



PARDEE
— PROPERTIES —

Marina del Rey
**Market
Pulse**

What to know about the market this month:

- *Market Demand: Buyer activity stayed balanced and steady between condos and houses.*
- *Market Timing: Listings took slightly longer to sell, reflecting a market of patience over urgency.*
- *Market Trend: Values remained steady, with recent fluctuations driven by property mix.*

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,

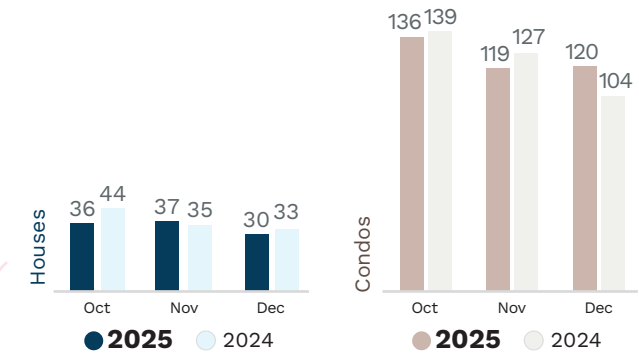
Tami Pardee
Founder/CEO

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.

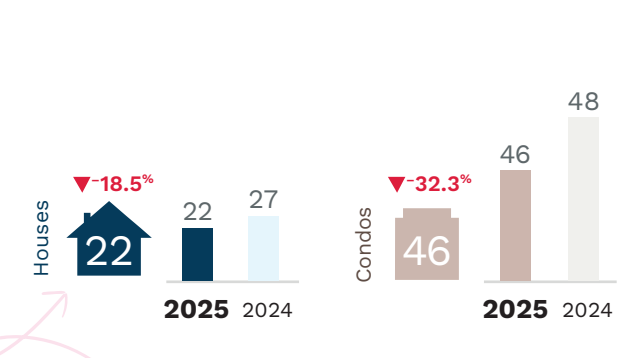


Homes for sale | Q4



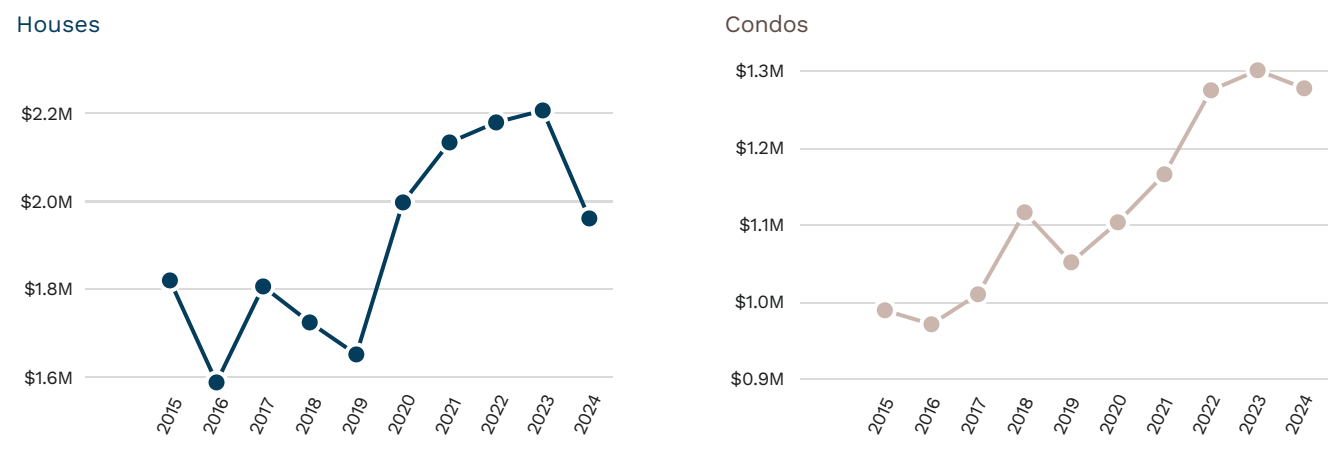
Inventory for houses in Marina del Rey has stayed steady while condos have seen a more noticeable dip in options, signaling less choice for buyers but continued steady demand.

Homes sold | Q4



Marina del Rey saw a steady stream of both houses and condos changing hands this year, with house sales holding fairly stable and condos seeing a gradual slowdown.

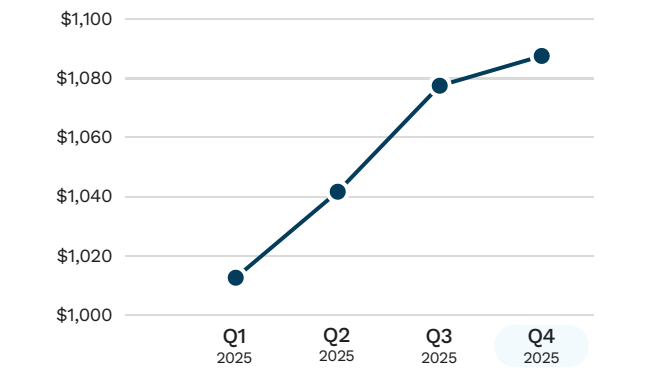
Marina Del Rey average sold prices | past 10 years



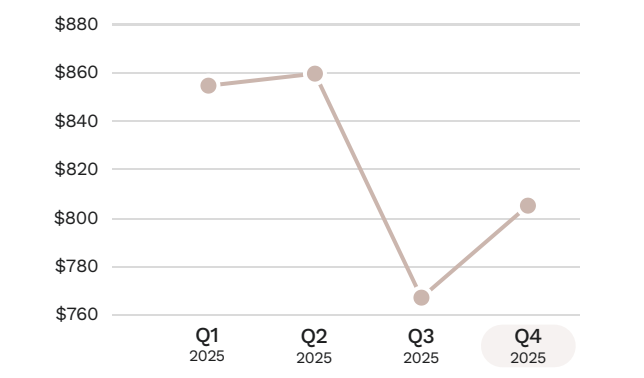
What does this tell us?
The dip you see in 2024 isn't about falling values — it reflects a year with more smaller, older homes sold in original condition and fewer luxury sales. This kind of activity could suggest redevelopment, which could help boost values over time.

Average price per sq. ft. | Previous 4 Quarters

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

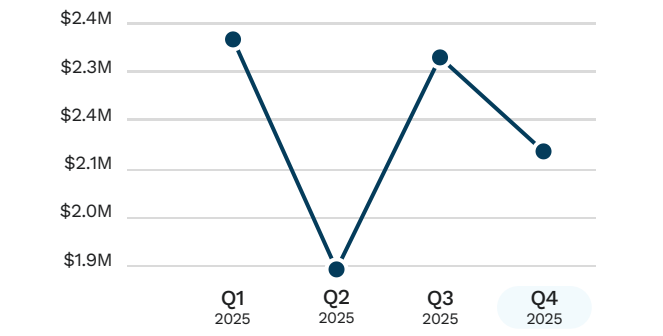


Condos increased to \$805 per sq. ft. in Q4 of 2025.

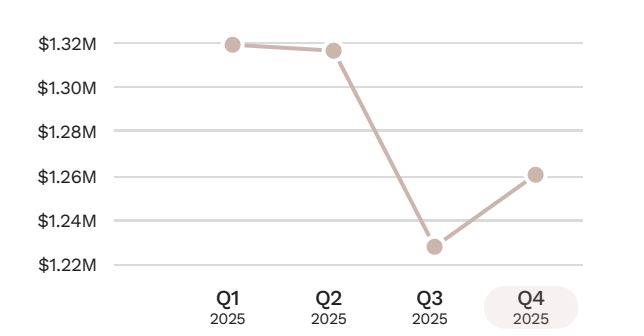


Average sold price | Previous 4 Quarters

Houses decreased to \$2,182,636 in Q4 of 2025.



Condos increased to \$1,268,936 in Q4 of 2025.

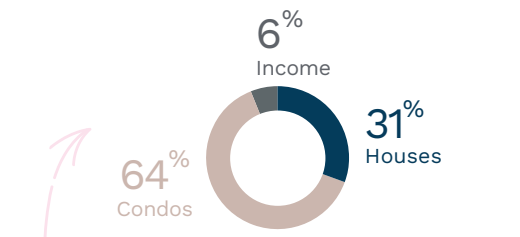


Average sold vs. list price | Q4



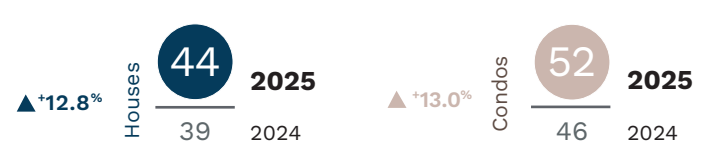
In Marina del Rey, houses have generally sold at or above their list price, signaling strong demand and negotiation power for sellers, while condos have traded a bit below list price, reflecting a slightly more flexible market.

Property breakdown | Q4



Over the past year, condos have consistently made up the majority of sales. Buyers have more choices (and competition) for condos, while house sellers are working within a leaner pool of listings.

Average days on market | Q4



Houses in Marina del Rey have been selling a bit faster overall compared to condos, with both seeing some ups and downs but generally moving a bit more quickly off the market lately—great news if you're thinking about listing soon.

Marina 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
5105 Via Donte	4	4	10/17/2025	83	4,030	\$4,180,000	Highest
12520 Gilmore Avenue	5	3	11/5/2025	13	1,842	\$1,750,000	Median*
12537 Rubens Avenue	3	2	11/7/2025	47	1,558	\$1,830,000	Median*
12616 Bonaparte Avenue	3	1	10/29/2025	20	900	\$1,200,000	Lowest
12437 Verdi Street	3	2	10/14/2025	8	1,380	\$1,200,000	Lowest
1 Spinnaker Street #11	2	3	10/15/2025	87	2,004	\$3,177,000	Highest
4300 Via Dolce #102	2	2	12/3/2025	7	1,627	\$1,180,000	Median*
3812 Pacific Avenue #2	3	3	12/12/2025	18	1,140	\$1,200,000	Median*
4316 Marina City Drive #104G	0	1	10/14/2025	43	450	\$335,000	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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Sold BY PARDEE

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\$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