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Nature and Balance Top Buyers' Wishlists, Los Angeles Broker Says

Tami Halton Pardee says less is more when it comes to luxury real estate

BY LUCY COHEN BLATTER | ORIGINALLY PUBLISHED ON APRIL 15, 2019 | MANSION GLOBAL

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Ms. Halton Pardee with her brokerage's current active listings.
HALTON PARDEE + PARTNERS



As founder of California-based real estate brokerage Halton Pardee + Partners, Tami Halton Pardee uses a concierge brokerage model, and since 2004, her company has sold more than \$3.8 billion worth of residential and commercial real estate across three offices in the state.



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When it comes to her business, Ms. Halton Pardee is often at the top of California estate agents rankings.

We caught up with Ms. Halton Pardee to discuss how she created her very own lair at home, why she thinks buyers are going back to nature, and more.

Mansion Global: Describe your dream property.

Tami Halton Pardee: A lakehouse. It would be a farmhouse that's eclectic with a lot of nesting places. It's basically my home now, but on a lake instead.

MG: Do you have a real estate property that got away?

THP: No, I buy them. I see so many, and if I need it, or want it that badly, I've gotta get it.

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MG: What does luxury mean to you?

THP: It's not the best materials or the biggest house. It's how good people feel there, how thought-out the home is. It's about details, such as good lighting, so you look good and feel good. It's a place you feel is just for you, where you can feed your soul.

MG: What area do you think is the next hub for luxury properties?

THP: People are going back to nature—ski towns and lake towns, places like Boulder, Colorado, places where people feel grounded.

People want to bring nature and balance into their lives.

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MG: What's the biggest surprise in the luxury real estate market now?

THP: The overabundance of house is shocking to me. Who wants to live in a 40,000 square foot house? It creates a disconnect, and you can't even find anyone.

MG: Where are the best luxury homes in the world and why?

THP: It's so subjective. We took our team to a house in Cabo and it was beautiful. It's just always about how it feels when you walk in.

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I call it a lair, which stands for Love And Inspiration Room.

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MG: What best describes the theme to your home and why?

THP: It's old-world modern. I have wide-plank walnut floors and metal windows. It feels organic. I have lantern lights on my trees at night, in all different colors. When I go on a trip, I like to bring something back.

It's big, but it feels cozy and it's very livable.

MG: What's the most valuable thing in your home?

THP: My Charles Arnoldi painting. His was my first real piece of art. He's also my friend.

MG: What's the most valuable amenity to have in a home right now?

THP: Being able to put moods on in your house all in one touch is really cool. I can walk in and set my mood—put on a fireplace, change the lighting, et cetera.

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MG: What's your best piece of real estate advice?

THP: Go with your gut, not your mind. If it's an extra \$50K, just do it. Don't lose a home over that.

MG: What's going on in the news that will have the biggest impact on the luxury real estate market?

THP: Taxes. In California, it's very significant. It's already having an effect.

MG: What is the best area now for investing in luxury properties?

THP: The beach areas are really good in L.A., and you can actually buy a house close to the beach for \$1.5 million. Even changing a bungalow into an amazing place is an amazing opportunity.

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MG: If you had a choice of living in a new development or a prime resale property, which would you choose and why?

THP: Resale for sure. I like to create within a space and I like the idea of the memories made there. New developments feel stale, and they don't have that heart in them.

MG: What area currently has the best resale value?

THP: Brentwood is really great. And there are different areas that are coming up, like Culver City and Westwood—anything that's close to all the tech. And Santa Monica, too.