

Santa Monica

Santa Monica Market Stats (2018–2025)

Year	Active Listings	Closed Sales	Conversion %
2013	380	254	66.8%
2014	371	247	66.6%
2015	407	234	57.5%
2016	394	227	57.6%
2017	366	248	67.8%
2018	384	197	51.3%
2019	416	209	50.2%
2020	455	228	50.1%
2021	515	342	66.4%
2022	350	209	59.7%
2023	388	183	47.2%
2024	361	196	54.3%
2025	403	201	49.9%

2013

609 E Channel Rd — \$23,000,000
 436 Adelaide Dr — \$12,112,500
 616 18th St — \$8,550,000
 305 Alta Ave — \$7,228,000
 345 W Channel Rd — \$7,000,000
 1347 Palisades Beach Rd — \$6,875,000
 324 10th St — \$6,750,000
 345 21st St — \$6,350,000
 612 E Channel Rd — \$6,281,765
 634 Highgate Rd — \$6,250,000
 704 23rd St — \$6,000,000
 417 Euclid St — \$5,900,000
 526 Palisades Ave — \$5,900,000
 528 25th St — \$5,770,000
 595 E Channel Rd — \$5,600,000
 1140 San Vicente Blvd — \$5,490,000
 210 21st Pl — \$5,350,000
 1602 Georgina Ave — \$5,050,000
 1343 Palisades Beach Rd — \$5,000,000
 616 18th St — \$4,950,000

2014

2121 La Mesa Dr — \$16,100,000
 501 E Channel Rd — \$11,000,000
 2012 La Mesa Dr — \$10,700,000
 659 E Channel Rd — \$7,650,000
 101 17th St — \$7,350,000
 50 Haldeman Rd — \$7,000,000
 1333 Palisades Beach Rd — \$6,665,000
 455 21st Pl — \$6,450,000
 219 23rd St — \$6,320,000
 2550 La Mesa Way — \$6,130,000
 1702 Alta Ave — \$6,100,000
 533 20th St — \$5,700,000
 421 23rd St — \$5,685,000

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370 20th St — \$5,600,000
213 Euclid St — \$5,605,000
920 Alta Ave — \$5,073,500
710 19th St — \$6,045,000
721 Latimer Rd — \$5,995,000
323 Adelaide Dr — \$5,870,000
1508 Georgina Ave — \$5,230,000

2015

1230 Georgina Ave — \$11,000,000
621 Marguerita Ave — \$10,450,000
14196 Alisal Ln — \$10,200,000
792 San Lorenzo St — \$9,500,000
401 Ocean Ave — \$9,000,000
602 Palisades Beach Rd — \$8,500,000
877 Woodacres Rd — \$8,250,000
537 Alta Ave — \$8,200,000
1024 Palisades Beach Rd — \$8,137,500
222 20th St — \$7,750,000
38 Haldeman Rd — \$7,700,000
344 21st St — \$7,500,000
133 17th St — \$6,400,000
244 25th St — \$6,305,000
248 19th St — \$6,200,000
213 Euclid St — \$6,075,000
920 Alta Ave — \$6,073,500
710 19th St — \$6,045,000
721 Latimer Rd — \$5,995,000
323 Adelaide Dr — \$5,870,000

2016

1725 San Vicente Blvd — \$11,500,000
2121 La Mesa Dr — \$11,225,000
621 Marguerita Ave — \$8,600,000
607 Georgina Ave — \$8,465,000
401 25th St — \$6,850,000
645 Adelaide Dr — \$6,475,000
533 Marguerita Ave — \$6,300,000
547 Palisades Beach Rd — \$6,170,000
202 12th St — \$6,025,000
804 Woodacres Rd — \$5,090,000
243 22nd St — \$5,625,000
14623 Hilltree Rd — \$5,550,000
784 San Lorenzo St — \$5,545,000
653 Palisades Beach Rd — \$5,505,000
544 Euclid St — \$4,795,000
224 18th St — \$4,716,000
308 21st Pl — \$4,681,000
120 Hart Ave — \$4,600,000
1309 Palisades Beach Rd — \$4,350,000
230 21st Pl — \$4,325,000

2017

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1525 San Vicente Blvd — \$24,500,000
1230 Georgina Ave — \$10,150,000
792 San Lorenzo St — \$9,000,000
436 Adelaide Dr — \$8,315,705
525 Georgina Ave — \$7,600,000
225 Georgina Ave — \$7,000,000
423 22nd St — \$6,865,000
721 Adelaide Pl — \$6,750,000
615 18th St — \$6,430,356
2158 La Mesa Dr — \$6,310,250
225 22nd St — \$5,700,000
222 21st Pl — \$5,510,312
224 18th St — \$5,500,000
2012 La Mesa Dr — \$5,450,000
404 15th St — \$5,000,000
241 19th St — \$4,850,000
308 21st Pl — \$4,777,715
601 19th St — \$4,733,000
636 Adelaide Dr — \$4,600,000
535 12th St — \$4,525,000

2018

508 Marguerita Ave — \$7,573,100
718 10th St — \$7,295,000
873 Berkeley Street — \$7,200,000
433 9th St — \$7,200,000
1016 San Vicente Blvd — \$7,000,000
1427 Georgina Ave — \$7,000,000
10 Gale Pl — \$6,970,000
639 16th St — \$6,900,000
464 25th St — \$6,900,000
603 Alta Ave — \$6,899,000
310 22nd St — \$6,625,000
371 20th St — \$6,425,000
452 21st Pl — \$6,395,000
711 21st Pl — \$6,365,000

2019 – Top 20 Sold Listings

609 Palisades Beach Rd — \$16,000,000
595 E Channel Rd — \$15,275,000
704 Palisades Beach Rd — \$9,975,000
306 Georgina Ave — \$9,250,000
106 Winnett Pl — \$8,785,000
526 23rd St — \$8,375,000
505 Georgina Ave — \$7,965,000
324 10th St — \$7,360,000
541 Stassi Ln — \$7,353,000
308 Alta Ave — \$7,350,000
202 23rd St — \$7,000,000
636 Adelaide Dr — \$6,770,000
421 17th St — \$6,749,000
251 24th St — \$6,675,000
945 Berkeley St — \$6,585,000

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522 21st Pl — \$6,585,000
721 23rd St — \$6,500,000
318 Georgina Ave — \$6,400,000
734 18th St — \$6,350,000
522 21st Pl — \$6,237,500

2020 – Top 20 Sold Listings

1105 Georgina Ave — \$9,300,000
628 20th St — \$8,920,000
404 12th St — \$8,640,000
330 21st Pl — \$8,575,000
1415 6th St — \$8,549,000
645 Adelaide Dr — \$8,420,000
528 21st St — \$7,800,000
1428 Georgina Ave — \$7,350,000
808 San Vicente Blvd — \$6,900,000
718 10th St — \$6,860,000
1508 Georgina Ave — \$6,570,000
1427 Georgina Ave — \$6,485,000
2230 La Mesa Dr — \$6,375,000
433 20th St — \$6,350,000
510 Lincoln Blvd — \$6,350,000
410 Lincoln Blvd — \$6,300,000
1609 Georgina Ave — \$6,200,000
724 San Vicente Blvd — \$5,950,000
1419 Palisades Beach Rd — \$5,750,000
520 Marguerita Ave — \$5,750,000

2021 – Top 20 Sold Listings

609 E Channel Rd — \$48,674,649
607 Georgina Ave — \$16,423,422
121 Esparta Way — \$12,920,000
705 Palisades Beach Rd — \$12,820,000
1410 Georgina Ave — \$12,500,000
2012 La Mesa Dr — \$11,995,000
2020 Georgina Ave — \$11,850,000
1208 Georgina Ave — \$11,431,200
49 Mabery Rd — \$11,250,000
2528 La Mesa Way — \$10,995,000
1020 Palisades Beach Rd — \$10,600,000
1130 Georgina Ave — \$10,480,000
1790 Georgina Ave — \$9,915,500
881 Berkeley St — \$9,700,000
458 19th St — \$9,452,000
620 Adelaide Dr — \$9,118,750
101 17th St — \$9,100,000
440 25th St — \$8,950,000
248 24th St — \$8,315,000
615 25th St — \$8,150,000

2022 – Top 20 Sold Listings

835 San Vicente Blvd — \$19,500,000
808 Woodacres Rd — \$14,200,000

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405 Palisades Ave — \$12,150,000
825 Woodacres Rd — \$11,351,000
415 23rd St — \$11,250,000
341 W Channel Rd — \$10,500,000
425 Marguerita Ave — \$10,000,000
235 19th St — \$9,865,000
247 19th St — \$9,800,000
540 Adelaide Dr — \$9,000,000
102 Ocean Way — \$8,500,000
435 Georgina Ave — \$8,247,000
410 Lincoln Blvd — \$8,150,000
111 Winnett Pl — \$8,050,000
222 Alta Ave — \$8,000,000
531 11th St — \$7,995,000
2502 Marguerita Ave — \$7,825,000
645 San Lorenzo St — \$7,770,000
219 22nd St — \$7,650,000
408 18th St — \$7,500,000

2023 – Top 20 Sold Listings

2121 La Mesa Dr — \$22,500,000
924 Palisades Beach Rd — \$20,000,000
210 Marguerita Ave — \$15,434,000
1923 La Mesa Dr — \$14,900,000
1628 Georgina Ave — \$13,900,000
306 Georgina Ave — \$13,500,000
1022 Palisades Beach Rd — \$13,400,000
235 19th St — \$10,510,000
612 E Channel Rd — \$10,399,000
502 12th St — \$10,300,000
150 Esparta Way — \$9,946,000
364 21st St — \$9,675,000
247 Amalfi Dr — \$9,600,000
240 La Mesa Dr — \$9,420,000
342 10th St — \$9,257,000
420 Georgina Ave — \$9,250,000
537 Euclid St — \$8,900,000
426 Georgina Ave — \$8,700,000
205 Georgina Ave — \$8,610,000
1616 San Vicente Blvd — \$7,995,000

2024 – Top 20 Sold Listings

512 Georgina Ave — \$19,150,000
835 San Vicente Blvd — \$17,500,000
220 Adelaide Dr — \$15,000,000
2020 Georgina Ave — \$11,435,000
1020 Palisades Beach Rd — \$11,400,000
704 Palisades Beach Rd — \$11,000,000
435 Marguerita Ave — \$10,995,000
541 Stassi Ln — \$10,715,000
226 Palisades Ave — \$10,600,000
371 20th St — \$9,995,000
515 24th St — \$7,985,000

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446 21st Pl — \$7,900,000
439 20th St — \$7,800,000
1628 Alta Ave — \$7,740,265
635 20th St — \$7,550,000
346 21st St — \$7,492,485
417 10th St — \$7,400,000
716 21st St — \$7,375,000
211 17th St — \$7,211,000
415 17th St — \$7,050,000

2025 – Top 20 Sold Listings

628 25th St — \$14,550,000
457 20th St — \$14,550,000
615 23rd St — \$14,000,000
323 22nd St — \$13,400,000
508 Marguerita Ave — \$13,253,823
459 21st St — \$12,500,000
416 21st Pl — \$12,500,000
239 20th St — \$12,440,500
464 25th St — \$12,401,944
506 Palisades Ave — \$12,400,000
653 Palisades Beach Rd — \$11,830,953
808 San Vicente Blvd — \$11,500,000
136 Georgina Ave — \$11,500,000
628 10th St — \$11,200,000
702 11th St — \$10,700,000
251 21st St — \$10,414,000
339 16th St — \$10,280,000
222 Palisades Ave — \$10,235,000
421 17th St — \$10,200,000
345 W Channel Rd — \$10,200,000

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Median List Price	Median Sold Price	Min Price Sold	Max Price Sold	Avg List Price	Avg Sold Price
\$1,849,500.00	\$1,940,000.00	\$625,000.00	\$11,500,000.00	\$2,343,442.00	\$2,347,794.00
\$1,899,000.00	\$1,946,932.00	\$669,000.00	\$24,500,000.00	\$2,529,477.00	\$2,516,996.00
\$2,195,000.00	\$2,300,000.00	\$762,000.00	\$23,000,000.00	\$2,788,513.00	\$2,772,521.00
\$2,495,000.00	\$2,450,000.00	\$500,000.00	\$16,100,000.00	\$2,944,919.00	\$2,903,706.00
\$2,595,000.00	\$2,530,000.00	\$800,000.00	\$11,000,000.00	\$3,159,726.00	\$3,124,535.00
\$2,899,000.00	\$2,820,000.00	\$975,000.00	\$11,100,000.00	\$3,400,451.00	\$3,344,908.00
\$2,745,000.00	\$2,706,500.00	\$835,000.00	\$16,000,000.00	\$3,324,619.00	\$3,266,958.00
\$2,796,333.00	\$2,745,550.00	\$725,000.00	\$18,500,000.00	\$3,241,826.00	\$3,185,590.00
\$3,299,944.00	\$3,362,500.00	\$1,150,000.00	\$48,674,649.00	\$4,107,388.00	\$4,114,883.00
\$3,596,333.00	\$3,750,000.00	\$1,000,000.00	\$19,500,000.00	\$4,295,840.00	\$4,355,172.00
\$3,390,000.00	\$3,400,000.00	\$1,090,000.00	\$22,500,000.00	\$4,504,300.00	\$4,367,678.00
\$3,499,000.00	\$3,472,500.00	\$1,080,000.00	\$19,150,000.00	\$4,186,535.00	\$4,126,672.00
\$4,250,000.00	\$4,299,000.00	\$250,000.00	\$14,550,000.00	\$4,986,384.00	\$5,046,207.00

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DOM Closed	Avg \$/Sq.Ft.	Sale/List %	Total Sold Volume
54	\$949.69	100.19%	\$596,339,580.00
57	\$1,022.48	99.51%	\$621,698,117.00
44	\$1,162.07	99.43%	\$648,769,915.00
50	\$1,137.63	98.60%	\$659,141,358.00
48	\$1,241.22	98.89%	\$774,884,567.00
45	\$1,267.73	98.37%	\$658,946,832.00
56	\$1,288.96	98.27%	\$682,794,140.00
38	\$1,274.39	98.27%	\$726,314,427.00
38	\$1,392.19	100.18%	\$1,407,290,085.00
31	\$1,558.06	101.38%	\$910,230,868.00
38	\$1,505.93	96.97%	\$799,285,137.00
31	\$1,533.43	98.57%	\$808,227,726.00
32	\$1,666.01	101.19%	\$1,014,287,545.00