

WESTSIDE LA'S MONTHLY HOUSING TRENDS+STRATEGY

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

JUNE 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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YOU'VE SEEN ME IN THE NEIGHBORHOOD

02

MAR VISTA

JUNE 2025

AVG. SALES PRICE

\$2,100,000

TOTAL NUMBER OF SALES

38

VENICE

JUNE 2025

AVG. SALES PRICE

\$2,125,000

TOTAL NUMBER OF SALES

27

SANTA MONICA

JUNE 2025

AVG. SALES PRICE

\$3,500,000

TOTAL NUMBER OF SALES

31

BRENTWOOD

JUNE 2025

AVG. SALES PRICE

\$4,700,000

TOTAL NUMBER OF SALES

26

MARINA DEL REY

JUNE 2025

AVG. SALES PRICE


\$2,100,000

TOTAL NUMBER OF SALES


8

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 a&nd 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

JUNE 2025 | MAR VISTA MARKET

AVERAGE
SALES PRICE

\$2,100,000

	JUNE 2024	JUNE 2025
TOTAL # OF HOME SALES	39	38
AVG DAYS ON MARKET	22	20
SOLD BELOW ASKING	24	12
SOLD ABOVE ASKING	11	12



MY FEATURED HOME

FOR SALE OFF MARKET

3474 GREENWOOD AVENUE


\$3,800,000

5 BD | 6 BA | 3133 SF | 5023 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

JUNE 2025 | VENICE MARKET

**AVERAGE
SALES PRICE**

\$2,125,000

	JUNE 2024	JUNE 2025
TOTAL # OF HOME SALES	17	27
AVG DAYS ON MARKET	24	33
SOLD BELOW ASKING	10	17
SOLD ABOVE ASKING	3	5



**FEATURED HOME
FOR SALE**


702 6TH STREET, VENICE

\$5,949,000


4 BD | 3 BA | 5299 SF | 5875 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

JUNE 2025 | SANTA MONICA MARKET

**AVERAGE
SALES PRICE**

\$3,500,000

	JUNE 2024	JUNE 2025
TOTAL # OF HOME SALES	26	31
AVG DAYS ON MARKET	29	31
SOLD BELOW ASKING	16	15
SOLD ABOVE ASKING	3	10



**FEATURED HOME
FOR SALE**

2114 PIER AVENUE, SANTA MONICA

\$5,499,000

7 BD | 6 BA | 4865 SF | 6996 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

JUNE 2025 | BRENTWOOD MARKET

AVERAGE
SALES PRICE

\$4,700,000

	JUNE 2024	JUNE 2025
TOTAL # OF HOME SALES	22	26
AVG DAYS ON MARKET	37	39
SOLD BELOW ASKING	12	17
SOLD ABOVE ASKING	8	4



FEATURED HOME
FOR SALE

12770 S BRISTOL CIRCLE, BRENTWOOD

\$36,500,000

7 BD | 11 BA | 11,800 SF | 26,136 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

JUNE 2025 | MARINA DEL REY MARKET

AVERAGE
SALES PRICE

\$2,100,000

	JUNE 2024	JUNE 2025
TOTAL # OF HOME SALES	9	8
AVG DAYS ON MARKET	35	55
SOLD BELOW ASKING	6	5
SOLD ABOVE ASKING	2	0



FEATURED HOME
FOR SALE

142 WESTWIND, MARINA DEL REY

\$5,299,999

4 BD | 5 BA | 4749 SF | 3143 LOT

IS NOW THE TIME TO SELL YOUR HOME?

08

SELLERS

Yes, if you price strategically.

- Inventory is rising across neighborhoods like Mar Vista, Venice, Santa Monica, Marina del Rey & Brentwood, but buyer demand 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?

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





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Vista 

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SEE WHAT YOUR NEIGHBOR SOLD FOR.

12

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

