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LOS ANGELES

HOMeward BOUND

As the owner and principal broker of Halton Pardee + Partners (haltonpardee.com), **Tami Halton Pardee**—who has sold more than \$2 billion worth of residential and commercial properties since 2005—knows SoCal real estate trends, such as LAIRS: love and inspiration rooms for women.

“It’s not only about the man cave anymore; women are creating their own sanctuaries as well,” she says. Looking to purchase? “[An agent] needs to ‘get’ you as a person and know what your needs are and why,” she says. “Your agent needs to understand the market’s intimate details; everything from the area’s best french fries to who the school principal is. They need to be able to go that extra step to get you in with [the school],” says Pardee. “Having an agent that gets you while guiding you through this process is extremely important.”

