

# 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 agents 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 many 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

**A**ram Afshar of the Aram Afshar Team, a Coldwell Banker global luxury property specialist affiliated with the Beverly Hills office of Coldwell Banker Realty, ranked number six 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 achieving over \$67 in closed sales volume in 2020.

**ARI AFSHAR**

VOYAGE Real Estate  
Compass

**A**ri Afshar is founder and CEO of VOYAGE Real Estate. He is a Beverly Hills native with the keen sense and network to find his clients the right deal at the right time. Afshar's candor guides client dilemmas into creative solutions. He is a man obsessed with connecting people to what they want. With a masterful control of communication and savviness in flexing business acumen and social networks at the optimal time, Afshar is a real estate force to serve the community he calls home. Following a banner 2021 year with over \$260 million in sales volume, VOYAGE Real Estate continues to expand its international network by partnering with the London Broker to allow its clients to transact and find properties overseas. VOYAGE has represented some of the most beautiful homes in Los Angeles, including 924 N. Hillcrest Rd., Beverly Hills, which sold for \$21,450,000.

**ROSEMARY ALLISON**

Coldwell Banker Realty

**R**osemary Allision, a Coldwell Banker Global luxury property specialist, is affiliated with the Westlake Village Regional office, and was ranked number four based on gross commission income for 2020 among sales associates throughout Los Angeles County Coldwell Banker Realty. She ranked number 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 her Best Real Estate Agent, and she was recognized as Woman of the Year for Assembly District 44, which encompasses over 400,000 residents.

**JOSH ALTMAN and MATT ALTMAN**

The Altman Brothers  
Douglas Elliman Realty

**H**aving sold over \$1.46 billion in 2021 and over \$5.5 billion in their careers, Josh and Matt Altman, The Altman Brothers, are constantly shattering records and taking the game to the next level. Specializing 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 notable sales include the highest sale in the history of Brentwood for \$65 million; the Gene Simmons estate on Benedict Canyon, representing both the buyer and seller for \$16.5 million; Super Bowl Champion Los Angeles Rams Coach Sean McVay's Hidden Hills estate for \$14,005,000; and Resident Evil star Mila Jovovich's Beverly Hills compound for \$13,400,000. The Altman Brothers are currently selling Calvin Harris's Beverly Hills compound for \$25 million and "The House that Full House Built," the Cielo estate owned by Full House creator Jeff Franklin for \$69,995,000.

**CINDY AMBUEHL**

Compass

**C**indy Ambuehl is arguably LA's most sought-after real estate professional, 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 (and her 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. She maintains an extensive knowledge of the area's most coveted luxury communities. Over the last year, Ambuehl racked up upwards of \$370 million in sales and saw \$100 million in closed sales in Q1 of 2022. Among her notable deals was 1529 Amalfi Drive, which sold for \$21 million.

**SANTIAGO ARANA**

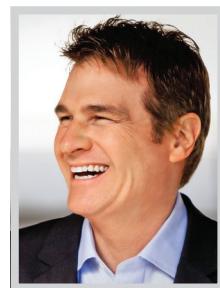
The Agency

**A**lways focused on giving back, real estate professional Santiago Arana is involved in philanthropic work throughout the community, including Giveback Homes and Habitat for Humanity. Arana is also supporting Synergy School, an organization that strives to provide children across South America with the tools they need to develop a successful future. As a native of Bolivia and father to two boys, this cause is near and dear to his heart, reinforcing the vision that regardless of origin, creed, or social condition, education is a basic human right, essential for the wellbeing of all. Located in Santa Ines, a village in Guatemala, Synergy School has grown from 28 students and five teachers to 300 students and 25 teachers. With support from tireless advocates such as Arana, the school aims to train 10,000 teachers by 2028.

**LORI BERRIS**

Sotheby's International Realty

**W**ith over 30 years of experience as a Beverly Hills real estate agent, Lori Berris serves an elite clientele across the Westside from Beverly Hills to Malibu. A luxury property expert, Berris serves the discriminating needs of real estate buyers and sellers focusing on Beverly Hills, Holmby Hills, Century City, the Wilshire Corridor, Brentwood, and Malibu. At Sotheby's International Realty – Beverly Hills Brokerage, Berris is one of the brokerage's top agents, continually earning distinction. In 2020, she was one of the top three performing agents at Sotheby's International Realty – Beverly Hills Brokerage, and in the top 1% nationwide. She has discreetly represented clients involved in hundreds of millions of dollars in transactions.

**ERNIE CARSWELL**

Douglas Elliman Realty

**F**ounder 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. Carswell has more than 30 years of experience in the business, and in last 12 months did over \$444 million in sales volume with 161 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 big sales and celebrity sales this year, according to the media. He is currently listing Johnny Depp's former penthouse condo in the iconic East Columbia building downtown; and he sold the USC President's Estate in San Marino for a record-breaking neighborhood price of \$25 million.

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**DENNIS CHERNOV**

The Agency

Dennis Chernov of The Agency is a trailblazing networker. He belongs to every real estate board and is a reciprocal member for the associations, the NAR and numerous real estate team building groups with varied mentorships programs. He has a strong philanthropic side as well. Contributions have been made to local schools such as Carpenter School District, Hesby Oaks, Giveback Homes, Campbell Hall, Business for Social Good, American Cancer Society and several other charities to ensure that he and his team share goodwill as often as possible. With accessibility as one of his strong suits, he makes sure that he is available to all those that may need his services, guidance and expertise in the real estate realm and beyond for their families.

**CHRIS CORTAZZO**

Compass

Chris Cortazzo is a real estate icon. His name is synonymous with Malibu, and he is a rare breed of real estate agent actually born and raised there. When Cortazzo speaks about his beloved hometown, you don't just hear the passion in his voice – you sense it at the soul level. It's one of the many reasons why countless celebrities and high-profile business leaders continue to seek him out for real estate representation. With over \$8 billion in career sales (including more than \$1 billion last year alone), knowledge, passion, discretion, and integrity have been the undercurrents of his real estate business for over 28 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.

**BARRY DANTAGNAN**

Coldwell Banker Realty

For over 30 years, accomplished Sherman Oaks real estate agent Barry Dantagnan's business model has never wavered. With knowledge, honesty, and effective communication as guiding principles, Dantagnan has served countless buyers and sellers in the San Fernando Valley along with Studio City, Encino, and Tarzana real estate who regularly refer him to their family and friends. He has been honored with innumerable awards and holds steady as a top agent, but his true reward is the strong, personal bond he establishes with each client and the pride he takes in helping them achieve their real estate goals. As a certified Global Luxury Property Specialist, Dantagnan is part of a select group of agents with a proven track record in the marketing and sale of luxury properties. Impactful marketing, combined with Dantagnan's competitive pricing strategies and tenacious negotiation, consistently secures top return on investment for sellers.

**SANDRO DAZZAN**

The Agency

Known for his intimate local knowledge, easygoing nature and strong grasp of technology, Dazzan is a skilled negotiator and natural networker, constantly meeting new people in and around Malibu, which often leads to new listing opportunities. Dazzan's clients directly benefit from his level of involvement in, and passion for, the Malibu community, along with his ever-expanding professional network. An animal lover, Dazzan is also actively involved with the Humane Society. He was treasurer of the Malibu Association of Realtors for ten years and served on the board of directors for the MLS for five years.

**IRENE DAZZAN-PALMER**

The Agency

Irene Dazzan-Palmer brings her sterling reputation, 30 years of real estate experience and over \$5 billion in career sales to The Agency Malibu team. One of the foremost industry leaders in Southern California and the nation, Dazzan-Palmer has been recognized with numerous Top Producer and Top Listing awards throughout her career. Prior to joining The Agency, Dazzan-Palmer was the #1 agent at Coldwell Banker's Malibu Colony office for nearly 20 years, and the #1 agent in 2019 for all of Coldwell Banker Malibu. She originally moved to Malibu in her 20s with only an untested real estate license, selling one million dollars-worth of property in her first year and moving up the ranks to become the top salesperson at her firm in under five years. Three decades later, she remains an authority on luxury real estate, offering a blend of marketing strategy, negotiating skills and knowledge of the market.

**FREDRIK EKLUND**The Eklund | Gomes Team  
Douglas Elliman Realty

With his trademark high kick, his record-breaking sales, and his truly expansive vision, Fredrik Eklund is a real estate industry phenomenon. As the founder of the 92 member strong Eklund | Gomes Team, Eklund and his business partner, John Gomes have secured more than \$4.5 billion in transactions for 2021. His flair for dynamic marketing and ability to attract the industry's most creative, high-profile, successful agents means that Southern California's luxury marketplace will now experience first-hand his determination, sometimes obsession, to get the highest price in the shortest amount of time – an attitude and practice that has earned him lifelong client relationships. With his recent team expansion into Orange County, Eklund | Gomes produced a record-breaking sale in San Clemente for \$34 million shortly after launch and in Los Angeles, have set the record for the most expensive condo sold in 2022 thus far at \$17.5 million.

**JILL EPSTEIN**

Nourmand &amp; Associates

Jill Epstein has been selling homes in Los Angeles for more than 30 years with the utmost display of honesty, confidentiality, and professionalism. Born and raised in LA, she knows all of the city's most coveted neighborhoods, including Beverly Hills, Bel Air, Holmby Hills, Little Holmby, Brentwood, Santa Monica and Venice. Her continued success comes from her familiarity with the variety of communities that make up LA. Matching her area knowledge to her clients' desires, Epstein prides herself on going above and beyond what you might expect from your usual real estate transaction process. Epstein has been with Nourmand & Associates since it was founded in 1976 and has been an integral part in its development and expansion as always one of the top producers, closing close to \$60 million in transactions in 2021 alone. She is committed to putting clients first, with honesty and professionalism.

**THE FEIL GROUP**Berkshire Hathaway HomeServices  
California Properties

The Feil Group's extensive expertise in real estate investment and development has also proven to be a critical asset to their clients on both the buying and selling side of transactions. The Feil Group are leading the charge as not only Top 10 producing Agents in Los Angeles but were recently awarded by Berkshire Hathaway among the top 25 agents in the world, out of nearly 60,000 agents. This is the fourth consecutive year the Feil Group has been ranked in the top 1% in the nation. They are also the #1 producing agents at the #1 office in Pacific Palisades. The Feil Group is a guiding force as the new wave of elite agents leading Berkshire Hathaway. The Feil Group is a team of proven professionals that provide their clients with step-by-step guidance and constant communication, making the buying or selling process a seamless transaction.

## LOI: RESIDENTIAL REAL ESTATE BROKERS

**DREW FENTON**

Hilton &amp; Hyland Real Estate

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 2022. In the last 12 months, Fenton sold the “The Belagio Estate” in Bel Air for \$52 million, and the Hearst Estate for \$63.1 million.

**JOSH FLAGG**

Douglas Elliman Realty

One of the top luxury brokers in the country and the O.G. star of BRAVO's “Million Dollar Listing Los Angeles,” Josh Flagg made a big splash in 2021 when he joined Douglas Elliman. With more than 17 years of real estate experience, Flagg's sales volume for 2021 crossed \$400 million, pushing his total career sales well over two billion dollars. He is consistently ranked among the top real estate agents, and his clients include billionaires and celebrities alike. Flagg's sales from the past 12 months include the John Beyers' Pacific Palisades estate, 1650 Amalfi Drive for \$13.75 million; 938 North Alpine Drive, which Flagg sold twice in the past 12 months; 315 North Saltair Road for \$11.5 million; a record-breaking sale in Cheviot Hills for \$11 million; Jeff Gaspin, former chairman of NBC's home – 12625 Homewood Way for \$9.4 million; and 1640 Loma Vista Drive for \$9.4 million.

**STEVE FRANKEL**

Coldwell Banker Realty

Steve Frankel is one of the most successful realtors in the nation with \$2 billion in residential sales over a distinguished 25-year career. An award-winning, top-producing agent at Coldwell Banker's Beverly Hills North office, Frankel is consistently ranked in the top 1% of agents locally, nationally and internationally. He has represented some of the most prominent residents and public figures of Los Angeles in the sale and purchase of their luxury homes and fine estates; with record-breaking sales spanning Beverly Hills, Bel Air, Beverly Park, the Hollywood Hills and the entire Westside. His clients value his discretion, reliable perspective and market expertise. They appreciate and value his dedication to finding creative solutions that make each transaction come together with a positive result. His vast knowledge of architecture and design and his keen understanding of industry trends has allowed Frankel to be an invaluable asset to his clients.

**TOMER FRIDMAN**The Fridman Group  
Compass

With over \$5 billion in career sales, and breaking the \$600 million mark for closed sales in a single year, Tomer Fridman has broken records for land sales in Los Angeles, price per square foot in Calabasas, highest price sales in San Fernando Valley, and has sold three of the five highest price sales of 2022 to date. The Fridman Group specializes in the exclusive representation of luxury properties, celebrity homes, land and development opportunities, and architecturally significant properties across Los Angeles and the world. A celebrity and luxury real estate expert, Fridman and team continue to set records by selling pedigree properties across Los Angeles. With years of unparalleled expertise, global marketing strategy, detailed attention to pedigree estates, high-profile clientele, bespoke projects and lifetime homes around the world, Fridman's estimable business is built on timeless sophistication and renowned knowledge.

**CARL GAMBINO**

Compass

With more than \$1 billion in sales to date and \$330 million in transactions this year, Carl Gambino has gained widespread notoriety as one of LA's top producers, providing high-net-worth clients with expertise and discretion to navigate their real estate needs. He's a record-breaking agent, holding the highest market sales in Encino's history and Miami's Fisher Island's highest per square foot sale with his recent business expansion. Gambino utilizes his hands-on business approach in the four high-end markets of California, Florida, New York and the Hamptons. Through the representation of top-tier properties and elite clientele, Gambino has doubled his sales volume year over year in the real estate industry, even breaking his own record in Encino with two of the highest sales in Encino history at \$15.2 million and \$20 million. Most recently, he set a record price per square foot with a \$21.25 million sale on Fisher Island.

**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 she has also been a licensed attorney in six states, serving as counsel for the Trump Taj Mahal, Tropicana Casino-Resort in Atlantic City and the Aramark Corporation. Glass has achieved many area record breaking sales in Beverly Hills Post Office, Bel Air, Westwood, Sunset Strip/Hollywood Hills, Brentwood, Palisades, and Cheviot Hills. Glass' total 2021 sales volume exceeded \$488 million. She has also surpassed a lifetime sales volume of more than \$2.5 billion. She was ranked as the #1 Compass agent in Beverly Hills, BHPO, Bel Air, Sunset Strip for 2022 and has brokered the most home and land sales of any LA agent in La Quinta's prestigious Madison Club, including the sale of 53246 Ross Ave. in La Quinta (sold for a record-setting \$17.55 million).

**NEYSHIA GO**

Sotheby's International Realty

In the last three years alone, Neyshia Go has listed and sold over \$250 million in real estate spanning over the greater Los Angeles area and has earned the designation of vice president at Aaron Kirman Partners which produces over \$550 million annually and is ranked fifth in the nation as one of the elite real estate teams. As of 2020, Go is on track to close \$100 million in sales volume, year-to-date. In the realm of real estate, her work ethic and determination motivate her to yield outstanding results and work tirelessly in order 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 clients includes multi-platinum recording artists and producers, Oscar-winning actors, professional athletes, captains of industry and heads of state.

**ZACH GOLDSMITH**

Hilton &amp; Hyland Real Estate

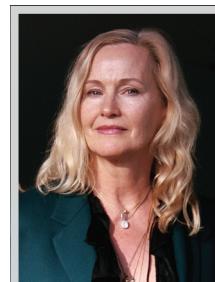
Since joining Hilton & Hyland in 2007, Zach Goldsmith has consistently been named among the top ten power agents for completing some of the largest sales in Los Angeles. With a strong focus on his clients' complete and total anonymity, many sales will not show up on the public's radar, but Goldsmith specializes in the “full service” and protection of high-net-worth individuals, Fortune 500 CEOs and influential celebrities alike. With a love of real estate history, architecture and negotiation, Goldsmith's lifetime experience with deep family ties to the business accompanied by his optimistic outlook and comedic energy enables him to keep things calm and on track in the sometimes-dark trenches of a deal, giving him a unique and exciting, competitive edge. In the past 12 months, he has represented some of the most highly regarded properties in Los Angeles, including the iconic “The Enchanted Hill” for \$64.9 million.

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

The duo of Jon Grauman and Adam Rosenfeld proudly represent a wide variety of properties at varying price points. They focus on providing exceptional service, building trust and operating with a culture of integrity. In addition to their excellence in selling properties, the team is involved with Giveback Homes to support The Agency's mission of creating social change by helping to build homes for deserving families across the globe. 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. 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.



**ELISABETH HALSTED**  
Berkshire Hathaway HomeServices  
California Properties

Elisabeth Halsted is a natural facilitator with an international clientele and extensive knowledge of the most interesting real estate properties on the prestigious West Side. Refreshingly calm and practical, she thrives on successfully matching individuals with properties that enhance their distinctive lifestyles and financial goals. She has a passion for architecture, a gift for assessing a clients' needs, and a penchant for thinking outside the box. Recent sales include film director Taika Waititi's Studio City home; Amber Valetta's Pacific Palisades home; and the property of Judd Apatow and Leslie Mann. Also, as part of Berkshire Hathaway HomeServices California Properties, Halsted is part of The Charitable Foundation, the brokerage's non-profit effort devoted to raising funds and utilizing agent commissions towards various causes both locally and nationally.



**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, quickly rising to become one of the top luxury realtors in the country, recognized on the prestigious RealTrends "The Thousand" list. Additionally, he has closed \$200 million in sales in 2021, including a record-breaking sale in Montecito. 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.



**JAMES HECKENBERG**  
Rodeo Realty, Inc.

With a sales volume in 2021 of \$227.4 million, Jimmy Heckenberg is well recognized in Beverly Hills and the entire Westside for his top producing Heckenberg Realty Group Sales Team. Whether you are a first-time home buyer, existing home buyer or investor, Heckenberg helps to make the buying and selling of real estate as cost effective as possible while maintaining the highest level of service. Heckenberg and his wife Cara reside in Brentwood with their children Greysen and Charli. Heckenberg is a family man who understands more than just the current needs of a client. He also anticipates future needs as well. As an avid golfer, athlete and philanthropist, Heckenberg brings his competitive enthusiasm to his business career. He is also very active in his community, and sits on the board of multiple non-profit organizations. He is also passionate about supporting a number of philanthropic causes.



**JULIETTE HOHNEN**  
Douglas Elliman Realty

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 16 years' experience as a realtor and over \$1 billion in sales, Hohnen not only has a proven track record of success, but also repeat clients who sing her praises. This past year, her top sale was closing a \$31 million property. Her sales volume exceeds over \$175 million in the past 12 months and half of the homes sold in last six months have been off-market transactions.



**GREG HOLCOMB and TIM DURKOVIC**  
The Holcomb + Durkovic Group  
Douglas Elliman Realty

The Holcomb + Durkovic Group is a visionary real estate team serving homebuyers and sellers throughout the Los Angeles area. Founded by Greg Holcomb and Tim Durkovic, the team brings over 30 years combined experience, over \$500 million in career sales volume, and an exclusive network of agents, designers, business managers and a clientele that spans the globe. As trusted real estate advisors, the Holcomb Durkovic Group generates value for clients through honest, actionable guidance. Their expertise embraces both the form and function of real estate: art, architecture and design. Captivating, editorial-style marketing. Strategic negotiations and market analysis. All combined in a comprehensive, concierge approach that puts the clients' needs and goals first. The Holcomb + Durkovic Group has had over \$110 million in volume in the past 12 months including notable properties such "The Experimental House" (6009 Rodgerton Dr.) located under the iconic Hollywood sign in Beachwood Canyon.



**SALLY FORSTER JONES**  
Sally Forster Jones Group  
Compass

The numerous accolades received by Sally Forster Jones include most recently being named among Variety's Showbiz Real Estate Elite, her appearance on Los Angeles Business Journal's LA500 list of the city's most influential people for the fifth year in a row, The Hollywood Reporter's Top 30 Real Estate Agents, and continued appearance on RealTrend's "The Thousand" list where the Sally Forster Jones Group ranked as a top-ten large team in the nation, awarded in 2021. The team achieved over \$737 million in closed sales in 2021, bringing her career sales to more than \$9.5 billion and 6,000 transactions closed. In 2021, Sally Forster Jones Group listed and sold the former homes of Judy Garland and Shaquille O'Neill. Additional notable 2021 sales include 1047 Bundy Drive (\$43 million list); 1471 Forest Knoll Drive (\$26.5 million list); 1201 Laurel Way (\$23 million off-market); and 1150 Channel Drive (\$23.8 million list).



**BRAD KEYES**  
Keyes Real Estate

Brad Keyes is a dealmaker and skilled negotiator who brings energy, passion, and enthusiasm for all things real estate. Brad Keyes is a dealmaker and skilled negotiator who brings energy, passion, and enthusiasm for all things real estate. With over 13 years of experience as a real estate broker and real estate attorney, Keyes is uniquely qualified to handle the broad spectrum of real estate attorney, Keyes is uniquely qualified to handle the broad spectrum of real estate transactions across all asset classes. He strives to view his deal from multiple perspectives and angles, allowing him to alleviate the stress of buying and selling by anticipating and resolving issues before they arise. A self-driven entrepreneur and a trusted advisor in over \$1 billion of residential and commercial real estate transactions, Brad builds lifelong relationships with his clients and colleagues alike with honest and direct approach. His closed sales volume for 2021 was \$114 million, and in the past 12 months, he has closed approximately \$135 million in sales.

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**AARON KIRMAN**

Aaron Kirman Group  
Compass

**A**aron Kirman is president of the International Estates Division at Compass and founder, CEO and techpreneur of the eponymously named Aaron Kirman Group, which includes a team of over 150. Kirman currently represents the largest market share of luxury listings in the country with over \$2.2 billion in active luxury inventory, and with over \$1.2 billion in sales for 2021. With \$9 billion in personal career sales, and \$15 billion in team sales, Kirman represents the finest estates across the globe and is sought after by the most discerning clients, including titans of industry, celebrities, royal families, major lending institutions and foreign investors. Kirman's black book rolodex of billionaires, along with his vast knowledge and expertise in selling exclusive properties, have helped him to produce some of the highest prices in Beverly Hills, Bel Air, Hollywood Hills, Santa Monica, and Malibu.

**CRAIG KNIZEK**

The Agency

**C**raig Knizek is a multi-faceted real estate entrepreneur. He currently serves as managing partner for the Sherman Oaks, Studio City and Calabasas offices. He has been named among the top 250 brokers in the United States for the past three years. He also founded Prescott Properties, a real estate design/development company that renovates and builds spec homes. 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 hit series "Mad About You" and as the original associate producer of "The Simpsons," he negotiated deals and schedules with high-ranking studio executives, talent agents, managers and attorneys throughout the entertainment industry. He's proud to be able to translate his skill set as a realtor to helping his colleagues from the entertainment industry. His sales volume in 2021 alone was more than \$163.3 million.

**JOHN KOSTREY**

Nourmand & Associates

**B**efore embarking on a real estate career, John Kostrey was a media and entertainment lawyer at two top Los Angeles law firms – Davis Wright Tremaine and Christensen Glaser Fink Jacobs Weil & Shapiro. He holds a law degree from USC and a bachelor's degree from Northwestern University. Because of his education, training, and work experience, Kostrey is uniquely equipped to serve his clients with the highest level of real estate knowledge, expertise, organizational skills and negotiating strength. With nearly 10 years of real estate experience and more than 100 closed transactions in Los Angeles, his experience and expertise make him well-equipped to handle any market conditions. While the majority of his transactions are in Hancock Park, Windsor Square and Larchmont Village, each year he successfully represents clients throughout Los Angeles County. He has successfully guided his clients in closing close to \$80 million in transactions in 2021 alone.

**DAVID KRAMER**

David Kramer Group  
Hilton & Hyland Real Estate

**D**avid 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. 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 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 \$25 million sale of 800 Tortuoso Way and is currently holding \$80 million of listings on Tortuoso Way in Bel-Air and the \$98.5 million Rancho Santa Fe listing at 16401 Calle Feliz.

**ALPHONSO LASCANO and  
BJORN FARRUGIA**

Team Bjorn & Alphonso  
Hilton & Hyland Real Estate

**B**jorn 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 sellers' 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. In the past 12 months, they have completed a number of elite luxury real estate sales, including that of Pacific Palisades' 550 Spoleto Dr. for \$14,35 million, 210 N Rockingham Ave. for \$16.645 million and 12719 San Vicente Blvd. for \$17.288 million. They currently hold several high-end listings including a pair of Santa Monica beachside luxury condos at 401 Ocean Ave. for just above \$7 million and 531 11th St. in Santa Monica at \$7.995 million.

**ERIC LAVEY**

Sotheby's International Realty

**R**ated 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 one 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. Because of his achievements and reputation among his peers, Lavey was hand selected to represent Los Angeles within Sotheby's International Realty, known as "Market Leaders," a select group of the top 50 agents across North America. He has also been named among Hollywood's Top 30 Real Estate agents by The Hollywood Reporter and the Showbiz Real Estate Elite List by Variety.

**BEN LEE**

Coldwell Banker Realty

**B**en Lee, a Coldwell Banker global luxury property specialist affiliated with the Beverly Hills office of Coldwell Banker Realty, has been 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.

**J**ordana 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 agents in the United States. Her 2021 sales exceeded \$392 million. Her negotiating skills and her unparalleled attention to detail have ensured her success since she began real estate over 20 years ago. Leigh possesses an unmistakable combination of unbridled energy and enthusiasm coupled with an uncompromising need for perfection that has propelled her to the top of her profession.

## LOI: RESIDENTIAL REAL ESTATE BROKERS



**ADI LIVYATAN**  
Rodeo Realty, Inc.

Adi Livyatan is a luxury home specialist located in Southern California. She is also known for being the new construction specialist of Encino. Recognized by "Who's Who in Luxury Real Estate," she is one of the country's top realtors and one of the most accomplished and respected agents in Southern California. With \$289,122,425 in sales recorded in 2021, Livyatan is in the top 1% of all agents nationwide. She was ranked #64 in the nation against 1.3 million other real estate agents on the REAL Trends List of 2020 and was also ranked #64 in the Nation and #28 in California. She also serves as a board member for the IAC (Israeli American Council) using her platform for women's empowerment in business. Some of her significant transactions include 3904 Valley Meadow Rd. in Encino for \$14.1 million and 4021 Royal Oak Place in Encino for \$14 million.



**CHAD LUND**  
Douglas Elliman Realty

Chad Lund has risen to the top of the residential sales industry, distinguishing himself both locally and nationally. He has closed in on sales upwards of 1,000 properties throughout the Westside, in a variety of neighborhoods working with a wide range of product types. With over 22 years in residential real estate, Lund is able to lean on past experiences to apply to the "everyday" negotiations to the "just when you thought you've seen it all" negotiations which gives him the ability to dig deep and naturally make deals happen. 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 alike.



**ROCHELLE MAIZE**  
Nourmand & Associates

Rochelle Maize, the executive director of the luxury estates division at Nourmand & Associates, is one of the most innovative and successful agents in the Los Angeles real estate market. Maize is also Hollywood entertainment elite's go-to agent. This year, she was trusted to represent Hollywood legend Kirk Douglas' \$7.5 million Hollywood estate. With Maize's connections and marketing techniques, the listing generated over 568 million media impressions and sold \$1.5 million over the asking price. Another example of Maize's innovative approach to selling real estate is realizing the untapped potential of real estate in the Metaverse. Maize approached Metaverse developer LEDY for a never-been-done-before campaign for her \$9.4 million Beverly Hills property (607 N. Arden) with an option for buyers of the actual property to also purchase virtual land and replica property in Decentraland, considered the Beverly Hills of the Metaverse, for an additional \$100,000. The campaign worked.



**JUSTIN MANDILE**  
Sotheby's International Realty

Born in Beverly Hills, Justin Mandile attended The Buckley School and grew up in real estate. His career started in 2004 when he joined his father, Drew Mandile and partner Brooke Knapp to create The Mandile Knapp Group. Together they sold over \$1 billion in prime, luxury homes located in Beverly Hills and the Westside. Since then, Justin Mandile remains a top producing agent with over 20 years of experience representing high profile clients. As a result, he understands the value of great service, insider market knowledge, and the art of deal making with the greatest discretion. With nearly \$2 billion of residential real estate sales under his belt, Mandile offers a wealth of value to his clients.



**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 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. Manning is involved with the Cystic Fibrosis Foundation and several animal rescue charities within the Sherman Oaks/Los Angeles Greater area. He also contributes to the Charitable Foundation, Berkshire Hathaway HomeServices California Properties' non-profit.



**LINDA MAY**  
Hilton & Hyland Real Estate

Linda May has amassed over \$4 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. 2022 is already revealing as a banner year, as May continues to set and break records across the city. Of May's impressive closings this year, her crowning achievements were the sale of "The Bellagio Estate" (\$52 million), the highest 2022 Los Angeles sale, in addition to "The Faring Estate" (\$49.5 million), 1024 Ridgedale Dr. (\$31 million), and "The Hearst Estate" (63.1 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, including 1201 Tower Grove (\$42.5 million) and an Oscar Shamamian estate in Bel-Air (\$38 million).



**JANICE McGLASHAN**  
The McGlashan Group  
Coldwell Banker Realty

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.



**JADE MILLS**  
Coldwell Banker Realty

International luxury ambassador Jade Mills, Beverly Hills' 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, surpassing an astounding \$6 billion in career sales. In the last three years, she 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 \$119.75 million, and The Playboy Mansion for \$100 million. She is currently a board member of the Beverly Hills Chamber of Commerce and is on the Board of Governors at Cedars-Sinai.

## LOI: RESIDENTIAL REAL ESTATE BROKERS

**SUSAN MONUS**

Coldwell Banker Realty

There are Malibu real estate agents, and then there is Susan Monus. With over 500 homes sold locally, she is an ambassador of luxury living, opening doors every day for leaders in business, politics, sports and entertainment. As a member of the Coldwell Banker International Luxury Alliance, she is able to offer her clients the highest level of service and support. This small group of approximately 70 agents work in concert locally and internationally to market homes to the highest level of clientele. In 2021, Monus earned the distinction of being Coldwell Banker Realty's number one agent at the Malibu office and the number five agent in Greater Los Angeles. As one of Coldwell Banker Realty's most successful realtors, she has been on the Top 100 list yearly (out of 4000) since 1995 for Coldwell Banker Realty agents in Southern California and is also top 1% internationally for sales.

**STEVEN MORITZ**

Sotheby's International Realty

Over the course of his 25+ year career, Steven Moritz has been fortunate to receive many industry awards as well as annual recognition for his sales performance. He is proud to be among the top 1% of California real estate agents every year since 1992 and for the past 15 years, he's consistently been a member of the California Top 100. He has helped more than 500 families find the home of their dreams. Moritz was recently recognized as one of the Top 25 Sotheby's International Realty agents in the United States based on Closed Transaction Volume. He has been working in the Westside his entire career and almost every day he sees someone that he helped find a home. He loves hearing what they're doing with the property and that they're happy or that they've outgrown the home and want his help with their next purchase.

**COOPER MOUNT**

The Agency

Representing buyers and sellers of luxury coastal real estate across L.A.'s Westside, Cooper Mount brings passion, discretion, and an unparalleled grasp of Malibu and its neighboring coastal communities to The Agency. A Malibu native, Mount's breadth of local knowledge, paired with his strong negotiating skills and relationships with builders, developers, buyers and sellers across L.A. have proven invaluable in real estate. He joins The Agency from Coldwell Banker Malibu Colony, where he served on the #1 team in the area. Previously, Cooper worked in commercials and endorsements at one of the nation's top talent agencies, WME, helping to build partnerships with national brands for the agency's roster of talent. This helped hone his attention to detail and ability to negotiate even the most complex deals from start to finish, traits which have carried over seamlessly to real estate. His 2021 sales volume was more than \$187 million.

**MARC NOAH and KYLE DORDICK**Team Marc Noah  
Hilton & Hyland Real Estate

Los Angeles natives known among 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 unparalleled 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 an unstoppable tandem. In the past 12 months, Noah and Dordick have been no stranger to high-profile sales, like representing the buyer of the \$29,850,226 "The Point" in Brentwood, selling the Napoli House in Pacific Palisades for \$25 million and selling comedian Ron White's Summitridge estate for \$4.775 million.

**MICHAEL NOURMAND**

Nourmand &amp; 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 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 over \$100 million in 2021 alone. He represents high net worth clients including many in the entertainment industry as well as prominent businesspeople. He has served as past director of the Beverly Hills Greater Los Angeles Association of Realtors and the California Association of Realtors.

**MYRA NOURMAND**

Nourmand &amp; 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 when males dominated the industry and 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 \$1 billion in sales. In 2021 alone she sold over \$134 million. She commands the real estate industry with business savvy and an extensive knowledge of the LA real estate scene. Many of 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. She recently closed the highest sale in the Southwest Beverly Hills and the second highest in the history of the neighborhood.

**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 1,060 transactions totaling in excess of over 4.14 billion dollars, Offer is uniquely qualified to provide the finest representation in the industry. He was the number two producing agent in the United States in 2021 out of approximately 50,000 Berkshire Hathaway agents. In addition to contributions and support for charitable, non-profit organizations within the community, Offer contributes to Berkshire Hathaway's The Charitable Foundation (Los Angeles Chapter to support Los Angeles County charities) on a regular basis.

**TAMI PARDEE**

Pardee Properties

Founder and CEO of Pardee Properties, Tami Pardee has established dramatic new standards of success in real estate. She is the creator of a cutting-edge concierge brokerage model, using specialized teams to create life-changing client experiences in buying and selling homes. Since its inception in 2005, Pardee has sold over \$6 billion worth of residential and commercial real estate across California. Ranked as one of the top 10 real estate agents in California since 2008, Pardee has represented A-list celebrities and tech industry pioneers, as well as advised some of the world's most renowned architects in their developments, including Frank Gehry and Marmol Radziner. In the previous 12 months, she has sold \$644,063,357 on 310 units. Notable sales include a double lot compound in Venice for \$7.2 million, an ocean front property in Venice for \$7.15 million, and a commercial building in Culver City for \$7.2 million.

## LOI: RESIDENTIAL REAL ESTATE BROKERS

**DAVID PARNES and JAMES HARRIS**

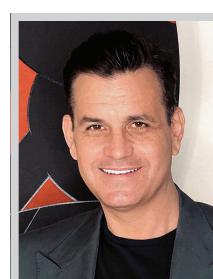
Bond Street Partners  
The Agency

Originally from London, England, David Parnes and James Harris have established themselves as two of the top agents serving the Los Angeles luxury market. 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, resulting in the sale of over \$1 billion dollars' worth of real estate since 2016. The partners have also set numerous records including the highest sale in history in Los Angeles County, the highest sale in history in Holmby Hills and the highest sale in history in Beverly Hills.



**MICK PARTRIDGE**  
Hilton & Hyland Real Estate

During the past 12 months, Mick Partridge continues to firmly cement his position among LA's real estate elite. Notable sales include 623 Comstock Ave in Little Holmby for \$8.2 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 Hallwood 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 listings include the iconic Azria Estate in Holmby Hills for \$75 million; a 30,000 square foot legacy property by revered architect Paul R. Williams; and 18426 Wakecrest Dr., a restored mid-century property in Malibu's Sunset Mesa.



**KURT RAPPAPORT**  
Westside Estate Agency

Kurt Rappaport, along with Larry Ellison, single-handedly changed the real estate landscape in Malibu, creating a new economic environment by bringing hotels, youth activities, restaurants, and luxury housing. He has been heralded by The Hollywood Reporter and Daily Variety as being the top real estate dealmaker in town, and Army Archerd wrote that "Kurt Rappaport is the real estate guru, trusted by the most powerful." Rappaport is an active investor in real estate and technology. He's a partner of Carlos Slim and Larry King in an online digital network. His development company has specialized in the development of an ultra-high-end luxury property with architectural significance. His personal homes have been featured in Architectural Digest and numerous other publications. With a passion to give back and help those in need, he is also an avid philanthropist and frequent volunteer and benefactor to Children's Hospital and Cedars Sinai.



**LAUREN RAVITZ**  
Berkshire Hathaway HomeServices  
California Properties

Lauren Ravitz 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. She is also very active in Westwood Charter Elementary School, West LA Little League, and is on the Board of Directors of Your Golden Ticket. As part of Berkshire Hathaway HomeServices California Properties, she is part of The Charitable Foundation, the brokerage's non-profit devoted to raising funds and utilizing agent commissions towards various causes both locally and nationally.

**STEPHEN RESNICK and JONATHAN NASH**

Resnick & Nash  
Hilton & Hyland Real Estate

With nearly two decades of experience specializing in the sale of estates in Beverly Hills, Holmby Hills, Bel-Air, Hollywood Hills, West Hollywood, and Malibu, the Resnick and Nash Group have compiled an impressive sales record, landing them in the top 1% of agents in the Los Angeles area, and making them one of the most successful real estate teams at Hilton & Hyland. Among 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. Significant sales from the past 12 months includes the Beverly Hills sale of 1200 & 1201 Laurel Way for \$26.8 million, Beverly Hills' 523 N. Roxbury for \$9.77 million, and Mohamed Hadid's 901 Strada Vecchia for \$7.3 million.



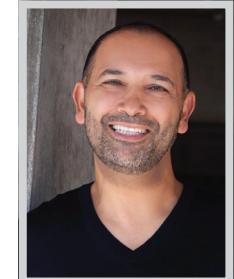
**JAMES RESPONDEK**  
Rodeo Realty, Inc.

A skilled negotiator with a proven track record, James Respondek has sold hundreds of Westside properties and closed over \$1 billion in real estate transactions, with \$87.545 million last year. Consistently ranked among the top agents nationally, Respondek enjoys a successful practice in Pacific Palisades marketing superior homes in the Westside's very competitive and fast-paced luxury markets. He is professional, discreet, and agile at adopting ever evolving cutting edge marketing trends. His clients include generations of clients, celebrities and international high net-worth individuals who appreciate his rare experience and local expertise. Respondek has been active in the Pacific Palisades and Malibu for his entire career. He supports the local schools, Palisades High and Marquez Elementary, the Surfrider foundation, as well as the local ecological group Resilient Palisades, working to transform the Palisades into a leading example with future forward neighborhood frameworks for solar, urban ecology, and carbon neutral initiatives.



**JOYCE REY**  
The Joyce Rey Team  
Coldwell Banker Realty

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 Real-Trends 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 herself 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.



**ASH RIZK**  
Coldwell Banker Realty

Ash Rizk, the number one ranked real estate agent in Arcadia, is affiliated with Coldwell Banker Realty in Arcadia. Recently, he ranked number six 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. Rizk brings experience, integrity and service to his clients. With a background in computer science, programming and mortgage banking, Rizk applies his technical and computer-based skills to help guide his clients through their entire transaction quickly and accurately in all stages of the process.

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**BILLY ROSE**  
The Agency

Prior to co-founding, in 2011, the globally recognized real estate brokerage firm, The Agency, Billy Rose practiced transactional entertainment and real estate law for 10 years, was a senior motion picture talent agent at UTA, and served as president of a successful real estate design and development company. His experience, reputation, and relationships, acquired over 35 years of representing corporations, celebrities and public figures, make Rose uniquely qualified to guide buyers and sellers through what is, ordinarily, the largest financial transaction one undertakes in their lifetime. Once The Agency's broker of record, general counsel, COO, sales manager, and president, The Agency has grown to a size where those roles have been filled with full-time personnel and Rose is able to focus on what he loves, acting as a counselor, guide and consigliere to people buying and selling a home.



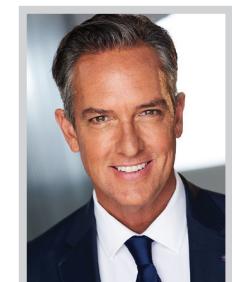
**HEATHER T. ROY and LEARKA BOSNAK**  
Heather & Learka  
Douglas Elliman Realty

The Heather & Learka duo of Heather T. Roy and Learka Bosnak work as advisors, bringing a long-term relationship-based approach with national and international reach and perspective to what has been traditionally seen as a hyperlocal transaction-based business. Their reputation and knowledge of local markets and contracts is exceptional. They combine that expertise with regional, national and global access by leveraging their colleague relationships around the world, giving their clients the confidence to seek their guidance for all of their real estate needs, regardless of time, place or nature. They work hard at continually educating themselves and sharpening their skills and they see property wherever they go. With 46 transactions in the past 12 months, This spring they toured listings in Paris and in Morocco, and recently they saw homes in Newport Beach and Corona del Mar. Known for being smart and fun, they love what they do.



**NANCY SANBORN and BRIAN JOY**  
Berkshire Hathaway HomeServices  
California Properties

Knowledgeable, professional, and upbeat, Nancy Sanborn and Brian Joy, who lead the Sanborn Team, provide comprehensive real estate representation to clients throughout Southern California. From first-time purchases to complex corporate and probate sales, each transaction receives Sanborn, Joy and team's trademark skill, knowledge and attention to detail. With more than 30 years of real estate experience and a philosophy that puts the client's needs first, The Sanborn Team combines no-nonsense, informative representation with outstanding communication, dynamic negotiation, and exceptional customer care.



**SHEN SCHULZ**  
Sotheby's International Realty

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. Having grown up in Malibu and with over 17 years of real estate success, his negotiation skills have brought his many clients great success. He has consistently been 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. Recognized by his professionalism and integrity, Shen is a premier choice and client favorite for local home buyers and sellers. His 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.



**SAFIR SHAMSI**  
Rodeo Realty, Inc.

Born and raised in Los Angeles and licensed for over a decade, Safir Shamsi furnishes a knowledgeable and insightful analysis of the real estate market. As a native he would often attend open houses which originally drove him to appreciate design and architecture. After being exposed to the world of luxury properties at such a young age, he obtained his real estate license at 19 years old. Over the course of his career since then, his mission has been to provide a full-service experience to his clients, as well as to ensure the highest and most valuable investment and sale they are making is the most prudent one. He had a sales volume of \$68,351,501 in 2021. His work ethic is unparalleled in an often-competitive market in that his clients, whether buyers or sellers, appreciate that he wants for them what he would want for himself.



**NICHOLE SHANFELD**  
Sotheby's International Realty

Growing up in a family with over three decades of real estate experience (development, brokerage, investing and property management), Nichole Shanfeld's passion and knowledge for real estate started at a very young age. After graduating magna-cum-laude from University of Wisconsin-Madison with a bachelor's degree in strategic communications and journalism, she joined a top producing luxury real estate team in Los Angeles. Shanfeld proved that she inherited the real-estate gene, establishing herself as a true prowess when she closed over \$30 millions in sales during her first year on the team. She has become a sought-out resource for developers and homeowners alike. Her appreciation of quality design and architecture coupled with a tenacious work-ethic and intimate knowledge of all subsets of Los Angeles have inevitably led to her extremely successful start in the luxury residential real estate market.



**STEPHEN SHAPIRO**  
Westside Estate Agency

Stephen Shapiro has worked in the prime Los Angeles real estate market for over 40 years. Originally from Philadelphia, Shapiro relocated to Los Angeles in 1969 and shortly thereafter started his first real estate company by thinking outside the box and offering potential renters photo and video tours of apartments. This trend caught on and Shapiro's success helped him transition from the leasing market into the luxury sales sector, 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

Marc and Sara Shevin of the Shevin Team (with Berkshire Hathaway HomeServices California Properties) have been quietly dominating the Calabasas and Hidden Hills real estate market. Ranked year over year as the top producing agents, they are renowned by colleagues and clients alike for their integrity, loyalty, and professionalism. With over 60 years of combined experience and over \$3.2 billion dollars in closed residential real estate sales, the Shevin Team consistently ranks as the #1 team in California, and in the Top 1% of agents nationwide for Berkshire Hathaway HomeServices. The Shevins are noted for their consistent success in the marketing and sale of luxury residential real estate as well as land for the development of custom estates. Widely known throughout the region as the local experts, the Shevin Team's knowledge of the local market has enabled them to match their clients with the perfect homes.

## LOI: RESIDENTIAL REAL ESTATE BROKERS

**LAURENT MAMANN SLATER**

The Beverly Hills Estates

Laurent Mamann Slater was born and raised in the Beverly Hills area and is now raising her children just blocks away from where she once lived. She has an impressive real estate background, obtaining her license shortly after high school and never looking back. With over 20 years of experience buying and selling homes and investment properties, she is ready to guide you through your real estate journey. Slater is a licensed attorney in the State of California and previously worked as in-house counsel for a shoe company that worked with luxury footwear brands including Vivienne Westwood and Badgley Mischka. Her well-rounded background is truly an asset to her real estate clients. She specializes in sales and marketing of Westside luxury estates and had over \$40 million in sales in 2021. Her notable sales include a \$20 million dollar new construction home in the Beverly Hills Flats.

**F. RON SMITH and DAVID BERG**Smith & Berg Partners  
Compass

The Smith & Berg Partners team at Compass continues to lead in its marketplace. On the sales front, Smith & Berg Partners sales volume totaled \$660,123,136 over the past 12 months, with noteworthy sales including the \$21.5 million sale of 14100 Rustic Lane. Team leaders F. Ron Smith and David Berg are leading Southern California real estate experts, covering the entire Los Angeles area, from the hills to the sea. Guided by the mission of "One Team, One Purpose: Our Clients," the team has sold more than \$5.5 billion worth of real estate since first forming. Headquartered in Brentwood, Smith & Berg Partners is one of the few real estate teams in Los Angeles with its own flagship office. With a focus on new construction and architectural homes, it has been recognized as the most productive team on LA's westside, as well as the go-to team for LA developers.

**SUSAN SMITH**

Hilton &amp; Hyland Real Estate

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 both sides of the \$17 million sale of 3100 Mandeville Canyon Rd.; representing the buyer for Los Angeles' 467 Comstock Ave.; and representing the seller for Beverly Hills' \$11.75 million sale of 718 N Rexford Dr. Smith currently holds the \$2.365 million beautiful Studio City listing at 12302 Moorpark St. Smith believes that each transaction is unique. Whether buyer seller, Smith provides 24/7 attention as they make some of the biggest purchases of their lives.

**ANNA SOLOMON and DAVID SOLOMON**Solomon Property Group  
Douglas Elliman Realty

With well over a billion dollars sold in West Coast real estate, mother and son duo Anna and David Solomon head up one of the country's top producing family-run real estate teams. The team had yet another banner year with a 2021 sales volume in excess of \$240 million. A few notable transactions included: 130 S Burlingame Ave, in celebrity enclave Brentwood Park, at \$16.995 million; 99, 101, and 117 Ocean Way, a packaged deal which they brokered both ends of the deal for, at \$20 million; 117 Hart Ave, an off market, record breaking sale in Santa Monica, at \$9.465 million; and more – from the beach to Beverly Hills and beyond. Prided on integrity, knowledge, and perseverance, this full-service, family-run business delivers aggressive yet delicate sales and negotiation skills, white-glove service, and world-class marketing, all while handling every transaction and client with the utmost discretion.

# Looking at the Profile of the Average Realtor Today

Mid a persistent housing supply crunch, 57% of realtors cited a lack of inventory as the leading reason limiting potential clients from completing a transaction, according to the National Association of Realtors' "2022 Member Profile," an annual report analyzing members' business activity and demographics from the prior year. However, as housing demand surged last year resulting in 6.12 million existing homes sold – the most since 2006 – NAR's membership increased to 1.56 million at the end of 2021, up from 1.48 million at the end of 2020.

"In the last year, realtors continued to navigate a challenging housing market and cited the biggest factor holding back the housing market was tight inventory," said Jessica Lautz, NAR vice president of demographics and behavioral insights. "As buyers relocated throughout the pandemic, housing affordability and lack of supply became a hurdle that agents and brokers found ways to overcome."

**BUSINESS CHARACTERISTICS OF REALTORS**

Two out of every three realtors – 67% – hold sales agent licenses, while 21% hold broker licenses and 14% hold broker associate licenses. Seventy-one percent of members specialize in residential brokerage. Relocation, residential property management and commercial brokerage are members' most common secondary specialty areas.

Members typically have eight years of real estate experience, which is unchanged from a year ago. Eighteen percent of those surveyed have one year or less experience – identical to last year – while 18% of realtors have more than 25 years of experience, up from 15% in

2020. Appraisers, broker-owners and managers had the most experience, while sales agents were typically the newest in the field with six years of experience. Consistent with recent surveys, nearly four out of five members – 79% – were certain they will remain in the real estate industry for at least two more years.

**BUSINESS ACTIVITY OF REALTORS**

The typical NAR member had a higher sales volume (\$2.6 million vs. \$2.1 million) and more transactions (12 vs. 10) in 2021 compared to 2020.

The typical realtor earned 16% of their business from previous clients and customers, a slight increase from 15% last year. The most experienced members – those with 16 or more years of experience – reported a greater share of repeat business from clients or referrals (a median of 44% in 2021 vs. a median of 37% in 2020). Members with two years of experience or less reported no repeat business. Overall, realtors earned a median of 20% of their business from referrals, a slight increase from 19% in 2020. Referrals were also more common among members with more experience, with a median of 31% for those with 16 or more years of experience compared to no referrals for those with two years of experience or less.

**DEMOGRAPHIC CHARACTERISTICS**

Seventy-seven percent of realtors were White, down slightly from 78% last year. Hispanics/Latinos accounted for 11% of realtors, followed by Black/African Americans at 8% and Asian/Pacific Islanders at 5%. When compared to more experienced members, new members tended to be more diverse. Among

those who had two years or less of experience, 37% were racial minorities, an increase from 34% one year ago.

"The real estate industry attracted new entrants who were increasingly more racially diverse and more likely to be women," Lautz added. "The dynamic nature of real estate encourages varying business models, firm relationships, and business activity."

Sixty-six percent of realtors were women, a minor increase from 65% last year. The median age of realtors was 56, up from 54 from the previous year. Approximately two out of five members – 41% – were over 60 years old and 4% were under the age of 30.

More than nine in 10 members – 93% – had some post-secondary education, with 31% completing a bachelor's degree, 6% having some graduate school education, and 14% completing a graduate degree.

Two out of every three members – 67% – reported volunteering in their community. Volunteering was most common among members aged 40 to 49 years.

"All across our nation, realtors are dedicated to building, improving and serving their communities," said NAR President Leslie Rouda Smith. "In competitive and ever-changing market conditions, realtors demonstrate professionalism, a strong work ethic, and trusted knowledge as they guide consumers through the complex process of achieving property ownership."

**INCOME AND EXPENSES OF REALTORS**

The median gross income for realtors was \$44,300 in 2021, up from \$43,330 in 2020. Realtors with 16 years or more experience had a median gross income of \$85,000, an increase

from \$75,000 the previous year, as income was typically commensurate with experience. Total median business expenses for members were \$6,250 in 2021, an increase from \$5,330 in 2020.

**TECHNOLOGY AND REALTORS**

On a daily basis, the strong majority of realtors use a smartphone with wireless email and internet capability (96%) and a laptop or desktop computer (91%). The smartphone features that members use most frequently on a daily basis are email (94%) and social media and GPS apps – both at 53%. Text messaging (94%) is the top method of communication for members with their clients, followed by phone calls (92%) and email (90%). Nearly seven in 10 members – 68% – have their own website. Six percent of realtors use drones themselves as part of their business, while 37% have hired a professional drone operator. Four percent and two percent of members, respectively, use 3D/virtual tour and virtual staging technology on a daily basis.

**OFFICE AND FIRM AFFILIATION**

A slight majority of realtors – 54% – worked with an independent company and 87% were independent contractors at their firms, both figures are nearly identical to one year ago. Forty-three percent of members worked at a firm with one office and 26% worked at a firm with two to four offices. The typical realtor had a median tenure of five years with their current firm, the same as in 2020. Eight percent of members reported working for a firm that was bought or merged in the past two years.

Learn more at [nar.realtor](http://nar.realtor).

## LOI: RESIDENTIAL REAL ESTATE BROKERS


**CRISTIE ST. JAMES and  
MARKUS CANTER**

St. James + Canter  
Berkshire Hathaway HomeServices  
California Properties

Markus Canter and Cristie St. James, the St. James + Canter Team, have deep roots at Berkshire Hathaway HomeServices California Properties. From the company's inception, St. James + Canter have been an integral part of its foundation. Canter and St. James are distinguished with being both the BHHS founding directors of the New Homes Division, and luxury properties directors. As experts in the sales of luxury homes and new construction, this dynamic team has demonstrated a mindful focus on transforming the lives of their clients, living a purpose driven life, being at service to the community, good old fashioned hard work and integrity, the creation of a global sphere of influence, utilizing cutting edge marketing tools, and years of negotiation skills and experience. St. James + Canter have been designated among the top 0.05% among 55,000 Berkshire Hathaway agents worldwide for 11 years in a row.


**TRACY TUTOR**  
Douglas Elliman Realty

As a 22-year veteran in luxury real estate with over \$300 million in 2021 sales, Tracy Tutor continuously ranks in the top five teams at Douglas Elliman and is named the number four team in Los Angeles by Real Trends. As the first female on Million Dollar Listing LA, the show has propelled her to empower realtors around the country using her raw and always uncensored attitude with one singular mission: to provide a no-nonsense guide to analyzing big egos, deflecting power plays, and taking control of any room. Her 2021 sales include a \$56 million Brentwood home, a \$25 million home in Pacific Palisades, and a \$16.5 million Beverly Hills house once home to multiple Hollywood stars. She is taking on her next market, opening a team in Dallas alongside luxury broker Breah Brown to expand to various cities in Texas.


**MAURICIO UMANSKY**

The Umansky Team  
The Agency

Mauricio Umansky is the Founder and CEO of The Agency, a billion-dollar brokerage that utilizes world-class technology and innovative marketing strategies to assist agents and their clients in achieving their real estate goals. Since its inception in 2011, the firm set out to create an industry-disrupting model that would redefine the business and foster a unique culture rooted in the core philosophy of collaboration. Umansky has achieved nearly \$4 billion in real estate sales and 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, Walt Disney Estate, and residences owned by Michael Jackson, Michael Jordan and Prince. Umansky and The Agency also represent some of the world's top developers and resort brands, including One&Only, Rosewood, and The Ritz-Carlton.


**KONSTANTINE VALISSARAKOS**

Nourmand & Associates

Konstantine Valissarakos boasts a notable career that spans over 30 years, including the founding agent and associate manager for a Los Feliz brokerage and now as an agent with Nourmand & Associates. Growing up in a family that restored significant landmark properties in Seattle and Los Angeles shaped his career and why he is known for selling some of the Southern California's most notable properties by architects such as Greene & Greene, Pierpoint & Walter Davis, Paul Williams, A.F. Leicht, Rudolf Schindler and Wallace Neff. Over the course of his career, Valissarakos has built a strong global portfolio of high net-worth clientele including a who's who in Hollywood, such as Gary Oldman and Kristen Stewart, and having sold over \$1 billion in real estate, with an emphasis on historically and architecturally significant estates in Beachwood Canyon, Bronson Canyon and Los Feliz.

# 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 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.

## LOI: RESIDENTIAL REAL ESTATE BROKERS

**STUART VETTERICK**

Hilton &amp; Hyland Real Estate

With a perfect blend of work experience, originating from the purchase and sale of securities and other financial assets for one of the nation's most successful and sophisticated investors, and stemming through his impressive real estate journey, Stuart Vetterick's understanding for more than just the transactional dimension has proved beneficial to a wide breadth of clientele. Vetterick wants his clients to win, just as he did as a college athlete. He knows that good decisions are based less on luck than effort. Vetterick's clients know that he outperforms the competition by scrutinizing every detail and probable outcome to ensure a strategy and outcome that guarantees success. In the last 12 months, Vetterick represented the buyer of "The One" in Bel-Air for \$141 million; an Edward Fickett Trousdale estate for \$19.5 million; and a George Kurczyn envisioned residence above the Sunset Strip for \$13.85 million.

**SHAUNA WALTERS**

The Beverly Hills Estates

Shauna Walters began representing clients in her hometown of Calabasas at age 21, where her networking skills, personality, and unusually mature grasp of the marketplace quickly made her the agent of choice in the area. In the years since she launched her career, Walters has made an ever-growing impression in the Los Angeles luxury real estate market. She has worked with clients across LA and around the world seeking high-end properties in Southern California. After spending 13 years with Sally Forster Jones Group as the director of the Luxury Estates Division; she brought her skillset to The Beverly Hills Estates. Her impressive portfolio of sales includes some of the most luxurious estates in the area, including her record-breaking \$44 million sale of the Brentwood Oasis in 2021. Walters' clients appreciate her ability to relate to them and her instinct for knowing what they're looking for in their next home.

**CORY WEISS**

Douglas Elliman Realty

Cory Weiss' real estate practice is defined by his unwavering passion for his clients and his critical, insider knowledge of the high-end Los Angeles and New York markets. For more than twenty-five years, Weiss developed a sales business with a steadfast approach to both finding clients the right homes as well as successfully marketing significant properties. Real estate has been his passion and most homes he has represented have been off-market transactions. Weiss has an in-depth understanding of new developments sales, marketing, and pre-development planning. In the last 12 months Weiss has listed over \$500 million of inventory and sold approximately \$150 million in pending or sold transactions. Weiss is representing Pendry Residences West Hollywood by Montage Hotels & Resorts – a new development in West Hollywood worth over \$300 million and is approaching 50% sold. Weiss was the #2 agent in California for Douglas Elliman in 2021.

**SHELTON WILDER**Shelton Wilder Group  
Sotheby's International Realty

Los Angeles resident for 13 years, Shelton Wilder's knowledge of the local schools, neighborhoods, and subdivisions is accentuated whenever she assists her clients in achieving their real estate goals. A veteran entrepreneur with many years of experience serving the needs of affluent clientele, she has a talent for negotiating and marketing, as well as a complex understanding of real estate and customer service. She specializes in residential and commercial real estate in Malibu, Santa Monica, Beverly Hills, and Pacific Palisades, making exceptions to travel to other areas where her clients have interests. In just over six years as a realtor – but many more as a serial entrepreneur in marketing, fashion, and entertainment – Wilder has achieved a staggering \$300 million in total sales, putting her in the top 1.5% of realtors nationwide.

## 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 exte-



## rior 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.

## LOI: RESIDENTIAL REAL ESTATE BROKERS

**BRANDEN WILLIAMS**

The Beverly Hills Estates

Born and raised in Beverly Hills and with a deep understanding of the local real estate market, Branden Williams has a devotion to out-of-the-box creative marketing strategies, unwavering loyalty and relentless energy has resulted in a number of national and local accolades. Additionally, Williams has provided real estate expert commentary for various top-tier national news outlets. While working at his first brokerage firm, he met his future wife Rayni Romito and the two launched Williams & Williams Estates Group in 2006. Together, Branden and Rayni Williams are the go-to real estate power couple representing clients such as Markus Persson, Dr. Dre, Jennifer Lopez and Bruce Willis, along with some of the world's most notable listings including 924 Bel Air Rd., which sold for \$94 million, and a private Malibu estate that sold for \$110 million.

**RAYNI WILLIAMS**

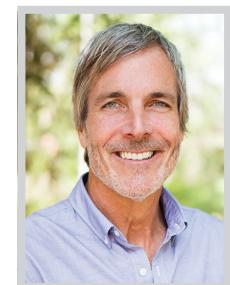
The Beverly Hills Estates

Specializing in high-end real estate, Rayni Williams and her partner have achieved more than \$9 billion in career sales. Her in-depth knowledge of market trends and luxury inventory, paired with her energetic and confident disposition has made her one of the nation's top-producing female agents. Growing up in a family of developers, Williams is no stranger to the world of real estate. She has a unique skillset of being able to creatively market and understand the financial aspect of each transaction, which she acquired through her previous careers in journalism and the lending business. With more than \$1 billion in sales in Trousdale alone and notable deals in Beverly Hills, the Bird Streets and Los Feliz, the power couple of Rayni and Branden Williams continues to be nationally recognized as a top-producing team.

**JONAH WILSON**

Hilton &amp; Hyland Real Estate

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 the Paul and Jean Trousdale Residence for \$20 million; a stunning Mark Rios, FAIA, in Bel-Air for \$26.39 million; and "Villa Andalusia" in Los Feliz for \$11.5 million.

**KURT WISNER**The Local Real Estate Group  
Compass

The Local Real Estate Group reflects the team's deep-rooted commitment to the communities they serve. Over the years, The Local has assembled an incredible team of specialists who put their all into everything they do. One such specialist is Kurt Wisner, who started his real estate career in West Seattle, where he was the number one realtor for the better part of a decade. After taking a two-year sabbatical, during which he traveled the world with his brother, Wisner landed in Los Angeles and has been practicing real estate in California ever since. He brings the life lessons he learned around the globe to his career and is always focused on keeping his priorities straight. Affectionately known as the "Mayor of Atwater," Wisner is a both keen negotiator and an affable friend — making him a welcome fixture in the NELA community.

## Foreign Investment in U.S. Existing Homes Climbs 8.5%

Foreign buyers purchased \$59 billion worth of U.S. existing homes from April 2021 through March 2022, an 8.5% increase from the previous 12-month period and stopping a three-year skid in foreign investment in U.S. residential real estate, according to a new report from the National Association of Realtors. Foreign buyers purchased 98,600 properties, down 7.9% from the prior year and the fewest number of homes bought since 2009, when NAR began tracking this data. Overall in the U.S., existing-home sales totaled 6.12 million in 2021 – the highest annual level since 2006.

"For the second year in a row, restrictions and general caution tied to international travel during the pandemic slowed home buying by wealthier foreign buyers," said NAR chief economist Lawrence Yun. "Even so, domestic home buying demand was exceptional and, therefore, boosted home sales nationally."

NAR's 2022 Profile of International Transactions in U.S. Residential Real Estate surveyed members about transactions with international clients who purchased and sold U.S. residential property from April 2021 through March 2022. Foreign buyers who resided in the U.S. as recent immigrants or who were holding visas that allowed them to live in the U.S. purchased \$34.1 billion worth of U.S. existing homes, a 5.2% increase from the prior year and representing 58% of the dollar volume of purchases. Foreign buyers who lived abroad purchased \$24.9 billion worth of existing

homes, up 13.2% from the 12 months prior and accounting for 42% of the dollar volume. International buyers accounted for 2.6% of the \$2.3 trillion in existing-home sales during that time period.

The average (\$598,200) and median (\$366,100) existing-home sales prices among international buyers were the highest ever recorded by NAR – and 17.7% and 4.1% higher, respectively, than the previous year. The increase in foreign buyer prices partly reflects the increase in U.S. home prices, as the monthly average existing-home sales price rose to \$374,300, up 10% from the prior period. At just over \$1 million, Chinese buyers had the highest average purchase price, and nearly a third – 31% – purchased property in California.

"Affordability challenges along with the inability to find the right property were the top reasons given for prospective international buyers who showed interest but ultimately did not purchase a home in the United States,"

said Yun.

China and Canada remained first and second in U.S. residential sales dollar volume at \$6.1 billion and \$5.5 billion, respectively, continuing a trend going back to 2013. India (\$3.6 billion), Mexico (\$2.9 billion), and Brazil (\$1.6 billion) rounded out the top five.

For the 14th straight year, Florida remained the top destination for foreign buyers, accounting for 24% of all international purchases. California ranked second (11%), followed by Texas (8%), Arizona (7%), and New York and North Carolina, tied at 4%.

All-cash sales accounted for 44% of international buyer transactions, nearly twice the rate (24%) of all existing-home buyers. Non-resident foreign buyers (60%) were twice as likely to make an all-cash purchase compared to resident foreign buyers (30%). Nearly 7 out of 10 Canadian buyers (69%) made all-cash purchases, the highest share among foreign buyers. Asian Indian buyers were the least likely to pay all-cash, at just 9%. Almost 6 out

of 10 Chinese buyers (58%) and a quarter of Mexican (27%) and Brazilian buyers (26%) made all-cash purchases.

"Due to rising interest rates, overall home sales will decline in the U.S. this year. Foreign buyers, however, are likely to step up purchases, as those making all-cash offers will be immune from changes in interest rates," Yun added. "In addition, international flights have increased in recent months with the lifting of pandemic-related travel restrictions."

Forty-four percent of foreign buyers purchased their property for use as a vacation home, rental property or both. Approximately two-thirds of international buyers (64%) purchased detached single-family homes and townhouses. Nearly half of international buyers (46%) purchased a home in the suburbs while 29% bought a home in an urban area – both figures have held steady over the last five years. Five percent of foreign buyers bought property in a resort area, down from 17% in 2012.

"Driving economic development through our work to foster diverse and inclusive communities remains a top priority for NAR," said Katie Johnson, NAR's general counsel and chief member experience officer. "Our association collaborates with groups across the country to help our members unlock and better understand the opportunities in U.S. real estate for foreign buyers, maximizing the global business potential in our local markets."

Learn more at [nar.realtor](http://nar.realtor).

**'For the second year in a row, restrictions and general caution tied to international travel during the pandemic slowed home buying by wealthier foreign buyers. Even so, domestic home buying demand was exceptional and, therefore, boosted home sales nationally.'**

## LOI: RESIDENTIAL REAL ESTATE BROKERS

**MARY BETH WOODS**

Coldwell Banker Realty

Mary Beth Woods has listed and sold over \$1 billion of real estate from the beaches of Malibu to the Hollywood Hills – and everywhere in between. She specializes in estate properties but is an expert on all of LA's Westside and participates in sales from condominiums to multi-million-dollar mansions on a daily basis. Woods is a 43-year veteran of the real estate industry and has repeatedly been recognized and honored for her outstanding work. As a Coldwell Banker previews estates director, she has been a top producer. This is not only within the Coldwell Banker Jon Douglas Company's flagship Brentwood West office but also throughout the entire real estate industry. She is presently in the top 1% of all sales associates internationally. For the past 20 years she has been one of the top 25 listing agents on the Westside for properties over \$1 million.

**LARRY YOUNG**Larry Young & Associates  
Berkshire Hathaway HomeServices  
California Properties

With 33 years of local experience as a full-time real estate professional, Larry Young has the confidence and communication skills to handle the most sensitive real estate matters. Whether representing buyer or seller, his old-fashioned work ethic, coupled with expertise in sales and customer service makes him the smart choice for the discerning client seeking an ethical agent. Highly energetic and enthusiastic, Young is an expert in residential marketing and promotion. He can create a marketing plan specific to client needs, assuring that clients' homes sell in the shortest amount of time, while bringing top dollar. And Young's knowledge of the area when assisting buyers is remarkable. Not only is he known for his strong sales ability, but he also exemplifies integrity, honesty, and dedication. For the last 11 years, Young has instructed hundreds of new agents as well as seasoned agents on ethics and communication.

**STEPHANIE YOUNGER**The Stephanie Younger Group  
Compass

With her team's prolific sales volume (\$401 million in 2021 sales) and a 20-year track record on the Westside (especially Westchester, Playa del Rey, Marina del Rey, Playa Vista and surrounding areas), Stephanie Younger has become an industry thought-leader, sharing her perspective on building community through organizational involvement and philanthropy. From the beginning of her career, her focus has always been reengineering the real estate sales process. Today, she has streamlined a client experience that utilizes in-house specialists, including: a design and project management team, transaction managers, and a former M&A lawyer to assist negotiations. The strategy has yielded lifelong clients and an extensive referral network, which the team recently honored at a private dinner at an exclusively booked Sofi Stadium. Some notable team sales include Ritz Carlton Penthouse Residence 51A (\$9.8 million), 1734 Bel Air Road (\$4.1 million) and 7900 Dunbarton Ave. (\$3.4 million), to name a few.

**KEN ZIETZ and MARC TAHLER**Ken Zietz / Marc Tahler  
Rodeo Realty, Inc.

With over \$1 billion dollars in real estate sold (and more than \$160 million in 2021 alone), Marc Tahler & Ken Zietz's dedication to quality service and the needs of their clients have established them among the leading realtors in the industry. Their extensive knowledge of residential properties and communities in the San Fernando Valley, Conejo Valley and West Los Angeles areas has proven to be significant in their success. They place emphasis on integrity and client satisfaction, not just sales. Year after year, Zietz and Tahler rank among the top 1% of all agents nationwide. The duo embrace cutting edge technology to achieve client goals. By streamlining the process, they are able to offer a simplified approach to real estate. This approach involves integrating their extensive networking abilities, advertising experience, strong work ethic, sharp negotiation skills and business insight to navigate their clients toward educated decisions.



# California Home Prices Set Record Highs

Housing affordability in California fell below 20 percent and slid to the lowest level in nearly 15 years as home prices soared to record highs in April and May and interest rates jumped to levels not seen in more than 13 years, the California Association of Realtors (C.A.R.) reported last week.

The percentage of home buyers who could afford to purchase a median-priced, existing single-family home in California in second-quarter 2022 slid to 16 percent from 24 percent in the first quarter of 2022 and was down from 23 percent in the second quarter of 2021, according to C.A.R.'s Traditional Housing Affordability Index (HAI). California hit a peak high affordability index of 56 percent in the first quarter of 2012.

C.A.R.'s HAI measures the percentage of all households that can afford to purchase a median-priced, single-family home in California. C.A.R. also reports affordability indices for regions and select counties within the state. The index is considered the most fundamental measure of housing well-being for home buyers in the state.

A minimum annual income of \$199,200 was needed to qualify for the purchase of a \$883,370 statewide median-priced, existing single-family home in the second quarter of 2022. The monthly payment, including taxes and insurance on a 30-year, fixed-rate loan, would be \$4,980, assuming a 20 percent down payment and an effective composite interest rate of 5.39 percent. The effective composite interest rate was 3.97 percent in first-quarter 2022 and 3.20 percent in second-quarter 2021. The average 30-year fixed-rate mortgage hit

the highest level in more than 13 years in June as the Federal Reserve continued to raise rates aggressively in the second quarter.

With the median price of condominiums and townhomes reaching another record high in second-quarter 2022, affordability for condos and townhomes fell from the previous quarter. Twenty-five percent of California households earned the minimum income to qualify for the purchase of a \$677,000 median-priced condo/townhome in the second quarter of 2022, which required an annual income of \$152,800 to make monthly payments of \$3,820. The second quarter 2022 figure was down from 37 percent a year ago.

Nationwide housing affordability also plunged in second-quarter 2022. Compared with California, nearly four in ten (38 percent) of the nation's households could afford to purchase a \$413,500 median-priced home, which required a minimum annual income of \$93,200 to make monthly payments of \$2,330. Nationwide affordability was a revised 49 percent a year ago.

Key points from the second-quarter 2022 Housing Affordability report include:

- Compared to the previous quarter, housing affordability in the second quarter of 2022 declined in all but two of 51 counties. Affordability remained level in Glenn and Santa Cruz counties.
- In the nine-county San Francisco Bay Area, affordability declined from the previous quarter in all counties. Alameda County and Napa tied for the least affordable Bay Area counties, at just 15 percent of households able to purchase

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the \$1,500,000 and \$1,005,000 median-priced home, respectively. Twenty-eight percent of Solano County households could afford the \$625,000 median-priced home, making it the most affordable Bay Area county.

In the Southern California region, housing affordability deteriorated in all counties. Orange County was the least affordable at 12 percent, while San Bernardino County was the most affordable at 30 percent of households able to purchase the \$493,000 median-priced home.

In the Central Valley region, Kings County was the most affordable at 39 percent, and San Benito was the least affordable at 17 percent.

In the Central Coast region, Santa Barbara County was the least affordable at 10 percent, and Monterey and Santa Cruz tied for

the most affordable at 13 percent.

For the state as a whole, Lassen (54 percent) remained the most affordable county in California in the second quarter of 2022, followed by Kings (39 percent), Glenn (36 percent) and Shasta (36 percent). Lassen County also required the lowest minimum qualifying income (\$58,800) of all counties in California to purchase a median-priced home and was the only county in the state with a minimum required income less than \$60,000.

Mono (6 percent), Santa Barbara (10 percent), San Luis Obispo (12 percent) and Orange (12 percent) were the least affordable counties in California, with each requiring at least a minimum income of \$202,800 to purchase a median-priced home in the county. San Mateo required the highest minimum qualifying income to buy a median-priced home, surpassing the \$500,000 benchmark for the first time to reach a record high of \$512,000. Three other counties in California requiring a minimum qualifying income of over \$400,000 in second-quarter 2022 were San Francisco (\$450,800), Marin (\$434,800) and Santa Clara (\$428,400).

Housing affordability declined the most on a year-over-year basis in Kings, dropping 17.1 points from the previous year. Mariposa (14.8 points) and Siskiyou (14.4 points) had the second and the third largest year-over-year dips in the latest quarter. Like the rest of the state, interest rate and home price surges from a year ago were the primary factors that led to the sharp drop in affordability in these counties.

Learn more at [car.org](http://car.org).