

WESTSIDE LA'S MONTHLY HOUSING TRENDS+STRATEGY

MAR VISTA
SANTA MONICA


VENICE
BRENTWOOD

MARINA
DEL REY

AUGUST 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

2114

Table of Contents

AUGUST 2025

WESTSIDE 02
MARKET INTEL

MAR VISTA 03

VENICE 04

SANTA MONICA 05

BRENTWOOD 06

MARINA DEL REY 07

IS NOW THE TIME 08
TO SELL YOUR HOME?

IS NOW THE TIME 09
TO BUY YOUR HOME?

MY CONTACT INFO 10
FOR BUYING & SELLING
ASSISTANCE

FIND OUT YOUR HOMES VALUE IN MINUTES.

02

MAR VISTA

AUGUST 2025

AVG. SALES PRICE

\$1,850,000

TOTAL NUMBER OF SALES

28

VENICE

AUGUST 2025

AVG. SALES PRICE

\$2,400,000

TOTAL NUMBER OF SALES

20

SANTA MONICA

AUGUST 2025

AVG. SALES PRICE

\$3,725,000

TOTAL NUMBER OF SALES

22

BRENTWOOD

AUGUST 2025

AVG. SALES PRICE

\$4,100,000

TOTAL NUMBER OF SALES

18

MARINA DEL REY

AUGUST 2025

AVG. SALES PRICE

\$1,780,00

TOTAL NUMBER OF SALES

14

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

AUGUST 2025 | MAR VISTA MARKET

AVERAGE
SALES PRICE

\$1,700,000 \$1,850,000

| | AUG 2024 | AUG 2025 |
|-----------------------|----------|----------|
| TOTAL # OF HOME SALES | 26 | 28 |
| AVG DAYS ON MARKET | 30 | 26 |
| SOLD BELOW ASKING | 13 | 13 |
| SOLD ABOVE ASKING | 10 | 10 |
| SOLD VS LIST PRICE % | 95% | 98% |
| SOLD PRICE PER SQFT | \$1121 | \$1114 |



FEATURED HOME
HIGHEST SALE

12041 MARINE STREET

\$4,835,000

5 BD | 6 BA | 3740 SF | 5500 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

AUGUST 2025 | VENICE MARKET

AVERAGE
SALES PRICE

\$1,950,000 \$2,675,000

AUG 2024

AUG 2025

| | | |
|-----------------------|--------|--------|
| TOTAL # OF HOME SALES | 18 | 20 |
| AVG DAYS ON MARKET | 39 | 50 |
| SOLD BELOW ASKING | 11 | 15 |
| SOLD ABOVE ASKING | 7 | 1 |
| SOLD VS LIST PRICE % | 96% | 93% |
| SOLD PRICE PER SQFT | \$1487 | \$1332 |



FEATURED HOME
HIGHEST SALE

524 RIALTO AVENUE

\$4,941,351

5 BD | 5 BA | 3594 SF | 5102 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

AUGUST 2025 | SANTA MONICA MARKET

AVERAGE
SALES PRICE

\$3,250,000

\$3,725,000

| | AUG 2024 | AUG 2025 |
|-----------------------|----------|----------|
| TOTAL # OF HOME SALES | 16 | 22 |
| AVG DAYS ON MARKET | 29 | 30 |
| SOLD BELOW ASKING | 4 | 13 |
| SOLD ABOVE ASKING | 5 | 5 |
| SOLD VS LIST PRICE % | 98% | 90% |
| SOLD PRICE PER SQFT | \$1667 | \$1704 |



FEATURED HOME
HIGHEST SALE

136 GEORGINA AVENUE

\$11,500,000

5 BD | 8 BA | 9808 SF | 15,223 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

AUGUST 2025 | BRENTWOOD MARKET

AVERAGE
SALES PRICE

\$4,000,000 \$4,100,000

AUG 2024

AUG 2025

| | | |
|-----------------------|--------|--------|
| TOTAL # OF HOME SALES | 17 | 18 |
| AVG DAYS ON MARKET | 28 | 65 |
| SOLD BELOW ASKING | 18 | 18 |
| SOLD ABOVE ASKING | 6 | 3 |
| SOLD VS LIST PRICE % | 92% | 96% |
| SOLD PRICE PER SQFT | \$1227 | \$1335 |



FEATURED HOME
HIGHEST SALE

1104 N TIGERTAIL ROAD

\$12,000,000

6 BD | 10 BA | 14,452 SF | 49K+ 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

AUGUST 2025 | MARINA DEL REY MARKET

AVERAGE
SALES PRICE

\$1,800,000 \$1,780,000

| | AUG 2024 | AUG 2025 |
|-----------------------|----------|----------|
| TOTAL # OF HOME SALES | 8 | 14 |
| AVG DAYS ON MARKET | 19 | 38 |
| SOLD BELOW ASKING | 5 | 11 |
| SOLD ABOVE ASKING | 2 | 4 |
| SOLD VS LIST PRICE % | 94% | 86% |
| SOLD PRICE PER SQFT | \$1082 | \$1203 |



FEATURED HOME
HIGHEST SALE

3501 OCEAN FRONT WALK

\$7,753,434
3 BD | 4 BA | 3643 SF | 3800 LOT


IS NOW THE TIME TO SELL YOUR HOME?

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?

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.





10

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