



A note from  
Tami Pardee

Dear neighbors and friends,

Have you ever been frustrated by the real estate experience?

Maybe your agent **never called you back**, left you in the dark about feedback after showings, or simply **didn't know the marketplace** as well as they should have. If any of that sounds familiar, you're not alone. I've experienced that myself. It was actually the basis for **why I started my own brokerage**. I knew it didn't have to be that way, and that still holds true two decades later.

I truly believe that **selling or buying a home in Culver City should be a rewarding experience**, not a frustrating one.

Culver City's market is fast-moving, and **over the last 20 years, we've built a reputation for helping sellers navigate this thriving community. We know what buyers are looking for here**, and we'll work with you to make sure **your home is positioned to stand out**. Whether you're thinking of selling now or 10 years from now, **we're here to guide you every step of the way**.

**Even if you're not ready to sell today**, feel free to reach out. We're here to offer real estate advice, connect you with local tradespeople, lenders, or **simply help you plan for the future**.

Call us today, and let's start a conversation—whether you're moving soon or planning for years down the road. **We're here for you**. If nothing else, maybe we can tell you a fun fact about real estate for your next dinner party!

In gratitude,

*Tami Pardee*  
Founder/CEO

**(844)4PARDEE**  
844-472-7333



scan to call us directly



## What is the role of a real estate agent?

Not all realtors are created equal, but with a Pardee agent, your best interests are prioritized in what is, likely, the largest transaction of your life. We are dedicated to providing exceptional service, expert guidance, and steadfast support so you can feel confident and well-informed throughout the process. We are your trusted partner who always has your back.

### Representation

Our role is to provide a high level of service and care, ensuring that the client's interests are prioritized. We act with loyalty, confidentiality, and full disclosure, maintaining your best interests as a central focus. In situations where dual agency may arise, we carefully balance our duties to ensure that both parties receive fair and honest representation without compromising our fiduciary responsibilities. We are committed to providing the highest standard of service, regardless of the nature of the agency relationship, always striving to support your needs and goals.

### Market knowledge and analysis

We provide valuable insights into the local real estate market, including comparable property values, market trends, and neighborhood information, helping you make informed decisions.

### Negotiation

We negotiate on your behalf to secure the best possible terms and price, using our expertise to navigate offers and counteroffers.

### Contract expertise

We understand the complexities of real estate contracts and work to ensure that all terms and conditions are in your favor. We protect you from unfavorable clauses while synthesizing and clarifying the information for you.

### Due diligence

We assist in conducting due diligence, including arranging home inspections, reviewing inspection reports, and advising on necessary repairs or modifications.

### Legal protections

We are proud to offer our clients the Buyer Protection Plan, provided by Real Estate Risk Management, Inc. This plan can provide you with peace of mind by giving you access to a lawyer for questions during escrow.

### Problem resolution

If issues arise during the transaction, we act as your advocate, working to resolve problems and protect the your interests.

### Confidentiality and privacy

We maintain confidentiality of the all personal and financial information, ensuring privacy throughout the transaction.

### Closing

We guide you through the closing process, ensuring that all documents are properly executed and that you fully understand all terms of the transaction.

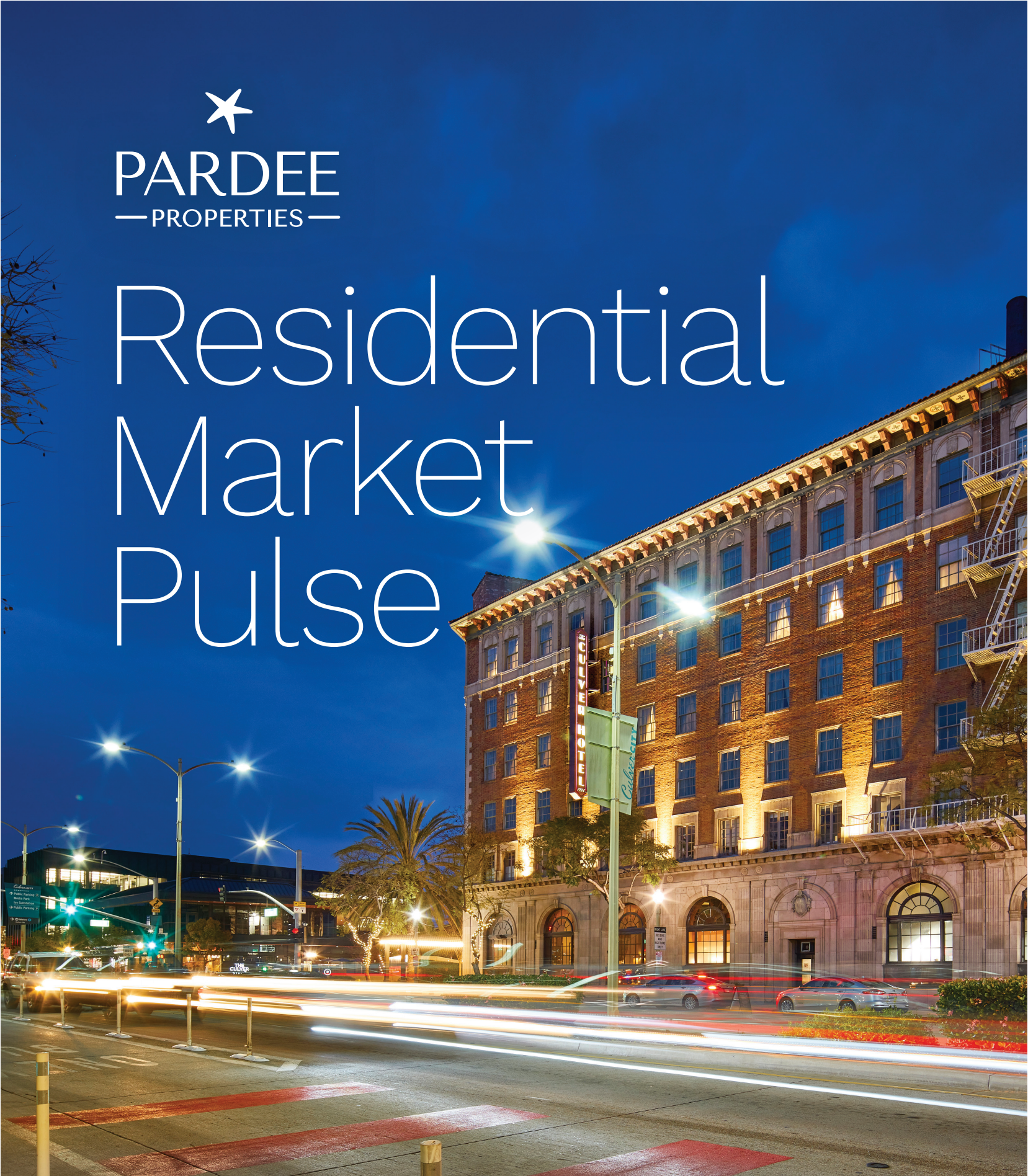
### Ethical conduct

We adhere to a strict code of ethics which ensures integrity and honesty in all dealings.

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# Residential Market Pulse



CULVER CITY

**Q3 2024 Real Estate Data,  
Presented by Pardee Properties**

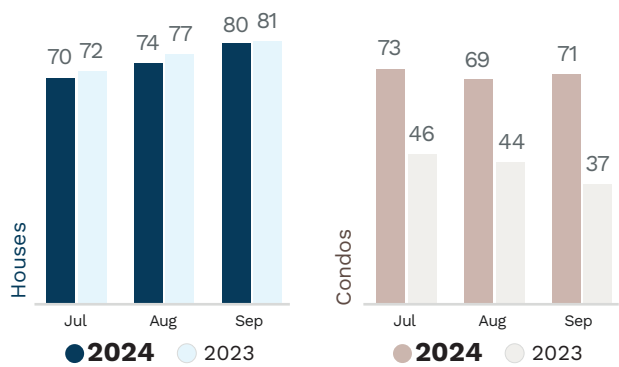
### What I'm noticing in the market

- Across multiple westside neighborhoods, there was an **increase in inventory**. However, this rise in available properties **hasn't necessarily led to faster sales**. In fact, some areas are seeing a slowdown, especially for higher-end units, which means **sellers need to adjust their strategies to stand out** in a more competitive market.
- **List prices and sale prices have decreased** in many areas compared to last year, signaling a shift in buyer trends. **Buyers are becoming more price-sensitive**, and homes that aren't aligned with market demand are sitting longer. This makes it **crucial for sellers to price strategically and prepare their properties thoughtfully** to attract the right offers.



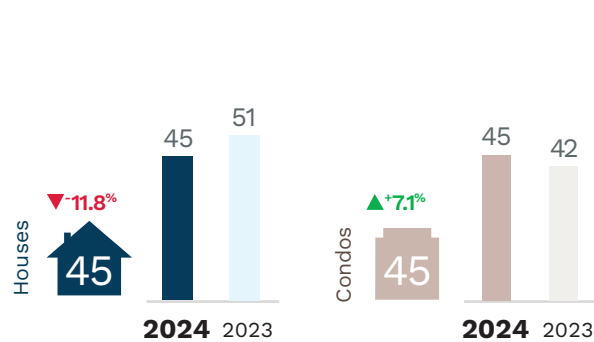
Both average list and sales prices decreased in Q3 2024 compared to 2023, indicating a cooler market for the past quarter.

Homes for sale | Q3



While house inventory remained relatively stable in Culver City from Q3 2023 to Q3 2024, condo inventory saw a significant increase.

Homes sold | Q3



On average, homes in Q3 2024 sold close to their list prices, but Q3 2023 had more buyer competition.

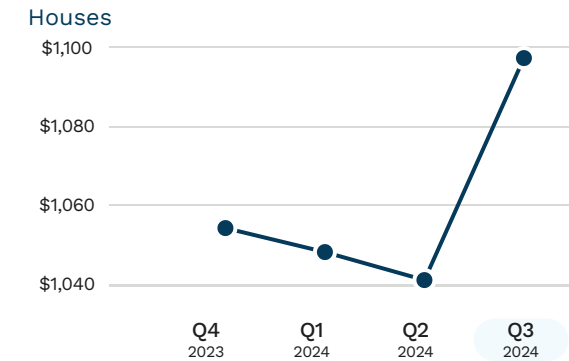
Culver City average sold prices | past 10 years



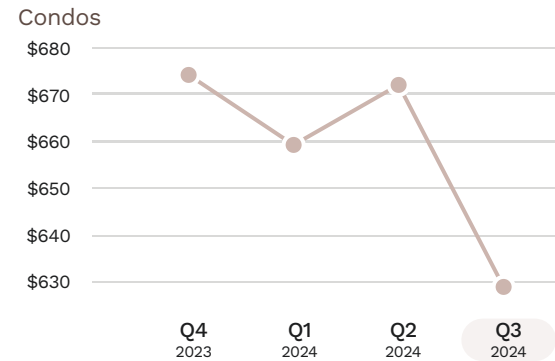
Culver City market notable sales

	Address	Bed	Bath	Sold Date	DOM (Days On Market)	Sq. Ft.	Sold Price	
Houses	6040 Linda Way	5	4	8/5/2024	27	4,230	\$2,950,000	Highest
	11262 Ryandale Drive	3	2	8/1/2024	50	1,200	\$1,495,000	Median
	4354 Huntley Avenue	4	1	9/5/2024	7	1,388	\$930,000	Lowest
Condos	4034 La Salle Avenue	3	3.5	9/4/2024	42	1,650	\$1,604,687	Highest
	5625 Sumner Way #105	2	2	7/3/2024	32	1,119	\$680,000	Median
	5154 Inglewood Blvd #9	2	2	8/16/2024	0	1,109	\$298,000	Lowest

Average price per sq. ft. | Previous 4 Quarters

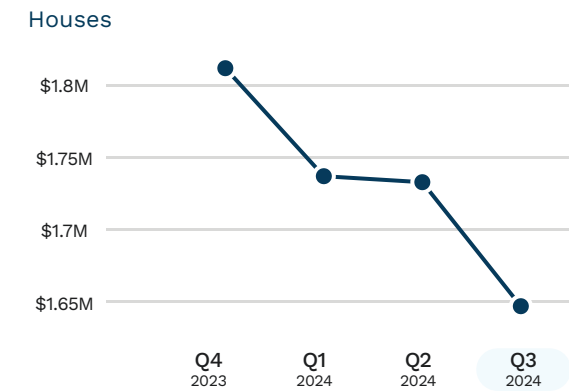


Houses increased to \$1,097 per sq. ft. in Q3 of 2024.

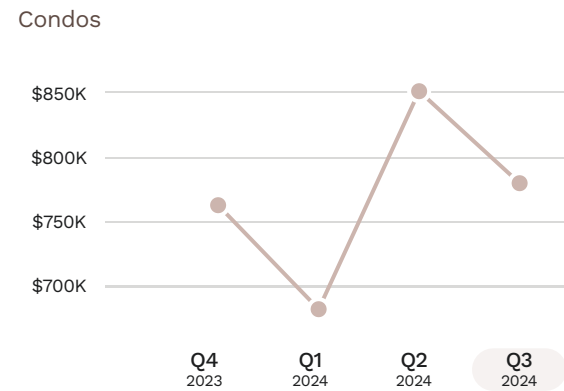


Condos decreased to \$629 per sq. ft. in Q3 of 2024.

Average sold price | Previous 4 Quarters



Houses decreased to \$1,645,701 in Q3 of 2024.

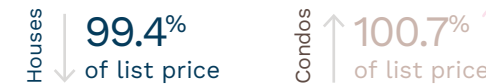


Condos decreased to \$779,221 in Q3 of 2024.

How does this stack up?

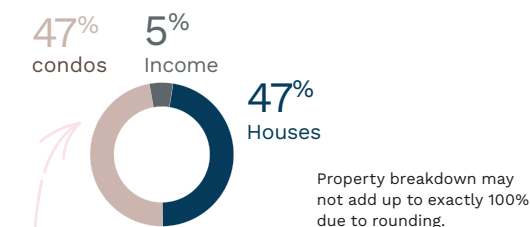
See how the Culver City market compares to Mar Vista at [marketpulse2024.com](https://marketpulse2024.com)

Average sold vs. list price | Q3



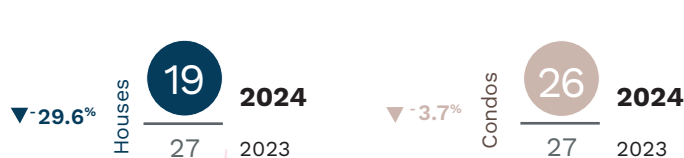
In Q3 2024, nearly half of Pardee listings sold for over list price (9/20)! Homes listed under \$2M saw especially strong demand, with an average sale price of 100.43% compared to list price.

Property breakdown | Q3



There was a decrease in income property transactions in 2024, while condo sales gained a larger share.

Average days on market | Q3



Homes in Q3 2024 sold faster on average, showing an increase in market activity.

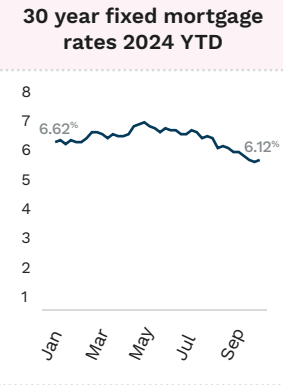
Communication is the KEY to your dream home.

When it comes to buying or selling a home, **communication is at the heart of every successful transaction.** We pride ourselves on **being your voice in the process**, ensuring that every detail is communicated clearly and consistently—not just with you but with all parties involved. This approach allows us to identify opportunities, resolve issues swiftly, and **secure the best possible outcomes for our clients.**

Here are a few recent real estate success stories with Pardee agents:

Pardee agent, Hessel Evelaar's clients bid on a Laurel Canyon home with 13 competing offers. Though their offer wasn't the highest, Hessel convinced the seller's agent to counter, placing them in second backup position. By staying in contact with all parties daily, they secured the home after the top offers fell through—\$75K below the highest bid. Constant communication made all the difference.

With 17 competing offers, including all-cash bids, our clients were hesitant to make an offer on their dream home. Pardee agent, Melissa Misner, used her close relationship with the listing agent to identify what the seller truly wanted. She helped secure a 14-day loan contingency and a 17-day close to compete with cash offers. Constant communication and strategic terms can beat the competition.



Curious how this data affects your own home?

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