



**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 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.

Westchester's real estate market is evolving, and **after 20 years of selling all over Los Angeles**, we know exactly what it takes to succeed here. Homes are moving quickly, but **success depends on having the right strategy in place**. We can help you **navigate the market with confidence**.

**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

**The 'SparkNotes' Version:**

- Selling Westchester is about the right strategy
- 20+ years of real estate expertise with Pardee
- Avoid stress from less experienced agents
- Partnering with a realtor is valuable anytime
- Pardee offers advice, referrals, and planning

**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.

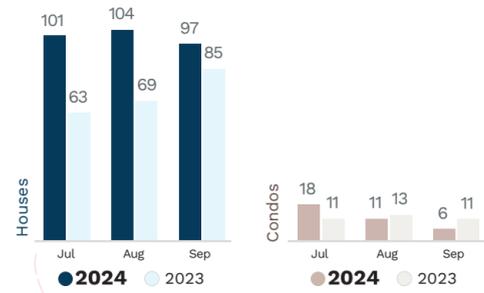
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WESTCHESTER

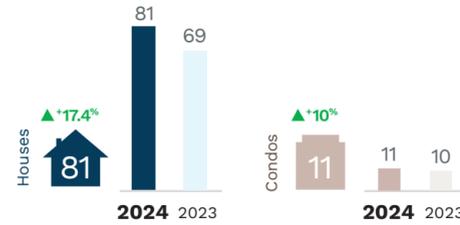
**Q3 2024 Real Estate Data,**  
**Presented by Pardee Properties**

Homes for sale | Q3



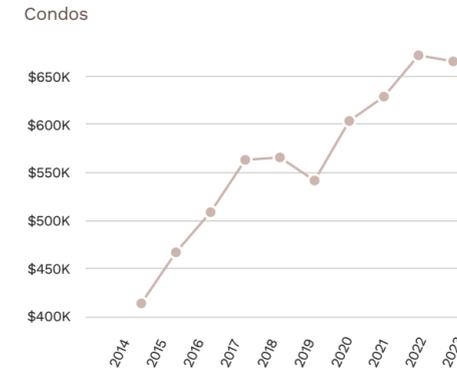
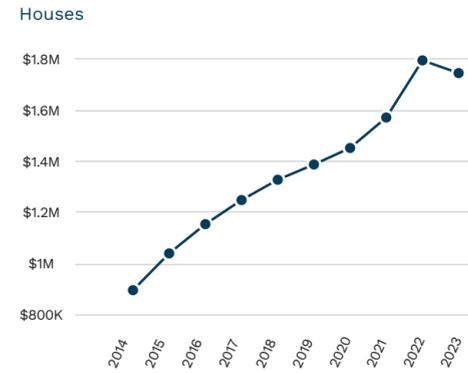
There has been a significant increase in the number of houses for sale — meaning more options for buyers.

Homes sold | Q3



Buyer competition decreased in Q3 2024, as houses are now selling closer to list price on average.

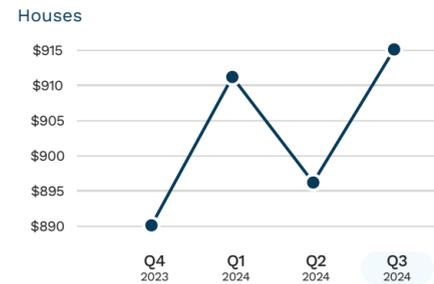
Westchester average sold prices | past 10 years



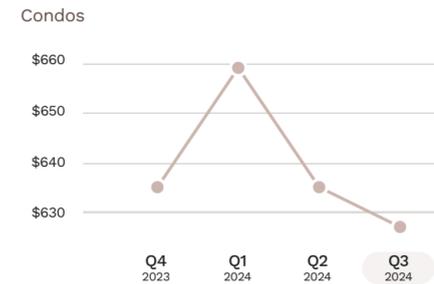
Westchester market notable sales

Address	Bed	Bath	Sold Date	DOM (Days On Market)	Sq. Ft.	Sold Price	Category
6532 Firebrand Street	5	5.5	7/8/2024	77	4,305	\$3,800,000	Highest
8455 Truxton Avenue	4	4	8/20/2024	13	2,053	\$1,675,000	Median
6005 S La Brea Avenue	2	2	9/17/2024	21	1,237	\$720,000	Lowest
7401 S Sepulveda Blvd #119	3	4	7/31/2024	102	2,009	\$1,175,000	Highest
6645 W 86th Place #203	2	3	8/28/2024	80	1,424	\$730,000	Median
7836 Flight Avenue #103	1	1	8/21/2024	42	774	\$480,000	Lowest

Average price per sq. ft. | Previous 4 Quarters



Houses increased to \$915 per sq. ft. in Q3 of 2024.



Condos decreased to \$627 per sq. ft. in Q3 of 2024.

How does this stack up?

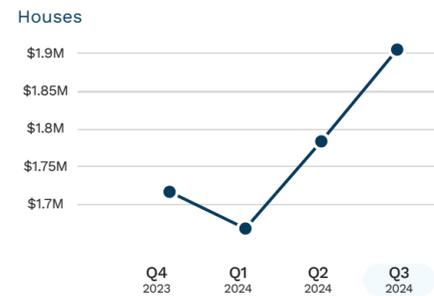
See how the Westchester market compares to Mar Vista at [marketpulse2024.com](https://marketpulse2024.com)

Average sold vs. list price | Q3

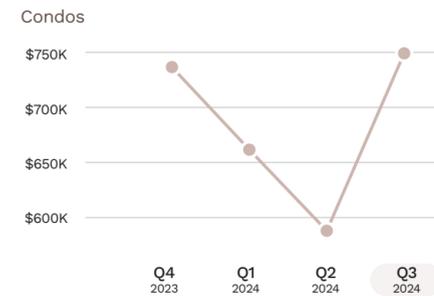


In Q3 2024, nearly half of Pardee listings sold for over list price (9/20)! Homes listed under \$2M saw especially strong demand, with an average sale price of 100.43% compared to list price.

Average sold price | Previous 4 Quarters

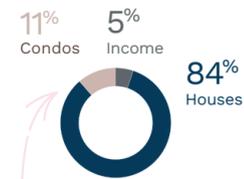


Houses increased to \$1,903,951 in Q3 of 2024.



Condos increased to \$749,409 in Q3 of 2024.

Property breakdown | Q3



There was a noticeable increase in single-family home sales in Q3 2024, with a corresponding decline in income property transactions, compared to Q3 2023.

Average days on market | Q3



Properties took longer to sell on average in Q3 2024, though prices are still rising.

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.

30 year fixed mortgage rates 2024 YTD



Curious how this data affects your own home?

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