

# Elliman Report

**Q3-2020** Venice, CA and Mar Vista, CA Sales

## Venice Single Family Dashboard

YEAR-OVER-YEAR

- **5.5%**  
Prices Average Price Per Sq Ft
- + **28.4%**  
Sales Closed Sales
- + **42.2%**  
Inventory Total Inventory
- **17 days**  
Marketing Time Days on Market

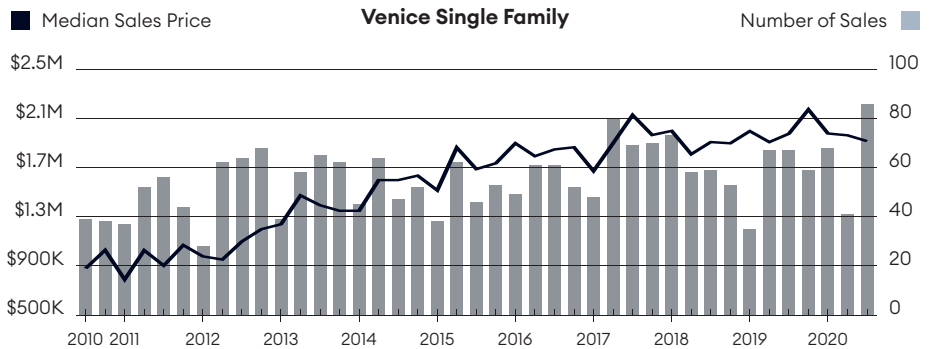
- Listing inventory growth outpaced sales gains on a year over year basis
- Price trend indicators showed mixed year over year results

## Venice Condo Dashboard

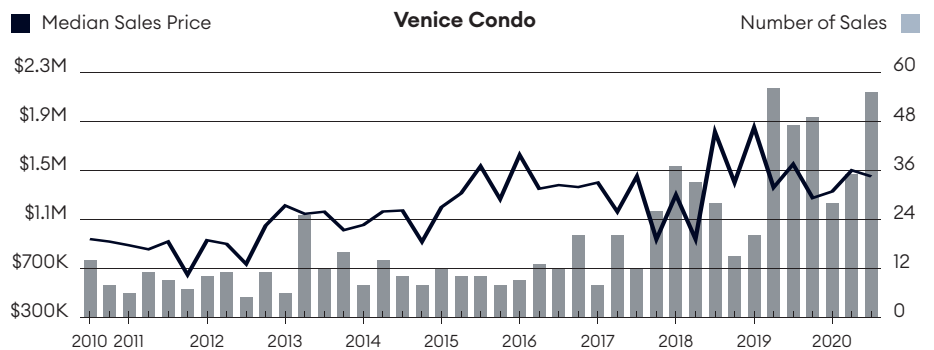
YEAR-OVER-YEAR

- **0.5%**  
Prices Average Price Per Sq Ft
- + **17.0%**  
Sales Closed Sales
- + **118.2%**  
Inventory Total Inventory
- **22 days**  
Marketing Time Days on Market

- Price trend indicators slipped from year-ago levels despite the blistering market pace
- Listing inventory more than doubled and sales rose sharply from the year-ago quarter



Venice Single Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$2,232,628	-5.3%	\$2,357,012	2.6%	\$2,176,799
Average Price Per Sq Ft	\$1,033	-13.3%	\$1,191	-5.5%	\$1,093
Median Sales Price	\$1,917,500	-2.4%	\$1,965,000	-3.1%	\$1,978,000
Number of Sales (Closed)	86	109.8%	41	28.4%	67
Days on Market (From Last List Date)	34	30.8%	26	-33.3%	51
Listing Discount (From Last List Price)	2.9%		3.6%		3.6%
Listing Inventory	128	8.5%	118	42.2%	90
Months of Supply	4.5	-47.7%	8.6	12.5%	4.0
Average Square Feet	2,161	9.2%	1,979	8.5%	1,992



Venice Condo Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$1,537,270	1.5%	\$1,514,429	-2.1%	\$1,570,287
Average Price Per Sq Ft	\$909	-3.8%	\$945	-0.5%	\$914
Median Sales Price	\$1,450,000	-3.3%	\$1,500,000	-6.5%	\$1,550,000
Number of Sales (Closed)	55	57.1%	35	17.0%	47
Days on Market (From Last List Date)	26	-56.7%	60	-45.8%	48
Listing Discount (From Last List Price)	3.6%		2.9%		3.0%
Listing Inventory	24	4.3%	23	118.2%	11
Months of Supply	1.3	-35.0%	2.0	85.7%	0.7
Average Square Feet	1,691	5.5%	1,603	-1.6%	1,718



## Mar Vista Single Family

### Dashboard

YEAR-OVER-YEAR

- **1.1%**  
Prices Average Price Per Sq Ft

- **17.6%**  
Sales Closed Sales

+ **46.8%**  
Inventory Total Inventory

- **11** days  
Marketing Time  
Days on Market

- Price trend indicators showed mixed results when compared to the prior-year quarter
- Listing inventory surged as the number of sales declined sharply year over year

## Mar Vista Condo

### Dashboard

YEAR-OVER-YEAR

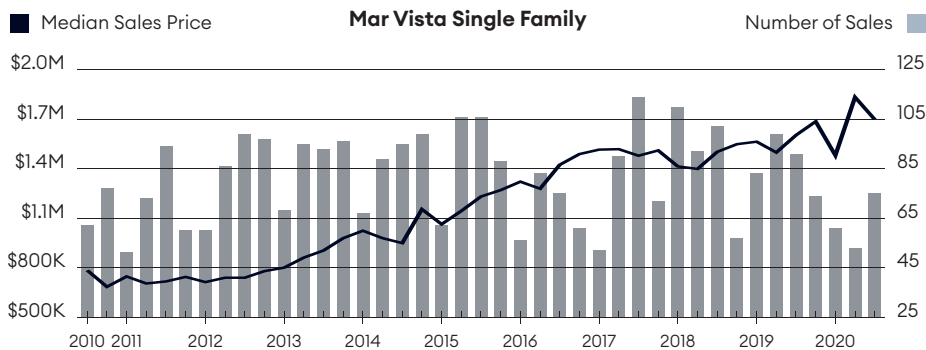
+ **17.3%**  
Prices Average Price Per Sq Ft

+ **3.0%**  
Sales Closed Sales

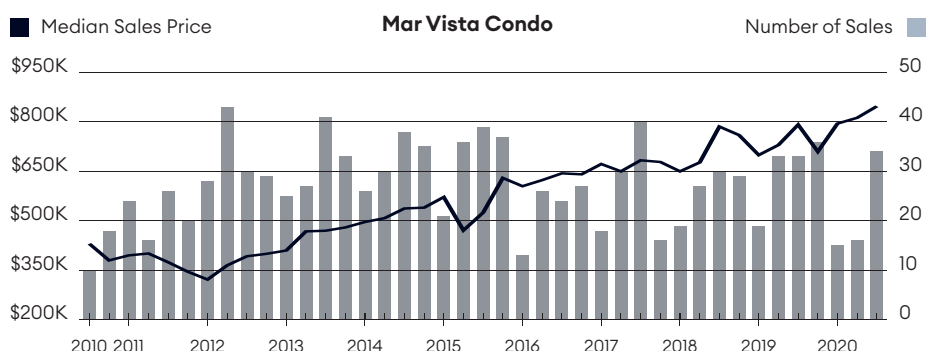
+ **23.1%**  
Inventory Total Inventory

- **19** days  
Marketing Time  
Days on Market

- Median sales price increased year over year to a new record
- Listing inventory rose annually for the second straight quarter



Mar Vista Single Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$1,923,800	-3.7%	\$1,997,566	5.0%	\$1,832,907
Average Price Per Sq Ft	\$927	1.9%	\$910	-1.1%	\$937
Median Sales Price	\$1,700,000	-7.4%	\$1,835,000	6.0%	\$1,604,500
Number of Sales (Closed)	75	41.5%	53	-17.6%	91
Days on Market (From Last List Date)	22	57.1%	14	-33.3%	33
Listing Discount (From Last List Price)	0.9%		1.0%		-0.8%
Listing Inventory	69	35.3%	51	46.8%	47
Months of Supply	2.8	-3.4%	2.9	86.7%	1.5
Average Square Feet	2,075	-5.5%	2,195	6.1%	1,956



Mar Vista Condo Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$915,115	8.2%	\$846,094	-6.4%	\$977,888
Average Price Per Sq Ft	\$692	4.5%	\$662	17.3%	\$590
Median Sales Price	\$847,500	4.3%	\$812,500	7.1%	\$791,500
Number of Sales (Closed)	34	112.5%	16	3.0%	33
Days on Market (From Last List Date)	20	185.7%	7	-48.7%	39
Listing Discount (From Last List Price)	-2.8%		0.3%		-4.6%
Listing Inventory	16	33.3%	12	23.1%	13
Months of Supply	1.4	-39.1%	2.3	16.7%	1.2
Average Square Feet	1,322	3.4%	1,278	-20.2%	1,657

Questions or comments? Email report author  
Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
Methodology: [millersamuel.com/research-reports/methodology](http://millersamuel.com/research-reports/methodology)

**Douglas Elliman Real Estate**  
150 S. El Camino Drive, Beverly Hills, CA 90212  
310.595.3888 • [elliman.com](http://elliman.com)

**Miller Samuel Real Estate Appraisers & Consultants**  
21 West 38<sup>th</sup> Street, New York, NY 10018  
212.768.8100 • [millersamuel.com](http://millersamuel.com)