

LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE BROKERS



THE RESIDENTIAL REAL ESTATE MARKET IN LOS ANGELES IS A COMPLEX LANDSCAPE TO SAY THE LEAST. WHETHER you are buying or selling, having the right broker in your corner can be the difference-maker in terms of getting a good deal, landing in the right location for your specific needs, and navigating the process painlessly.

In an attempt to shine a light on those hard-working brokers who have the knowledge, skills and dedication to go the extra mile for their clients, we welcome you to the Los Angeles Business Journal's annual "Leaders of Influence: Residential Real Estate Brokers" special section where we recognize some of the most dynamic brokers in the region.

Congratulations to each of the professionals described in these pages ... and thank you for your contributions to the thriving LA residential real estate community and our local economy!

Methodology: The professionals featured in these pages did not pay to be included. Their profiles were drawn from nomination materials submitted to the Los Angeles Business Journal. Those selected for inclusion were reviewed by the editorial department and chosen based on a demonstration of impact made on the profession and on the Los Angeles community.

LOI: RESIDENTIAL REAL ESTATE BROKERS

**ARAM AFSHAR**

Aram Afshar Team
Coldwell Banker Realty - Beverly Hills

Aram Afshar of the Aram Afshar Team is a Coldwell Banker global luxury property specialist. His team is affiliated with the Beverly Hills office of Coldwell Banker Realty and is ranked No. 6 of all large teams based on gross commission income for 2020 among sales associates throughout Los Angeles County with Coldwell Banker Realty. In 2011, he joined the number one Coldwell Banker office in Beverly Hills, quickly becoming one of the top agents through numerous multi-million-dollar sales and understanding every facet of the real estate business. Recently, Afshar ranked No. 130 on America's Best, a list of the top real estate teams in California based on closed sales volume in 2020.

**ROSEMARY ALLISON**

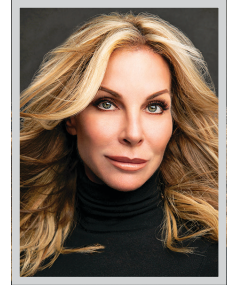
Coldwell Banker Realty - Westlake Village
Regional

Rosemary Allison, a Coldwell Banker global luxury property specialist, affiliated with the Westlake Village regional office, was ranked No. 4 based on gross commission income for 2020 among sales associates throughout Los Angeles County Coldwell Banker Realty. She also ranked No. 121 on "America's Best," a list of the top real estate agents in California based on achieving \$77 million in closed sales volume in 2020. Allison is also a member of the Society of Excellence, Coldwell Banker's highest honor. In 2020, Los Angeles Daily News readers voted Allison the award-winner for "Best Real Estate," and she was recognized as Woman of the Year for Assembly District 44, which encompasses over 400,000 residents.

**JOSH ALTMAN and MATT ALTMAN**

Douglas Elliman

Having sold \$700 million in the first six months of 2021 and over \$5 billion sold in their career, the Altman Brothers are constantly shattering records and taking their game to the next level. They specialize in selling and marketing some of the world's most iconic and stunning properties to their connections and network of high-net-worth individuals. A few of their notable sales include 1047 N Bundy Dr. in Brentwood for \$44 million; 2100 Stratford Cir. in Bel Air for \$31 million; and 8 Beverly Park in Beverly Hills for \$27,250,000. The Altman Brothers are full-service real estate experts who strive to service the entire spectrum of exclusive clients Los Angeles has to offer. Their uncompromising professionalism, tenacious negotiating tactics coupled with their 24/7 concierge business approach has set them apart from their competition and create lifelong client relationships.

**CINDY AMBUEHL**

Compass

With 2020 sales volume of \$148 million, Cindy Ambuehl is certainly one of LA's most sought-after real estate professionals, consistently ranking as a top producer in one of the world's most competitive luxury markets while retaining the trust of the area's savviest homebuyers, sellers, and fellow agents. A familiar face who spent 20 years in the entertainment industry as a prominent actress and model, Ambuehl now leverages her natural ability to connect with people – not to mention her impressive capacity for negotiation and executing mutually rewarding business deals – as a full-time agent, helping clients buy and sell the most luxurious properties the greater Los Angeles area has to offer. A longtime resident of Los Angeles, her extensive knowledge of the area's most coveted luxury communities also played a role in driving her rapid career trajectory.

**SANTIAGO ARANA**

The Agency

Ranked the #6 real estate agent in the country, Santiago Arana has closed billions of dollars of real estate across Los Angeles, taking his place among the most distinguished professionals in the industry. His total transaction volume in 2020 was \$332,629,120. Some of his notable listings that are public knowledge include 1525 San Vicente Bl. (\$90 million); 21528 Pacific Coast Highway (\$40 million); and 14180 Rustic Ln (\$27 million). Among his notable recent sales have been 609 W. Channel Rd. (\$23 million); 9945 Beverly Grove (\$23.8 million); and 30460 Morning View Dr. (\$23 million). Arana also serves as the Principal of The Agency in Beverly Hills.

**JOSEPH BABAJIAN**

Rodeo Realty, Inc.

As one of the top real estate agents in Beverly Hills, Joe Babajian has earned a reputation for his superior level of service, his discretion and a passion for finding his clients the home of their dreams. Having represented countless VIPs, A-list celebrities and Fortune 500 CEOs, he knows how to find the right home and the right deal for clients that are constantly traveling or otherwise on a limited schedule. While Babajian has sold countless homes all across Los Angeles and Orange County, he has built his success as a specialist in luxury estate and other prime properties specifically within the Beverly Hills, Bel Air, Holmby Hills and Brentwood areas. With a track record in these areas that goes back more than two and a half decades, Babajian continues to excel, with a sales volume in 2020 of \$98,798,125.

**AVI BARAZANI**

Coldwell Banker Realty - Studio City

Avi Barazani with the Studio City office of Coldwell Banker Realty, ranked No. 3 based on gross commission income for 2020 among sales associates throughout Los Angeles County with Coldwell Banker Realty. With over 32 years of real estate experience, Barazani has earned Coldwell Banker Realty's highest award designation, the Society of Excellence, for the past five consecutive years. He has an outstanding reputation for high standards of professionalism, knowledge, and honesty. An expert in residential development, Barazani has worked with and earned the respect of some of the most distinguished developers in prime areas of the San Fernando Valley. Throughout his career, he has been involved with the purchase and sale of land, multiple units, condominiums, and custom-built estate homes.

**SIMON BEARDMORE**

Sotheby's International Realty

As a consistent top producer in Los Angeles, and nationwide, Simon Beardmore of Sotheby's International Realty is frequently recognized by the industry in trade publications and press. Most recently he was named by The Wall Street Journal and Real Trends as a 2020 Top Producer, ranking in the top 1% nationwide. His highly focused aesthetic and deep appreciation for architecture and design have been widely recognized as assets that differentiate him. His track record of proven added value based on his creative vision has consistently increased revenue for his clients on both the buying and selling side. His added value strategy has been proven in record price-per-square-foot sales across several neighborhoods. His ability to add real tangible value to his clients, his knowledge of the market, his relationships with agents, and his commitment to personalized service gives him a definable edge.



Congratulations
to our Residential
**Real Estate
Leaders of
Influence**

We are thrilled to announce that 14 of our stellar agents have been named to Los Angeles Business Journal's 2021 Leaders of Influence: Residential Real Estate Brokers List.

Josh and Matt Altman

Ernie Carswell

Tim Durkovic

Fredrik Eklund

Juliette Hohnen

Mark Kitching

Chad Lund

Scott Moore

Rachelle Rosten and Kelly deLaat

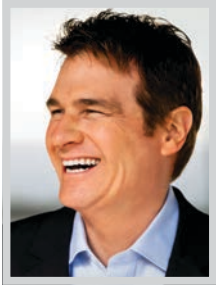
David and Anna Solomon

Tracy Tutor

 **DouglasElliman**

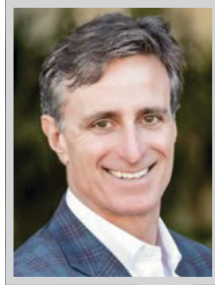
[elliman.com](https://www.elliman.com)

LOI: RESIDENTIAL REAL ESTATE BROKERS



ERNIE CARSWELL
Douglas Elliman

Founder and leader of Ernie Carswell and Associates, one of Douglas Elliman California's top teams, Ernie Carswell is a member of Douglas Elliman's Sports and Entertainment Division. He has more than 29 years of experience, and in 2020 did a total of \$218,335,794 in sales volume with 97 transaction sides. In addition to selling one of the most famous TV houses that came to market in 2018 for the first time in 50 years – The Brady Bunch home in Studio City, which sold for a record-breaking price to HGTV, he has also had several high profile sales this year, according to reports. He is currently listing former ABC studio head Patrick Moran's home on 105 N Rossmore; is in escrow with the USC President's Estate in San Marino; and sold Jho Low's Bird Streets home and the home of the director of the Los Angeles County Museum of Art.



DAVE CASKEY
Caskey & Caskey and Associates
eXp Realty

Dave Caskey has not only been successful in terms of sales volume, but it's his kind heart, patience, and his love of helping people that sets him apart. Caskey will go above and beyond for any client, friend, or family. He has an amazing reputation in the South Bay and agents love to work with him. With a total sales volume in 2020 of \$346,897,606 and a total inventory sold in 2020 of 138 Homes, he ranked as the #13 agent in LA County in 2021. He was also the recipient of eXp Realty's coveted ICON Award in June of this year. Caskey and his wife, Jennifer have partnered since 1990. Along with their professional team of licensed agents and administrative staff, the Caskeys offer the highest level of service with uncompromising attention to each client's individual real estate needs and goals.



BLAIR CHANG
The Agency

After graduating from Pepperdine University, and after stints in both fashion and advertising, Chang began his real estate career in his home town of San Marino where he was awarded Rookie of the Year in his first year. A year later, he moved his business to Beverly Hills and hasn't looked back. Architecture and design has always been a passion of Chang's and in 2005, he partnered with Billy Rose who shares the same affinity and appreciation. Together they formed Rose + Chang. In September 2011, Chang and partners Mauricio Umansky and Billy Rose founded The Agency, a boutique, real estate brokerage firm representing buyers and sellers of luxury properties and architecturally-distinct and design-centric homes. His transaction volume in 2020 was \$141,870,500.



CHRIS CORTAZZO
Compass

With approximately \$690 million in 2020 sales volume (including leases), Chris Cortazzo is an icon. His name is synonymous with Malibu, a rare breed of real estate agent who was born and raised in the coastal haven. His passion for the region is one of the many reasons why countless celebrities and high-profile business leaders continue to seek him out for real estate representation. Knowledge, passion, discretion and integrity have been the undercurrents of his real estate business for over 25 years. His natural charisma, combined with his ability to be laser-focused on clients in a way that makes them feel like there is no one else in the room, are well-known trademarks. With over \$7 billion in sales, Cortazzo has been widely hailed for his outstanding production and his market making opinions, which are sought after by business and financial publications, and broadcast media.



SANDRO DAZZAN
The Agency

One of the nation's top real estate agents, Sandro Dazzan serves as managing partner of The Agency's Malibu office. Having closed over \$1.5 billion in sales throughout his career, he ranked as the Number 20 agent in the country, Number 5 in California, and Number 1 in Malibu in the 2021 REAL Trends Inc./Wall Street Journal ranking with more than \$310 million in sales in 2020. He also represented the buyer and seller in Malibu's highest square foot sale of 2020 for \$34.2 million. Previous career highlights include closing Malibu's highest residential sale in 2011 and highest land sale in Malibu history. Born and raised in Malibu, Dazzan watched his mother's real estate business flourish from a young age. Today, he finds great fulfillment in helping buyers and sellers reach their real estate goals in the city he is proud to call home.



TRACY DO
Compass

With a 2020 sales volume of \$252.5 million, Tracy Do is among the most recognized names in Los Angeles real estate. Do has guided a generation of homeowners who seek her services time and time again. She's a USC graduate dedicated to hard work, creativity, and the highest standards of professionalism; her diverse and talented team is deeply committed to the communities in which they live and serve. Among her current projects is 957 FIG, an exquisite collection of 28 new luxury condominium residences at the edge of Downtown LA, located at a nexus where the energy, excitement and commerce of Downtown meets the trendy residential enclave of Echo Park. 957 FIG is the creation of Frost-Chaddock Developers, an LA-based builder with a strong track record of building quality housing to the highest standards of design. Sales are being managed by Do and her team at Compass.



TIM DURKOVIC
Douglas Elliman

Tim Durkovic has been an expert in the Los Angeles luxury real estate market for more than nine years, with Douglas Elliman for over four, and is an active member in the Pasadena/ Foothills Association of Realtors. With a background in the arts, Durkovic provides a unique perspective and competitive edge in today's challenging market by integrating an artistic approach and eye for design to truly capture the essence of a home, showcasing its full potential in modern-editorial style. His genuine professionalism, powerful marketing, and unwavering advocacy bring the highest level of service for every buyer and seller he works with. His proven track record speaks for itself with a personal sales volume exceeding \$92 million in the past 12 months. However, Durkovic's passion for his work and devotion to his clients is what ranks him among the most successful and respected in the industry.



MICHAEL EDLEN
Michael Edlen Team
Coldwell Banker Realty - Pacific Palisades

Michael Edlen's name is synonymous with Pacific Palisades and Westside real estate. He ranked the No. 3 large team in Los Angeles County with Coldwell Banker Realty gross commission income for 2020. He is highly regarded and recognized as "the" expert for buyers, sellers, developers, appraisers, other realtors, and news outlets. Edlen's integrity, dedication, and enthusiasm for service excellence have made him one of the most successful agents in the country, with nearly \$80 million in sales last year. His team approach to real estate with passionate, like-minded, and service-oriented professionals ensures an efficient and complete process. His team of fully-licensed agents provides each client with a high degree of confidence and positive energy, supporting Edlen's optimistic philosophy.

LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE

Coldwell Banker Realty proudly congratulates these affiliated agents, who have been recognized by the *Los Angeles Business Journal* as residential real estate all-stars!



Jade Mills
310.285.7508
CalRE #00526877



Joyce Rey
310.285.7529
CalRE #00465013



Janice McGlashan
818.949.5230
CalRE #01041976



Ben Lee
310.858.5489
CalRE #01808926



Valerie Fitzgerald
310.285.7515
CalRE #00974075



Michael Edlen
310.294.8351
CalRE #00902158



Ash Rizk
626.393.5695
CalRE #01503342



Rosemary Allison
805.491.2100
CalRE #00545184



Ellen Francisco
310.589.2464
CalRE #00709314



Aram Afshar
310.385.3174
CalRE #01484569



Avi Barazani
818.528.2210
CalRE #01004601



COLDWELL BANKER REALTY



#1 AGENT COLDWELL BANKER REALTY ARCADIA

Ash Rizk is a top-producing luxury real estate agent with 15 years of experience in the Arcadia luxury market. Ash's experience, integrity, impeccable service and devotion to his clients have earned him numerous outstanding achievements and awards. He has been named Coldwell Banker Realty's #1 Real Estate Agent in Arcadia and has received RealTrend's top "The Thousand" award and "America's Best Real Estate Professionals" ranking. Since 2013, Ash has remained a member of the distinguished Coldwell Banker® Society of Excellence, the highest honor reserved for less than 1% of all agents worldwide.

Ash is best known for serving the needs of real estate buyers and sellers in Arcadia, Bradbury, San Marino, Pasadena, Sierra Madre, Monrovia and other premier areas in Greater Los Angeles. Ash's professionalism and reputation in the real estate market have allowed him to dominate the Arcadia market and be recognized for his record-breaking numbers in sales and transactions.



Ash's endless passion for real estate and strong work ethic have brought him continued success with his loyal clients and a strong presence in his community where he resides with his family.

ASH RIZK

Luxury Property Specialist
626.393.5695
ARizk@coldwellbanker.com
AshRizk.com
CalRE #01503342

15 E. Foothill Boulevard
Arcadia, CA 91006



COLDWELL BANKER
REALTY



1900 N. ARROYO | PASADENA | **SOLD PRICE: \$2,805,000**



518 N. ALTURA | ARCADIA | **SOLD PRICE: \$3,270,000**



337 LAS TUNAS | ARCADIA | **SOLD PRICE: \$3,128,000**

The property information herein is derived from various sources that may include, but not be limited to, county records and the Multiple Listing Service, and it may include approximations. Although the information is believed to be accurate, it is not warranted and you should not rely upon it without personal verification. Affiliated real estate agents are independent contractor sales associates, not employees. ©2021 Coldwell Banker. All Rights Reserved. Coldwell Banker and the Coldwell Banker logos are trademarks of Coldwell Banker Real Estate LLC. The Coldwell Banker® System is comprised of company owned offices which are owned by a subsidiary of Realogy Brokerage Group LLC and franchised offices which are independently owned and operated. The Coldwell Banker System fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. 21S07X-DC_GLA_8/21

LUXURY LISTINGS AND SALES

IN ESCROW



960 SINGING WOOD | ARCADIA | **LIST PRICE: \$8,880,000**



1220 RANCHO | ARCADIA | **LIST PRICE: \$6,998,000**

IN ESCROW



110 RANCHO | SIERRA MADRE | **LIST PRICE: \$6,398,000**



8534 FAIRVIEW | SAN GABRIEL | **LIST PRICE: \$2,580,000**



2236 CANYON | ARCADIA | **LIST PRICE: \$1,898,000 | SOLD PRICE: \$2,053,000**

IN ESCROW



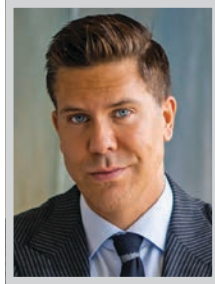
1025 FALLING LEAF | ARCADIA | **LIST PRICE: \$7,300,000**

LOI: RESIDENTIAL REAL ESTATE BROKERS



RICHARD EHRLICH
Westside Estate Agency

Westside Estate Agency's Richard Ehrlich's quiet ascent into the upper realms of luxury real estate should surprise no one. His dedication and knowledge have allowed his clients to buy and sell over 150 Million in real estate over the past year (\$157.45 million, to be precise). Notable sales include Will Arnett's Ray Kappe pre-fab architectural for \$8 million to Bhopal Taylor Thomson (the wealthiest woman in Canada), the record \$48.7 million deal on E. Channel Road in Santa Monica and 111 Esparta Way by famed architect Marmon Radziner, which sold to Larry Ellison's business partner David Agus for \$20 million.



FREDRIK EKLUND
Douglas Elliman

With record-breaking sales and socks as colorful as his personality, Fredrik Eklund has become an icon in real estate and on Bravo's "Million Dollar Listing" series, appearing in both the New York and Los Angeles versions. As the co-founder of The Eklund | Gomes Team with John Gomes, the duo has secured over \$15 billion in closed sales over the last decade and have become a staple of New York, California, Texas and Florida real estate. Eklund moved to Los Angeles in 2019 to spearhead the team's expansion into California, has surpassed over \$550 million in sales volume within the last 12 months in California alone. Some notable residential sales include Sky Lane (asking \$29.995 million), Strand Beach Drive (asking \$27.5 million) and E Crest Rd (asking \$17.99 million), just to name a few.



JILL EPSTEIN
Nourmand & Associates

Jill Epstein has been a successful high-end real estate agent in the Los Angeles market for over 30 years, and has been a consistent top producer at Nourmand & Associates since joining the brokerage, closing over half a billion dollars throughout her illustrious career. In the past 12 months, Epstein has closed over \$65 million in deals ranging from seven-figure mansions in Beverly Hills and a stunning view home in Bel Air to a private Spanish in Santa Monica and an English-style estate in Comstock Hills. Epstein was born and raised in the Los Angeles area and has expert knowledge of the many distinct neighborhoods that make up the city. She has helped clients buy and sell real estate from Malibu to Hancock Park and everything in between, with an emphasis on Beverly Hills and Century City.



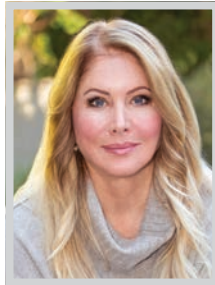
BJORN FARRUGIA and ALPHONSO LASCANO
Team Bjorn & Alphonso
Hilton & Hyland

Bjorn Farrugia is a recognized real estate professional and one of the top-performing agents at Hilton & Hyland. Alphonso Lascano is a native Angeleno and a master at catering to the needs of his buyers and maximizing his seller's profits. Together, Team Bjorn & Alphonso specialize in the representation of luxury properties and residential real estate in Beverly Hills, Bel-Air, Pacific Palisades, Malibu, Brentwood, Santa Monica, Hollywood Hills, and West Hollywood, with their success being the result of an oriented, direct, honest, and effective career. In the past 12 months, they have completed a number of elite luxury real estate sales, including that of Brentwood's 140 S Cliffwood Ave for \$12.5 million, 215 N Saltair Ave for \$13.1 million, and Pacific Palisades' 14967 Camarosa Dr for \$12,775,310.



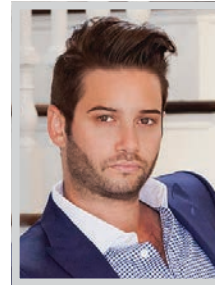
DREW FENTON
Hilton & Hyland

Drew Fenton has represented the most pedigreed and significant estates in Beverly Hills, Holmby Hills and Bel-Air. Born and raised in Los Angeles, Fenton came to appreciate fine design and period details at an early age. During his illustrious career, Fenton has amassed the historic sales of The Playboy Mansion, Owlwood, Ennis House and represented both sides of the highest recorded on market transaction in Los Angeles history - The Chartwell Estate, which sold for \$150 million. He is known for being the "discrete dealmaker" for his discerning clients that span every industry. Specializing in significant properties, Fenton has a legendary sales record that shows year over year growth and currently cleared over \$500 million in the first half of 2021.



VALERIE FITZGERALD
The Valerie Fitzgerald Group
Coldwell Banker Realty - Beverly Hills

Valerie Fitzgerald, a Coldwell Banker global luxury property specialist, affiliated with the Beverly Hills office of Coldwell Banker Realty, leads the No. 2 ranked large team in Los Angeles County with Coldwell Banker Realty based on gross commission income for 2020. Fitzgerald has the skills necessary to ensure a successful transaction for her clients with more than 25 years of experience in the Greater Los Angeles real estate market and career sales totaling over \$3 billion. She has been ranked among Coldwell Banker's Top 10 agents nationwide and earned the attention of the Los Angeles Business Journal for the highest sales volume in Los Angeles County for residential real estate. She's also a published author of Heart and Sold: How to Survive and Thrive in Real Estate, has been a featured TED Talk speaker, and has served as a mentor to new real estate agents across the country.



JOSHUA FLAGG
Rodeo Realty, Inc.

With over a decade's worth of high-end deals in the real estate industry, Josh Flagg has taken the Los Angeles real estate market by storm. Flagg, who has sold well over two billion dollars' worth of property, is among the top five real estate agents in Los Angeles. Flagg has represented many American billionaire families such as the Gettys and Debartolos. He has also sold homes to the likes of Adam Levine, Shonda Rhimes and Steve Aoki. His record-selling achievements include the sale of style icon and Los Angeles socialite Betsy Bloomingdale's Holmby Hills estate for \$40 million as well as the two highest priced pieces of land in the 500 block of Beverly Hills history. He has sold several architectural homes of masters such as John Woolf, Hal Levitt and Ed Fickett. He is considered to be the leading salesperson of historical homes in Beverly Hills.



ELLEN FRANCISCO
Coldwell Banker Realty - Malibu West

Ellen Francisco is a Coldwell Banker Global luxury property specialist affiliated with the Malibu office of Coldwell Banker Realty. As a resident of Malibu for more than 50 years, Francisco has come to embrace it with significant depth and appreciation, understanding the subtle nuances of its various neighborhoods and neighbors. This year, Francisco was ranked No. 5 based on gross commission income for 2020 among all sales associates throughout Los Angeles County with Coldwell Banker Realty. With more than 42 years of experience in real estate, Francisco has ranked among the top in of all the Westside year after year, and consistently excels among the top one percent in the nation; and honored as a member of the Society of Excellence in 2020, Coldwell Banker's highest award designation.



At The Agency, *we love the impossible.*

We believe in dreaming big, ignoring limitations and taking control of your future.
And it's easy to believe when you make dreams come true every day.

Together, we've mastered the art of keeping things personal, on a global level.
With us, you always have someone in your corner, in every corner of the world.

*Whoever you are, wherever you're going,
we can take you there at TheAgencyRE.com*

Congratulations to Our Agents Named Among The Los Angeles Business Journal's Leaders of Influence: Residential Real Estate Brokers 2021

SANTIAGO ARANA

BLAIR CHANG

SANDRO DAZZAN

GRAUMAN & ROSENFELD GROUP

EMIL HARTOONIAN

ERIC HASKELL

CRAIG KNIZEK

GEORGE OUZOUNIAN & GINA MICHELLE

DAVID PARNES & JAMES HARRIS

BILLY ROSE

THE UMANSKY TEAM

THEAGENCYRE.COM

LOI: RESIDENTIAL REAL ESTATE BROKERS



TOMER FRIDMAN
Compass

With over \$3 billion in career sales, and breaking the \$540 million mark for closed sales in a single year, Tomer Fridman continues to be ranked as one of America's leading real estate agents. Additionally, a celebrity and luxury real estate expert, Fridman has been named multiple times as one of the country's "Showbiz Real Estate Elite" and a "Hollywood Power Broker" to the entertainment industry and A-listers. He specializes in residential luxury estate properties and large scale projects throughout Los Angeles, Israel, and Europe, and is the only agent in the United States on the Board of Directors for a global real estate brand, EMEIA (Europe, Middle East, India, Africa). In 2020, his sales ranked among the top 30 in the US, including the transactions of two of the top ten highest priced sales in Los Angeles, including The Owlwood Estate, listed at \$115 million.



DREW and SUSAN GITLIN
Berkshire Hathaway HomeServices
California Properties

Drew and Susan Gitlin, with over 40 years of combined real estate experience, have cemented themselves as the premier Westside real estate team within Berkshire Hathaway. In 2016 they earned the Chairman's Circle Diamond award establishing themselves as the top one half of one percent of all Berkshire Hathaway. To the Gitlin duo, trust is the cornerstone of a successful relationship between a client and an agent and through trust have grown a business that specializes in high profile clientele. Their respect for a client's privacy, their ability to be discreet and to control the narrative of the project has resulted in clients staying loyal to them for over 25 years. In 2017, 2018, and 2019, both Susan and Drew were Platinum status, which ranks them as one of the top performing real estate agents in the entire company nationwide.



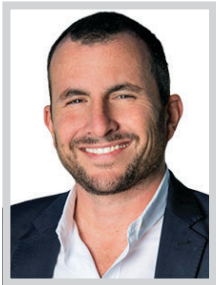
GINGER GLASS
Compass

Ginger Glass is a licensed broker in California with a track record of more than 500 real estate deals. For the past 20 years Glass has been a licensed attorney in six states. She has served as counsel for the Trump Taj Mahal, Tropicana Casino-Resort in Atlantic City and the Aramark Corporation. Glass personally handles every aspect of the marketing and sale of a property, and prides herself on an extraordinary work ethic and confidentiality of her clients. She has achieved many area record breaking sales in Beverly Hills, Bel Air, Westwood, Sunset Strip/Hollywood Hills, Brentwood, Palisades, and Cheviot Hills. Her listings range from \$500,000 to \$150 million.



NEYSHIA GO
Go Group
Sotheby's International Realty

In the last 3 years alone, Neyshia Go of Sotheby's International Realty has listed and sold over \$250 million in real estate spanning over the greater Los Angeles area and has been ranked among the top 1% of agents nationwide. At just 30 years old, she has closed over 100 real estate transactions and has represented listings upwards of \$45 million. In the realm of real estate, her work ethic and determination motivate her to yield outstanding results to continuously meet the needs of her clients. Specializing in development and investment opportunities, Go seeks only the best properties for her clients that provide a sound return for their individual needs. Her rolodex of repeat artists includes multi-platinum recording artists, Oscar-winning actors, professional athletes, captains of industry, and heads of state.



ZACH GOLDSMITH
Hilton & Hyland

Since joining Hilton & Hyland in 2007, Zach Goldsmith has consistently been named in the Top 10 Power Agents for completing some of the largest sales in Los Angeles. As a member of the California Association of Realtors, Beverly Hills Board of Realtors and as estates director for Hilton & Hyland, Goldsmith's goal and focus is his clients' complete satisfaction and the comfort in knowing they have made a sound investment. He specializes in the full service and protection of high-net worth individuals, Fortune 500 CEOs and influential celebrities alike. Catering to all home buyers, from high-net worth individuals, Fortune 500 CEOs, influential celebrities, and working professionals, Goldsmith knows how to keep his finger on the pulse. Along with a love of real estate history, architecture and negotiation, his lifetime experience, deep family ties to the business, optimistic energy and positive outlook give him an exciting, competitive edge.



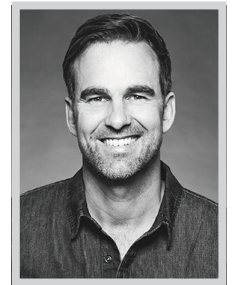
**JON GRAUMAN and
ADAM ROSENFELD**
Grauman & Rosenfeld Group
The Agency

The duo of Jon Grauman and Adam Rosenfeld has achieved a combined total of more than half a billion in sales this year alone. They plan to establish a presence in new markets including the San Francisco Bay Area, Miami, Aspen and Orange County, and to grow their team of real estate agents. Grauman has more than 18 years of experience as a real estate agent, developer and former mortgage broker, possessing a strong understanding of all facets of the real estate business. With extensive experience in construction and high-end residential development, Grauman has developed multiple properties in Beverly Hills and the Sunset Strip. Rosenfeld has achieved more than \$1 billion in sales throughout his successful career as a real estate agent, specializing in legacy estates and large-scale development projects throughout the Los Angeles area.



EMIL HARTOONIAN
The Agency

As one of the top producing agents in Calabasas and a total transaction volume in 2020 of \$100,372,476, Emil Hartoonian is truly passionate about the lifestyle the city and the neighboring Hidden Hills community have to offer. He brings more than a dozen years of real estate and mortgage lending experience to his role as a managing partner and principal of The Agency's Calabasas and Sherman Oaks offices. Since opening the doors to the Calabasas office, he has helped further shape the identity of the Calabasas and Hidden Hills communities, which he feels are among the best in California to live, work and raise a family. Hartoonian's wide range of clientele includes high-profile personalities, heads of industry and business executives across the entertainment, medical and hospitality industries. He represents buyers and sellers across Los Angeles, including Beverly Hills, Sherman Oaks, Encino, Tarzana and beyond.



ERIC HASKELL
The Agency

A natural-born entrepreneur with a passion for helping his clients achieve their dreams, Eric Haskell has curated the real estate, art and design collections for celebrities, moguls and collectors for many years. Now, he has parlayed his tech and design expertise into a rapid ascent at The Agency. Known for his diligence, creativity and commitment to excellence, Haskell closed an eight-figure, off-market deal within his first six months as an agent and hasn't looked back. With the innate ability to remain calm under pressure and create levity when tension is high, Haskell's expert negotiating skills and outside-the-box thinking have quickly established him among the most talented agents in Southern California. With a total transaction volume in 2020 of \$96,738,000, Haskell represents buyers and sellers up and down the coast, he holds an exceptional portfolio of on- and off-market listings from Malibu to Montecito.

CONGRATULATIONS TO OUR AGENTS



Rochelle Atlas Maize



Michael Nourmand



Myra Nourmand



Jill Epstein



John Kostrey



Konstantine Valissarakos

NAMED TO LABJ'S LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE BROKERS LIST

BEVERLY HILLS

Libby Shapiro | Manager
office line: 310.274.4000
421 N Beverly Dr. Suite 200

BRENTWOOD

Gavin Fleminger | Manager
office line: 310.300.3333
11999 San Vicente Blvd Ste 100

HOLLYWOOD

Howard Lorey | Manager
office line: 323.462.6262
6525 Sunset Blvd Suite G2

f NourmandRE
t @NourmandRE
i @NourmandRE



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JAMES HECKENBERG
Rodeo Realty, Inc.

With a sales volume in 2020 of \$182,041,683, Jimmy Heckenberg is one of the youngest well-recognized real estate agents in both the Beverly Hills and Westside areas. His top producing team, The Heckenberg Realty Group, distinguishes themselves from others through their unyielding reliability in everything they do. With his sharp and quick mentality, he has earned a reputation as one of the leaders in the residential real estate industry. Whether you are a first-time home buyer, existing home buyer or investor, Heckenberg will make the real estate transaction as cost-effective as possible. He maintains the highest level of service by supplying accurate and up-to-date real estate market information, expert analysis, strong negotiation skills, and sound real estate advice. As a way to continuously innovate and streamline the process of buying and selling real estate, Heckenberg constantly explores new ideas and technology.



JULIETTE HOHNEN
Douglas Elliman

One of the top realtors in Los Angeles, Juliette Hohnen has parlayed her relationships internationally, on both coasts, and in the entertainment business into an unstoppable and unique real estate selling machine. Along with her polished sales skills, tough negotiating style, attention to detail, and innovative marketing ideas, she has managed to leverage her extensive relationships within the broker community to consistently close deals no matter how impossible they seem during the selling and buying process. With more than 15 years of experience as a realtor and over \$1 billion in sales, Juliette Hohnen not only has a proven track record of success, but also repeat clients who sing her praises. Her sales volume exceeds over \$141 million in the past 12 months, including high profile celebrity sales and is on course to close \$200 million this year.



SALLY FORSTER JONES
Compass

Sally Forster Jones is one of the top real estate brokers in Southern California and has closed more than 5500 transactions totaling \$8 billion in career sales. As founder and CEO of the Sally Forster Jones Group, she leads a successful real estate team that continues to set the bar for Los Angeles real estate. Under her leadership, the team was inducted into the inaugural class of the Inman Golden I Club as the top luxury team in the nation. Jones' landmark sales – including a \$70 million estate to her client Markus Persson, the creator of Minecraft, and the Spelling Manor, which set the record for the highest-priced residential property listed for sale at the time – have garnered international media attention. Valued for her luxury real estate expertise and insights, she has spoken on local and international panels and is frequently called upon by the media as an expert.



ED KAMINSKY
ItzSold, Inc.

Ed Kaminsky has been licensed and practicing real estate in the South Bay and greater Los Angeles communities since 1987. Kaminsky is the president and owner of ItzSold, Inc., a real estate marketing group based in Manhattan Beach. He sold \$289 million in sales in 2020. His largest single deal was for \$28 million. Kaminsky also donated money to support local businesses during the pandemic. He is the President/CEO of SportStar Relocation, assisting professional athletes nationwide with their relocation and real estate needs. He also owns and operates Premiere Estates Auction Company, which represents luxury property owners, developers, trusts, and financial institutions across the United States with professional auction services and sales. Finally, Kaminsky is the president of Conserve Development, Inc., a design & development firm that reconstructs and revitalizes residential properties throughout the South Bay and surrounding Los Angeles areas.



BRAD KEYES
Keyes Real Estate

With a 2020 sales volume of \$96,440,219 and a past 12 months sales volume of \$133,335,895, Brad Keyes is a dealmaker and skilled negotiator who brings energy, passion, and enthusiasm for all things real estate. A self-driven entrepreneur and a trusted advisor in over \$700 million of residential and commercial real estate transactions, Keyes builds lifelong relationships with his clients and colleagues alike with his honest and direct approach. His approach to real estate comes not only from his perspective as an experienced broker and real estate attorney representing both buyers and sellers of residential and commercial real estate, but also as that of a principal who invests in real estate himself. As a real estate broker and real estate attorney, he is uniquely qualified to handle the broad spectrum of real estate transactions across all asset classes.



AARON KIRMAN
Compass

CEO/founder of the Aaron Kirman Group and president of the Estates Division at Compass (as well as host of CNBC's "Listing Impossible") Aaron Kirman's recent celebrity clients/sales include Justin Bieber, Ariana Grande, Shaun White and others. He achieved \$729 million in sales in 2020. With over \$7 billion in luxury home sales in his career to date, Aaron Kirman represents the finest estates across the globe. His repertoire as the nation's top agent is solidified by his investment in technology deployed in every aspect of his business process. He has an extensive client base featuring those who seek the luxury lifestyle including titans of industry, celebrities, the royal families, major lending institutions and foreign investors. As a prominent figure in the luxury real estate market, he has received International acclaim for record-setting sales across Los Angeles and Southern California.



MARK KITCHING
Douglas Elliman

Mark Kitching has had the privilege of representing properties designed by many of the most accredited and influential architects of our time, including John Lautner, Marmol-Radziner, Lorcan O'Herlihy, Thom Mayne, Ted Tokio Tanaka and Rodney Walker. Additionally, Kitching has represented buyers in the sale of architectural homes designed by the likes of Charles Ward, A. Quincy Jones and Bill Tsui. He has been listed in Hollywood Reporter's Young Guns and RealTrends America's Best for six years running. Consistently coming in the top 1% of his brokerage, Kitching logged over \$78 million in sales in the past 12 months. He represents a number of celebrity and VIP clients and is currently working on several exciting projects, including some that will bring his work to New York.



CRAIG KNIZEK
The Agency

Craig Knizek is a multi-faceted real estate entrepreneur. He currently serves as managing partner for the Sherman Oaks, Studio City and Calabasas offices. Knizek spent 20 years working in the film/television industry, collaborating with illustrious creative talent, shepherding and producing their creative vision. As producer of Sony/NBC's hit series "Mad About You," and as the original associate producer of "The Simpsons," Knizek negotiated deals and schedules with studio executives, talent agents, managers and attorneys throughout the entertainment industry. He's proud to be able to translate this skill set as a realtor to helping his colleagues from the entertainment industry. He also founded Prescott Properties, a design/development company that renovates and builds spec homes. With his wife Allison, he has built 15 "spec" homes, a skill that informs every piece of advice he now offers clients about how best to allocate resources to a home as they prepare to sell.



CASKEY & CASKEY

AND ASSOCIATES

FINER HOME SPECIALISTS

#1 Real Estate
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The South Bay

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\$346,000,000
Sold In 2020

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**JOHN KOSTREY**

Nourmand & Associates

Before embarking on a real estate career, John Kostrey was a media and entertainment attorney at two high-powered LA law firms, Davis Wright Tremaine and Christensen Glaser Fink Jacobs Weil & Shapiro. Now he is one of Nourmand & Associates' standout agents with over \$84 million in sales volume from the past twelve months. With over 100 closings in LA alone, Kostrey has closed high-figure deals in all of LA's most in-demand neighborhoods from Windsor Square to Hollywood Hills to Silver Lake. Buyers and sellers proactively seek Kostrey out knowing he will deliver superior results. Once they've worked with him, they become his life-long clients. Notable listing and clientele include Emmy and Academy Award winning actors, writers, directors and producers; world-class musicians, recording artists, performers and composers; world-renowned surgeons, scientists and researchers; and high-powered super lawyers at top law firms, studios and production companies.

**DAVID KRAMER**David Kramer Group
Hilton & Hyland

David Kramer has consistently been a top-producing agent throughout the Westside for over 20 years. A leader in luxury real estate, Kramer has generated billions of dollars in sales and currently has over \$250 million in active listings. He is recognized for maximizing the effectiveness of new resources and always best serving his clients. Over the years David has built an enviable Rolodex of exceptionally high quality domestic and international clients. His success can be attributed to his high standards and values, along with his strong people skills and negotiation savvy. In the last five years, David Kramer Group, DKG, has expanded into a team of over a dozen talented real estate professionals. Specializing in the prime areas of Beverly Hills, Bel-Air, Holmby Hills, Westwood, Santa Monica, and more. Kramer most recently represented both sides of the \$28.5 million sale of 73 and 74 Beverly Park Lane.

**ERIC LAVEY**

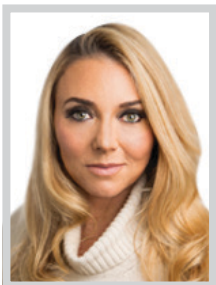
Sotheby's International Realty

Rated one of the top 100 real estate professionals in the United States, top 40 agents in California, top 10 individual agents in Beverly Hills, and ranked the number 1 agent in Los Angeles within Sotheby's International Realty, Eric Lavey continues to deliver record shattering results, while simultaneously reinventing and redefining the client experience. Lavey offers a personal blend of extensive market knowledge and design prowess when serving elite clientele in one of the most sought-after cities in the world. His passion for design and architecture, combined with a deliberate boutique and hand-crafted approach have secured his reputation as the agent for those who seek trust, competency, and discretion. This reputation transcends into the listings he represents, resulting in debuting some of the most compelling, famed, and bespoke architecture in Los Angeles.

**BEN LEE**

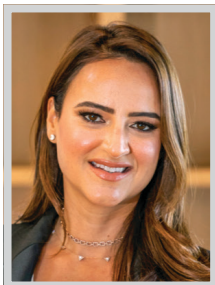
Coldwell Banker Realty - Beverly Hills

Ben Lee, a Coldwell Banker global luxury property specialist affiliated with the Beverly Hills office of Coldwell Banker Realty, was named one of the top real estate agents in California by the REAL Trends America's Best Real Estate Professionals report. He achieved \$119,603,002 in closed sales volume in 2020. He was ranked No. 10 based on gross commission income for 2020 among sales associates throughout North America in the Coldwell Banker system. He was also named to Coldwell Banker Realty's International Society of Excellence. A second-generation Los Angeles native, he is a real estate broker who specializes in the Los Angeles Westside property market and is also a licensed attorney. Last year, REAL Trends ranked Lee No. 135 on the list of the Top 250 real estate agents in the U.S.

**JORDANA LEIGH**

Rodeo Realty, Inc.

Jordana Leigh specializes in the sale of fine properties throughout the Westside of Los Angeles. She consistently receives top accolades from clients and co-workers for her commitment to her clients and her unmatched work ethic. She is one of the most successful real estate professionals in the nation and has represented the most distinctive properties in Los Angeles for the most distinguished clients in the world. A focused persistence and an unwavering dedication to her clients' needs has boosted Leigh into the top 1% of Westside agents overall. Her negotiating skills and her unparalleled attention to detail have ensured her success since she began real estate 14 years ago. During her real estate career, she has continually achieved outstanding sales and has earned an impeccable standing in the real estate community.

**ADI LIVYATAN**

Rodeo Realty, Inc.

A luxury home specialist, Adi Livyatan is a top producing real estate professional and is the number one agent in Rodeo Realty's Sherman Oaks office. With sales over \$100 million per year, Livyatan is in the top 1% of all agents nationwide. In 2021, she was recognized for her sales volume and ranked #17 in the nation by REAL Trends The Thousand as advertised in The Wall Street Journal. She has been a consistent award-winning associate for several years, winning the President's Circle Elite award for a number of years, and is one of a very select group who won the Chairman's Award, the highest award possible, for her production. She has represented hundreds of buyers and sellers in various price ranges, and is one of the top agents specializing in development and new construction in the San Fernando Valley.

**JAY LUCHS and STEVEN SCHAEFER**Schaefer & Luchs
Newmark

Jay Luchs may be widely known as a leading commercial real estate broker, but what many may not be aware of is that he is also fast becoming just as prominent in luxury residential real estate. Luchs partnered with Steven Schaefer and co-founded Newmark Residential. Both born and raised in Maryland, Luchs and Schaefer set a simple mission in place: to serve Luchs' existing client base and provide unmatched strategic planning and negotiation services for residential sale and lease transactions. In just this year alone, the duo was involved in several notable sales including: the sale of Justin Bieber's home in Beverly Hills for \$8 million, NFL legend Tony Gonzalez's Beverly Hills mansion for \$21.5 million, Will Arnett's Beverly Hills contemporary for \$8 million as well as Jared Pobre and Stacy Keibler's modern masterpiece in Trousdale for \$15.2 million.

**CHAD LUND**

Douglas Elliman

Chad Lund has risen to the top of the residential sales industry, distinguishing him both locally and nationally. He is closing in on sales upwards of 1,000 properties throughout the Westside, in a variety of neighborhoods working with a wide range of product types. He has successfully concluded complex estate, land-value, income property, single-family home and condominium sales transactions utilizing the same attention to detail, superior integrity and ethics that have made his sterling reputation. This results-oriented reputation and proven track record have provided him consistent repeat business as well as daily referrals from clients and friends. Lund is a recognized area specialist that attributes his natural progression to selling residential properties to his comprehensive knowledge and real estate background that includes property management, commercial leasing and sales and asset management.

THANK YOU TO MY INCREDIBLE ASSISTANT STEPHANIE ZEBIK,
AND THE AMAZING COMPANY I WORK FOR, COLDWELL BANKER.
I COULDN'T DO IT WITHOUT YOU...




Jade Mills



COLDWELL BANKER
REALTY

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JadeMillsEstates.com
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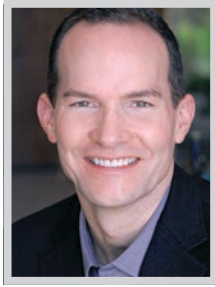
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ROCHELLE MAIZE
Nourmand & Associates

Innovative agent and executive director of luxury estates at Nourmand & Associates, Rochelle Atlas Maize, is one of the country's top-producing agents with over two billion dollars in sales. In 2020, Rochelle closed \$145 million in luxury residential real estate and this year, she has already sold \$121 million. Noteworthy listings include Adnan Sen's newly constructed "Laurel House" which broke records last year and leased for \$165,000 a month. Another showstopper was the highly publicized "Wallpaper House" as highlighted in Architectural Digest; and the Robert Conrad Estate in Malibu in which she represented both parties. She also represented both parties in the off-market deal of an original Hal Levitt masterpiece in Trousdale Estates. This jewel box of a home sits on an acre in a prime location and has been restored by renowned architect, Tim Campbell.



ANDREW MANNING
Berkshire Hathaway HomeServices
California Properties

Andrew Manning of Berkshire Hathaway HomeServices California Properties focuses on the marketing of properties in Studio City, Sherman Oaks, Toluca Lake, Valley Village, and Encino, as well as the Mulholland Corridor. Manning is a top realtor, helping clients buy and sell homes in the Encino, Sherman Oaks, Studio City, and Toluca Lake areas for over 30 years. He maintains a support team dedicated to responding to all client questions and concerns the same day, providing reliable and expert support for his clientele. With many services all under one roof, Berkshire Hathaway HomeServices California Properties offers the convenience of "one-stop" shopping. As an industry leader, Manning is committed to offering clients the latest innovations in marketing and technology.



PETER MAURICE and TREGG RUSTAD
Peter Maurice/Tregg Rustad
Rodeo Realty, Inc.

With a sales volume in 2020 of \$100,225,852, trusted advocates Peter Maurice and Tregg Rustad provide keen strategy, skilled negotiation and market insight to help their clientele achieve outstanding outcomes. Informed decision making, with a clear understanding of the various options available, are two key earmarks of their service. Although real estate transactions invariably require high stakes and sometimes stressful decisions, Maurice and Rustad counsel their clients in a personal, candid and supportive manner. Whether working to sell a property or identifying the right purchase opportunity, the goal is always the same: to make the experience as seamless, remunerative and as enjoyable as possible. No matter how complex or difficult, their objective for every sale is to make the process look easy and to deliver a result that always looks out for their clients' best interests.



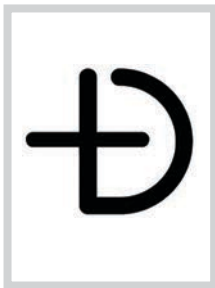
LINDA MAY
Hilton & Hyland

Linda May has amassed over four billion dollars in career sales over the last four decades. She has emerged as the prominently recognized luxury household name for discerning sellers and buyers of L.A.'s richly historical, pedigreed, architectural estates and sought-after development opportunities. 2021 is already revealing as a banner year, as Linda continues to set and break records across the city. Of May's 200 million dollars closed so far this year, her crowning achievements were the sale of the historic Paley Residence (\$75 million), the highest 2021 Los Angeles sale, in addition to the year's highest sale in Holmby Hills, 545 Mapleton Drive (\$51.5 million). May continues to represent the city's most significant residential sales through her renowned reputation and command of the city's high-end market.



JANICE MCGLASHAN
The McGlashan Group
Coldwell Banker Realty - La Canada Flintridge

Janice McGlashan, a Coldwell Banker global luxury property specialist, affiliated with the La Cañada Flintridge office of Coldwell Banker Realty, leads The McGlashan Group, recently ranked the #1 small team based on gross commission income for 2020 throughout Los Angeles for Coldwell Banker Realty. With over 31 years of experience, McGlashan specializes in La Cañada Flintridge and the surrounding communities of La Crescenta, Sunland, Tujunga, Montrose, Glendale, Altadena, Pasadena, South Pasadena, San Marino, and Sierra Madre. She has received numerous awards for her sales achievements, has been continuously named a top-producing agent for Coldwell Banker, and has been a member of Coldwell Banker's Society of Excellence for 20 years.



TYRONE MCKILLEN
Compass

With a 2020 sales volume of \$161 million, Tyrone McKillen's undeniable persistence and knowledge of the real estate market coupled with his honest approach and concern for long term relationships is what separates him from his peers. He spent most of his life working on the development and sales of luxury properties around the world including London, South of France (he's fluent in French), Buenos Aires, Laguna Beach, Los Angeles and Beverly Hills. His background in development has given him the capability to inform his clients on investment opportunities and cost analysis, and given him a keen eye for architecture and design. Born in Dublin, Ireland, Tyrone moved to Los Angeles at 18. With a UCLA degree, McKillen partnered with Hilton & Hyland and Christies International Real Estate and since set multiple records across the city.



JADE MILLS
Coldwell Banker Realty - Beverly Hills

International luxury ambassador Jade Mills, a leading real estate professional, achieved a career-breaking total sales volume of \$471.4 million in 2020 and was recognized by Coldwell Banker with the Society of Excellence Award, which fewer than 1% of affiliated agents nationwide earned. Mills also achieved No. 1 status at Coldwell Banker Realty in the nation in 2020. She has achieved the highest sales volume on record of any agent in Coldwell Banker history, and is close to achieving \$7 billion in real estate transactions as an individual agent in fewer than 25 years. In the last three years, Mills represented three of the top record-setting sales in Los Angeles for over \$100 million each: the Chartwell Estate for \$150 million; the Manor (aka the Spelling Manor) for \$119,750,000, and the Playboy Mansion for \$100 million. She is currently a board member of the Beverly Hills Chamber of Commerce.



SCOTT MOORE
Douglas Elliman

Scott Moore is a unique, standout agent in the crowded LA marketplace. As a trusted advisor with a trifecta of professional licenses – real estate broker, lawyer and general contractor – his unparalleled perspective and guidance covers every facet of the industry. Moore's eye for building helps him uncover potential problems, identify hidden gems, and envision a property's true potential in real time. His legal expertise and license, held since 2000, empowers his clients and helps keep them safe as they navigate complex transactions. He is a scholar of the market and a skilled negotiator, the ideal representative in a high-stakes real estate deal. Altogether, his comprehensive knowledge and lauded client service have led him to increasing heights in the industry: over \$75 million in sales volume in the past 12 months, and regularly representing buyers and sellers of ultra-luxury homes over \$5 million.

Who's Brokering The Valley? We Are.



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Director, Estates Division

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Your Move

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KOFI NARTHEY
GLOBL RED

Recently selected to the LABJ LA500, Kofi Narthey continues to be a force in the worlds of celebrity and luxury real estate. His dynamic firm, GLOBL RED, is changing the traditional brokerage model. In addition to negotiating over \$200 million in real estate, the firm purchased \$20 million of properties in Los Angeles alone. The 15 person firm continues to grow market share in Los Angeles. 2022 will bring more work of the development side of the business to the forefront. Narthey recently closed a \$15 million deal in Beverly Hills (726 N. Maple) and is negotiating over \$300 million in international development deals. With his team possessing over 100 years of combined experience and over \$6 billion in transactional experience, it assists clients in acquiring and selling prestigious properties, while providing unique opportunities to build out their real estate portfolios. Narthey understands the luxury lifestyle, and delivers it.



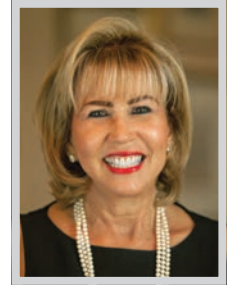
MARC NOAH and KYLE DORDICK
Team Marc Noah
Hilton & Hyland

Los Angeles natives known amongst clients and colleagues alike for their professionalism, integrity, and dedication to delivering a superior level of customer service, Marc Noah and Kyle Dordick rank as one of Los Angeles' most respected top producing realtor teams. For over two decades, Noah's involvement in the purchase and sale of distinctive properties in Los Angeles allows him the perfect arena to demonstrate his negotiating prowess and elite level of care on behalf of his clients, while Dordick's ability to effectively and efficiently find the needle in the haystack and deliver the best possible result make the two and unstoppable tandem. In the past 12 months, Noah and Dordick have been no stranger to high-profile sales, such as representing the buyer of 580 N. Beverly Glen, which sold for \$16.5 million and selling The Alpine Estate for \$15.6 million.



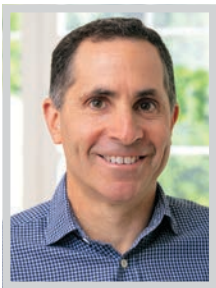
MICHAEL NOURMAND
Nourmand & Associates

Running one of LA's only family-owned brokerages, Michael Nourmand, president of Nourmand & Associates, is one of the city's most trusted brokers, leading over 175 agents across three offices. In this year alone, Nourmand was interviewed by top-tier publications where he lent invaluable expertise into hot button issues like NFTs in the real estate market, how COVID evolved buyers' needs, and the future of the real estate industry. The media recognizes his real estate prowess and unique insight and continually goes back to him for his expertise. Not only does Nourmand oversee the business operations of the agency, he is also a successful realtor, having sold close to \$80 million in the past 12 months. He represents high net worth clients including many in the entertainment industry as well as prominent business people.



MYRA NOURMAND
Nourmand & Associates

As one of the owners and principals of Nourmand & Associates, Myra Nourmand is an industry leader and a key figure in the Los Angeles community. She began her tenure at Nourmand & Associates during a time in which males dominated the industry and despite this, she made a name for herself and is now fondly known as Beverly Hills' First Lady of Real Estate. With over 30 years of unrivaled experience, she has commanded over a billion dollar in sales. In just the past 12 months alone, Myra has sold over \$131 million! She commands the real estate industry with business savvy and an extensive knowledge of the LA real estate scene. LA's most powerful figures regularly go to Nourmand for her wide-ranging expertise in selling luxury properties and to close deals on iconic properties.



DAVID OFFER
Berkshire Hathaway HomeServices California
Properties

David Offer's unrelenting work ethic, his thorough knowledge of the marketplace and his integrity have earned him an impeccable reputation in the industry. Not surprisingly, nearly 95% of Offer's business comes from repeat clients, or referrals from satisfied clients. His clients especially value his wise counsel concerning any situation that may arise in buying or selling a home and the up-to-date information he is able to provide them. Having completed over 1,000 transactions totaling in excess of over 3.75 billion dollars, Offer is uniquely qualified to provide the finest representation in the industry. He has landed the No. 1 spot for production among all Berkshire Hathaway HomeServices California Properties agents in Los Angeles County. Additionally, Offer was once again the No. 1 agent for production in the Brentwood office, a streak he has maintained every year since 1999. Having completed 2020 with a total production of \$245 million, Offer's career total is nearly \$3.9 billion and over 1,000 properties sold.



**GEORGE OUZOUNIAN and
GINA MICHELLE**
The Agency

Top-producing broker, designer and trained negotiator, Gina Michelle has sold over \$200 million in real estate. Ranked in the top 1.5% of Real Estate Agents in the Nation by Real Trends, named one of the Top 100 Most Influential Real Estate Agents in Southern California and an active member of Forbes Real Estate Council, Michelle brings 17 years of real estate experience and a reputation for integrity, transparency, and intelligence to The Agency. Widely known for his outstanding client service and extensive industry expertise, George Ouzounian brings over 17 years of real estate, finance, and development experience to The Agency. Utilizing high-tech marketing strategies and finely honed negotiating skills, he has over \$500 million in career sales-to-date, and his team closed \$120 million in 2020 alone. As a duo, Ouzounian and Michelle were named The Agency's 2020 MVP Award Recipient.



TAMI PARDEE
Pardee Properties

15 years after reimagining what Tami Pardee thought a real estate brokerage should look like — prioritizing client service, having agents working together versus competitively, source experts in niche support roles to create more business opportunities — her team at Pardee Properties has sold over \$5.2 billion worth of residential and commercial real estate. The key qualities that have led to Pardee's success are her firsthand knowledge of the market and a focus on how it continues to change. She is an expert on navigating the real estate market during times of great fluctuation, change and uncertainty. Her competitive edge is best described as being able to empathize with "why" someone needs to buy or sell and then using data to steer them towards a strategy that will most seamlessly get them where they want to go.



DAVID PARNES and JAMES HARRIS
The Agency

Originally from London, England, David Parnes and James Harris have established themselves as two of the top agents serving the Los Angeles luxury market. Today, the team stars on Million Dollar Listing Los Angeles and specializes in high-end residential real estate and investment properties in Beverly Hills, Bel Air, Brentwood, the Hollywood Hills, Malibu, the Pacific Palisades and the greater Los Angeles region. The partners' "no-nonsense" approach to closing deals, coupled with their extensive network of high-net-worth international and domestic clients, have enabled them to reach a steady incline in sales year over year, with over \$2 billion in sales since 2017. These staggering sales figures earned the partners The Agency's MVP Award in 2017, 2018 and 2019 and The Agency's Chairman Award in 2020. The partners have broken numerous records. They represented the seller in the \$120 million dollar sale of 594 S. Mapleton in Holmby Hills.

Joyce Rey



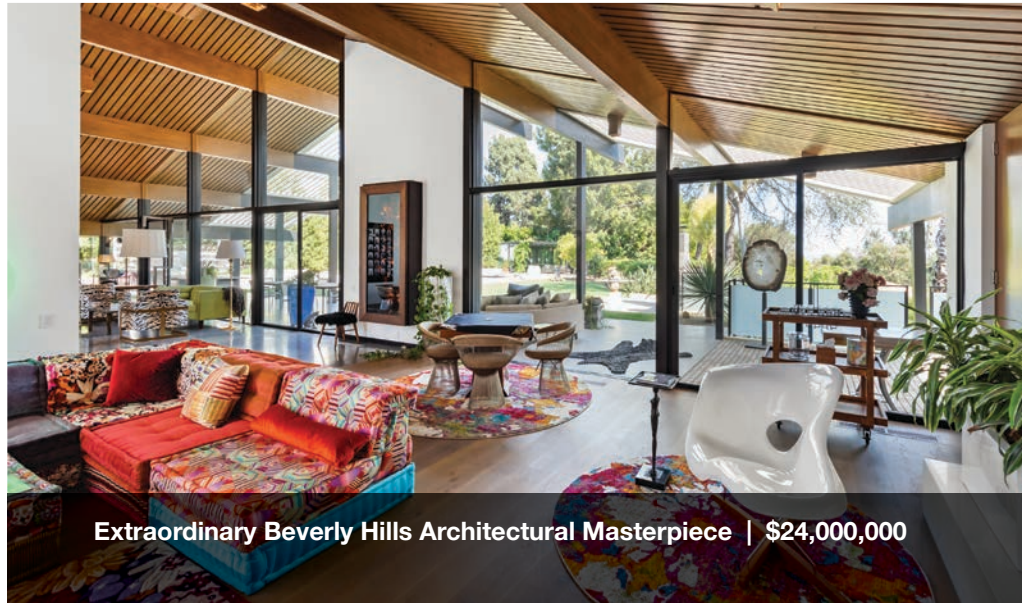
Montecito 10.5 Acre Legacy Estate | \$74,000,000
co-listed Timothy Di Prizito



180 Acre Malibu Vineyard Estate | \$38,000,000
co-listed Jade Mills



Star-Studded Beverly Hills Tennis Estate | \$32,500,000
co-listed Denise Hamilton



Extraordinary Beverly Hills Architectural Masterpiece | \$24,000,000



6.5 Acre Celebrity Compound With City Views | \$18,500,000
co-listed Stephen Apelian



Romantic 2 Acre Beverly Hills Retreat | \$7,895,000
co-listed Stephen Apelian



JOYCE REY
Luxury Property Specialist
Joyce@JoyceRey.com
C. 310.291.6646
CalRE #00465013

#1 COLDWELL BANKER REALTY
LARGE TEAM
LOS ANGELES COUNTY 2021



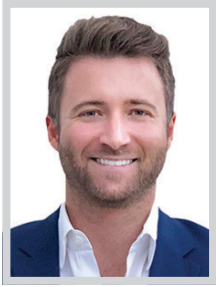
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JoyceRey.com
301 N. Canon Drive, Suite E | Beverly Hills, CA 90210

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MICK PARTRIDGE
Hilton & Hyland

During the past 12 months, Mick Partridge has closed more than \$125 million in transactions and currently holds the same amount in active inventory, firmly cementing his position among LA's real estate elite. Notable sales include 940 Oakmont Drive in Brentwood for \$15.5 million and 721 Dolo Way in Bel-Air for \$15 million, all the while representing high profile clients such as Neil Jacobson, former President of Geffen Records and current CEO of Hollywood Media, on the sales of 604 N Crescent and 1387 N Doheny Dr. As the founder of The Partridge Estates Group at Hilton & Hyland, Partridge also set the price-per-foot record in Little Holmby while representing Laura Katzenberg and Mark Sudack on 459 Loring Ave. His most recent listing is the iconic Azria Estate in Holmby Hills for \$85 million; a 30k square-foot legacy property by revered architect Paul R. Williams, FAIA.



HEATHER PRESHA
The Presha Properties Team
Keller Williams - Inglewood

Heather Presha is the lead agent and CEO of The Presha Properties Team, with 16 years of experience in residential real estate specializing in 1-4 units in South Los Angeles. She is well known as one of the top agents in her area and for being a community advocate. Presha takes a "Mama Bear" approach when it comes to protecting her clients' best interests in every transaction. She has worked at Keller Williams Realty at its Los Feliz and Downtown offices, and is currently the number one residential listing agent at the Inglewood office. In addition to running her team, Presha is also a mentor for new agents, teaches classes, and is sought after for her expertise in South LA. Her recent sales volume in the past 12 months is upwards of \$20 million.



KURT RAPPAPORT
Westside Estate Agency

At over a billion dollars in volume over the last year (\$1.025 billion, to be exact), Kurt Rappaport's high profile properties and clients are the stuff of legend. Those transactions include representing Jeffrey Katzenberg and the buyer of his \$125 million estate; selling David Geffen Casey Wasserman's house for \$68 million; selling David Geffen's lot in Trousdale for \$34 million; selling WhatsApp cofounder Jan Koum an \$87.5 million Malibu estate; selling Justin Bieber his Beverly Park estate for \$26 million; selling Ellen DeGeneres' Beverly Hills estate for \$47 million; selling Eli Broad's Malibu house for \$52 million; and selling the former Jimmy Stewart estate for \$36 million in Beverly Hills.



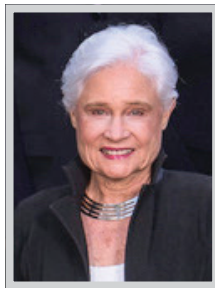
LAUREN RAVITZ
Berkshire Hathaway HomeServices
California Properties

Lauren Ravitz of Berkshire Hathaway HomeServices California Properties holds her relationships with clients in high regard, and does so with honesty, integrity, and confidentiality. Ranking in the top five of all agents in the Brentwood office and the top 1% of all agents nationwide at Berkshire Hathaway HomeServices, Ravitz is a Chairman's Circle Platinum Award recipient and a Luxury director. She belongs to both the National Association of Realtors and the Beverly Hills/Greater LA Association of Realtors. Community is also very important to her. She is active in Westwood Charter Elementary School, West LA Little League, and is on the Board of Directors of Your Golden Ticket.



**STEPHEN RESNICK and
JONATHAN NASH**
Resnick & Nash Group
Hilton & Hyland

With nearly two decades of experience specializing in the sale of estates in Beverly Hills, Bel-Air, Hollywood Hills, West Hollywood, and Malibu, Stephen Resnick and Jonathan Nash of the Resnick and Nash Group have compiled an impressive sales record landing them in the top 1% of agents in the Los Angeles area, making them one of the most successful real estate teams at Hilton & Hyland. Amongst their most notable sales are the Le Belvedere mansion in Bel Air, listed for \$85 million, and 384 Delfern Dr in Holmby Hills for \$75 million, both of which were recognized as the highest sales in Los Angeles of their time. Among the duo's significant sales from the past 12 months include the Beverly Hills sale of 1201 Laurel Way for \$23 million, Malibu Park's 5944 Filaree for \$9.125 million, and the Briarcrest Estate for \$6.5 million.



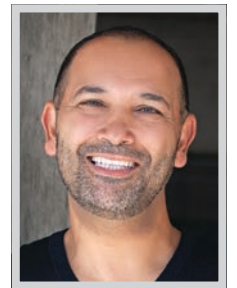
JOYCE REY
The Joyce Rey Team
Coldwell Banker Realty - Beverly Hills

The Joyce Rey Team led by Joyce Rey, a Coldwell Banker Global Luxury Property Specialist affiliated with the Beverly Hills office of Coldwell Banker Realty, has earned the distinguished achievement of ranking as the No. 1 large team throughout Los Angeles for Coldwell Banker Realty and ranking #34 in the nation on the RealTrends 1000 for medium teams. The Joyce Rey Team includes nearly nine team members and affiliate agents and five staff with the Beverly Hills office of Coldwell Banker Realty. Over her more than four-decade career, Rey has amassed more than \$4 billion in career sales. With a dazzling list of accolades, awards, and sales records, she is known for her incomparable knowledge of the luxury marketplace, her acute ability to negotiate even the most complex transactions, and her particular talent for putting clients at ease.



VICTORIA RISKO
Sotheby's International Realty

Victoria Risko, who joined Sotheby's International Realty in 1996, has nearly 25 years of experience selling luxury properties on the Westside of Los Angeles. She has been commended by Realogy Brokerage Group numerous times for being among the top agents in the company. She's currently ranked #6 in the Sotheby's International Realty Southern California brokerages, and #2 from the Beverly Hills Brokerage. She specializes in single-family homes. Her expertise proved to be essential in securing her clients winning bids. A longtime resident of Bel-Air, Risko is particularly knowledgeable about that area in addition to the surrounding areas of Beverly Hills, Holmby Hills, Brentwood and Malibu.



ASH RIZK
Coldwell Banker Realty - Arcadia

Ash Rizk, the #1 real estate agent in Arcadia, is affiliated with Coldwell Banker Realty in Arcadia. Recently Rizk ranked No. 6 of all Coldwell Banker Realty agents in Los Angeles County, based on gross commission income for 2020. Since 2013, he has consecutively earned Coldwell Banker Realty's International Society of Excellence, the highest award designation shared with less than 1% of agents. Recently, Rizk ranked No. 116 on America's Best, a list of the top real estate agents in California based on achieving over \$78 million in closed sales volume in 2020. With a background in computer science, programming and mortgage banking, clients expect and receive the best service in the industry. Armed with a technical and computer based background, Rizk guides his clients through their entire transaction quickly and accurately in all stages of the process.



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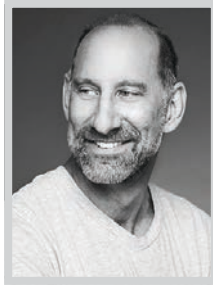
*Beverly Hills, Westwood, Santa Monica, Bel Air, Brentwood, Venice, Marina Del Rey,
Sunset Strip, Pacific Mirage, Palm Springs, Rancho Mirage, Indian Wells*

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CHAD ROGERS
Hilton & Hyland

Chad Rogers is one of the most successful and sought-after real estate agents and market experts in Southern California. For over 22 years, the Malibu native has been a top-selling agent, having sold more than \$600 million of real estate in his career. His expertise in the Malibu Colony real estate market and specialization in affluent neighborhoods within Greater Los Angeles consistently places Rogers at the top of the charts. In the past 12 months, Rogers sold 70 Malibu Colony, the longtime home of soap opera creator Lee Phillip Bell for \$18.275 million, represented the sellers of 114 Malibu Colony for \$22.6 million as well as the onetime home of actor Douglas Fairbank's 705 Palisades Beach Road in Santa Monica for \$12.82 million. He currently represents the \$34 million Bel Air listing at 805 Nimes Place in addition to the \$25 million Italian villa listing at 50 Malibu Colony.



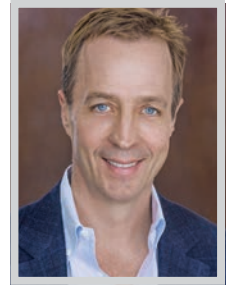
BILLY ROSE
The Agency

Prior to co-founding the globally-recognized, renowned real estate brokerage firm, The Agency (which has grossed some \$14 billion in sales to date), Billy Rose practiced transactional entertainment and real estate law for 10 years, was a senior motion picture talent agent at United Talent Agency for five years, and served as president of a successful real estate design and development company for 10 years. With a total transaction volume in 2020 that was over \$95 million, Rose's experience, reputation and relationships, acquired over 35 years of representing major corporations, A-list celebrities, and public figures, in various capacities and in multiple industries, make him uniquely qualified to guide buyers and sellers through what is the largest financial transaction one will ordinarily undertake in their lifetime. Among his recent sales was 32554 PCH for \$23.050 million.



**RACHELLE ROSTEN and
KELLY deLAAT**
Douglas Elliman

In 2002, Rachelle Rosten and Kelly deLaat recognized a void in the real estate marketplace. There were few if any realtors who specialized in working with fiduciaries on trust, probate and conservatorship real property sales. They spent the next two years creating and honing a protocol to sell these types of properties to maximize value and best protect fiduciaries. The Master Trust & Probate Division at Douglas Elliman was born, with Rosten and deLaat serving as executive managing directors. They offer trustees the specialized skills required to navigate complex transactions, along with the marketing expertise needed to maximize and optimize property values. Their proactive marketing platform is the industry leader, consistently generating multiple offers and higher-than-market value sale prices. They closed over \$78 million in sales in 2020, including the sale of the Golden Girls house at 245 N. Saltair Ave in Brentwood.



EMIL SCHNEEMAN
Berkshire Hathaway HomeServices
California Properties

Emil Schneeman has been selling real estate in Pacific Palisades since 1995. Schneeman is in the top 1% of over 50,000 Berkshire-Hathaway HomeServices professionals nationwide. He has set himself apart by being the number one top producing agent in his office at Berkshire-Hathaway Palisades for the last four consecutive years. As a sales associate with Berkshire Hathaway HomeServices California Properties since 1999, his hard work and dedication to his clients was recognized in 2009 with The Legend Award as well as his continued recognition through the Chairman's Circle. He prides himself on his expert market knowledge and commitment to his clients. He has earned a reputation for always putting his clients' needs first under any circumstances as well as earning the respect of his colleagues. His keen communication skills have made him a master negotiator for his clients whether they are buying or selling.

Realtors Believe Drones, Cyber Security are Real Estate Industry's Most Impactful Technologies

Realtors view drones and cyber security as the most impactful emerging technologies to their business, according to a new report from the National Association of Realtors (NAR). NAR's 2021 Technology Survey examined NAR members' current tech usage and attitudes about the future of real estate technology. In addition to drones (37%) and cyber security (34%), realtors believe that 5G (31%) and virtual reality (30%) will also have a significant impact on their business in the next 24 months.

"The pandemic has confirmed to all of us in the industry that technology will continue to transform real estate," said NAR CEO Bob Goldberg. "The great work being done by NAR, including our Strategic Business, Innovation and Technology group, has ensured that realtors will continue to have access to the latest technology and remain at the forefront of the innovations driving the market forward."

The survey also examined the current use of technology by realtors, finding that the most valuable tools used in the past 12 months were eSignature (78%), local MLS apps/technology (54%), social media (53%), lockboxes (48%) and video conferencing (39%).

Many brokerages are providing these technologies to their agents. Thirty-seven percent of respondents agreed that their brokerage provides them with all the technology tools they need to be successful, and 27% strongly agreed. The top tools provided by brokerages were eSignature (57%), personal websites (54%),



customer relationship management (54%) and transaction management (50%). Roughly one out of three realtors – 36% – said that their broker does not charge any technology fees, and 50% said that the price their broker charged was reasonable.

NAR's report found that realtors are willing to pay for this technology, even if their brokerages do not. Thirty-six percent of realtors spend on average between \$50-\$250 per month on technology to use in their business. Eighteen percent spend between \$251-\$500, and nearly one out of four realtors – 23% – spend more than \$500 monthly on technology.

When asked about desired technology tools that are not currently provided by their broker, cyber security topped the list at 19%, followed by lead generation (16%), eNotary (11%), CRM (10%) and personal websites (10%).

According to the survey, realtors are using social media now more than ever in their businesses. The top social network is Facebook, used by 90% of realtors, followed by Instagram (52%), LinkedIn (48%), YouTube (24%) and Twitter (19%). Video has also played an ever-increasing role in the marketing of properties on social media. Thirty-seven percent use video in their marketing and 35% do not

use video but hope to in the near future.

"There is no denying that social media has become an integral tool to promote a listing," Goldberg said. "The pandemic has caused more of our members to use social media and video to creatively market themselves and their properties."

The top reasons realtors cited for using social media in their business included that they are expected to have a presence on social media (54%), it helps build and maintain relations with existing clients (49%) and they use it to promote listings (49%). Additionally, 36% of Realtors® use social media to find new prospects and 33% say it helps them network with other real estate pros. Social media also topped the list when it comes to lead generation. The top three tech tools that have given respondents or their agents the highest number of quality leads in the last 12 months were social media (52%), CRM (31%) and their MLS site (28%).

These current and future real estate tech topics will be front and center at NAR's iOi Summit, taking place August 17-18 in Dallas, Texas. Over 500 real estate practitioners, technologists and investors will convene to share insights and unveil cutting-edge real estate products and ideas.

"iOi is all about innovation," Goldberg said. "This event brings together proptech leaders and thinkers whose products, services and solutions will help shape the real estate industry and drive it forward."



BETH STYNE

GLOBAL LUXURY REAL ESTATE

310.367.3388

beth.styne@camoves.com

Beth Styne's dynamic 40-year career in real estate represents the culmination of her leadership and sales experience; she knows the Los Angeles luxury housing market and she knows what today's high-net-worth clients expect from a high-level agent experience.



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**SHEN SCHULZ**

Sotheby's International Realty

As a lifelong resident of Malibu and licensed California Real Estate Broker since 2001, Shen Schulz leads the way among Malibu and California coastal city realtors by offering clients true local knowledge and insight on the luxury residential real estate market. Schulz has consistently been awarded as being in the top 1/2% of all realtors among the Sotheby's International Realty and Realogy Brokerage Group network of more than 50,000 realtors worldwide. Schulz's mantra is that "no one truly wins unless everyone wins," which exemplifies his spirit of collaboration. This quality, along with his acumen and entrepreneurship have earned him a reputation for being a bold and aggressive businessman with a laser focus on numbers, negotiation and the bottom line. Schulz is synonymous with luxury, high-end real estate in Malibu, Santa Monica, Pacific Palisades, Venice, Calabasas and Agoura Hills.

**STEPHEN SHAPIRO**

Westside Estate Agency

With a verified sales Volume of \$ 127 million over the last 12 months (including a "private" sale of over 30 million dollars), Stephen Shapiro has once again, deftly guided his high-end and privacy-minded clientele through another successful year. Shapiro has worked in the prime Los Angeles real estate market for over 40 years where he began working with Stan Herman and created Stan Herman, Stephen Shapiro and Associates. In 1999 he left the firm to partner with Kurt Rappaport and created Westside Estate Agency, which has now grown to be the number one luxury real estate agency in Los Angeles and one of the top agencies in the country. Shapiro's dedication to his clients and his strong work ethic have since made him one of the top realtors in the country.

**MARC and SARA SHEVIN**Berkshire Hathaway HomeServices
California Properties

In the local real estate market, Marc and Sara Shevin are highly recognized, top-producing agents who are renowned by colleagues and clients alike for their integrity, loyalty, and professionalism. Specializing in the cities of Calabasas and Hidden Hills, they are widely acknowledged as area experts, and are noted for their years of consistent success in the marketing and sale of luxury estates. With over 60 years of combined experience, and over \$2 billion in closed residential real estate sales, they consistently rank as the No. 1 team in California, and in the top one percent of agents nationwide for Berkshire Hathaway HomeServices California Properties. Representing a wide variety of clients from local families, to numerous high profile sports and entertainment industry professionals, entrepreneurs, and custom home developers, the Shevins have demonstrated a unique ability to connect and communicate with their extensive client base.

**F. RON SMITH and DAVID BERG**

Compass

With a 2020 sales volume of \$183 million, F. Ron Smith and David Berg, the principals behind the Smith & Berg Partners team at Compass, are an irreverent and dynamic duo that joined forces just three years ago to form a powerhouse team which now includes eight agents and a full-time dedicated operations and marketing staff, too. Smith & Berg Partners team is one of the few agent teams in all of Los Angeles that has its own flagship office space, located in Brentwood. They are the most productive/active real estate team on LA's Westside and have a philanthropic division that focuses on two major causes close to them: Children's Burn Foundation and Cystic Fibrosis Foundation. They are also the publishers of Tacos & Tequilas, the most irreverent online journal in the real estate space.

Making a Good Impression When Showing a Home

By BRET SPARKS

With buyers, first impressions count. A small investment in time and money will give your home an edge over other listings in the area when the time comes to show it to a prospective buyer.

PREPARE YOUR HOME FOR SHOW**General Maintenance**

Here's a quick checklist of things you can do to give your home that extra oomph.

- Oil squeaky doors
- Tighten doorknobs
- Replace burned-out lights
- Clean and repair windows
- Touch up chipped paint
- Repair cracked plaster
- Repair leaking taps and toilets
- Shampoo carpets
- Clean washer, dryer, and tubs
- Clean furnace
- Clean fridge and stove
- Clean and freshen bathrooms

The Buying Atmosphere

Create the right ambiance that will help prospective buyers fall in love with your property.

- Turn on all lights
- Light fireplace
- Open drapes in the day time
- Play quiet background music
- Keep pets outdoors

Curb Appeal

First impressions start with the outside of your home. Don't limit your touchups to the interior!



- Cut lawns
- Trim shrubs
- Weed and edge gardens
- Pick up any litter
- Clear walk and driveway of leaves
- Repair gutters and eaves
- Touch up exterior paint
- Clean and tidy entrance
- Ensure doorbell functions
- Polish door hardware

The Spacious Look

Your house can appear larger simply by maximizing available space.

- Clear stairs and halls
- Store excess furniture

- Clear counters and stove
- Make closets neat and tidy

SHOW YOUR HOME WELL

When your house is being shown, keep room draperies and shades open to let in light, and make rooms appear larger. Tag items not included in sale (i.e., water conditioner). Have your home well-lit during showing. At night, turn on porch light and outdoor lighting in back if you have it. Neatness makes a room look bigger. Avoid clutter. Avoid having dirty dishes in the sink or on counters.

Keep any toys in the children's rooms. Bikes, wagons, and skateboards should not be out front, but made as inconspicuous as

A small investment in time and money will give your home an edge over other listings in the area when the time comes to show it to a prospective buyer.

possible. Keep stereo or TV turned way down. Take your family away if your broker is holding an open house. Don't mention furniture or furnishings you wish to dispose of unless asked. Such discussion can kill the sale. Keep pets outdoors when your house is being shown. Answer questions candidly when asked, but avoid questioning potential buyers. Be friendly and encourage people, to make themselves "at home." Remove and replace items not included in the sale of your house (i.e., Chandelier).

Following these simple tips may provide the extra push you need to seal the deal.

Bret Sparks is a freelance writer based in North Hollywood.

keyes

REAL ESTATE



From Pasadena to the Palisades

Brad Keyes is proud to be named to Los Angeles Business Journal's Leaders of Influence: Residential Real Estate Brokers list.

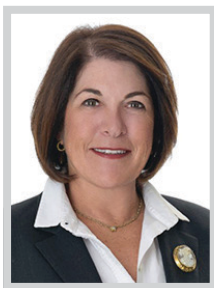


Brad's comprehensive approach to diligence sets his practice apart. The Keyes team takes responsibility for the entire process of buying and selling real estate, representing clients throughout the varied real estate landscape of Los Angeles. Brad and his team provide the best of both worlds: first-class marketing and first-class knowledge.

310.486.9417 | info@keyesLA.com | keyesLA.com | 5119 Eagle Rock Blvd., Los Angeles, CA 90041

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SUSAN SMITH
Hilton & Hyland

For over two decades, Susan Smith has been specializing in high-end real estate sold on the Westside and continues to be featured as a top agent. After completing some of the largest record-breaking sales in Beverly Hills, Bel-Air and Santa Monica she continues to break her own records. In the past 12 months, Smith represented a number of ultra-luxurious transactions, including the seller on the \$8.5 million sale of Beverly Hills' 9641 Royalton Dr. and Brad Pitt and Jennifer Aniston's 1026 Ridgedale Dr in Beverly Hills, steeped in Hollywood history. Smith currently holds the \$12.65 million Beverly Hills listing at 718 N Rexford Dr and the \$21.5 million Los Angeles listing at 3100 Mandeville Canyon Rd.



**ANNA SOLOMON and
DAVID SOLOMON**
Douglas Elliman

With over 50 years of combined experience and over a billion dollars sold in Los Angeles real estate, David and Anna Solomon run one of the country's top producing family-run real estate teams consistently ranked in the Wall Street Journal's annual list of top 250 agents in the United States. The Solomons have sold almost \$220 million in just the past 12 months including 117 Hart Ave, Santa Monica for \$9,465,000 breaking the Ocean Park record; 130 S. Burlingame in Brentwood for \$16,600,000; and the off-market package sale of 99, 101, and 117 Ocean Way, Santa Monica for \$18,000,000 – another record-breaker. As early adopters of technology, web, video, social media, and with keen eyes for real estate marketing, they exponentially grew their business year-over-year, even when the market was seemingly collapsing in the 2008 downturn.



**ANDREW SPITZ and
HARRIET CAMERON**
Spitz | Cameron Group
Berkshire Hathaway HomeServices
California Properties

Andrew Spitz is a multi-million dollar producer who has demonstrated his exceptional ability in residential real estate sales for more than 30 years. Spitz and his partner, Harriet Cameron closed over \$98 million in 2016 with more than 50 transactions. Spitz's innovative marketing program yields tremendous results time and time again. Cameron's extensive 30-year career in the real estate industry has set new standards for excellence through expertise. Her vast experience is truly a vital asset to clients by offering exemplary service through every step of the sales process. Catering to the needs of each client, selling every type of home, from quaint cottages and condos to multi-million dollar estates, the duo's real estate mastery is legendary as one of the city's most prominent representatives for premiere properties in Sherman Oaks, Encino, Studio City, Tarzana, Woodland Hills, Toluca Lake and the Los Angeles Westside.



TRACY TUTOR
Douglas Elliman

From being the first female real estate broker on Million Dollar Listing LA, to continuously being ranked in the top 10 at Douglas Elliman, Tracy Tutor's on-screen persona is revealed in her bestselling book: "Fear Is Just a Four-Letter Word." As a 21-year veteran in luxury real estate with over one billion in sales volume, Tutor is currently leading an exclusive virtual series intended to empower women using her raw and always uncensored attitude with one singular mission: provide a no-nonsense guide to analyzing big egos, deflecting power plays, and taking control of any room. Following the successful launch of the West Hollywood Edition, Tutor has exclusively represented the luxury development which is 100% sold as of June 2021 with sale prices ranging from \$4 to \$26.5 million, totaling nearly \$200 million – breaking records in Los Angeles for price per foot.

Tips for Making a Home Sale-Ready

By BRET SPARKS

Here are some specific tips that will help you prepare your home for potential buyers to see it in the best possible light.

EXTERIOR TOUCH-UPS

Your home's exterior is the first thing a potential buyer sees, when visiting your home. The following tips will help you increase your home's curbside appeal and create a strong first impression to potential home buyers.

- **Fence**

Replace missing slats, stakes and posts. Repair broken hinges and paint or stain the fence if necessary.

- **Yard**

Mow, trim and fertilize the lawn. Weed flower beds and replace dead plants and trees.

- **Driveway, Garage, Carport**

Clean up grease or oil spots on concrete surfaces. Make sure the garage door opens freely and the automatic door opener is working. Provide an unobstructed view of your home from the street by not parking cars, boats or other vehicles in the driveway.

- **Front Entry**

Polish door handles and door knockers. Replace worn or broken items, such as an unsightly mailbox or rusty doorbell. Be sure porch lights are working and add welcoming features such as a new door mat and flowering plants.

- **Siding and Trim**

Consider painting the highlight features of your home, such as trim work, shutters, gutters, down spouts and railings. If necessary, add a fresh coat of exterior paint to the exterior siding.



- **Roof**

Remove debris such as tree branches and leaves. Straighten the TV antenna. Make any necessary repairs to worn shingles or cracked surfaces.

- **Patio, Deck**

Flowering plants and outdoor furniture add appeal. Remove any unnecessary items such as gardening equipment. Tidy any visible items, such as an outdoor grill or barbecue.

INTERIOR TOUCH-UPS

Experience shows that creating a house warming feeling inside your home increases its desirability. View your home with a critical eye. Clean, complete minor repairs, and add finishing touches.

- **Doors and Windows**

Consider adding a fresh coat of paint to your front door. Polish brass fixtures and be sure door locks work properly. Oil hinges to both doors and windows. Keep stairways tidy and secure handrail. Repair or replace bent or damaged screens and window glass. Cut back outdoor plants that restrict natural light. Keep windows clean and tidy with draperies firmly affixed and in proper working order.

- **Floors and Carpets**

Repair or replace missing or damaged tile, hardwood, vinyl and baseboards. Steam-clean or shampoo carpets. Secure loose carpeting and replace damaged areas. Be conscious of odors caused by dampness, high-traffic areas or pets.

- **Closets and Storage Areas**

Ample storage space increases the desirability of the home. Keep closets tidy. Discard any unnecessary items and consider storing those you do not use frequently.

- **Bedrooms and Living Areas**

Keep living areas clean and inviting. Arrange furniture to allow a spacious atmosphere. Make beds, arrange couch cushions, dust shelves, vacuum carpets and touch-up walls with paint or spackling as necessary. Wallpaper should be clean and adhere smoothly to the walls. Finishing touches such as flowers or candles add to the home's house warming appeal.

- **Kitchens and Bathrooms**

Clear counters, drawers and cabinets of unnecessary items. Clean soap dishes, mirrors, faucets and appliances (inside and out). Store cleaning supplies and hang freshly washed towels. Be conscious of odors caused by dampness, hampers, garbage and various foods.

- **Counters and Cabinets**

Store infrequently used counter-top items to allow a spacious look in the kitchen and bathroom. Keep drawers and cabinets tidy and organized.

- **Garage or Workshop**

Items should be neatly stored in shelving or wall units. Allow appropriate space for the home buyer to visualize their vehicle or workbench. Consider moving excess or over-sized items to mini-storage.

Remember, to be a seller you have to look at your home like a buyer.

Bret Sparks is a freelance writer based in North Hollywood.

Are you thinking about selling your home?

Let Rosemary use her proven expertise to help you get the highest sales price!

Rosemary can give you advice on improvements that will highlight your home's strengths, downplay its weaknesses and appeal to the greatest possible pool of prospective buyers. Although the structure itself is often the deciding factor, many steps must be taken to enhance your home's features and increase the likelihood of it selling faster. Rosemary combines her rich experience with Coldwell Banker Realty's global reach, assuring there are no surprises on the road from listing to kissing your house goodbye.

Innately understanding the finer points of caring for clients with high net worth, and even higher expectations, Rosemary utilizes multimedia print and digital Internet advertising to masterfully unite sellers of the finest homes with quality buyers from across the globe.

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*by the California Legislative Woman's Caucus,
awarded by the California Senate and Assembly*

With over \$100,000,000 in sales in the last 12 months, call on Rosemary to use her proven expertise to help you get the highest sales price



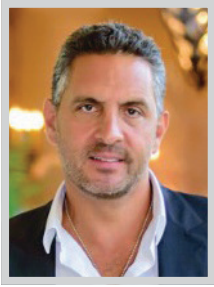
2021 "America's Best"

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LOS ANGELES BUSINESS JOURNAL

Recognized. Respected. Recommended

LOI: RESIDENTIAL REAL ESTATE BROKERS

**MAURICIO UMANSKY**

The Umansky Team
The Agency

Founder and CEO of The Agency, Mauricio Umansky set out to create an industry-disrupting brokerage that would redefine the business of real estate. Since its inception in 2011, The Agency has done that and much more, ranking among the Inc. 5000 list of the fastest-growing private companies in the country for four consecutive years. The firm has expanded to employ more than 700 agents across over 40 offices worldwide. Ranking among the Top 10 agents in the country for seven straight years (according to The Wall Street Journal), Umansky also holds the distinction of selling the most homes in the country priced above \$20 million. He has represented some of the world's most noteworthy properties, including the Playboy Mansion, the first house in L.A. to sell above the \$100 million mark, the Walt Disney Estate, and residences owned by Michael Jackson, Michael Jordan and Prince.

**KONSTANTINE VALISSARAKOS**

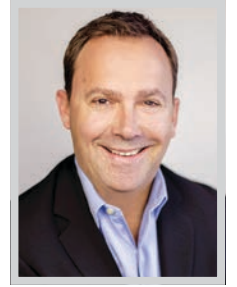
Nourmand & Associates

Hollywood's best kept real estate secret is Konstantine Valissarakos, the city's most under-the-radar agent, producing over \$96 million in sales for the last 12 month period, and whose clientele include notable directors, celebrities, agents, designers and industry producers. Valissarakos is in the top 1% of agents nationwide and has sold over \$1 billion in career sales in real estate. His listings consistently sell for an average of 7.4% more in dollars per square foot than his competition and he consistently sets the bar for large sales in the market he serves. With a 30-year career in real estate, Valissarakos has built a dream-worthy clientele base that are the who's who in Hollywood, such as Gary Oldman and Chris Nolan. Valissarakos is the go-to agent for luxury properties in neighborhoods like Los Feliz, Silver Lake, Beachwood Canyon, and Bronson Canyon.

**BRANDEN and RAYNI WILLIAMS**

The Beverly Hills Estates

Dynamic husband-and-wife real estate team, Branden and Rayni Williams, launched their own brokerage, The Beverly Hills Estates, in 2020 on the Sunset Strip that is the first ever hybrid brokerage-meets-private-members club model for designers, architects, and a select group of elite agents. Unstoppable, the duo also sold over \$500 million in the first half of 2021 with notable sales including the Eli Broad mansion in Malibu for \$52 million. The power couple is currently developing five homes under their development firm, Disco Volante, and was named the #1 Small Team on the West Coast, according to the Wall Street Journal Real Trends 2021. Highly specialized in selling architecturally significant and one-of-a-kind properties in Los Angeles, the couple sold Frank Lloyd Wright's Ennis House in 2019 for \$18 million, setting the record for the most expensive home ever sold by the iconic architect.

**MICHAEL WILLIAMSON**

Sotheby's International Realty

With over 40 years of firsthand real estate experience, Michael Williamson has worked for some of the top agencies in Los Angeles prior to joining Sotheby's International Realty. His experience and innate ability to connect with his clients led him to become a top producer year after year. He serves as executive vice president - Southern California regional manager for Sotheby's International Realty. During his tenure, he has been responsible for 15 offices and over 650 agents that collectively closed over \$4.3 billion in sales volume in 2020, the largest market for Sotheby's International Realty company-owned brokerage in office and agent count. His vast understanding of the real estate industry allows him to effectively train and coach agents to anticipate changes in the market as well as how to best serve their clients.

National Association of Realtors Announces Partnership with 1-800-GOT-JUNK?

Realtors will be able to book discounted service for themselves or on behalf of clients

The National Association of Realtors this month announced a new partnership within the REALTOR Benefits Program. 1-800-GOT-JUNK? will be providing \$50 off full-service junk removal services to all NAR members and their families, in addition to all national, state and local association staff. This new partnership will also allow realtors to extend the benefit to their clients, who can then take advantage of the service at a discounted rate throughout their home sale or purchase process.

According to the REALTOR Benefits Program team, the 2020 RBP member perception survey revealed that members were very interested in pass-through offerings for their clients.

"By teaming up with 1-800-GOT-JUNK?, not only will our members have access to discounts for themselves and family members, but they will be able to easily share discounted, value-added offers with their homebuyers and sellers," said Rhonny Barragan, NAR vice president of strategic alliances.

1-800-GOT-JUNK? provides full-service residential and commercial junk removal services, hauling virtually all non-hazardous materials that can be handled by a two-person team, including mattresses, furniture,

electronics, appliances, televisions and exercise equipment. Based in Vancouver, Canada, the company currently has 160 franchises across Canada, Australia and the U.S.

"Since 1989, 1-800-GOT-JUNK? has provided a critical service in the market, and its seamless, hassle-free junk removal capabilities are in demand today more than they've ever been," said Brian Scudamore, founder & CEO. "At 1-800-GOT-JUNK? we love to be part of our customers' moves by making their junk disappear so they can make their house a home. We are thrilled about this partnership with NAR and our local teams are ready to send junk packing!"

NAR members can use their \$50 benefit when booking services on behalf of their clients or when making their own arrangements.

The REALTOR Benefits Program is the association's official member benefits program, connecting members with savings and unique offers on products and services just for Realtors from roughly three dozen companies recognized as leaders in their respective industries. Learn more at nar.realtor.

The National Association of Realtors is America's largest trade association, representing more than 1.4 million members involved in all aspects of the residential and commercial real estate industries. Learn more at nar.realtor.



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VICTORIA RISKIO

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REAL ESTATE
Compendium of the Residential Real Estate Industry
ALMANAC
2021

326

2021 Real Estate Almanac T3 Sixty, LLC

Highest Average Sales Price By Brokerage

The 20 brokerages among the Mega 1000 with the highest average sales price in 2020 predictably reside in luxury markets. In 2020, Hilton & Hyland (Beverly Hills) stood at the top with an average sales price of \$6.8 million.



⁽¹⁾Company elected not to provide any, or exact, data. Additional research/analysis was used to calculate data.

RICK HILTON & JEFF HYLAND

C O N G R A T U L A T E

O U R A S S O C I A T E S P R O F I L E D I N

L O S A N G E L E S B U S I N E S S J O U R N A L

L E A D E R S O F I N F L U E N C E : R E S I D E N T I A L R E A L E S T A T E A G E N T S

DREW FENTON

LINDA MAY

DAVID KRAMER

MICK PARTRIDGE

JONAH WILSON

CHAD ROGERS

STEPHEN RESNICK

JONATHAN NASH

ZACH GOLDSMITH

BJORN FARRUGIA

ALPHONSO LASCANO

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MARC NOAH

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8 OAKMONT DR | BRENTWOOD
\$10,850,000



1355 BERA PL | PACIFIC PALISADES
\$8,245,000



THE LANDMARK HOMES
Wyse/Morris House, circa 1910

401 OCEAN AVE #1 | SANTA MONICA
\$7,750,000

BJORN FARRUGIA
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10697 SOMMA WAY | BEL-AIR
\$78,000,000



780 TORTUOSO WAY | BEL-AIR
\$47,000,000



9255 SWALLOW DR | HOLLYWOOD HILLS
\$19,500,000



10914 BELLAGIO RD | BEL-AIR
\$10,750,000



427 EL MEDIO AVE | PACIFIC PALISADES
\$7,295,000



1375 N. WETHERLY DR | HOLLYWOOD HILLS
\$6,749,950

DAVID KRAMER
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DRE 00996960

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THE BEDFORD ESTATE

812 & 814 N BEDFORD DR | BEVERLY HILLS
\$33,000,000



JONATHAN NASH
424.230.6088
DRE 01943888

STEPHEN RESNICK & DAVID SOLOMON
310.210.5048
DRE 01241282

DAVID SOLOMON
310.633.4922
DRE 01386405

ANNA SOLOMON
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THE AZRIA ESTATE
HOLMBY HILLS

10250 W SUNSET BLVD | HOLMBY HILLS
\$85,000,000



THE
MANDEVILLE ESTATE
BRENTWOOD

2383 MANDEVILLE CANYON RD | BRENTWOOD
\$19,995,000



SOLD

721 DOLO WAY | BEL-AIR
\$15,995,000



SOLD

940 OAKMONT DR EAST | BRENTWOOD
\$15,995,000

MICK PARTRIDGE
310.990.6425
DRE 02015130



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1201 TOWER GROVE DR | BEVERLY HILLS
 NEWLY PRICED \$49,950,000 | TowerGroveEnglishEstate.com



1024 RIDGEDALE DR | BEVERLY HILLS
 \$35,500,000 | 1024Ridgedale.com



514 CHALETTE DR | BEVERLY HILLS
 \$32,500,000 | 514Chalette.com



1200 CLUB VIEW DR #14N | WILSHIRE CORRIDOR
 CO-LISTED with GUY LEVY | \$6,395,000 | BeverlyWest14N.com

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HILTONHYLAND.COM | LINDAMAY.COM | GUY LEVY DRE 1374536

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HONORED TO BE CHOSEN BY LOS ANGELES BUSINESS JOURNAL
LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE AGENTS 2021

”

DREW FENTON

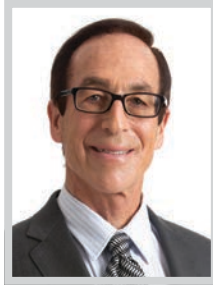
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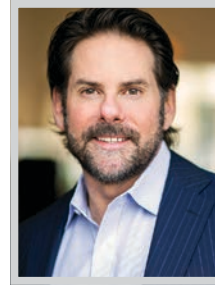
JONAH WILSON
Hilton & Hyland

Born and raised an Angeleno with deep family roots in the entertainment business, Jonah Wilson has consistently operated in the upper reaches of LA's luxury market for the last 30 years. Wilson's clients share his appreciation for highly specialized properties, and most importantly, discretion throughout the process. A testament to Wilson's personal approach is his total absence on social media or self-promotion. Over 90% of his clients are either repeat clients or personal referrals. In the last 12 months alone, Wilson sold an iconic Contemporary in Bel Air for \$27.5 million and a private villa in Beverly Hills for \$13 million, on top of listing The Paul and Jean Trousdale Residence for \$23.5 million.



RON WYNN
Compass

With a 2020 sales volume of \$273 million, it's no surprise that Ron Wynn has been named as one of the top 100 sales associates by The Wall Street Journal for the past 10 years. Wynn was previously among the top 10 agents for Coldwell Banker in the world for over 15 years consecutively, currently holding the number 14 position among all agents for the state of California and #49 among all agents in the United States. With the added support of Compass, he provides a pivotal marketing platform reaching every spectrum of possibility, leaving no stone unturned. Over 70% of Wynn's business is based on referrals from past clients, attorneys, CPAs, and business managers. He has sold over 2,000 homes from Beverly Hills to Pacific Palisades and south to Mar Vista, Culver City, and Venice, providing the same personalized service whether representing an \$800,000 condo or \$10 million estate.



LARRY YOUNG
Berkshire Hathaway HomeServices
California Properties

With 33 years of local experience as a full-time real estate professional, Larry Young of Berkshire Hathaway HomeServices California Properties has the confidence and communication skills to handle the most sensitive real estate matters. Highly energetic and enthusiastic, Young is an expert in residential marketing and promotion. He is committed to complete satisfaction, so his clients receive the highest level of service the industry has to offer. For the past 12 years, he has instructed hundreds of new as well as seasoned agents on ethics and communication. His old-fashioned work ethic, coupled with expertise in sales and customer service, makes him a smart choice for the discerning client seeking an ethical agent.



STEPHANIE YOUNGER
Compass

With a 2020 sales volume of \$353 million, Stephanie Younger's results-driven approach, integrity and honesty have earned her top-producer status, as well as the hard-earned respect of her clients and colleagues. A Los Angeles native and a top real estate agent in the area, Younger has brought a world of experience and vision to her clients throughout her long and successful real estate career. From her professional background in sales, event planning, hospitality, and the arts, she honed exceptional negotiation skills, an eye for detail and style, and an unwavering commitment to customer satisfaction. An alumna of Loyola Marymount University and long-time Westchester resident, she is loyal to the Westside with a commitment to serving the people and communities she knows and loves, especially Westchester, Playa del Rey, Marina del Rey, Playa Vista and the surrounding areas.

NAR Earns Recognition for its National Ad Campaigns

In addition to its That's Who We R campaign proving overwhelmingly effective with consumers in differentiating and distinguishing realtors as members of the National Association of Realtors who are guided by a code of ethics, NAR's advertising campaign has taken home a multitude of award wins this year.

NAR's fair housing campaign work, entitled The Fight for Fair, sought to share with the public the Association's commitment against all forms of discrimination in housing and actions taken, including strengthening member accountability through its code of ethics, expanding training programs with unconscious bias and scenario simulations, in addition to NAR's already robust advocacy work. The campaign's work puts a stake in the ground and celebrates NAR's commitment to fair housing – a core differentiator of working with a realtor.

The Fight for Fair won Gold in the real estate category at the Shorty Awards, which honors top content creators and producers on social media. It also won two BrandSmart awards from the American Marketing Association, a Gold for Cause Marketing and the Grand Champion Award, recognizing NAR as having the most outstanding entry among all of the individual category winners. In addition, The Fight for Fair won a Gold Stevie Award for Marketing Campaign of the Year in the real estate category from the American Business Awards, and won Silver from the American Advertising Awards Chicago Chapter.

"The widespread recognition that NAR's



consumer advertising campaign continues to receive is a testament to the work authentically reflecting our members' tireless work in partnership with their clients and consumers across America," said Victoria Gillespie, NAR's chief marketing and communications officer. "Realtors abide by a strict code of ethics and fair housing is a key tenet of our code. The Fight for Fair acknowledges the unfortunate reality we continue to face in this country as we strive to ensure the American Dream of property ownership is accessible to everyone."

The ad campaign was also recognized for The Battle Home, an exhibition in Kan-

sas City's Union Station that contributed to NAR's larger That's Who We R campaign and branding efforts. In constructing the installation, NAR partnered with Havas Chicago and Veterans Community Project, an organization battling veteran homelessness in Kansas City, Missouri that was co-founded by a member of NAR.

Built in the footprint of a tiny home, the unique installation used military colors and special building materials to pay homage to veterans and bring the very real issue of homeless veterans to the forefront. Custom bricks were produced using sleeping bags, and QR codes placed around the structure allowed

"The widespread recognition that NAR's consumer advertising campaign continues to receive is a testament to the work authentically reflecting our members' tireless work in partnership with their clients and consumers across America."

visitors to watch a series of short videos, which told accounts of 11 homeless veterans' journeys from living on the streets to living in the VCP tiny home village.

The Battle Home earned a Bronze Cube from the One Club for Creativity's ADC Annual Awards and a Gold award from the American Advertising Awards District level in the category «Out-of-Home & Ambient — Corporate Social Responsibility.» It also claimed two Silver awards from the American Advertising Awards Chicago Chapter for "Out-Of-Home & Ambient — Corporate Social Responsibility" and "Out-Of-Home & Ambient — Single Installation."