



PARDEE
— PROPERTIES —

Santa Monica

Market Pulse

Santa Monica
State Beach

What to know about the market this month:

- *Market Demand:* Both houses and condos continued to attract buyers in this premium market.
- *Market Timing:* Homes took a bit longer to sell, but pricing strength helped market movement.
- *Market Trend:* Long-term appreciation remains intact, with values well above 2020 levels.

4th quarter, 2025

Real Estate Data | Presented by Pardee Properties ♥

Ocean Park

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,

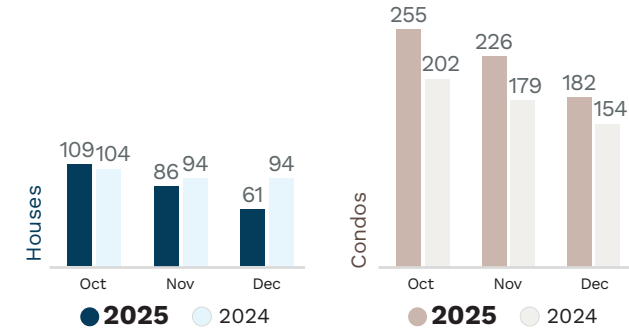
Tami Pardee
Founder/CEO

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.

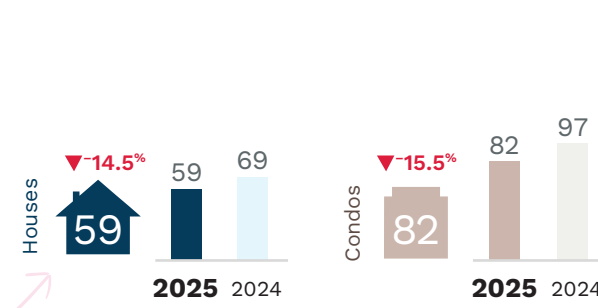


Homes for sale | Q4



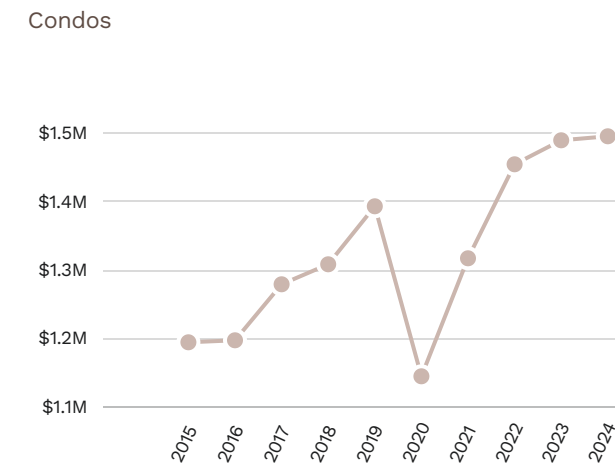
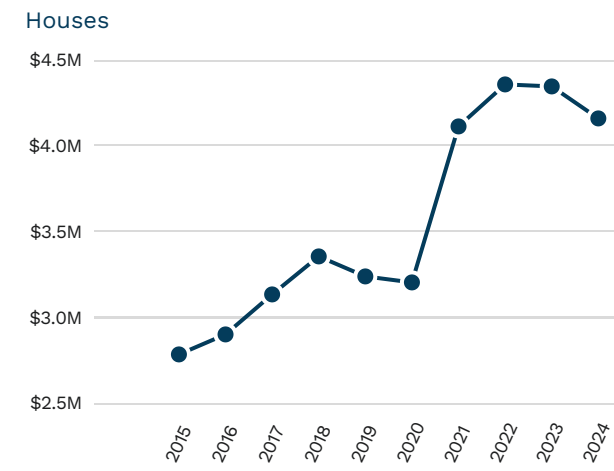
Santa Monica's house and condo markets are seeing more choices for buyers this year, with a steady increase in both types of listings compared to last year. Sellers have a competitive edge if their property stands out.

Homes sold | Q4



Demand is holding strong overall, though the pace of sales eased up a bit towards the end of the year, giving homeowners solid opportunities for well-priced listings.

Santa Monica average sold prices | past 10 years

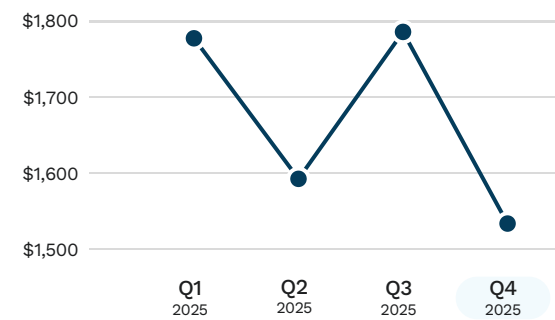


What does this tell us?

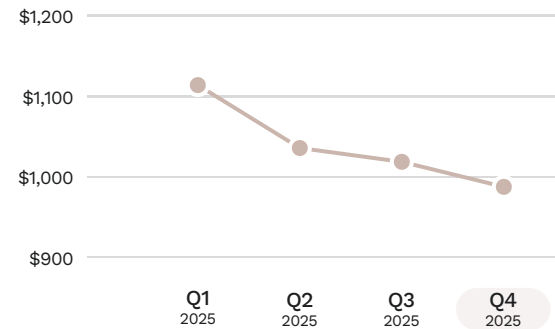
Over the past decade, Santa Monica home values have surged. Single-family prices climbed more than 55% since 2015, while condos rose about 48%. Even with a few dips along the way, both markets have shown remarkable long-term stability and steady appreciation.

Average price per sq. ft. | Previous 4 Quarters

Houses decreased to \$1,534 per sq. ft. in Q4 of 2025.

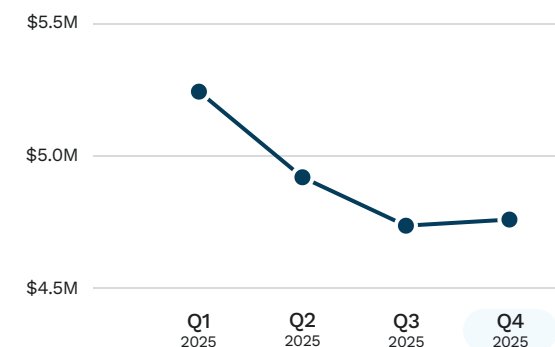


Condos decreased to \$990 per sq. ft. in Q4 of 2025.

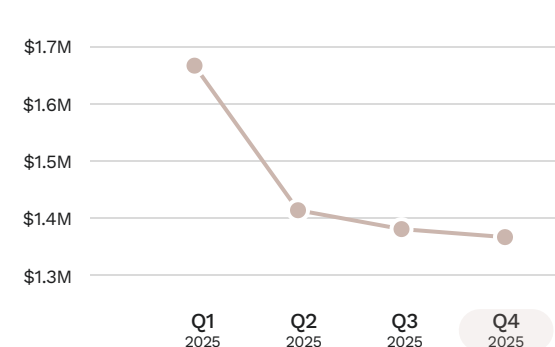


Average sold price | Previous 4 Quarters

Houses increased to \$4,758,192 in Q4 of 2025.



Condos decreased to \$1,368,405 in Q4 of 2025.

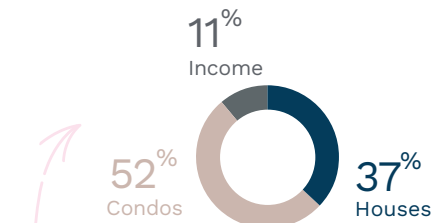


Average sold vs. list price | Q4

Houses ↓ 99.5% of list price
Condos ↓ 97.9% of list price

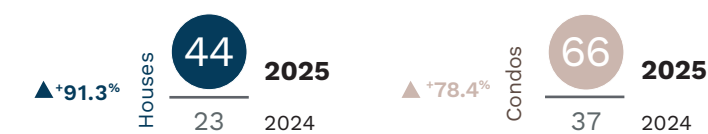
Over the past year, most houses have sold right around or just above their list price, on average, while condos have trailed a bit closer to or just under list price—reflecting a steady, healthy market.

Property breakdown | Q4



Condos have steadily made up the majority of home sales over the past year, while houses and income properties have accounted for a smaller share, meaning that sellers with condos are in an especially active market.

Average days on market | Q4



Houses continue to sell faster than condos, with both types moving a bit more quickly overall compared to earlier in the year, yet slightly longer year over year.

Santa Monica 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
2555 La Mesa Drive	5	8	12/11/2025	87	10,317	\$22,950,000	Highest
427 11th Street	3	2	11/21/2025	8	1,621	\$3,900,000	Median
243 14th Street	4	3	11/4/2025	0	2,560	\$944,000	Lowest
23 Sea Colony Drive	3	3	10/23/2025	258	2,332	\$3,500,000	Highest
631 Strand Street #4	2	3	10/28/2025	73	1,328	\$1,199,000	Median*
2336 28th Street #F	2	3	10/17/2025	35	1,434	\$1,185,000	Median*
1518 Yale Street #1	1	1	12/15/2025	28	720	\$515,000	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