

The Venice Buyer's Guide

By Gibran Zahedi, Equity Union



From a Venice Native

I grew up in Venice. I played basketball on these courts, walked these streets before they were on anyone's radar, and watched this neighborhood become one of the most sought-after places to live in the world.

Now I help people buy homes here — and I wrote this guide because the Venice market is unlike any other market in Los Angeles. The rules are different. The opportunities are different. And the mistakes are different too.

Whether you're relocating from out of state, upgrading from another LA neighborhood, or buying your first home in Venice, this guide will give you an honest picture of what to expect — and how to win in this market.

— Gibran Zahedi
Venice, CA



Why Venice?

Understanding the Market

Venice is one of the most geographically constrained neighborhoods in Los Angeles. Bordered by the Pacific Ocean to the west, Santa Monica to the north, Marina del Rey to the south, and Culver City to the east — there is a finite amount of land. That scarcity is the foundation of everything you need to understand about this market.

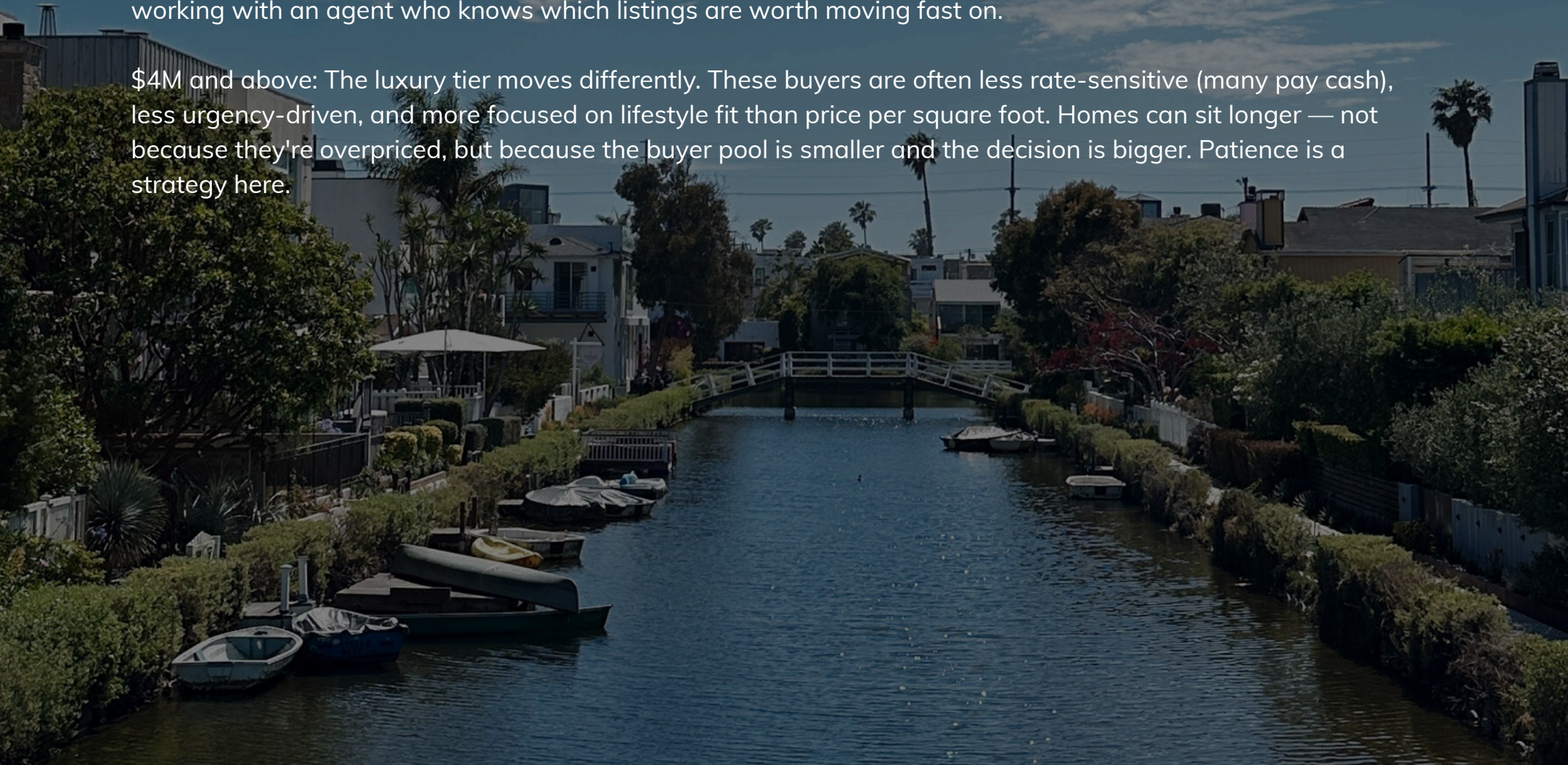
WHAT DRIVES VENICE HOME VALUES

- Location scarcity. You cannot build more Venice. When demand rises, prices rise — there's no room to add inventory.
- The lifestyle premium. Venice offers something no other LA neighborhood does: walkability, beach access, culture, and proximity to both Silicon Beach tech companies and the entertainment industry — all in one zip code.
- The tenant base. Venice attracts high-earning professionals, creatives, and entrepreneurs. This keeps the rental market strong and protects home values even in slower cycles.
- The reputation. Venice has global name recognition. Buyers from New York, London, and Tokyo know what Venice means. That international demand is a price floor.

THE TWO PRICE TIERS — AND WHAT SEPARATES THEM

Under \$4M: This tier is highly competitive and moves quickly. Homes in this range often attract multiple offers, especially if they're turnkey or have outdoor space. Buyers in this range need to be pre-approved, decisive, and working with an agent who knows which listings are worth moving fast on.

\$4M and above: The luxury tier moves differently. These buyers are often less rate-sensitive (many pay cash), less urgency-driven, and more focused on lifestyle fit than price per square foot. Homes can sit longer — not because they're overpriced, but because the buyer pool is smaller and the decision is bigger. Patience is a strategy here.



The Venice Neighborhoods

What Nobody Puts in the Listing

Venice is not one neighborhood — it's a collection of micro-markets, each with its own personality, price range, and buyer profile. This is the section that matters most if you're buying from out of state. An address alone tells you almost nothing.

THE VENICE CANALS

The most unique streets in Venice — and arguably in all of Los Angeles. These pedestrian-only waterways are lined with architecturally distinct homes, lush gardens, and an unmistakable sense of community. Prices typically start around \$3.5M and move well above \$6M for larger or renovated homes. If you want the quintessential Venice experience, this is it.

ABBOT KINNEY CORRIDOR

The cultural heartbeat of Venice. Homes near Abbot Kinney are priced for the walkability — you're steps from the best restaurants, boutiques, and coffee shops in LA. Expect \$2.5M–\$5M+ for single-family homes. The energy here is creative, eclectic, and unapologetically Venice.

SILVER TRIANGLE / OAKWOOD

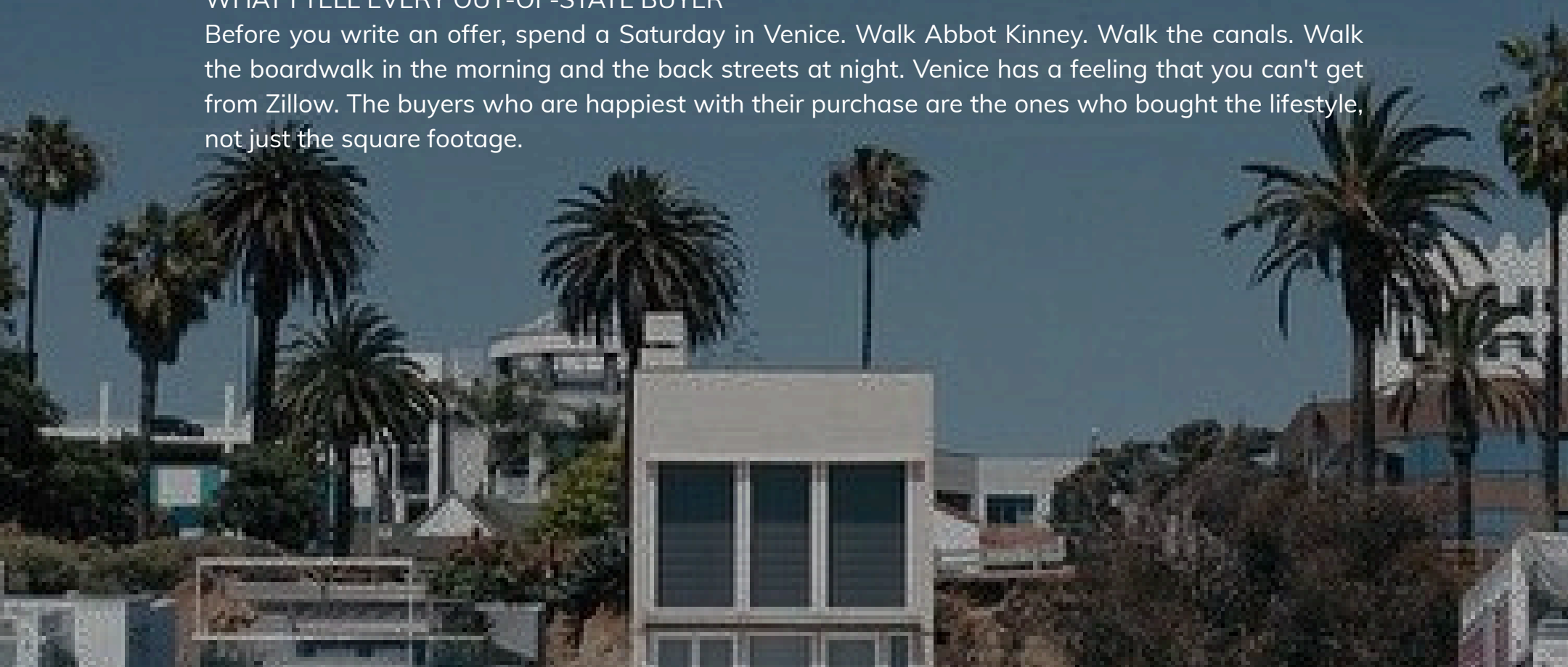
A more residential, quieter pocket that still delivers the Venice lifestyle. Great for buyers who want space over street-level buzz. You'll find more value per square foot here than near the canals or the beach. Strong long-term appreciation history.

THE WALK STREETS & BEACHFRONT

Venice's most coveted addresses. Walk-street homes sit on pedestrian-only lanes steps from the sand — a level of privacy and exclusivity that commands serious premiums, often \$5M–\$10M+. Beachfront and ocean-view homes are a category unto themselves. These rarely come to market and rarely stay there long when they do.

WHAT I TELL EVERY OUT-OF-STATE BUYER

Before you write an offer, spend a Saturday in Venice. Walk Abbot Kinney. Walk the canals. Walk the boardwalk in the morning and the back streets at night. Venice has a feeling that you can't get from Zillow. The buyers who are happiest with their purchase are the ones who bought the lifestyle, not just the square footage.



The Buying Process

What to Expect in Venice

Buying a home in Venice — especially at the luxury level — is not a linear process. It requires preparation, patience, and an agent who can move quickly when the right home appears. Here's what the process typically looks like.

STEP-BY-STEP PROCESS

1. Get clear on your criteria — and your non-negotiables.

Price range is only one variable. In Venice, what you're buying matters as much as what you're spending. Canal home? Walk-street? Ocean view? Modern or character? Get specific before you start touring.

2. Get your financing in order early.

Under \$4M: Pre-approval is essential before you make any offer. The sub-\$4M market moves fast — you won't have time to arrange financing after you find the home.

Over \$4M: If you're paying cash, be ready to provide proof of funds quickly. If financing, work with a lender experienced in jumbo loans (\$3M+).

3. Begin your search with an agent who knows every block.

Not all agents know Venice the way a local does. You want someone who can tell you which streets flood in heavy rain, which blocks are loud on weekends, and which off-market opportunities might fit your criteria before they're ever listed.

4. Tour strategically, not exhaustively.

In the luxury tier especially, too many tours without a clear thesis leads to decision fatigue. Know what you're looking for and focus.

5. Make a competitive, well-structured offer.

In Venice, price alone doesn't always win. Terms matter — close timeline, contingency length, down payment size. An experienced local agent knows how each seller is motivated.

6. Navigate due diligence carefully.

Coastal properties come with specific inspection considerations: seismic, flood zone, HOA (for canals), and coastal commission restrictions for any future development. Don't skip anything.

7. Close and become a Venetian.

Welcome. You made a great decision.



What \$2M–\$4M Gets You vs. \$4M+

UNDER \$4M

In this range you're looking at: well-maintained single-family homes in the Silver Triangle or Oakwood, smaller homes on or near Abbot Kinney, condos or townhomes in premium locations, and older homes with renovation potential near the beach.

The competition is real. Multiple offer situations are common on well-priced, turnkey homes. Speed and preparation matter here more than anywhere else.

What you should prioritize: location over condition. A less-finished home on a great block in Venice will always outperform a beautifully renovated home on a compromised street.

\$4M AND ABOVE

This is where Venice truly separates itself from every other LA market. At \$4M+, you're entering canal homes, walk-street properties, ocean-view residences, and architecturally significant new construction.

The process is slower and more relationship-driven. A meaningful percentage of these homes trade off-market — between agents who know each other and whose clients are ready to move. This is why your agent's local relationships matter as much as their negotiation skill.

What drives price at this tier: views, privacy, outdoor living, architectural pedigree, and proximity to the water. Square footage is almost secondary.

A NOTE ON NEGOTIATION AT BOTH TIERS

I'll be honest with you: the days of lowballing in Venice are largely gone, especially for well-positioned homes. What you can negotiate — at any price point — are terms. Closing timeline, inclusions, credits for specific repairs, and contingency periods are all leverage points that don't show up in the headline price but absolutely affect the deal's value.

Common Mistakes Venice Buyers Make

1. Waiting for the perfect time. The Venice market has proven, over and over, that there is no perfect time. Buyers who waited for prices to dip in 2020 watched them surge. The best time to buy in Venice is when you're ready.
2. Choosing the wrong agent. Venice rewards local knowledge. An agent who primarily works in Brentwood or the Valley and occasionally takes Venice listings is not the same as an agent who lives and breathes this market every day. The difference shows up in the quality of their advice, their access to off-market listings, and their relationships with other agents.
3. Prioritizing size over location. Every experienced buyer says this in hindsight: they wish they had bought a smaller home on a better street rather than more square footage in a compromised location. In Venice, the address always matters more than the floor plan.
4. Skipping the coastal inspection add-ons. Venice is a coastal zone. Flood maps change. Seismic assessments matter. Future renovation plans may require coastal commission approval. Know what you're buying before you buy it.
5. Making an emotional decision at the wrong time. Luxury buyers sometimes fall in love with the first stunning home they see and make an offer before understanding the full market. Take the time to understand the range — then act with confidence.

Working With Gibran

What to Expect

HIS APPROACH

I don't work with everyone. Not because I'm selective for its own sake — but because I believe you deserve an agent who is fully focused on your search, not managing 30 clients at once.

When we work together, you get someone who grew up in Venice and has watched this market evolve for decades. Someone who will tell you when a home is overpriced, when a street has issues you should know about, and when the right home is in front of you and it's time to move.

I'm not here to sell you the most expensive home I can find. I'm here to help you buy the right one.

HOW TO GET STARTED

The first step is a conversation. Tell me what you're looking for — your timeline, your budget, your non-negotiables — and I'll give you an honest picture of what the Venice market can deliver.

No pressure. No pitch. Just a local's perspective from someone who genuinely loves this neighborhood and wants to help you become part of it.



A man with dark curly hair and a goatee, wearing a dark blue suit jacket over a white button-down shirt, stands in a modern building. The background features a curved wooden ceiling with exposed beams and a blurred architectural structure. In the top left corner, there is a large, stylized white logo consisting of the letters 'G' and 'Z'.

Reach out at gibranzahedi.com or DM me directly. I respond to every message personally.

If you want me to send new Venice homes, off-market opportunities, and insider tips straight to your inbox, enter your email below