

# WESTSIDE LA'S MONTHLY HOUSING TRENDS+STRATEGY

mar vista | venice | santa monica | brentwood | marina del rey

## JULY 2025

**WESTSIDE STATISTICS** See What Your Neighbor Sold For  
**CURRENT MARKET TAKEAWAYS** **How To Win In This Market**  
**MUST TRY LOCAL SPOTS** TRENDING TIPS FOR BUYERS+SELLERS



Vista 

Sotheby's  
INTERNATIONAL REALTY

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# FIND OUT YOUR HOMES VALUE IN MINUTES.

02

## MAR VISTA

JULY 2025

AVG. SALES PRICE

**\$2,400,000**

TOTAL NUMBER OF SALES

**44**

## VENICE

JULY 2025

AVG. SALES PRICE

**\$2,675,000**

TOTAL NUMBER OF SALES

**18**

## SANTA MONICA

JULY 2025

AVG. SALES PRICE

**\$5,100,00**

TOTAL NUMBER OF SALES

**31**

## BRENTWOOD

JULY 2025

AVG. SALES PRICE

**\$5,000,000**

TOTAL NUMBER OF SALES

**24**

## MARINA DEL REY

JULY 2025

AVG. SALES PRICE

**\$1,780,00**

TOTAL NUMBER OF SALES

**6**

Hidden between Venice & Culver City, Mar Vista offers a perfect blend of suburban calm & Westside vibrance. Breezy, tree-lined streets showcase a mix of mid-century gems & sleek new builds, while Venice Blvd pulses with life—from coffee shops & farm-to-table eateries to artisan boutiques & beloved local festivals.

At the heart of it all? A thriving farmers market that captures the neighborhood’s creative spirit. Top-rated public & private schools, chill parks, & unbeatable access to both the beach and downtown make Mar Vista more than a neighborhood—it’s a world of its own. Effortless, authentic, & unmistakably LA.



**BEST COFFEE**  
Alana’s Cafe



**BEST EATS**  
Rasselbock German Kitchen



**BEST DRINKS**  
Taverna

JULY 2025 | MAR VISTA MARKET

AVERAGE  
SALES PRICE

\$2,000,000 \$2,400,000

	JULY 2024	JULY 2025
TOTAL # OF HOME SALES	22	44
AVG DAYS ON MARKET	19	16
SOLD BELOW ASKING	11	14
SOLD ABOVE ASKING	8	25
SOLD VS LIST PRICE %	98%	103%
SOLD PRICE PER SQFT	\$1072	\$1153



**FEATURED HOME**  
HIGHEST SALE OF JULY

**3267 COLBY AVENUE**

**\$5,375,000**  
5 BD | 6 BA | 4410 SF | 7083 LOT



Famed for its effortless blend of bohemian spirit and modern edge, Venice stands as one of LA’s most dynamic and desirable neighborhoods. Along charming walk streets, sleek modern homes mix with sun-soaked beach bungalows—each radiating its own unique personality.

The vibe? Laid-back luxury. Abbot Kinney, Rose Avenue, and Pacific bustle with curated boutiques, buzzy cafes, and culinary staples like Gjelina and Ospi that anchor the scene.

From the iconic boardwalk and muscle beach energy to the artistic grit and architectural beauty, Venice pulses with creativity and coastal cool. It's not just a place to live—it's a lifestyle statement.



**BEST COFFEE**  
Intelligentsia



**BEST EATS**  
Gjelina



**BEST DRINKS**  
Barrique

JULY 2025 | VENICE MARKET

AVERAGE  
SALES PRICE

\$1,975,000    \$2,675,000

JULY 2024

JULY 2025

TOTAL # OF HOME SALES	17	18
AVG DAYS ON MARKET	34	51
SOLD BELOW ASKING	X	15
SOLD ABOVE ASKING	X	1
SOLD VS LIST PRICE %	97%	95%
SOLD PRICE PER SQFT	\$1183	\$1513



**FEATURED HOME**  
HIGHEST SALE OF JULY

**1246 MORNINGSIDE WAY**

**\$6,300,000**  
6 BD | 7 BA | 5587 SF | 10,863 LOT

Santa Monica blends seaside charm with sophisticated city living—making it one of LA’s most coveted coastal communities. From the world-famous Santa Monica Pier to the open-air buzz of Third Street Promenade, this beachside metropolis delivers world-class dining, luxury shopping, and vibrant culture with the Pacific just steps away.

Tucked behind the bustle, serene neighborhoods like North of Montana, Ocean Park, and Sunset Park offer tree-lined streets and stunning homes, creating a rare mix of tranquility and convenience. Whether you're catching a sunset over the ocean or grabbing coffee from a neighborhood café, Santa Monica offers an effortless balance of lifestyle and luxury.



**BEST COFFEE**  
Bester’s Coffee



**BEST EATS**  
Upper West



**BEST DRINKS**  
Elephante

JULY 2025 | SANTA MONICA MARKET

AVERAGE  
SALES PRICE

\$3,850,000\$5,100,000

	JULY 2024	JULY 2025
TOTAL # OF HOME SALES	14	31
AVG DAYS ON MARKET	27	20
SOLD BELOW ASKING	4	15
SOLD ABOVE ASKING	5	1
SOLD VS LIST PRICE %	91%	101%
SOLD PRICE PER SQFT	\$1452	\$1886



**FEATURED HOME**  
HIGHEST SALE OF JULY

**635 PALISADES BEACH ROAD**

**\$11,830,953**

4 BD | 5 BA | 3431 SF | 5701 LOT

Tucked into the foothills of the Santa Monica Mountains, Brentwood blends upscale sophistication with laid-back Westside charm. Chic boutiques & buzzworthy restaurants line San Vicente Blvd, while tree-lined streets lead to private estates that serve as home to celebrities, athletes, & LA’s high-net-worth elite.

This coveted enclave offers more than just luxury—it’s a lifestyle. From the iconic Getty Center and historic Brentwood Country Mart to the exclusive Brentwood Country Club, the neighborhood is a cultural cornerstone with a quiet, commanding presence.

Brentwood isn’t just a place to live—it’s a place to arrive.



**BEST COFFEE**  
Caffe Luxxe



**BEST EATS**  
Teleferic Barcelona



**BEST DRINKS**  
Baltair

JULY 2025 | BRENTWOOD MARKET

AVERAGE  
SALES PRICE

\$6,000,000 \$5,000,000

JULY 2024

JULY 2025

TOTAL # OF HOME SALES	13	24
AVG DAYS ON MARKET	40	37
SOLD BELOW ASKING	7	17
SOLD ABOVE ASKING	6	3
SOLD VS LIST PRICE %	102%	94%
SOLD PRICE PER SQFT	\$1979	\$1490



**FEATURED HOME**  
HIGHEST SALE OF JULY

**351 S CLIFFWOOD AVENUE**

**\$12,000,000**  
6 BD | 8 BA | 6486 SF | 24,800 LOT

Known as the largest man-made small craft harbor in the U.S., Marina del Rey is a coastal gem where life revolves around the water. With over 4,000 boats docked this breezy enclave offers a relaxed, nautical lifestyle just minutes from the energy of Venice & Playa Vista.

Luxury high-rises, sleek waterfront condos, & modern townhomes define the real estate landscape, offering panoramic marina, ocean, & city views. Whether you're drawn to resort-style amenities, direct access to the beach, or dining along the waterfront, Marina del Rey delivers an unbeatable mix of coastal serenity and urban convenience.

Marina del Rey is the Westside's premier destination for those seeking elevated coastal living.



**BEST COFFEE**  
Le Pain Quotidien



**BEST EATS**  
Sushi Enya



**BEST DRINKS**  
Ritz Carlton

JULY 2025 | MARINA DEL REY MARKET

AVERAGE  
SALES PRICE

\$1,800,000    \$1,780,000

JULY 2024

JULY 2025

TOTAL # OF HOME SALES	2	6
AVG DAYS ON MARKET	15	15
SOLD BELOW ASKING	1	4
SOLD ABOVE ASKING	0	1
SOLD VS LIST PRICE %	100%	98%
SOLD PRICE PER SQFT	\$948	\$961



**FEATURED HOME**  
HIGHEST SALE OF JULY

**5405 VIA DONTÉ**

**\$6,175,000**  
4 BD | 5 BA | 4850 SF | 4412 LOT



# IS NOW THE TIME TO SELL YOUR HOME?


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08

## SELLERS

Yes, if you price strategically & with intention.

- Inventory is rising across neighborhoods like Mar Vista, Venice, Santa Monica, Marina del Rey & Brentwood, while demand from buyers remains strong for homes priced correctly.
- Over 50% of listings are experiencing price reductions, which means overpricing is getting punished.
- If your home is updated, well-located, & you launch with a strong pricing strategy, you can still attract multiple offers.
- The luxury market (over \$5M), however, is moving slower due to ULA tax concerns & limited buyer pool.

 **Pro tip:** Event-based pricing & proper presentation are key. Sellers who "test the market" often end up chasing it down.



# IS NOW THE TIME TO BUY YOUR HOME?

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09

## BUYERS

Yes, if you're ready — but please be strategic.

- Rates are still elevated (~6.75–7%), but this has created less competition in many price ranges.
- In places like Mar Vista, Venice, Brentwood, Santa Monica & Marina del Rey, motivated sellers are cutting prices, creating opportunities.
- The market has not crashed — but it's softening just enough for savvy buyers to negotiate credits, repairs, & better deals.

💡 **Pro tip:** If you're planning to live in the home for 5+ years, buying now with room to refi later could be the winning move.





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Vista 

**Sotheby's**  
INTERNATIONAL REALTY

# SEE WHAT YOUR NEIGHBOR SOLD FOR.

## MAY | HOME SALES LIST | MARINA DEL REY

Address	BD/BA	SQFT	LOT	SOLD PRICE
5107 OCEAN FRONT WALK	4/6	5353	3644	\$10.295.000
4818 ROMA CT	4/4	3700	3194	\$2.130.000
12726 SHORT AVE	2/1	760	2501	\$820.000
3815 VIA DOLCE	4/5	3760	3238	\$2.995.000
112725 WALSH AVE	3/2	1278	4190	\$1.830.000
21 YAWL ST	6/5	3318	3150	\$2.800.000

