



**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 Venice should be a rewarding experience**, not a frustrating one. Whether you're looking to move next month or 10 years from now, it's so helpful to have a trusted real estate partner in your life.

**We have 20 years of experience navigating** the ever-changing landscape of Marina del Rey. Whether you're looking to sell now or in the future, it's important to work with an agent who understands the intricacies of coastal homes and high-end condo sales. The market here can be competitive, and **we know how to position your property for the best results**.

**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

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**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.



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**

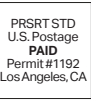
We maintain confidentiality of the all personal and financial information, ensuring privacy throughout the transaction.

**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.



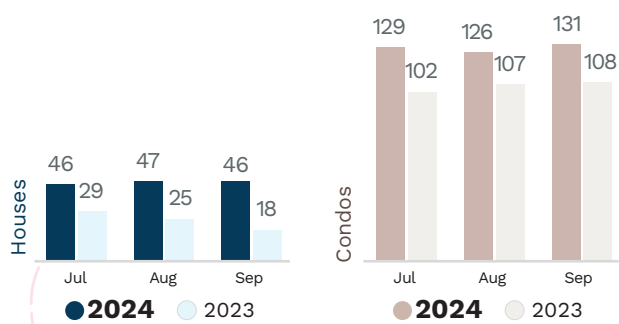
# Residential Market Pulse

MARINA DEL REY

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

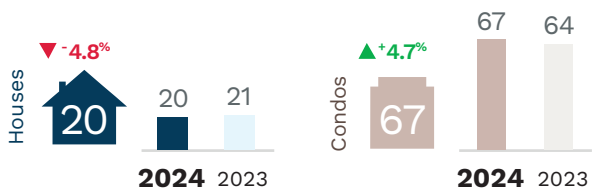


Homes for sale | Q3



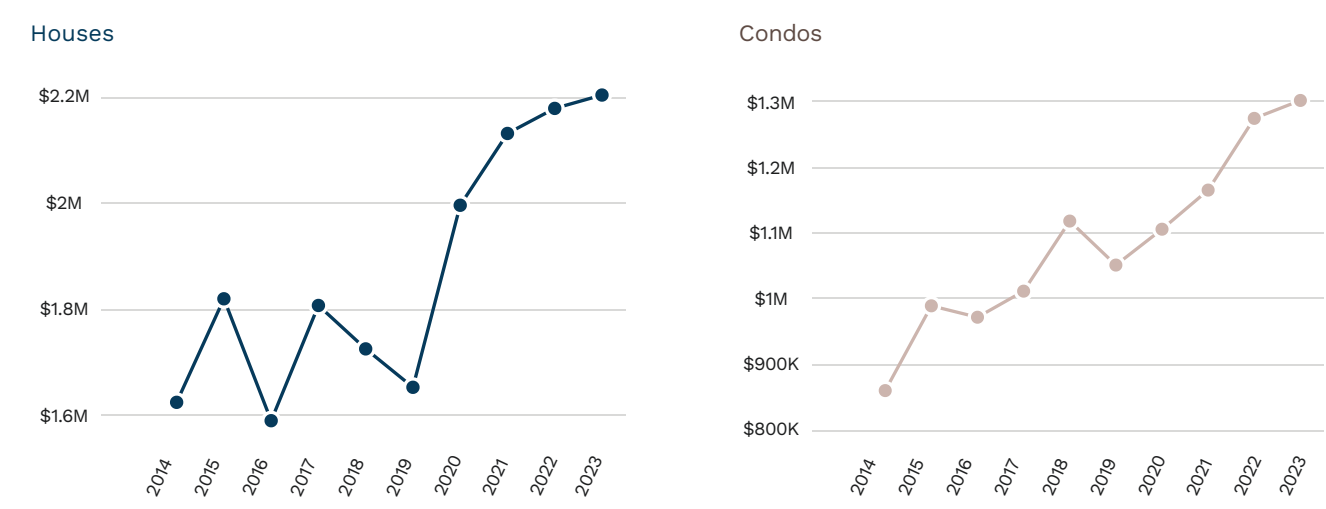
The inventory for houses on the market nearly doubled in Q3 2024 compared to Q3 2023.

Homes sold | Q3



Smaller condos performed better with stable demand, though per-square-foot averages dropped compared to Q3 2023.

Marina del Rey average sold prices | past 10 years

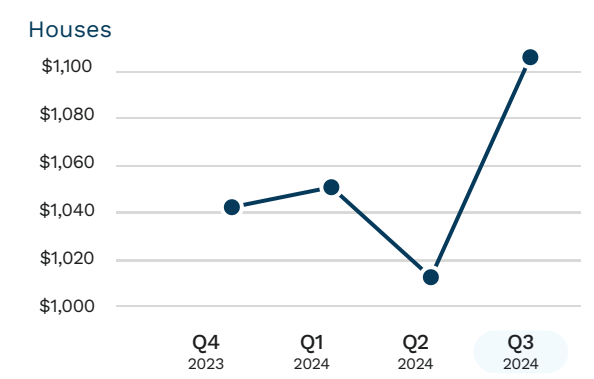


Marina del Rey market notable sales

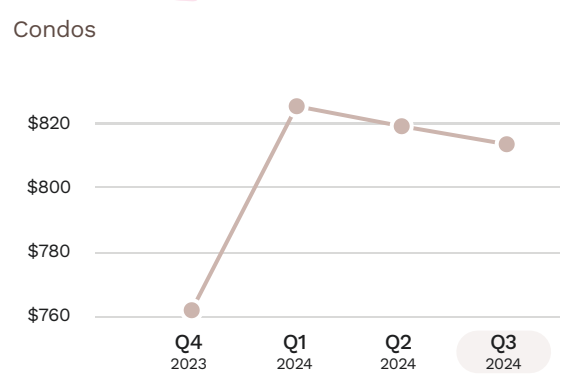
\*Properties nearest to the median sales price in the area

	Address	Bed	Bath	Sold Date	DOM (Days On Market)	Sq. Ft.	Sold Price	
Houses	4304 Chase Avenue	3	2	8/8/2024	19	1,449	\$2,122,000	Highest
	3129 Yale Avenue	3	2	9/11/2024	40	1,515	\$1,525,000	Median*
	11810 Avon Way	3	1	9/5/2024	0	1,142	\$1,500,000	Median*
	12821 Panama Street	2	1	9/10/2024	31	864	\$1,150,000	Lowest
Condos	5205 Ocean Front Walk #202	2	2.5	8/27/2024	53	2,315	\$3,400,000	Highest
	3512 Pacific Avenue #2	2	2	9/25/2024	23	967	\$1,186,000	Median
	4358 Berryman Avenue #4	1	1	9/4/2024	0	594	\$370,000	Lowest

Average price per sq. ft. | Previous 4 Quarters

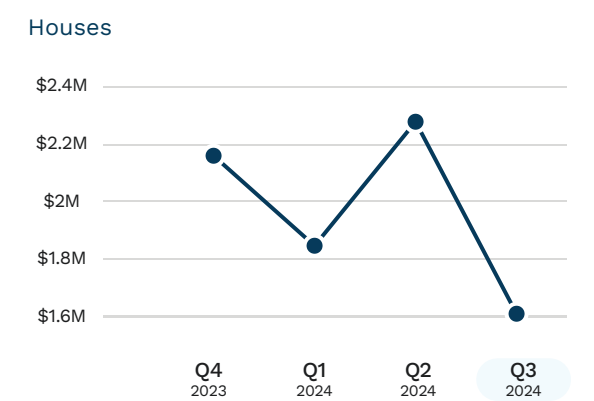


Houses increased to \$1,106 per sq. ft. in Q3 of 2024.

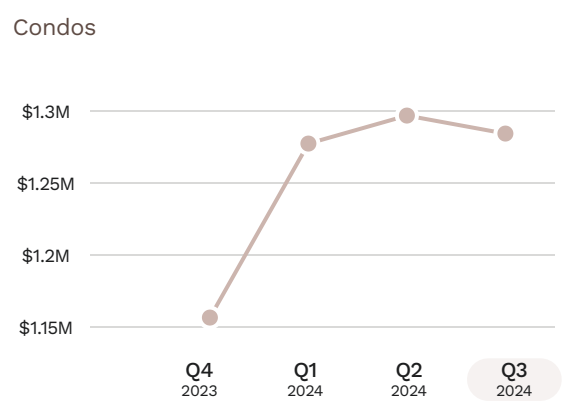


Condos decreased to \$813 per sq. ft. in Q3 of 2024.

Average sold price | Previous 4 Quarters



Houses decreased to \$1,603,373 in Q3 of 2024.



Condos decreased to \$1,283,601 in Q3 of 2024.

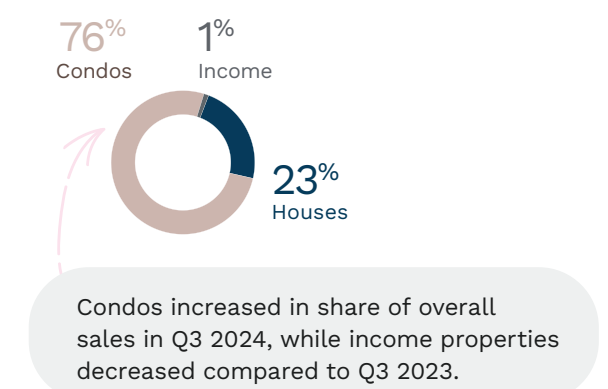
How does this stack up?  
See how the Marina del Rey market compares to Venice at [marketpulse2024.com](https://marketpulse2024.com)

Average sold vs. list price | Q3



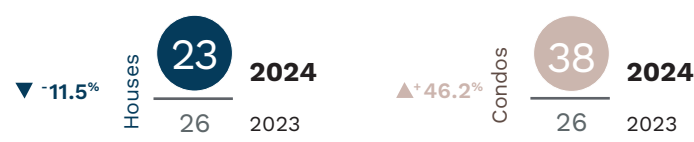
In Q3 2024, nearly half of Pardee listings sold for over list price (9/20)! Homes listed under \$2M saw especially strong demand, with an average sale price of 100.43% compared to list price.

Property breakdown | Q3



Condos increased in share of overall sales in Q3 2024, while income properties decreased compared to Q3 2023.

Average days on market | Q3



The Days on Market for some high-end condos climbed to 145 days, reflecting a slower luxury market, compared to Q3 2023.

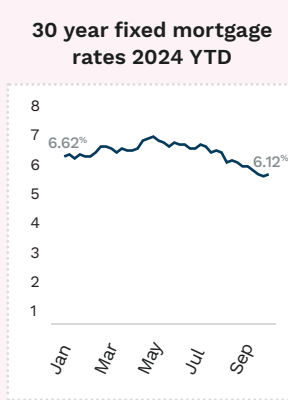
Communication is the KEY to your dream home.

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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