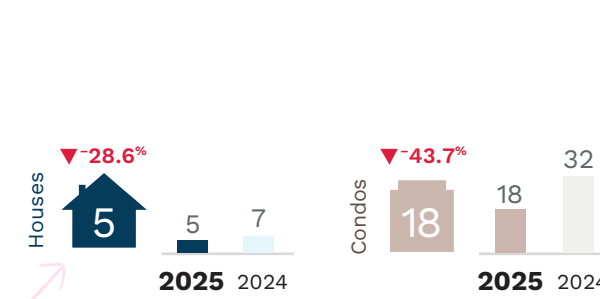
- **For Sellers:** Single-family homes continue to anchor demand, but pricing precision is key as buyers take more time to decide.
- **For Buyers:** Increased selectivity has slowed some listings, offering buyers more leverage on homes that linger on market.

Homes for sale | Q4



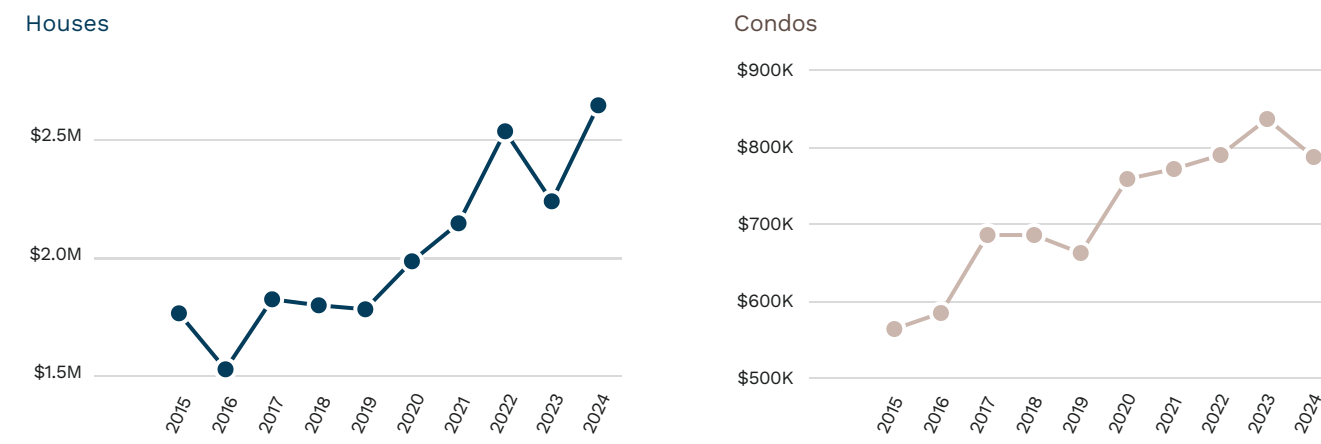
Playa del Rey's market shows fewer houses available but more condos coming onto the market, giving sellers the upper hand with houses while offering condo buyers a bit more choice than last year.

Homes sold | Q4



Over the past year in Playa del Rey, we've seen steady buyer interest in houses and condos alike, with activity trending consistently; so, if you've been considering selling, sustained demand is keeping the market moving.

Playa Del Rey average sold prices | past 10 years

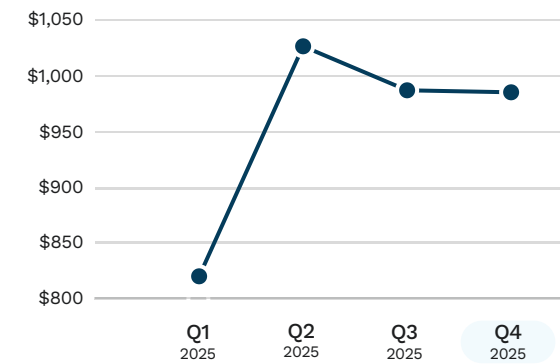


What does this tell us?

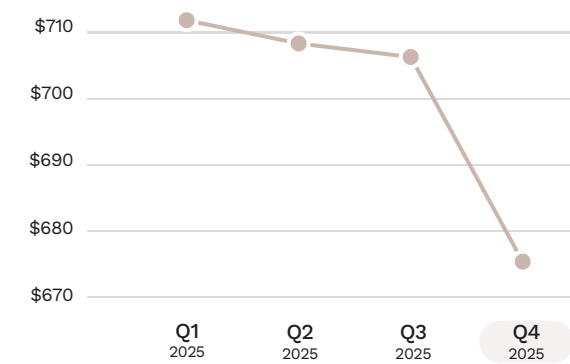
Playa Del Rey's housing market has shown steady strength over the past 10 years—both houses and condos have gained significant value, with prices today sitting near record highs. Even with a few ups and downs, the neighborhood's long-term growth story remains a strong one.

Average price per sq. ft. | Previous 4 Quarters

Houses decreased to \$984 per sq. ft. in Q4 of 2025.

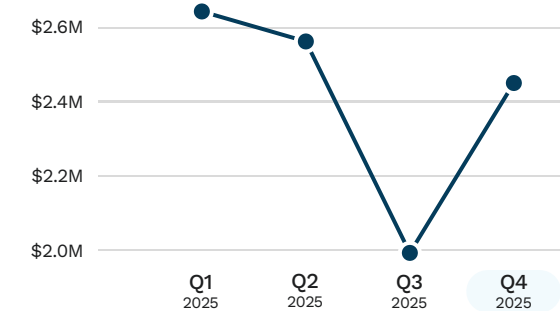


Condos decreased to \$675 per sq. ft. in Q4 of 2025.

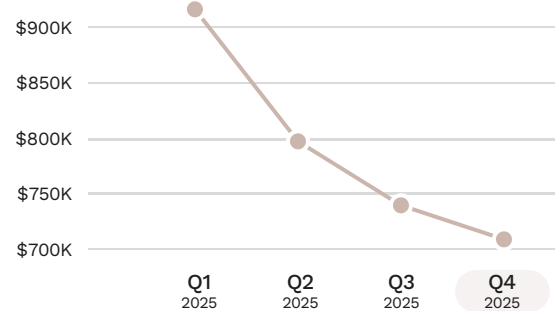


Average sold price | Previous 4 Quarters

Houses increased to \$2,453,100 in Q4 of 2025.



Condos decreased to \$693,686 in Q4 of 2025.

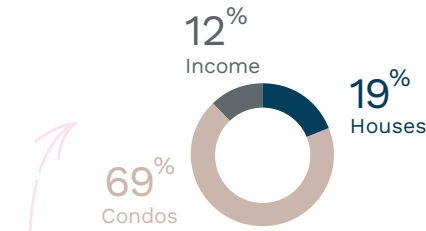


Average sold vs. list price | Q4



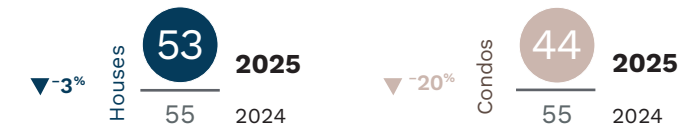
Over the past year in Playa del Rey, houses have seen more negotiation off their list price while condos have tended to sell closer to or even above their list prices, showing a bit more competition and stability on the condo side.

Property breakdown | Q4



Over the past several quarters, condos have led the market, while houses and income properties have been a smaller slice. If you're thinking of selling a condo, know that demand is especially robust right now.

Average days on market | Q4



Condos have seen some ups and downs in the past year, pointing to a market where sellers may need a bit more patience, but well-priced, well-presented properties are still moving.

Playa Del Rey 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
6935 Trolleyway	4	3	12/16/2025	95	2,252	\$4,227,500	Highest
7538 W 82nd St	4	3	12/2/2025	70	2,545	\$2,325,000	Median
8352 Zitola Terrace	4	4	10/14/2025	59	3,048	\$1,400,000	Lowest
6690 Vista Del Mar #H	2	3	12/4/2025	124	1,763	\$1,030,000	Highest
8600 Tuscany Avenue #403	1	2	10/31/2025	2	863	\$657,050	Median*
8675 Falmouth Avenue #223	2	2	12/19/2025	36	966	\$656,000	Median*
7740 Redlands St #M1077	1	1	11/7/2025	37	786	\$475,000	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.

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.

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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