

LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE BROKERS



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

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

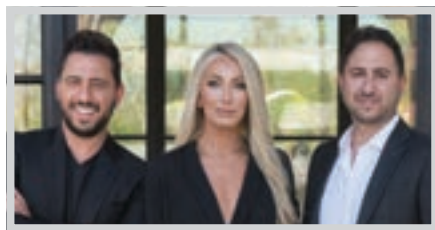
LOI: RESIDENTIAL REAL ESTATE BROKERS



ARI AFSHAR
VOYAGE Real Estate
Compass

Ari Afshar is the founder and CEO of VOYAGE Real Estate, a team of 20 top realtors and leading experts in Los Angeles Real Estate with over \$1 billion in career sales. The dynamic team ensures specialized care for each step of a client's transaction. And the dedicated administrative staff, and marketing & design team manage the curating process of campaigns for each of the VOYAGE team's listings.

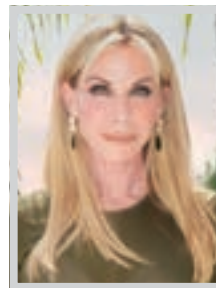
Afshar and his VOYAGE team members all collaborate to provide the needed coverage and exposure with a novel and fresh approach to marketing for both buyers and sellers and also exclusive resources such as virtual tours, drone videos, renderings, e-mail campaigns and custom print materials – while also leveraging exceptional relationships within the brokerage community. VOYAGE has built an exceptional nationwide network with a hyper-local and international presence.



**JOSH ALTMAN, MATT ALTMAN
and HEATHER ALTMAN**
The Altman Brothers
Douglas Elliman Realty

Having sold over \$1.1 billion in 2022 and over \$6.5 billion in their collective career, The Altman Brothers are the #1 team on the West Coast. Josh, Matt and Heather are constantly shattering records and taking the game to the next level. The team specializes in selling and marketing some of the world's most iconic and stunning properties to its connections and network of high-net-worth individuals.

A few notable sales include Real Housewives of Orange County star Heather Dubrow's \$55 million Newport Beach Chateau, making it the most expensive sale of the year in Orange County. The Altman Brothers team were also responsible for the record breaking sale on The Riviera in the Pacific Palisades for \$49,440,000 as well as the highest sale in the history of Brentwood for \$65 million. The Altman Brothers are currently selling Sugar Ray Leonard's Pacific Palisades Villa for \$44 million.



CINDY AMBUEHL
AKG | Christie's International Real Estate

Cindy Ambuehl consistently ranks as a top producer in one of the world's most competitive luxury markets while retaining the trust of the area's savviest homebuyers, sellers and fellow agents. A familiar face who spent 20 years in the entertainment industry as a prominent actress and model, Ambuehl now leverages her natural ability to connect with people—not to mention her impressive capacity for negotiation—as a full-time agent, helping clients buy and sell the most luxurious properties the greater Los Angeles area has to offer.

In 2020, she closed over \$200 million in deals during the height of the global pandemic. She continued to raise the bar and increase her sales volume in 2021, completing over \$300 million in sales. Despite the challenging market conditions in 2022, Ambuehl achieved remarkable success by closing an impressive 38 deals, totaling a transaction volume of \$250 million.



SANTIAGO ARANA
The Agency

Ranked the #6 real estate agent in the country, Santiago Arana has closed billions of dollars of real estate across Los Angeles, taking his place among the most distinguished professionals in the industry. Arana joined The Agency in 2014 as principal and partner, specializing in high-end residential real estate and new construction across the region's most coveted neighborhoods. Arana spearheaded the company's Westside expansion as managing partner of the Brentwood and Pacific Palisades offices. To date, he has closed over \$4.5 billion in real estate, netting nearly \$2.5 billion in sales volume from 2017-2021.

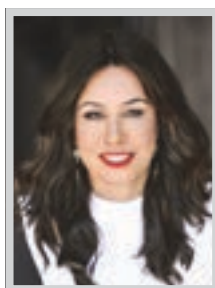
No stranger to representing high-profile clients such as Ben Affleck, Lady Gaga, LeBron James, Larry David, Rick Caruso, Tom Barrack, Anthony Hopkins, "Bond King" Jeffrey Gundlach and Alessandra Ambrosio, among others, Arana is artfully discreet and carefully tailors his marketing strategies to fit each individual property while protecting his clients' privacy.



LORI BERRIS
Sotheby's International Realty

For over three decades, Lori Berris has etched an indelible mark on Beverly Hills real estate. Her expertise spans the city's most coveted neighborhoods, where she seamlessly navigates the intricacies of luxury property transactions. Berris' commitment to her clientele goes beyond traditional real estate service. She blends professional acumen with a remarkable knack for discretion, creating a niche for herself.

At Sotheby's International Realty – Beverly Hills Brokerage, Berris continually stands out, achieving top agent status and securing her place in the nation's elite 1%. Berris' deep-rooted real estate lineage and her honed skills in marketing, gleaned from a successful retail fashion stint, equip her with the unique ability to position properties optimally. Notably, her unwavering commitment to providing exceptional service, evidenced by her willingness to work around the clock and her stellar follow-up practices, are key contributors to her success.



SHERI BIENSTOCK
The Bienstock Group

Sheri Bienstock was born and raised in Hancock Park. Prior to real estate, Bienstock graduated summa cum laude from Rutgers Business School, receiving a Bachelor of Science degree in Business Administration and Accounting. She then went to law school on full scholarship and graduated summa cum laude from Southwestern University School of Law.

Since launching her real estate career in 2006 and earning rookie of the year award at Keller Williams, Bienstock has consistently earned awards and clients' glowing testimonials every year since. Clients meet Bienstock as strangers and quickly become friends because she cares and puts her heart and soul into each transaction. She is among the top 1% of real estate agents in the US, California and Los Angeles. Having grown up in the neighborhood, she is intimately familiar and specializes in the Hancock Park/Miracle Mile area.



BARBARA BOYLE
Sotheby's International Realty

Barbara Boyle, a consistent top producer at Sotheby's International, is a renowned figure in the world of real estate. Her remarkable success can be attributed to her unwavering belief that real estate is ultimately about the client and the property.

Boyle's passionate dedication to her clients and their homes, coupled with her unwavering commitment to privacy, has made her a successful and respected figure in real estate. While her multi-million dollar deals may remain undisclosed to the public, her clients are undoubtedly grateful for her exceptional service, expertise and unwavering discretion.



DANNY BROWN
Compass

Danny Brown is the principal of the Luxury Estates Division at Compass and is ranked #10 in Los Angeles for Sales Volume (\$115 million). With over 22 years of real estate experience, his advisory approach to real estate brokerage combined with his nuanced market knowledge is unmatched. He has a discrete client book which consists of savvy family offices, business manager, UHNW and many high profile individuals.

The majority of his clients transact on the prime Westside of Los Angeles in the Beverly Hills Flats, Bel-Air Holmby Hills, Little Holmby, Cheviot Hills, Brentwood Park, Pacific Palisades Riviera and Santa Monica north of Montana. He also has partners in key luxury markets throughout California and across the nation, including Hawaii, Aspen, Park City, Jackson Hole, New York City, Scottsdale, Las Vegas Henderson, Dallas, Austin, Nashville, Atlanta, Chicago, Boston, Miami – Palm Beach and 30A.

LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE

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



JADE MILLS

310.285.7508

CALRE #00526877



TRACY DO TEAM

323.842.4001

CALRE #01350025



JOYCE REY TEAM

310.291.6646

CALRE #00465013



BEN LEE

310.858.5489

CALRE #01808926



MCGLASHAN GROUP

818.512.2375

CALRE #01041976



ASH RIZK

626.393.5695

CALRE #01503342



WATSON SALARI GROUP

310.600.9119

CALRE #01183125



STEVE FRANKEL

310.508.5008

CALRE #01195571



MARY BETH WOODS

310.571.1358

CALRE #00470539



CRYSTA METZGER

805.453.8700

CALRE #01340521



BARRY DANTAGNAN

818.728.3994

CALRE #01020477



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1100 BEL AIR ROAD
\$35,000,000



1401 N DOHENY DRIVE
\$13,250,000



9465 CHEROKEE LANE
\$5,750,000



"To say that they go above and beyond would be an understatement. We know we can trust that Brent and Marco have our best interest in mind, helping us with every detail from start to finish of buying properties as well as preparing them for sale, advising design upgrades, and staging. They have guided us to excellent outcomes and we would unreservedly turn to them for any real estate transaction in the future."

-DANIELLE C.

TWO IS BETTER THAN ONE

We Are the Broker's Broker

After over a combined 35 years in the upscale luxury market, there is no denying our passion for the people and communities in Los Angeles. The excitement and responsibility of selling our client's assets has driven and inspired our entire career - and it's just the beginning. As we continue to grow, we couldn't be more excited for the future.

BRENT WATSON
CALRE #01183125 | 310.600.9119

MARCO SALARI
CALRE #02053875 | 424.305.7788

www.WatsonSalari.com

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ANDREW BUSS
Hilton & Hyland

Andrew Buss is a dynamic agent with a unique skill set. He holds numerous degrees (B.A., M.B.A., J.D.), previously practiced law, and served as a professor of law in France. Growing up in Michigan, Buss maintains a Midwest work ethic, ensuring the highest level of service for his clients.

As a realtor Buss has accomplished the rare Hollywood trifecta, successfully representing Oscar, Emmy and Grammy winners. He has represented some of the finest estates on the Westside, including in Santa Monica where he has achieved multiple record-breaking sales. During the past 12 months, his 2023 sale of 210 Marguerita Ave. for over \$15 million set a new bar for a spec house in the prime north of Montana, west of 7th pocket. In 2020 he represented the buyer of the highest-priced transaction in Brentwood for \$25.8 million.



ERNIE CARSWELL
Ernie Carswell and Associates
Douglas Elliman Realty

Founder and leader of Ernie Carswell and Associates, one of Douglas Elliman California's top teams, Ernie Carswell is a member of Douglas Elliman's Sports and Entertainment Division. Carswell has more than 31 years of experience in the business, and in last 12 months closed around \$270 million.

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. Some of his current listings include 2 Oak Knoll Terrace with the largest private museum for \$38.5 million, 4715 Los Feliz Blvd. for \$8.85 million and 1005 & 1009 Laurel Way currently on market for a combined \$49.89 million.



DENNIS CHERNOV
The Chernov Team
The Agency

Ranked number four in the nation for large teams by RealTrends ranking, the Chernov Team, led by Dennis Chernov achieved \$419,079,974 in volume in 2022. Chernov Team is the premier real estate services group of agents, marketing specialists, and house whisperers in the San Fernando Valley. Chernov and his team excels in actualizing dynamic results for their clients through over a decade of best-in-class localized performance.

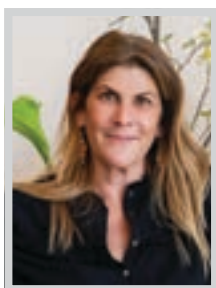
Working hand-in-hand with clients, Chernov and his colleagues strategically position properties for the explosive outcomes clients deserve – selling well above asking prices, generating buyer offers pre-market listing, producing multiple offers, and moving property in only a matter of days. Chernov knows the San Fernando Valley inside-out and has carefully curated and nurtured the local relationships necessary to produce outstanding outcomes. The team offers a full suite of services that span across all real estate needs – from social media marketing to under-construction sell negotiations.



AILEEN COMORA
The Agency

Aileen Comora has been involved in Los Angeles real estate since 1987, representing buyers and sellers in the Hollywood Hills, Beverly Hills, Cheviot Hills, Bel Air, Holmby Hills, Hancock Park, Los Feliz, Santa Monica, Sherman Oaks, Malibu and beyond.

With a deep understanding of the diverse pockets of LA and a passion for helping her clients achieve their goals, Comora has built a reputation on her honesty, patience and diligence throughout every step of the real estate process. Comora makes it a point to ensure her clients recognize the value of a home as an investment and goes above and beyond to obtain the optimum price for their properties. One of The Agency's founding members, Comora has represented a diverse and distinguished clientele, including numerous clients in the entertainment industry – both in the spotlight and behind the scenes.



JENNA COOPER
Jenna Cooper LA
Compass

Jenna Cooper is founder of Jenna Cooper LA. With a sharp eye for design, along with more than 10 years of experience in entertainment and 20 years in real estate, she brings a unique and discerning perspective and business sense to the industry.

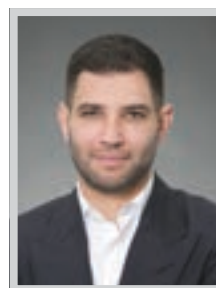
Having personally restored numerous properties in Hancock Park, Cooper's appreciation for original architecture and the ability to recognize hidden gems, coupled with an intimate understanding of the construction and design processes, make her a valued advisor to her clients. Applying her keen sense of design when styling listings, with decor sourced from her own retail outpost, +COOP, has garnered features in top publications such as Architectural Digest. In 2022, Jenna Cooper LA was recognized as the #1 Small Team in LA. Transaction volume for 2022 was \$218,328,180 as a small team.



CHRIS CORTAZZO
Compass

Chris Cortazzo's name is synonymous with Malibu, a rare breed of real estate agent born and raised in the famed coastal haven. 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.

Knowledge, passion, discretion and integrity have been the undercurrents of Cortazzo's real estate business for over 29 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. In addition, Cortazzo is widely hailed for his outstanding production and his market-making opinions, which are sought after by businesses, financial publications and broadcast media.



JACOB DADON
Sotheby's International Realty

With a 2022 total transaction volume of \$61.7 million, native Californian Jacob Dadon is known for his honesty, integrity and expert negotiating skills. He knows Los Angeles inside out and prides himself on his high attention to detail and unwavering commitment to his clients. Dadon offers a local's insight of the market backed by a track record of success. He consistently goes above and beyond to exceed his clients' expectations.

Also licensed in Utah, he has sold world-class ski homes to elite clients across the state, including the highest residential sale in the history of Park City in 2019. Dadon specializes in Malibu, Brentwood, Pacific Palisades, Beverly Hills, The Valley, Park City, Deer Valley and Jackson Hole. In addition, Dadon recognizes the importance of giving back and is actively involved in Give Back Homes as well as multiple Jewish organizations throughout the city.



BARRY DANTAGNAN
Coldwell Banker Realty

For over 30 years, accomplished 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 who regularly refer him to their family and friends. He has been honored with innumerable awards, but Dantagnan's 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.

Because he was born and raised in the San Fernando Valley, Dantagnan offers invaluable local insights that buyers appreciate. His versatility with a variety of property types and market analysis expertise help buyers and sellers alike make informed decisions. 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.

Elliman Agents Make the Difference

Congratulations to our outstanding agents and teams named among the Los Angeles Business Journal's 2023 Leaders of Influence: Residential Real Estate Brokers.

The Altman Brothers Team

Ernie Carswell & Associates

Josh Flagg

Juliette Hohnen

Chad Lund

Lloyd Ross

Marcy Roth, Eklund | Gomes Team

The Rachelle Rosten & Kelly deLaat Team

The Shevin Team

David & Anna Solomon | Solomon Property Group

Tracy Tutor

Locally Connected, Globally Renowned

6,600

Agents

115+

Offices

51

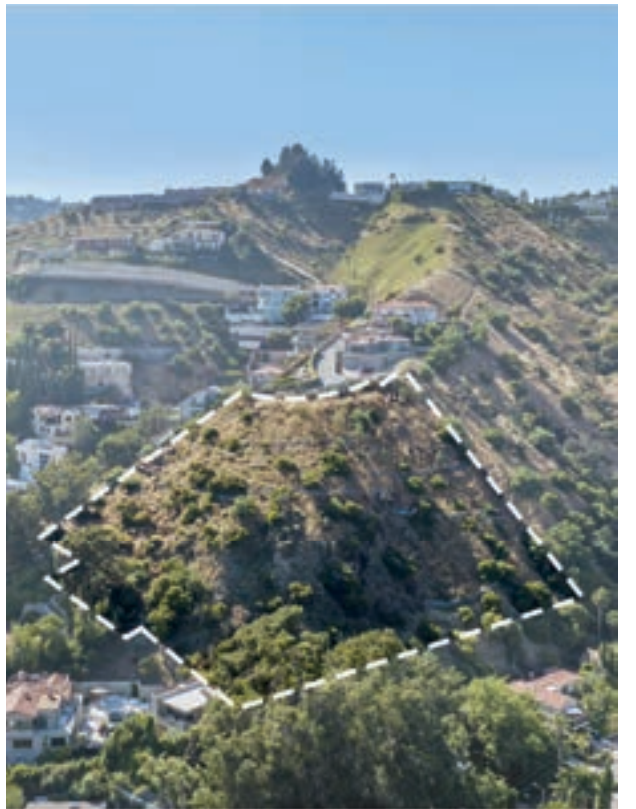
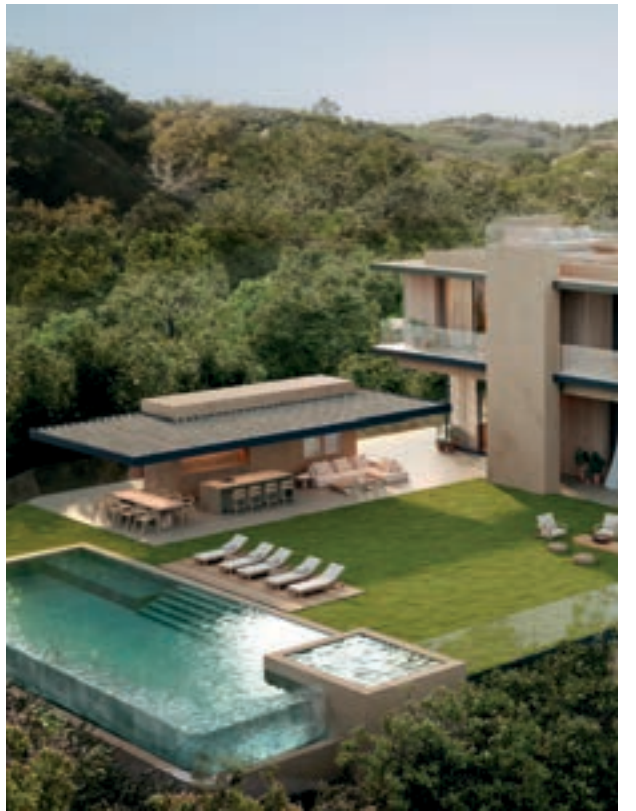
Countries

 **DouglasElliman**

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



Official



1380 Mockingbird Place, Bird Streets
 8201 Bellgave Place, Sunset Strip
 1055 Stradella Road, Bel Air

\$39,950,000
 \$34,995,000
 \$31,995,000

1001 Bel Air Road, Bel Air
 1785 Summitridge Drive, Beverly Hills
 9233 Swallow Drive, Bird Streets

\$24,950,000
 \$19,900,000
 \$11,995,000

10985 Bellagio Road, Bel Air
 7729 Granito Drive, Hollywood Hills
 2532 Canyon Oak Drive, Los Feliz Oaks

\$9,950,000
 \$5,995,000
 \$4,995,000

LOI: RESIDENTIAL REAL ESTATE BROKERS

**SANDRO DAZZAN**

The Agency

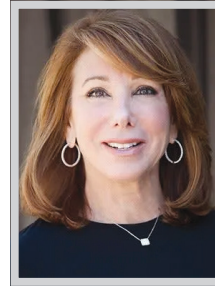
One of the nation's top real estate agents, Sandro Dazzan serves as managing partner of The Agency's Malibu office. Having closed over \$2.5 billion in sales throughout his career, he ranked as the #22 in California, #68 agent in the country, and #1 in Malibu in the 2022 REAL Trends Inc./Wall Street Journal ranking. Dazzan had a total sales volume of more than \$211 million in 2022. He also represented the seller in one of Malibu's highest square footage sales in 2022 for \$40 million. Previous career highlights include closing Malibu's highest residential sale in 2020 and highest land sale in Malibu history.

Born and raised in Malibu, Dazzan watched his mother's real estate business flourish from a young age. Today, Dazzan finds great fulfillment in helping buyers and sellers reach their real estate goals in the city he is proud to call home.

**TRACY DO**Tracy Do Team
Coldwell Banker Realty

Drive around LA's most desirable neighborhoods and you will see Tracy Do Team signs pointing to beautiful homes for sale. Tracy Do got started in 2002, building this team around an unwavering commitment to helping clients achieve even their most far-reaching goals while taking great care of them along the way. Today, statistically speaking, Do and her team are ranked as the #1 large team in Greater Los Angeles.

Do grew up in Southern California and graduated from USC. The diverse and talented team that she has brought together is a reflection of Los Angeles; she and her team love where they live, and want each of their clients to feel the exact same way.

**JILL EPSTEIN**

Nourmand & Associates

Jill Epstein of Nourmand & Associates is a premier real estate agent in the Beverly Hills and Los Angeles area with over 30 years of experience, specializing in luxury single-family residences, condominiums and residential income properties.

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.

**BJORN FARRUGIA**

Carolwood Estates

Bjorn Farrugia of Carolwood Estates sold over \$373 million in 2022, including his work representing Russell Westbrook on a \$25 million sale in Brentwood.

Farrugia specializes 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. He is results-oriented, direct, honest and effective in efficiently valuing, marketing and executing the sale and purchase of a property.

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

The Feil Group, led by Justin, Mia and Chris Feil, is one of the true powerhouse teams on the Westside of Los Angeles and throughout the city. With clientele ranging from the entertainment industry and professional athletes, to the very top of finance and tech spaces, The Feil Group has been the trusted real estate advisors for some of the most respected and prominent families in Los Angeles.

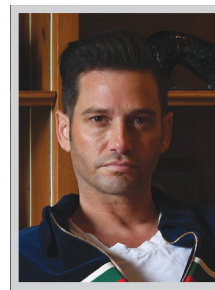
With an extensive network throughout the city and a bottom-line-results approach, The Feil Group has established itself as a top team in Los Angeles and amongst the top 1% of Berkshire Hathaway HomeServices agents nationwide. The Feil Group was recognized for its 2022 sales production as the top producing team in Pacific Palisades and among the Top 25 medium-sized teams in Berkshire Hathaway HomeServices global network.

**DREW FENTON**

Carolwood Estates

Drew Fenton, the CEO and co-founder of Carolwood Estates, was responsible for selling \$977.6 million in 2022. With over \$6.5 billion in career sales, Fenton has had the honor and privilege of representing the most pedigreed and significant estates in Beverly Hills, Holmby Hills and Bel Air.

Fenton holds the record for the highest residential sale for 2019 in the United States for the Chartwell Estate in Bel Air, which sold for \$150 million. Born and raised in Los Angeles, Fenton came to appreciate fine design and period details at an early age. He has listed and sold the Playboy Mansion, Frances Brody Estate, Owlwood, Doheny Estate and Rosewood in Bel Air amongst other legacy properties. Specializing in significant estate properties, Fenton has listed and sold over 70 properties in excess of \$20 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 has more than 18 years of real estate experience and made a big splash in 2021 when he joined Douglas Elliman. He is consistently ranked among the top real estate agents, and his clients include billionaires and celebrities alike.

Flagg has had \$400 million total transaction volume in the past 12 months, including 713 N. Crescent Dr. sold for \$16.5 million representing both sides, 830 Birchwood Dr. for \$14.725 million, 268 Bel Air Rd. for \$14.625 million representing both sides, and 513 N. Bedford Dr. for \$14.4 million. The largest deals of Flagg's career include the Bloomingdale's Estate for \$40 million, 1001 N. Roxbury for \$40 million.

**STEVE FRANKEL**

Coldwell Banker Realty

Steve Frankel is one of the most successful realtors in the nation with \$2.2 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.

Frankel 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 many high-net-worth and celebrity clients 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.

CONGRATULATIONS TO OUR AGENTS



Rochelle Atlas Maize



Michael Nourmand



Myra Nourmand



Jill Epstein



John Kostrey



Konstantine Valissarakos

NAMED TO LABJ'S 2023 LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE BROKERS LIST

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TOMER FRIDMAN
The Fridman Group
Compass

With over \$6 billion in career sales and breaking the \$840 million mark for closed sales in 2022, Tomer Fridman is the co-founder and managing principal of TFG International at Compass Beverly Hills and co-chairman/founder of Israel Sotheby's International Realty. An expert on celebrity clientele needs and luxury estates, Fridman specializes in the representation of architecturally significant homes, branded collections, land development sales and marquee estates around the world.

Some of Fridman's notable transactions include the 10 acres in Holmby Hills known as the "Owlwood Estate" listed for \$115 million, the sale of Sylvester Stallone's \$70 million home to Adele in Beverly Park, buyer of billionaire Alec Gore's \$90 million Beverly Park Estate, Kim Kardashian's \$90 million purchase of Cindy Crawford's former Malibu home and the current representation of the iconic Chow Estate in Holmby Hills offered for \$65 million.



CARL GAMBINO
The Gambino Group
Compass

Carl Gambino and his Gambino Group operate in Los Angeles, Manhattan, the Hamptons and Miami. With 2022 annual sales at \$375 million and a total sales volume last 12 months at \$351 million, Gambino now has achieved a lifetime sales total of more than \$1 billion.

Among Gambino's notable deals last year were selling Mark Wahlberg's Beverly Park estate at \$55 million; selling 6800 Fisher Island #6812 at \$21,250,000 (a record breaking PPSF sale on Fisher Island); selling 948 N. Orlando Ave. at \$16,550,000 (record breaking highest sale in West Hollywood in which he represented seller and buyer); selling a property in Trousdale Estates listed at \$42 million (record breaking PPSF in Trousdale); selling Joe Jonas and Sophie Turner's Miami Bay Point Property at \$17 million; Eva Chow's South Mapleton Drive estate at \$65 million and many others.



GINGER GLASS
Compass

Ginger Glass is a licensed broker in California with a track record of more than 1550 real estate transactions and more than \$3 billion in lifetime sales. She is a licensed attorney in six states and has 20 years of combined legal experience, serving as former counsel for the Trump Taj Mahal, Tropicana Casino-Resort in Atlantic City and later Aramark Corporation.

Glass personally handles every aspect of the marketing and sale of a property. Having worked since she was ten years old for a family owned and operated business, Glass prides herself on an extraordinary work ethic and maintaining the confidentiality of her clients. She has achieved numerous record-breaking sales in many local markets including Beverly Hills, Beverly Hills Post Office, Bel Air, Westwood, Sunset Strip/Hollywood Hills, Brentwood, Palisades and Cheviot Hills. Ginger represents listings ranging from \$500,000 to \$150 million.



NEYSHIA GO
The Go Group
Sotheby's International Realty

In the luxury real estate market, Neyshia Go has distinguished herself through a relentless dedication and unwavering determination, consistently delivering outstanding results. Her ability to identify new development and investment opportunities, paired with her ability to devise custom-tailored marketing strategies, demonstrates her prowess in navigating and capitalizing on profitable opportunities.

With a 2022 total sales volume of \$192 million, Go cultivates strong trust with her elite clientele and is driven to provide extraordinary service. Within the fast-paced world of luxury real estate, Go consistently establishes herself as a leader, exhibiting an exceptional blend of skill, passion and professionalism that sets her apart. Go has consistently been ranked as a top producing agent every year since 2009 and was ranked in 2022 as one of the top 10 producing real estate teams amongst all Sotheby's International Realty, Inc. offices nationwide.



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

The group led Jon Grauman and Adam Rosenfeld ranked 9th in the nation for mega teams according to RealTrends from their 2022 volume of \$526 million. The team has a lifetime total sales of more than \$3 billion.

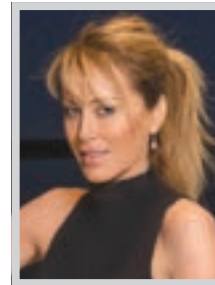
A titan in the luxury real estate industry, Grauman has amassed over 17 years of experience as a real estate agent, developer and (formerly) mortgage broker. As one of the founders and a principal of Grauman Rosenfeld Group, he is widely recognized for his unparalleled expertise and exceptional track record of success. Rosenfeld has brokered an impressive array of pedigreed estates and new developments in some of the most exclusive neighborhoods in Los Angeles, including Beverly Hills, Holmby Hills, Bel Air and Hollywood Hills. His discerning eye for architecture and design, coupled with his background in real estate development, allows him to effectively advise clients on investment opportunities and development analysis.



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.

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. Representing buyers and sellers up and down the coast, Haskell holds an exceptional portfolio of on- and off-market listings from Malibu to Montecito.



ESTEL HILTON
The Beverly Hills Estates

Born and raised in France, Estel Hilton is a natural overachiever who consistently pushes her limits to excel. Recently ranked in the Top 1.5% of America's Best Realtors out of 1.6 million agents, Hilton proves that no frontier is insurmountable. Despite English being her second language and being told that her journey would be tougher as a woman without a local network in Los Angeles, she transformed these obstacles into a remarkable success story. With her social skills and international influence, Hilton's unwavering dedication led her to establish her own group in Los Angeles. Now, she expands her reach to Orange County as the Newport Beach director for The Beverly Hills Estates, showcasing her resilience and drive.

Hilton also actively engages in speaking programs aimed at educating and inspiring young individuals facing social and family challenges, empowering them to transform their lives into compelling success stories.



JULIETTE HOHNEN
Douglas Elliman Realty

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 process. With more than 17 years' experience as a realtor and over \$1 billion in sales, Hohnen has a proven track record of success, and also repeat clients who sing her praises.

This past year, her top sale was closing a \$14 million property sold to Kristen Buckingham and her sales volume exceeds over \$88 million in the past 12 months. Her clients include high profile celebrities, such as Monty Python's Eric Idle, leaders in film and technology industries, musicians and more.



Santiago Arana

Career Highlights

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WORTH OF REAL ESTATE

20+ Years
IN THE INDUSTRY

The Agency MVP
2021 & 2022



2021 GOLDEN GLOBE AWARD WINNER
TOP LUXURY AGENT
IN THE COUNTRY



#3 AGENT IN CALIFORNIA
#10 AGENT IN USA
RANKED AMONGST THE TOP AGENTS
FOR 11 CONSECUTIVE YEARS



2021 PHILANTHROPIC
IMPACT AWARD



TOP 30 AGENTS IN HOLLYWOOD
FOR 11 CONSECUTIVE YEARS



SHOWBIZ REAL ESTATE ELITE
FOR 11 CONSECUTIVE YEARS



MOST INFLUENTIAL PEOPLE IN REAL
ESTATE FOR 5 CONSECUTIVE YEARS



1741 Correa Way

BRENTWOOD | \$29,500,000 | 6 BEDS | 7.5 BATHS | 35,868 SQ. FT. LOT



13187 Chalon Road

BRENTWOOD | \$29,888,000 | 7 BEDS | 9 BATHS | 14,000 SQ. FT. | 56,000 SQ. FT. LOT



1622 Viewmont Drive

LOS ANGELES | \$13,950,000 | 5 BEDS | 8 BATHS | 10,000 SQ. FT. | 43,480 SQ. FT. LOT



21528 Pacific Coast Highway

MALIBU | \$37,500,000 | 5 BEDS | 8 BATHS | 7,264 SQ. FT. | 12,646 SQ. FT. LOT

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**JON GRAUMAN &
ADAM ROSENFELD**

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GEORGE OUZOUNIAN**

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**JUSTIN PAUL HUCHEL**

Carolwood Estates

Justin Paul Huchel achieved over \$150 million in sales in 2022, with over \$600 million in career sales. Current celebrity clients include Ashton Kutcher & Mila Kunis, Marcus Mumford & Carey Mulligan, Justin Timberlake & Jessica Biel, Allison Statter, Tyler Johnson and Orlando Scandrick. Huchel is a straightforward, honest and forthcoming agent with a vast knowledge of high-end inventory.

Huchel got his start in real estate working in residential development on the East Coast for over five years before moving to Los Angeles to work for one of the industry's leading producing teams at Prudential Beverly Hills. After five successful years building his portfolio of high net worth and high profile clientele, he transitioned to the Discovery Land Company. After working for two years at El Dorado, a Discovery community in Cabo San Lucas, Huchel returned to California where he continues his impressive career at Carolwood Estates.

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

The numerous accolades received by Sally Forster Jones include repeatedly 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 sixth 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 is ranked as a top-five large team in the nation, awarded this year for her 2022 sales volume nearing \$500 million. Jones' career sales total more than \$10 billion and 6,000 transactions closed.

The Sally Forster Jones Group is one of the most successful real estate teams in the United States. Its success is based on a commitment to elevate luxury and the team of professional staff and agents that Sally Forster Jones Group has recruited and mentored.

**LAURA KALB**

Hilton & Hyland

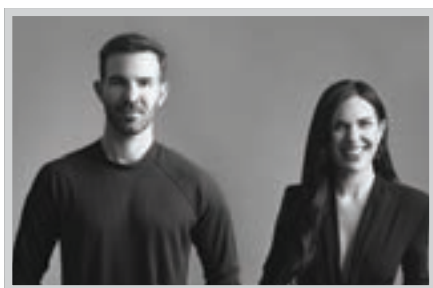
Providing concierge-like customer service for her clients while drawing on more than 20 years of real estate experience and out-of-the-box thinking, Laura Kalb of Hilton & Hyland has consistently been recognized as one of the industry's top producers.

Capitalizing on her background in selling residential, commercial and development real estate, Kalb's insight and knowledge enable her to deliver valuable guidance to her clients. Kalb is regularly featured in international publications for the exquisite properties she represents. In the past 12 months, Kalb represented the buyer of an \$18.45 million Malibu Beach estate and the buyer of a \$16.85 million Broad Beach home.

**ROB KALICK**Take Sunset
Compass

As the founder and creator of Take Sunset, Rob Kallick is a respected and award-winning veteran of real estate in the Los Angeles market. Since 2009 he has helped hundreds of buyers and sellers and consistently ranks as one of the top agents in the city, with hundreds of transactions and over \$400 million in career sales.

Kallick has achieved landmark sales of homes by Richard Neutra, Gregory Ain, and Allyn Morris as well as record-breaking sales in neighborhoods such as Echo Park, Silver Lake and Glassell Park. Since he was young, Kallick has been fascinated by architecture and dreamed of becoming an architect. He eventually found his calling with real estate. He believes his success has come from following the principles needed to succeed in real estate: honesty, patience, strong work ethic, good listening and communication skills and a willingness to always put the client's needs first.

**MARCI KAYS and JONATHAN MOGHARRABI**Kays & Mogharrabi
Carolwood Estates

With a combined 30 years of experience and over \$300 million in career sales, Marci Kays and Jonathan Mogharrabi have combined their efforts to form a new partnership at Carolwood Estates, a premier boutique firm in Beverly Hills. Over \$121 Million sold in 2022. They represented Brad Pitt on the sale of his \$39 million Los Feliz compound. Their passion, work ethic and down-to-earth approach have won them the loyalty of a diverse and distinguished clientele that includes celebrities, professional athletes and Grammy award-winning artists from across Los Angeles.

Keys and Mogharrabi's tireless work ethic, effective client engagement and discreet off-market strategy helped them recently close the highest sale in the history of Los Feliz, a \$38 million private compound. The duo consider it a privilege to share in their clients' joy and excitement when they find their dream homes.

**BRAD KEYES**

Keyes Real Estate

Brad Keyes is a real estate advisor dedicated to understanding the needs of his clients and providing them with their best options to achieve their real estate goals. In his more than 14 years of experience as both a broker and a real estate attorney, Keyes has developed a unique and comprehensive approach to diligence and has been a trusted advisor in over \$1 billion of residential and commercial real estate transactions. He is qualified to handle the broad spectrum of real estate transactions across all asset classes and strives to view his deals from multiple perspectives and angles.

Keyes is a self-driven entrepreneur whose motto is "careful and persistent work." He is a dealmaker and skilled negotiator who brings energy, passion, and enthusiasm for all things real estate. He builds lifelong relationships with his clients and colleagues alike with his honest and direct approach.

**AARON KIRMAN**

AKG | Christie's International Real Estate

Aaron Kirman has established himself as a reputable figure in the luxury real estate market. His extensive client base comprises industry titans, celebrities, royal families, major lending institutions and foreign investors, all of whom share a desire for an opulent lifestyle. Kirman's outstanding achievements in the luxury real estate sector have earned him global recognition, primarily due to his record-breaking sales across Los Angeles and Southern California. A key factor in his continued success lies in his strategic investment in state-of-the-art technology, which seamlessly integrates into every facet of his business operations.

Throughout his career, Kirman has overseen the sale of several notable properties. The infamous Danny Thomas Estate reportedly fetched a staggering \$50 million while the Eddie Goetz Estate and Lion Gate were sold for \$46,250,000. These are just a few among the numerous exclusive properties that Kirman has expertly handled.

**JOHN KOSTREY**

Nourmand & Associates

John Kostrey is not only recognized as a perennial top producer. He has established himself as someone who is trustworthy and has integrity – someone who cares, deeply listens, and forms genuine and lasting relationships. Kostrey's concierge-level service approach found its perfect complement in superstar agent Jennifer Eckert, notably her high energy, charisma and unparalleled dedication to excellence. Together, the duo has partnered with The Kostrey + Eckert Collection to create an unstoppable team that continues to produce unmatched results for the highly-valued and unique clients they serve. In the last 12 months Kostrey has closed 57 transactions for a total volume of \$80 million.

Kostrey is a graduate of both the USC School of Law and Northwestern University. With a strong belief in the importance of "giving back," he is also very devoted to the Los Angeles animal rescue community and supports a number of local charitable organizations.



HILTON & HYLAND

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PAMLUMPKIN

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DAVIDKRAMER

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RESIDENTIAL REAL ESTATE BROKERS

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LUMPKIN



“

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– Pam Lumpkin, Estates Director

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PAUL SALAZAR

PAUL SALAZAR GROUP

“

Thank you, Los Angeles Business Journal. None of my success would be possible without my remarkable team.

– Paul Salazar, Estates Director

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DAVID KRAMER
Hilton & Hyland

David Kramer has a consistent, undisputed track record as a top-producing agent. Recently named president of Hilton & Hyland, Kramer is a leader in the field of luxury real estate who has represented buyers and sellers of major estates and unique properties throughout the Westside for over 20 years. In the past 12 months, Kramer represented the seller of a \$36 million off-market Brentwood estate, the buyer of a \$30.5 million off-market Brentwood estate, and represented the seller for a record-breaking deal in the North of Montana estates in Santa Monica.

Kramer is actively involved with several charitable foundations, including The American Cancer Society, the Theodore Payne Foundation, Project Angel Food, the Brady Campaign and the Remote Area Medical Foundation. Volunteering as a Big Brother, David was proud to support the most effective youth mentoring organization in the country.



LISA LAUGHLIN
Sotheby's International Realty

Lisa Laughlin of Sotheby's International Realty is an esteemed Malibu agent specializing in both the Malibu and Carmel communities. She had a total transaction volume of \$95.4 million in 2022. That year, she listed and sold one of the most expensive homes in Los Angeles. It was listed for \$125 million, and was the former home of pioneering video game developer Jon Burton. According to Robb Report, it was one of the top 25 most expensive homes for sale in the world.

Laughlin is known for being a very trustworthy, dedicated, reliable and personable agent allowing her to help guide her clients to successful deals. Her competence and resourcefulness has led to another great year.



ERIC LAVEY
Sotheby's International Realty

With a 2022 total transaction volume of \$88.4 million, 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. He specializes in the Westside of LA and beyond. He values working with clients at any price point. He believes that focusing on long term client service is how he is able to grow as an agent, even in slower markets.

In 2022, Lavey had the honor of selling many celebrity homes including Emma Stone's Malibu residence. 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.



BEN LEE
Coldwell Banker Realty

Member of the International Society of Excellence and ranked as the #2 Individual Agent in Greater Los Angeles; and #8 Agent at Coldwell Banker Realty North America, Ben Lee, a Coldwell Banker global luxury property specialist affiliated with the Beverly Hills office of Coldwell Banker Realty, gives a competitive advantage to his clients.

Lee is an accomplished real estate broker with an exceptional track record and unparalleled knowledge of Los Angeles' Westside property market. He is also a licensed attorney, which offers his clients an upper hand when it comes time to negotiating deals. A second generation Los Angeles native, Lee is a well-known and liked member of the community, with all the connections someone needs to make the process of buying and selling a home as pleasant and worry free as possible.



PAUL LESTER
The Agency

Paul Lester has long been recognized as one of the most successful, active and celebrated members of the Los Angeles real estate community. Over the course of his more than 20-year career, Lester has sold more than \$1.2 billion in residential real estate, which he credits to his thriving referral network.

Working alongside his business partner of more than 15 years, Aileen Comora, Lester provides his clients with diligent, honest, energetic and straightforward service through every step of the buying and selling process. Based in The Agency's Beverly Hills headquarters, Lester's nuanced market expertise covers Beverly Hills, Beverly Hills Post Office, Bel Air, West Hollywood, Sunset Hills, Los Feliz, the Wilshire District, Westwood, Santa Monica, Malibu, Santa Barbara and Montecito. Lester has overseen some of the most prestigious sales in each neighborhood, thanks in part to his careful attention to detail and concierge-style client service.



BRYCE LOWE and KIRBY GILLON
Bryce and Kirby Luxury Estates
AKG I Christies International Real Estate

Together, Bryce Lowe and Kirby Gillon serve as lead directors of the Luxury Estates Division at the Aaron Kirman Group of Christies International Real Estate. They primarily specialize in exclusive representation of luxury properties, celebrity homes, land and development opportunities, and architecturally significant properties across all of the Los Angeles spectrum. Cumulatively they have over a decade of real estate experience, cultivating an impressive property portfolio, exclusive celebrity clientele and knowledge of the changing market. The duo's professional level of service, expertise and business strategies are beyond sophisticated and renowned.

Strategically utilizing their seasoned luxury estates experience to foster solid exclusive relationships, Lowe and Gillon have constantly pushed the real estate boundaries in our market, accomplishing what few top producers have in the entire history of residential estate sales. Today, both are two of the most well-known, highly respected and sought-after real estate moguls in the industry.



PAM LUMPKIN
Hilton & Hyland

Seasoned professional, Pam Lumpkin has been a lifelong Westside resident, except for the five special years she lived in New York City. She specializes in Bel Air, Beverly Hills, Hollywood Hills, Baldwin Hills, and surrounding areas. Lumpkin and her team enjoy working with sellers who want to maximize the value of their property, buyers looking for their next home or getaway retreat, and investors interested in taking advantage of the unlimited opportunities in the Los Angeles market.

During the past 12 months, Lumpkin represented the buyer of 3000 Benedict which sold for \$18.35 million and represented the seller of an \$8.2 million modern entertainer's estate in Encino. Lumpkin was the president of the Harvard Westlake Parent Association in 2023, VP of Ways and Means for the Harvard Westlake Parents Association in 2022, and has actively been involved within the community throughout her daughter's schooling.



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 23 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.

Lund 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.



WEA and Stephen Shapiro congratulate
our agents for being recognized
among the *LA Business Journal's* 2023
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KURT RAPPAPORT
&
DREW MEYERS

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ROCHELLE MAIZE
Nourmand & Associates

With over \$2 billion in career sales, Rochelle Atlas Maize has proven herself indispensable in the renowned world of luxury real estate and has repeatedly proven herself to be one of the most innovative and successful agents in the Los Angeles real estate market. As the executive director of the Luxury Estates Division at Nourmand & Associates, she is nothing short of a legend among her celebrity clients, her professional colleagues and the community she serves.

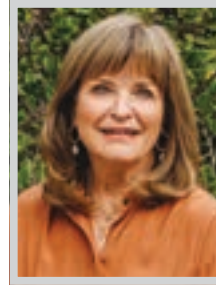
With a dazzling list of awards and sales records, Maize is known, most of all, for her remarkable knowledge of the luxury marketplace, her acute ability to negotiate even the most complex transactions, and her particular talent for putting clients at ease. She has closed 20 transactions for a volume of \$145 million in the past 12 months alone.



LINDA MAY
Carolwood Estates

In the elusive world of luxurious LA real estate, Linda May is a name that needs no introduction. Her record-breaking career sales volume, surpassing four billion dollars, is a testament to her excellence in representing the most significant historical, pedigreed and architectural estates in the city. Some of her notable career sales include The Grey Estate (\$77.5 million), The Paley Residence (\$75 million), The Bellagio Estate (\$68 million), The Beverly House (\$63.1 million) and Johnny Carson's former Malibu estate (\$65.2 million) among others.

May's 2022 sales alone reached \$265.4 million and included 330 S. Mapleton Drive (\$69.9 million), 10771 Bellagio Road (\$65 million) and 312 N Faring Road (\$58 million). May's sophisticated approach and unwavering dedication to her clients have made her a trusted advisor to Hollywood's biggest names, brilliant tech moguls and discerning homeowners. Her impressive client roster includes the city's wealthiest elite.



JANICE MCGLASHAN
McGlashan Group
Coldwell Banker Realty

Janice McGlashan, one of the San Gabriel Valley's most respected and successful real estate professionals, brings over 30 years of experience as well as integrity, professionalism, local expertise and marketing innovation to her clients. She specializes in La Canada Flintridge and the surrounding communities of La Crescenta, Sunland/Tujunga, Montrose, Glendale, Altadena, Pasadena, South Pasadena, San Marino and the Sierra Madre.

McGlashan has received numerous awards for her sales achievements, has been continuously named a top producing agent, a member of Coldwell Banker's prestigious, Society of Excellence, and is among the top 1% of real estate agents internationally. Dedicated to serving her community as well as her clientele, McGlashan is also active in charitable organizations. She serves as the corporate treasurer and board member of Discover the World, helping children in Africa. McGlashan has also served the Special Olympics, Southern California summer games committee for over 30 years.



CRYSTA METZGER
Coldwell Banker Realty

Within 20 minutes of her first visit to Santa Barbara years ago, real estate agent Crysta Metzger knew this was the place she wanted to live and raise a family. Metzger is a Santa Barbara homeowner and true lover of the area – she knows each neighborhood in town for its style of residential architecture, unique layout, schools and amazing array of kids' activities and destinations. Top-performing and award-winning, Metzger has been affiliated with the Montecito office of Coldwell Banker Realty since 2003. She serves buyers, sellers and investors in Montecito, Hope Ranch and Santa Barbara with unsurpassed local market knowledge.

Now ranked as the #6 individual agent in Greater Los Angeles, Metzger has received many local, regional and national top sales awards and consistently places in the top 10% within the Santa Barbara MLS. Though she values these accolades, the real honors come directly from her clients.



DREW MEYERS
Westside Estate Agency

Drew Meyers is the youngest agent ever to be named partner at Westside Estates Agency. In 2023, Meyers has already had an impressive year orchestrating a double-ended deal for Diane & Alex Von Furstenberg, by facilitating the purchase of their original Broad Foundation building to Scooter Braun, who was also repped by Meyers, for an impressive \$25.9 million. Additionally, Meyers was a part of multiple \$20 million (or more) off market deals in the coveted neighborhood of Beverly Park. Notably, in 2020, Meyers orchestrated the sale of a commercial property in Venice Beach, commanding a staggering price tag of over \$50 million.

Throughout the past year, Meyers orchestrated several notable sales, including the illustrious Bel-Air residence once owned by the iconic Mary Tyler Moore and the exquisite townhouse on Sunset once inhabited by the legendary Liberace. His volume over the last 12 months is \$148.5 million.

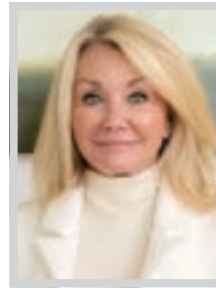


**GINA MICHELLE and
GEORGE OUZOUNIAN**

Gina Michelle & George Ouzounian Team
The Agency

The Gina Michelle & George Ouzounian Team recently ranked as #22 in the Top Small Teams by Volume category by RealTrends with a sales volume of \$201,859,033 in 2022. A top-producing broker, designer and trained negotiator, Gina Michelle has achieved over \$1 billion in career sales. She brings 18 years of real estate experience and a reputation for integrity, transparency and intelligence to The Agency.

George Ouzounian is ranked among the top 1% of real estate agents in the nation by Real Trends. He was named The Agency's 2020 MVP Award Recipient, The Agency's Top 5% 2021 and 2022 Chairman Award Recipient. Representing clients across the Greater Los Angeles area, Ouzounian's mission is singular—to provide the finest real estate services available based on the highest standards of ethics, value and commitment to client care.



JADE MILLS
Coldwell Banker Realty

The #1 ranked individual agent in Greater Los Angeles and #1 agent at Coldwell Banker Realty North America, Jade Mills is renowned among colleagues and clients alike for her integrity, loyalty and professionalism. In the last two years, she has sold \$1 billion in real estate and has achieved the highest sales volume on record of any agent in Coldwell Banker history, surpassing an astounding \$7 billion in career sales.

In the last five years, Mills represented five of the top record-setting sales in Los Angeles for over \$100 million each: The Chartwell Estate for \$150 million, The Manor (aka The Spelling Manor) for \$119,750,000, The Playboy Mansion for \$100 million, the Paradise Cove Estate in Malibu for \$100 million and a confidential sale in Holmby Hills. An expert in luxury properties, she is devoted to serving the needs of real estate buyers and sellers throughout Los Angeles.



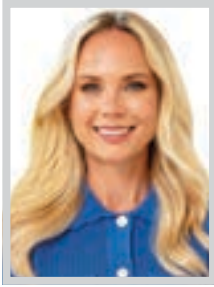
COOPER MOUNT
Carolwood Estates

With over \$159 million sold in 2022, and representing buyers and sellers of Los Angeles luxury real estate, Cooper Mount brings passion, discretion and an unparalleled grasp of LA's luxury market and its neighboring communities. A Malibu native, Cooper's breadth of local knowledge, paired with his strong negotiating skills and relationships with builders, developers, buyers and sellers across LA has proven invaluable. He joins Carolwood Estates from The Agency, where he was a top producer for six years in The Agency's Malibu office.

Prior to real estate, 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 exclusive roster of talent. His time at WME helped hone his attention to detail and ability to negotiate even the most complex deals from start to finish, traits that have carried over seamlessly to real estate.

T H E **F E I L** G R O U P
B E R K S H I R E H A T H A W A Y

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KATE NEWTON
Hilton & Hyland

With over a decade of experience in luxury real estate marketing, Kate Newton of Hilton & Hyland has represented dozens of high-profile clients and their stunning abodes. Well regarded in the industry, Newton uses her confidence and sophistication to advise clients throughout the buying and selling process. Her relentless energy and sincere passion translate directly to her work ethic, allowing her to stay at the forefront of the fast-paced Los Angeles real estate market.

Specializing in luxury estates across the Westside, Newton is a trustworthy and loyal consultant to her clients. She recently joined Hilton & Hyland as one of LA's top producers and is consistently recognized for her outstanding successes. In the past 12 months, Newton represented the buyer of a \$20 million Calabasas Oaks estate and represented the seller of a \$15.75 million, 11,000 square foot Hidden Hills haunt.



MARC NOAH
Sotheby's International Realty

Marc Noah's accomplishments in the Los Angeles real estate industry are underpinned by his unwavering professionalism, strong ethical stance and a relentless commitment to delivering superior customer service. His optimistic outlook and "can-do" attitude have been pivotal in securing his position as a top producer at Sotheby's International Realty.

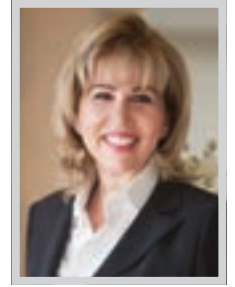
Noah's adeptness in handling high-value transactions and his dedication to his clients' interests, coupled with his extensive knowledge in mortgages and securities, underscore his expertise in the crucial aspects of real estate. A local to Los Angeles, Noah's comprehensive grasp of the local market and its diverse communities offers clients unparalleled insights. His love for varied architecture, passion for enabling homeownership and serving discerning clientele are intrinsic to his celebrated success. Noah is routinely recognized by entertainment and real estate media for his expertise and success.



MICHAEL NOURMAND
Nourmand & Associates

Michael Nourmand of Nourmand & Associates is a second-generation high-end broker who focuses on selling estates, condos, and income properties throughout Los Angeles. He knows the local inventory because he makes a concerted effort to view as many properties as possible. He reads a number of real estate publications, so he is current on market trends and statistics.

Nourmand understands the many facets of the real estate business because he has purchased, managed and developed real estate for his own portfolio. He obtained his real estate license in 2000 and his broker's license in 2006. He is an invaluable real estate source, who can help clients stay clear of common problems. In the past 12 months he has closed 30 transactions for a total volume of \$83.3 million.



MYRA NOURMAND
Nourmand & Associates

Myra Nourmand of Nourmand & Associates specializes in marketing and selling luxury properties from Beverly Hills to Malibu. Her deep knowledge of the finer, often overlooked, but crucial details of the luxury neighborhoods is one of the priceless tools in her professional arsenal. With nearly 30 years of unrivaled expertise, she is synonymous with high-end Los Angeles residential real estate.

Nourmand is a high-end producer having successfully listed and sold properties ranging from \$1 million to \$60 million. The vast majority of her clients are in the entertainment industry and she has earned the trust and respect from some of the most high-profile Hollywood celebrities and industry executives. Her expansive expertise in the luxury home market comes from the ability to match her client's needs with her knowledge of the inventory. She has closed 12 transactions for a total volume of \$92.6 million in the last 12 months.

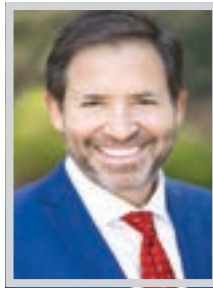


DAVID OFFER
Berkshire Hathaway HomeServices
California Properties

For over 31 years, David Offer of Berkshire Hathaway HomeServices California Properties

has proudly built his real estate career – one satisfied client at a time. 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 1,088 transactions totaling in excess of over \$4.37 billion, Offer is clearly qualified to provide some of the finest representation in the industry. In the last 12 months, he has sold over \$200 million. Happy to assume the role of mentor, Offer has provided guidance to many fledgling real estate professionals.



MICHAEL J. OKUN
Sotheby's International Realty

With a 2022 total sales volume of \$62.5 million, award-winning broker associate at Sotheby's International Realty, Michael J. Okun is an expert in the marketing and sale of property in and around Los Angeles. Having first come to Los Angeles from the Midwest to attend UCLA and graduating top of his class Summa Cum Laude, he possesses an extraordinary work ethic.

Okun specializes in Studio City, Sherman Oaks, Encino, Valley Village and Hollywood Hills. He believes that the way you do one thing is the way you do everything, leading him to a relentless pursuit of excellence in everything he does. In 2022, he had the privilege of selling A-list Elle Decor award winners' home to Matt Helders of the Arctic Monkeys. He is continually ranked among the top agents in the country and the #1 Sotheby's International Realty agent in the San Fernando Valley year after year.



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 2004, Pardee has sold over \$7 billion worth of residential and commercial real estate.

Ranked as one of the top 10 real estate agents in California since 2008, Pardee has represented A-list celebrities and tech industry pioneers and advised some of the world's most renowned architects in their developments, including Frank Gehry and Marmol Radziner. Pardee Properties is ranked by Real Trends as the #2 mega team in Los Angeles, #6 mega team in California and #26 mega team in the nation. A passionate philanthropist, Pardee has donated over \$1.3 million toward uplifting underserved areas of Venice and West Los Angeles.



**DAVID PARNES and
JAMES HARRIS**
Bond Street Partners
The Agency

Originally from London, England, David Parnes and James Harris of Bond Street Partners have established themselves as two of the top agents serving the Los Angeles luxury market. The team 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 has led to a steady incline in sales year over year, with over \$2 billion in sales since 2017. These figures earned the partners The Agency's MVP Award in 2017, 2018 and 2019 and Chairman Award in 2020. The partners represented the seller in the \$120 million dollar sale of "the Manor" in Holmby Hills, setting the record for the highest sale in Holmby Hills, the 4th highest sale ever in LA County and the 6th highest sale in US history.



HONORED TO BE RECOGNIZED AS

LEADERS OF INFLUENCE: RESIDENTIAL RE BROKERS



“What sets us apart from other agents is that we grew up surrounded by the LA real estate industry and know the city very well - the people, places and cultures,” said Shana. “I have brought my knowledge from hospitality into brokerage, and learned how to work under pressure, and get the job done while maintaining a personal relationship with each of my clients. I want everyone to feel as if they can reach out to me at any time of the day, and that I deeply understand their sensitivities, desires, and help materialize their needs.”

EMILA TAVANGARIAN

SHANA TAVANGARIAN

PRADO DE LA FELICIDAD



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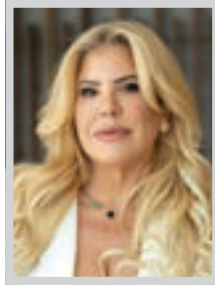
LOI: RESIDENTIAL REAL ESTATE BROKERS



MICK PARTRIDGE
The Beverly Hills Estates

Mick Partridge of The Beverly Hills Estates is a highly accomplished real estate professional with an impressive track record of consistent sales performance. Recent sales highlights include 1455 Oriole Way in the Bird Streets which sold for \$5,250,000 and 635 N. Bonhill Rd, the longtime home of the late Angela Lansbury for \$5 million, which he double-ended.

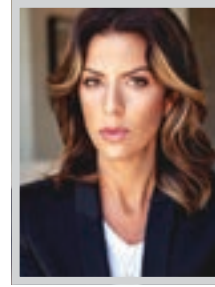
Partridge's notable clients include fashion designer, Lubov Azria, the Angela Lansbury Estate, members of the Kennedy family and Los Angeles philanthropist June Sale. As the founder of The Partridge Estates Group at The Beverly Hills Estates, Partridge has over \$100 million in listing inventory as well as \$80 million in developments coming to market in the next six months, further firmly cementing Partridge's position among LA's real estate elite.



DANIELLE PERETZ
The Beverly Hills Estates

Danielle Peretz is an accomplished real estate professional with over 20 years of experience in Los Angeles. She has a strong commitment to providing exceptional real estate investment services across Los Angeles, specializing in buying, selling and renovating homes. As a top-performing agent at The Beverly Hills Estates, Peretz is consistently ranked among the top 1% of agents in the Valley, receiving prestigious awards for her outstanding achievements. Known for her dedication and advocacy, Peretz ensures her clients feel relaxed and well-informed throughout the buying or selling process.

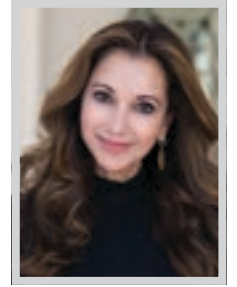
Apart from her professional endeavors, Peretz enjoys spending quality time with her family, traveling, and engaging in volunteer work, supporting organizations such as St. Jude Children's Hospital and local schools.



ALEXANDRA PFEIFER
Sotheby's International Realty

Alexandra Pfeifer was born and raised in Los Angeles. Having lived in multiple cities including Beverly Hills, Hancock Park, Brentwood, Newport Beach, Pacific Palisades and Montecito, Pfeifer's market knowledge stretches from north to south. This year she sold 717 21st Place for over a million dollars over the asking price and also sold 720 Brooktree for \$500,000 over ask.

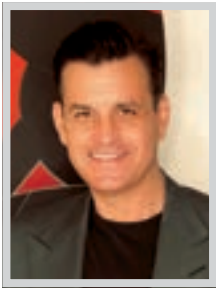
Pfeifer believes that being knowledgeable, tenacious, a people person (knowing your clients' needs and adding a personal touch), always being available and being able to navigate complex situations have helped lead to her success. She's been recognized as top 1.5% in the US for the last decade, and #1 in her office and top producer at Sotheby's International Realty. Among other causes, Pfeifer worked with LAFD to help build the gardens and Palisades station 69, and is a donor to Mammal Rescue at the Sea Center in Laguna Beach.



LEA PORTER
The Beverly Hills Estates

Lea Porter, an accomplished LA realtor, stands as a testament to talent, perseverance and business acumen in the competitive luxury real estate market. After a strategic hiatus to pursue real estate investment, family and philanthropy, she reentered the industry with vigor, closing over \$140 million in transactions to date. Her success stems from her multifaceted experience as a corporate financial analyst, a real estate investor, and a luxury realtor. Porter's high standards, impeccable taste and strong business acumen, coupled with her global network of industry leaders, bring her some of LA's most exclusive listings.

Porter is also passionately committed to making a difference, focusing her philanthropic efforts on supporting children and education through close collaborations with the Independent School Alliance and Aviva Family and Children's Services. In addition, she is an active participant in the Young Presidents Organization and is a part of the Cedars-Sinai Board of Governors.



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's total sales volume in 2022 was \$1,785,000,000 for 48 properties, including the \$200 million double-ended sale to Beyonce and Jay-Z in Malibu (seller was TV producer William Bell). He also repped Mark Wahlberg on his sale of his \$55 million Beverly Park estate. He is an active investor in real estate and technology. 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

With over 20 years of experience in real estate, Lauren Ravitz has established herself as a trusted and accomplished agent, dedicated to providing unparalleled service and results to her clients. A multi-year recipient of the prestigious Chairman's Circle Platinum award and a luxury properties director, Ravitz has consistently demonstrated her exceptional talents in negotiation and strategic marketing. With a career sales volume of \$707 million, her track record speaks for itself. In the last 12 months alone, Ravitz has achieved remarkable sales success, with \$90 million in closed transactions and \$18 million in escrow.

In addition to being a realtor, Ravitz is a loving wife, dedicated mother of two, and a cancer survivor. Her personal journey has instilled in her a profound sense of empathy and compassion, driving her to give back and make a positive impact.



**STEPHEN RESNICK and
JONATHAN NASH**
Resnick & Nash
Carolwood Estates

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 high-profile duo of Stephen Resnick and Jonathan Nash have compiled an impressive sales record.

The Resnick & Nash duo hit a combined 2022 sales volume of \$385 million. The team's most substantial deal was simultaneously the third-highest sale in the entire country, the second-highest in Los Angeles, and the highest in Holmby Hills (an off-market Charing Cross Estate for which they repped the seller). The duo also represented the second-highest in Holmby Hills (another off-market estate, located on Mapleton Drive).



JOYCE REY
The Joyce Rey Team
Coldwell Banker Realty

Joyce Rey is a real estate icon in her own right. After more than four decades working in the highest echelons of international luxury real estate, she has amassed nearly \$6 billion in career sales and a roster of celebrity clients who revere her discretion. Negotiating historic estates is her specialty. She is known for marketing and selling some of the most expensive properties in the United States, including the esteemed Perenchio Estate, "Chartwell," in Bel Air. Each year she breaks sales records – including her own.

Decade after decade, Rey maintains a consistent presence on "best of" lists for real estate production. A global luxury influencer and social media powerhouse, she ranked number two among Property Spark's "Top Los Angeles Real Estate Agents on Social Media." She is also one of the most in-demand luxury real estate experts worldwide, routinely featured in major media outlets.

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**ASH RIZK**

Coldwell Banker Realty

An International Society of Excellence member and the #3 ranked individual agent in Greater Los Angeles, the #14 Agent at Coldwell Banker Realty for North America, a Top 200 RealTrends 1000 (Individual Volume) ranking and #71 on America's Best (Individual Volume, California) list, Ash Rizk of Coldwell Banker Realty brings experience, integrity and service to his clients.

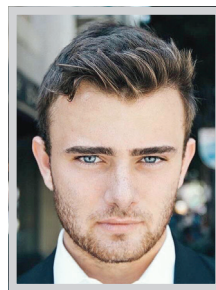
With a background in computer science, programming and mortgage banking, Rizk's clients have come to expect and receive the best service in the industry. Armed with a technical and computer based background, Rizk guides his clients through their entire transaction quickly and accurately in all stages of the process.

**CHAD ROGERS**

Hilton & Hyland

Chad Rogers is one of the most successful and sought-after real estate agents and market experts in Southern California. For over 23 years, the Malibu native has been a top-selling agent for Hilton & Hyland in Beverly Hills. Since the start of his career, Rogers has sold over \$700 million in real estate. He has built and maintained a reputation among power-player clientele, including professional athletes, celebrities and high-ranking business officials.

As a nationally recognized realtor, Rogers shares his vast industry knowledge at speaking engagements all over the country, such as The Western Slope Realtor Rally, The Scottsdale Luxury Home Tour, University of Redlands, National Association of Television Program Executives, Learning Annex NYC and the "Success 101 Speakers Series" hosted by the Young Professionals Global Network. One of Rogers' largest deals from the past 12 months includes a \$10.6 million Malibu sale contiguous to the exclusive Malibu Colony.

**LLOYD ROSS**

Douglas Elliman Realty

Lloyd Ross has had the honor of having some of the highest sales in America with almost \$100 million in sales in 2022 including a Record \$44.5 million trophy sale. He has personally sold more than 250 million in his career. In 2023, He sold the Beverly Hills home of celebrity fashion CEO Sheila Vance for \$7,800,000 as well as a home in the prestigious Beverly Hills, guard gated Mulholland Estates community for \$9,475,000.

Ross prides himself representing showbiz elite having sold the homes of the Emmy Award winning director of "Making a Murderer" & Oren Peli, the creator/director of the highly successful Paranormal Activity franchise. He specializes in selling architectural homes in Beverly Hills, Bel Air/Holmby Hills, the Sunset Strip/Hollywood Hills, West Hollywood, Los Feliz and other parts of the West side and the Valley.

**RACHELLE ROSTEN and KELLY deLAAT**Rachelle Rosten & Kelly deLaat Team
Douglas Elliman Realty

Rachelle Rosten and Kelly deLaat are the executive managing directors of Douglas Elliman Realty's Master Trust & Probate Division, which redefines the industry standard of excellence in the representation of trust, conservatorship and probate real property sales with a concentration in corporate fiduciary representation. Their objective is to maximize and optimize the value of these properties and provide best fiduciary protection utilizing their vast experience, technical expertise and focused marketing skills to achieve superior results. This focused protocol is proven successful on a wide range of property types not limited by size, value or geographic location.

Rosten and deLaat's proactive marketing platform is an industry leader typically generating competitive multiple offers and higher than market-value sale prices. In 2022, Rosten and deLaat were ranked the #1 small team in California by Douglas Elliman. Their total transaction volume in past 12 months is close to \$70 million.

**MARCY ROTH**Eklund | Gomes Team
Douglas Elliman Realty

A formidable force in the real estate industry, Marcy Roth is ranked as the #1 agent within the West Coast division of the highly esteemed Eklund Gomes Team. Consistently ranked as the nation's top mega team, the Eklund Gomes Team has a lifetime sales volume exceeding \$24 billion, it did \$4 billion in 2022 alone. Roth's drive, discretion, expertise and market knowledge are outstanding.

As a visionary leader and advocate for her clients, Roth continues to reshape the real estate landscape, ensuring successful transactions time and time again. She has set some records in her seven-year career, including the second highest sale in Brentwood in 2020, and one of the top sales in Palisades Riviera in 2021. She has worked with several high-profile clients and currently represents Rodney Dangerfield's widow in the sale of her Bird streets property which is currently on the market for \$17.8 million.

**MARK RUTSTEIN**

Iconic Homes at Carolwood Estates

Mark Rutstein's Iconic Homes sold over \$85.9 million worth of listings in 2022. Among other highlights, Rutstein recently represented the sale of a Vail, Colorado estate at auction for \$42 million. He is a native South African hailing from a world-renowned family of real estate developers whose projects have included Atlantis and the exclusive One and Only group of Kerzner hotels.

Consistently ranked among the top producing real estate agents, Rutstein credits his success to a business built on repeat clients and referrals, serving his clients with the utmost level of dedication, professionalism and care. His experience working with clients in the entertainment and sports industries in the US and abroad has provided him with the perfect background on which to build his business. As founder of Iconic Homes, Rutstein is deeply committed to the confidentiality of his clients and continues to help high-profile individuals.

**PAUL SALAZAR**The Paul Salazar Group
Hilton & Hyland

Paul Salazar is an estates director at Hilton & Hyland and founder of the Paul Salazar Group with nearly 20 years of invaluable experience, over \$600 million in total real estate sales, and over 200 satisfied clients served. Salazar's success stems from closing expired and cancelled listings and his deep commitment and desire to meet and exceed his clients' needs.

In addition to his own professional ambitions, Paul Salazar Group has helped aspiring agents break into the luxury market. As a student of one of the top business coaches in the country, Salazar, in his own capacity, also coaches other realtors to become the best versions of themselves. In the past 12 months, Salazar has secured 21 closings including representing the seller of Billie Holiday's former Benedict Canyon Spanish for \$300,000 over asking.

**SANBORN TEAM**Berkshire Hathaway HomeServices
California Properties

A steady force in the highly competitive Los Angeles real estate market, Nancy Sanborn is executive director of Berkshire Hathaway HomeServices California Properties Probate and Trust Sales Division and one of the industry's most consistent and reliable sales professionals. For more than 30 years, she has developed her far-reaching network and built a team that provides informed representation to an impressive list of repeat and referral clients.

Led by Nancy Sanborn, the Sanborn Team understands that success is built upon service and knowledge. The knowledge grew from experience, plus specialized understanding of the sale of real property in probate, trust and conservatorship. The Sanborn Team consistently ranks among the top 1% of Berkshire Home Services agents nationwide. The team's sales volume for the past 12 months is \$32,237,186. The highest deal price in the last 12 months is \$2,025,000 located at 3562-3570 Jasmine Ave.

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Alexandra
PFEIFER

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Thankful to my clients who made this possible.

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Thankful to all of my past clients who made this possible.



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LOI: RESIDENTIAL REAL ESTATE BROKERS

**MEREDITH SCHLOSSER TEAM**

Berkshire Hathaway HomeServices
California Properties

Meredith Schlosser, backed by her dedicated team of staff and agents, can be recognized as an industry leader for her experience and passion. Schlosser's tireless work ethic and tenacity set her apart, as she goes above and beyond to achieve tangible and intangible results for her clients. With over \$650 million in sales and consistently ranking among the top 1% of Berkshire Hathaway HomeServices agents nationwide, Schlosser has a proven track record of success. Her expertise in navigating the highly competitive LA market is unmatched, thanks to her deep knowledge of the diverse neighborhoods and strong negotiation skills which has helped her and the team achieve over 219 five-star Zillow reviews.

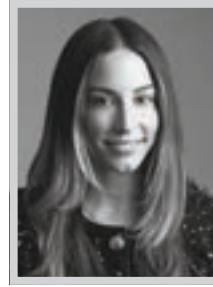
Schlosser's dedication to providing exceptional client experience has garnered recognition in reputable news outlets. She balances her career and personal life, spending quality time with her partner and children. Sales volume for the past 12 months is \$41,539,981.

**SHEN SCHULZ**

Sotheby's International Realty

With a total transaction volume in 2022 of \$120.4 million, Shen Schulz is a trusted partner and the premier choice for buyers and sellers seeking the utmost professionalism and expertise in Malibu. As a lifelong resident of Malibu and a licensed California real estate broker since 2001, Schulz offers a strong level of local knowledge and insights into the Malibu real estate market.

Schulz's remarkable achievements are consistently recognized, as he ranks among the top 250 realtors out of 1.6 million nationally for sales volume according to RealTrends, and has over 50 five-star Google reviews. Schulz believes that focus, determination, a competitive and service-oriented mindset has led to his success. Schulz is synonymous with luxury and high-end real estate in Malibu, Santa Monica, Brentwood, Pacific Palisades, Venice, Topanga Canyon, Calabasas, Agoura Hills and Westlake Village.

**NICHOLE SHANFELD**

Carolwood Estates

Nichole Shanfeld has established herself as a true real estate leader, closing over \$250 million in sales in under three years in the business. What sets Shanfeld apart from other agents is her ability to listen and understand clients' needs in order to guide them toward the best outcomes. If clients are looking for something that isn't on the market, Shanfeld will find it. Her principles of authenticity, knowledge and patience never waver.

Shanfeld's 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. In the midst of chaos, Shanfeld is clear-eyed and calm, expertly balancing a vast Rolodex of clients and inventory while making each person feel as though their desires alone are Shanfeld's sole focus.

**MARC SHEVIN, SARA SHEVIN
and HANNA SHEVIN**

The Shevin Team
Douglas Elliman Realty

The Shevin Team has been quietly dominating the Hidden Hills and Calabasas real estate market for decades. The team consists of Marc Shevin and his daughters Sara and Hanna Shevin. Ranked year over year as the top producing agents in the area, the team has over 40 years of combined experience and over \$3 billion dollars in closed residential real estate sales.

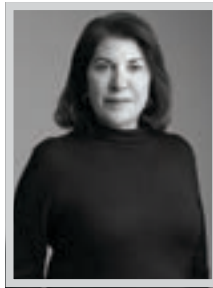
The Shevin Team represent many high-profile sports and entertainment industry clientele looking to make their homes in Hidden Hills and Calabasas. The Shevins' current listings include the most expensive home ever listed in Hidden Hills, 24105 Hidden Ridge Road, which is offered at \$39,995,000. They currently hold the record for the highest price sale in the city of Hidden Hills at \$25,950,000, breaking the record that they previously set in 2019. In 2022, they closed over \$270 million in sales.

**LAURENT MAMANN SLATER**

The Beverly Hills Estates

Laurent Mamann Slater has an impressive real estate background, obtaining her license shortly after high school and never looking back. She has over 20 years of experience buying and selling homes and investment properties. After graduating from UCLA with a degree in political science, where she was a member of the National Political Science Honor Society, Pi Sigma Alpha, she attended Southwestern Law School. Slater is now 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.

Slater's well-rounded background is truly an asset to her clients. She was received awards for her performance in the Los Angeles real estate market. In addition to her real estate career, Slater has been actively involved in her community with organizations including United Hatzalah and ORT America.

**SUSAN SMITH**

Carolwood Estates

With over \$178 million in sales in 2022, Susan Smith of Carolwood Estates has completed some of the largest record sales in Beverly Hills and Bel-Air with over \$700 million in career sales.

When it comes to Beverly Hills real estate, Smith is one of the most trusted agents and brokers. From the moment she first ventured into real estate, she knew she wanted to help her clients. She uses her legal background to make the process easier, and she prides herself on being energetic and loyal while also having a competitive edge. She thrives on the challenge of helping her clients get the deals they want. Primarily, she serves Beverly Hills, Bel Air and Malibu, helping buyers and sellers navigate the high-end market. Smith has been building her real estate business since 1987.

**F. RON SMITH and DAVID BERG**

Smith & Berg Partners
Compass

Smith & Berg Partners at Compass is a team of leading Southern California real estate experts, covering the entire Los Angeles area, from the hills to the sea. The team has sold more than \$6.5 billion of real estate since first forming. Led by F. Ron Smith and David Berg, each member of the team is qualified with the expertise, relationships and focus to represent buyers, sellers, developers, investors, business and entertainment managers, and all others interested in the opportunity to be a part of the Los Angeles real estate dream.

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, Smith, Berg and their team have been recognized as the most productive team on LA's westside, as well as the go-to team for LA developers.

**ANNA SOLOMON and
DAVID SOLOMON**

Solomon Property Group
Douglas Elliman Realty

In an ever competitive and saturated real estate market, Anna and David Solomon's success can be attributed to their exceptional qualities and unwavering commitment to their clients. With an impressive track record of well-over a billion dollars in West Coast real estate sales, this dynamic mother and son duo have established themselves as one of the most accomplished family-run teams in the country.

Demonstrating their expertise and resilience, the Solomons achieved another remarkable year in 2022 with sales exceeding \$138 million. Notable transactions such as the high-profile off-market sale of 250 S. Rockingham Ave. in Brentwood Park for \$30.5 million, 205 Georgina Ave. sold for \$8.61 million, and the sale of 19115 Charles St. for \$7.46 million, highlight their exceptional abilities. With a wealth of experience spanning over four decades, the Solomons have cultivated an invaluable understanding of the Los Angeles real estate market.

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LOI: RESIDENTIAL REAL ESTATE BROKERS

**ANDREW SPITZ and FRAN CHAVEZ**

SCG | Spitz Chavez Group
AKG | Christie's International Real Estate

The award-winning team of Andrew Spitz and Fran Chavez of Spitz Chavez Group (also known as SCG, part of AKG | Christie's International Real Estate), is legendary as one of the preeminent representatives for luxury properties along the Ventura Boulevard Corridor and surrounding areas. Spitz and Chavez's honesty and integrity are well-known throughout the real estate community. Combined, they have over 70 years of real estate experience and their extensive real estate expertise and persistence to solve complex issues is a direct result of their success.

Spitz and Chavez understand every client's real estate need is unique, and strategically approach each objective with sincerity and empathy to achieve the ultimate outcome. They create innovative and aggressive marketing campaigns while tailoring strategies to each listing to maximize exposure for every property. Last year they achieved \$87 million in sales.

**ST. JAMES + CANTER & ASSOCIATES**

Berkshire Hathaway HomeServices
California Properties

Markus Canter and Cristie St. James (of St. James + Canter & Associates) are successful real estate professionals who have consistently demonstrated qualities that set them apart. 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, hard work and integrity, the creation of a global sphere of influence, utilizing cutting edge marketing tools, and years of negotiation skills and experience.

Canter and St. James' expertise spans a diverse range of areas, including luxury and lifestyle residential properties, investment opportunities and new developments. The team's sales volume for the past 12 months is \$31,016,890. Their highest deal price in the last 12 months was \$4,180,000 located at 70255 Thunderbird.

**DANIEL STEVENSON**

The Agency

As a member of The Agency Beverly Hills, Daniel Stevenson is a determined, fiercely loyal advocate for his clients, thoughtfully personalizing his approach to meet their needs every step of the way. Having sold more than \$184 million of real estate, Stevenson specializes in luxury residential and new development properties across Beverly Hills, Bel Air, West Hollywood, Brentwood, Silver Lake and Malibu. Among his career highlights was selling the personal residence of the iconic architect Paul R. Williams, FAIA and selling out the 25-unit, luxury condominium project, 1030 Kings in West Hollywood.

Stevenson focuses his approach on three aspects: the people, the properties and the process. He loves nothing more than guiding his clients through what is usually the largest financial decision they will make in their lifetimes. Many of his clients become lifelong friends, and much of his work comes from repeat and referral business.

**SHANA and EMILA TAVANGARIAN**

The Tavangarian Team
The Beverly Hills Estates

The Tavangarian Team is a leading Los Angeles luxury real estate group. The 2022 Beverly Hills Estates "Team of the Year," Shana and Emila Tavangarian have shaped their hometown with over \$100 million in transactions in only two years.

Native Angelenos, the Tavangarians have spent their lives immersed in real estate, from design and architecture to building and sales. Built on quality relationships, tenacity and refined taste, they have sold some of the region's most desired and prominent estates, and negotiated commercial leases on behalf of iconic restaurants and developers, earning mentions from the leading real estate and business media. The Tavangarians are enthusiastic supporters of the Cedars Sinai Women's Guild, and the Farhang Foundation which celebrates Iranian art and culture.

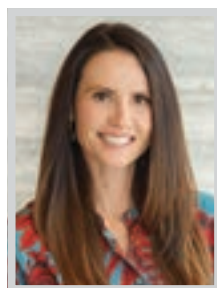
**MORGAN TRENT**

Trent Luxury

AKG | Christie's International Real Estate

Morgan Trent joined AKG | Christie's International Real Estate to build on the team concept that has been an integral part of his life. He was born and raised in Southern California and returned after a unique journey. Trent graduated from the University of Michigan on a football scholarship and was drafted by the Cincinnati Bengals in 2009. While living out his dream in the NFL, Trent's love for real estate led him to earn his real estate license and actively practice real estate in the off-seasons. His clients have included executives, professional athletes, entertainers and contacts from his network.

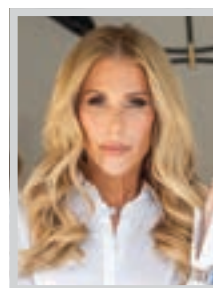
Trent brings a competitive spirit as well as a wealth of relationships and real estate knowledge to the team and to his clients. The same hard work and dedication that allowed him to accomplish so much in his past, is the same approach he takes every day with his clients.

**ALISON TURNER**

The Beverly Hills Estates

Alison Turner is well recognized as one of the top real estate agents in Los Angeles with hundreds of millions of dollars of properties sold. Her results-oriented, driven personality coupled with her legal background has led her to many impressive sales throughout Los Angeles. Year after year, Turner is ranked as one of the RealTrends Top Realtors in Los Angeles.

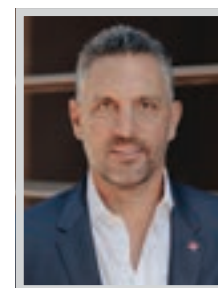
In 2021, Turner joined the Beverly Hills Estates. This move allowed her to combine her extensive real estate sales experience with the outstanding marketing and network reach the brokerage provides which resulted in over \$40 million in sales for Turner in 2022. Turner's success has allowed her to give back to her community and communities abroad that desperately need aid. She is honored, for example, to be a sponsor for Raise Up UA which provides essential aid for the Ukrainian people.

**TRACY TUTOR**

Douglas Elliman Realty

As a 24-year veteran in luxury real estate with over \$200 Million in 2022 sales, Tracy Tutor continuously ranks in the top five teams at Douglas Elliman in California and Texas. 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.

Tutor's top 2022 sales include a \$28.9 million Beverly Hills Home formerly owned by Ellen DeGeneres, two record-breaking sales in Ladera Ranch for \$10 million, and a \$19 million mega mansion in Southlake, Texas that captivated the world's attention and was seen by more than 30 million across the world.

**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 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. In its ten years, The Agency has done that and much more.

Umansky has achieved nearly \$5 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 LA to sell above the \$100 million mark, Walt Disney Estate, and residences owned by Michael Jackson, Michael Jordan and Prince.

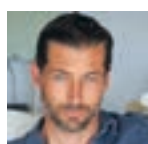
33604 PACIFIC COAST HIGHWAY



An architectural treasure and an icon of Malibu design with 122 feet of beachfront, Sandcastle was the hand-built home of visionary architect (and surfer) Harry Gesner. Offered for sale for the first time, this tranquil Western Malibu oceanfront property is, according to Gesner, "a dream place, built with love." When the young architect set out to build his family home, he had big ideas, little money, and an abiding passion for the natural beauty of the secluded cove with a nearby surf break and an empty plot right next door to his most famous building, Wave House. With a roofline inspired by a sandcastle, Gesner was determined to build a home that would fulfill what turned out to be a lifelong philosophy: "You have to have a view. You want perspective to your life." The home's texture was determined in part by the materials he salvaged as an early evangelist of sustainable construction: telephone poles, wall panels made from aqueduct pipes, old-growth redwood harvested in the 1800s, and windows and doors saved from one of Hollywood's silent film theaters. At the home's entry is a lovely library with floor-to-ceiling bookshelves and ocean views. The heart of the main house is a window-wrapped space that comprises generously scaled living and dining areas with an enormous brick fireplace at its hub. Inspired by the Hollywood Bowl, Gesner built the fireplace as a stage for his wife, actress Nan Martin, with a huge polished concrete hearth. A lovely solarium with stained glass panels flanks the dining area, and the ocean views enjoyed from the interior areas extend to the wraparound deck just outside. Echoing the cylindrical shape of the house itself, the kitchen wraps around a circular island and has stained glass lunettes fitted into the beams overhead, a fireplace, and updated appliances. On the home's main level are two en-suite bedrooms, one with built-ins suitable for an office. Upstairs is the primary suite tower, with high ceilings, a brick fireplace, an ocean-view sitting area, and a spiral staircase with handmade driftwood treads leading up to a studio/loft/meditation space. The property's additional structures include an ocean-view "tree house" apartment; a one bedroom "boat house" with a full kitchen; and another one-bedroom apartment "nest" with ocean view and indoor/outdoor cabana. There is also an open-air living area, deck, and teepee-covered daybed. The approximately 0.73-acre property has an outdoor shower, steps to the beach, and multiple vantage points for breathtaking sunset views. A legacy estate with privacy, incomparable character, and singular style.



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\$22,500,000 | 6 Bed | 6 Bath



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LOI: RESIDENTIAL REAL ESTATE BROKERS

**KONSTANTINE VALISSARAKOS**

Nourmand & Associates

Konstantine Valissarakos of Nourmand & Associates boasts a notable career that spans 30 years, including having been the founding agent and associate manager for a Los Feliz brokerage and now as an agent with Nourmand & Associates.

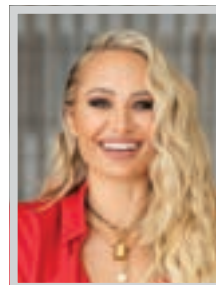
Growing up in a family that restored significant landmark properties in Seattle and Los Angeles shaped his career and why he is known for selling some of the Southern California's most notable properties. Over the course of his career, Valissarakos has built a strong global portfolio of high net-worth 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. In the past 12 months he has closed seven transactions for a total volume of \$17.2 million.

**STUART VETTERICK**

Hilton & Hyland

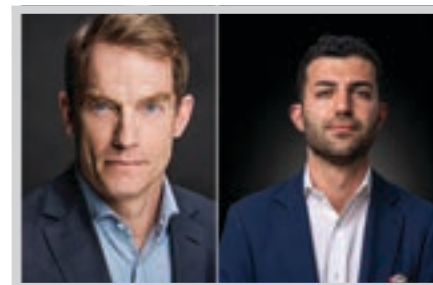
Stuart Vetterick, Broker Associate at Hilton & Hyland, is an agent who merges financial acumen with emotional intelligence to redefine success. His mastery of the intricate workings of the financial sector, coupled with a deep understanding of real estate, positions him as the ultimate authority in navigating complex transactions. In fact, Vetterick boasts a remarkable track record, having orchestrated multiple nine-figure deals that have propelled both individuals and corporations toward new heights. Beyond his expertise, Stuart is a champion.

The first-ever Forbes Global Properties "Hyland Honoree" recipient, Vetterick understands that success stems from a relentless pursuit of preparedness. Aside from selling "The One" in 2022, one of the world's most expensive listings, in the past 12 months, Vetterick represented the buyer for a \$40 million Carbon Beach architectural. Outside of work, Vetterick is active donating his time and financial assistance to within Food on Foot and Exceptional Children's Fund.

**SHAUNA WALTERS**SW Estates
The Beverly Hills Estates

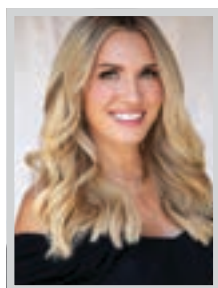
Shauna Walters began representing clients in her hometown of Calabasas at age 21, where her networking skills, personality and unusually mature grasp of the marketplace quickly made her the agent of choice in the area. In the years since she launched her career, Walters has made an ever-growing impression 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 incredible skillset to The Beverly Hills Estates where she created her own team, SW Estates.

Walters is a trailblazer in the real estate industry with an impressive portfolio of sales which include some of the most luxurious properties in the area, including her record-breaking \$44 million sale of the Brentwood Oasis.

**BRENT WATSON**The Watson Group
Coldwell Banker Realty

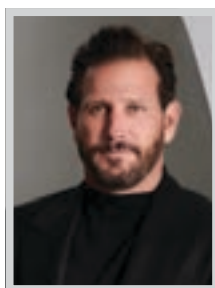
Brent Watson and his team at The Watson Group of Coldwell Banker, have achieved a remarkable number of accolades, including being members of the International Society of Excellence, ranking as the #2 Small Team in Greater Los Angeles, and being named the #171 small team (in California, for volume) by America's Best.

The Watson Group is dedicated to creating a real estate experience for its clients like no other. With deep knowledge of the market and an extensive network of loyal industry relationships, Brent Watson and his team provide access to properties other agents never knew existed, delivering exclusive deals that far surpass each client's expectations. Watson showcases the extraordinary properties he represents by utilizing marketing strategies that consist of masterful graphic content, design, and photography. By highlighting the nuanced but highly-attractive details of each home, Watson is able to connect with buyers on a visceral level, elicit more meaningful responses, and produce exceptional sales results.

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

Shelton Wilder is CEO of the Shelton Wilder Group, a top-tier luxury real estate team in Los Angeles. In just over six years as a realtor, she found her place among the top 1.5% of realtors nationwide, with over \$400 million in total sales and upwards of \$150 million in sales in 2022 alone. Recent accolades include being the #7 sales team at Sotheby's nationwide based on sales volume, and recognized as part of 2022 Real Trends America's Best Small Teams.

Shelton Wilder Group specializes where their clients need them, but primarily focus on the Westside of LA and Orange County. A few qualities that have led to Wilder's success include grit, perseverance, positivity, passion for people, and always being available for clients 24/7. Wilder is an agent's agent and she along with her team value relationships within the industry with vendors, inspectors, and of course other agents.

**BRANDEN WILLIAMS**

The Beverly Hills Estates

Brandon Williams' devotion to out-of-the-box creative marketing strategies, unwavering loyalty and relentless energy has resulted in a number of national and local accolades. 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, they have become the go-to 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 sold for \$94 million and a private Malibu estate sold for \$110 million.

Williams was a born salesman. The early experience of helping his father sell sheepskin and cowhide rugs at the age of seven on the side of Fairfax Avenue instilled in him the business acumen and entrepreneurial aptitude that paved way to his success.

**RAYNI WILLIAMS**

The Beverly Hills Estates

Specializing in high-end real estate with her partner Branden Williams, Rayni Williams has established a remarkable record with more than \$10 billion total career sales. For 10 years Williams and her partner amassed hundreds of millions in sales for luxury real estate firm Hilton & Hyland but in 2019, decided to go out on their own and started their own brokerage, the Beverly Hills Estates. Her in-depth knowledge of market trends and luxury inventory, paired with her energetic and confident disposition has led her to become one of the nation's top-producing female agents.

Growing up in a family of developers, Williams was no stranger to the world of real estate. She possesses a unique skillset of being able to creatively market and understand the financial aspect of each transaction. Today she and her partner are setting records in the LA real estate market.

**JONAH WILSON**

Carolwood Estates

Growing up immersed in the entertainment business has led Jonah Wilson to a diverse and demanding industry driven clientele. Over the last three decades he has worked with a myriad of clients including architects, designers, celebrities, investors and developers. Combining Wilson's recognition of the discreet nature of his clients' needs and his encyclopedic knowledge of the markets he serves, has helped many of his clients find a home or investment exceeding their expectations. He achieved over \$200 million in sales in 2022 alone and has over \$2 billion in career sales.

Wilson has made a "client first" attitude the foundation of his business dealings – something he learned from his father Carl, a founding member of The Beach Boys and the youngest of the three Wilson brothers. Wilson has the experience and skills that rank him among the top agents in Los Angeles.

C.

Congratulations.

Carolwood Estates commends
the following agents, all truly
Leaders of Influence:

Drew Fenton

Linda May

Bjorn Farrugia

Resnick & Nash

Susan Smith

Jonah Wilson

Cooper Mount

Justin P. Huchel

Kays & Mogharrabi

Nichole Shanfeld

Mark Rutstein



C.



Drew Fenton

Drew@DrewFenton.com

310.623.3622

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FOR SALE | THE MANOR, HOLMBY HILLS | \$155,000,000 ▲

CAROLWOOD
ESTATES

C.



Linda May

Linda@LindaMay.com

310.435.5932

LINDA MAY
PROPERTIES GROUP

LINDAMAY.COM

▲ FOR SALE | CASTILLO DEL LAGO, HOLLYWOOD HILLS | \$18,900,000

CAROLWOOD
ESTATES

C.



FOR SALE | 1656 CASALE RD, PACIFIC PALISADES | \$11,679,000 ▲

Bjorn Farrugia

Bjorn@BjornFarrugia.com
310.998.7175

BJORNFARRUGIA.COM



CAROLWOOD
ESTATES

C.



▼ FOR SALE | 4808 BONVUE AVE, LOS FELIZ | \$11,500,000



Marci Kays & Jonathan Mogharrabi

Marci@KaysandMogharrabi.com

323.356.2650

Jonathan@KaysandMogharrabi.com

310.633.1300



KAYS & MOGHARRABI
GROUP

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CAROLWOOD
ESTATES

LOI: RESIDENTIAL REAL ESTATE BROKERS



MARY BETH WOODS
Coldwell Banker Realty

As a young girl growing up in “the city that never sleeps,” Mary Beth Woods aspired to become a social worker, a dream that laid the foundation for what has become a storied real estate career. After she was employed as a social worker for foster children and adoption, she made a move to California in 1971 that changed her life. In search of a more sustainable way to provide for her growing family, Woods was introduced to real estate at just the right time, and by 1973, she was on her new path. That year, she got her license.

Nearly 50 years later, Woods has leveraged her passion for real estate and service to meet the various needs of Westside Los Angeles families, achieving meteoric success. Her accomplishments have placed her as the #5 Individual Agent in Greater Los Angeles.



TREVOR WRIGHT
The Beverly Hills Estates

A Beverly Hills native, Trevor Wright brings his vast local knowledge and extensive understanding of the luxury real estate market to The Beverly Hills Estates. In his first year alone, Wright’s impressive sales totaled over \$100 million in residential high end real estate transactions. Coming from a family with a strong background in real estate development and new construction, Wright gained insight into the inner workings of the industry at a young age, and his natural real estate abilities come as no surprise.

With a sharp eye for detail and strong interest in architecture, Wright provides every client with a customized experience and the loyal clientele he has earned himself is a testament to his honesty, tenacity and integrity. His commitment to his clients’ satisfaction, expert negotiating skills and utmost discretion has allowed him to create lasting relationships with a large network and Hollywood elite.



LARRY YOUNG & ASSOCIATES
Berkshire Hathaway HomeServices
California Properties

Larry Young has been selling real estate for just about 35 years now and over that period of time, he has always felt that success comes from doing the right thing every single day and putting the clients’ needs first. It’s a personal policy of Young’s to treat all people who cross his path with kindness, empathy, compassion and respect and to always first commit to be helpful without any expectation of reward.

Young has also espoused the belief that any one agent cannot be masterful in all areas of a large city like Los Angeles so he has chosen to specialize and become a relevant expert in a few contiguous areas of West LA with his alma mater, UCLA at its centerpiece. His closed sales volume for the past 12 months is \$129,967,977. His highest deal price in the last 12 months is \$8,120,000.



STEPHANIE YOUNGER
Stephanie Younger Group
Compass

Stephanie Younger has established herself as a respected figure in the industry, owing to her team’s impressive sales achievements (\$389 million in 2022) and a reputation built over 21 years on the Westside. Her team is ranked among the top 10 nationwide by Real Trends and has established itself as a dominant force in the real estate sector. Her insightful views on fostering community through active organizational participation and charitable works have positioned her as a guiding light in the field.

Since the inception of her career, Younger has been committed to innovating the real estate sales process. Her team has developed a client service system that capitalizes on the expertise of in-house professionals. This includes a design and project management team, transaction managers, and a former M&A lawyer who facilitates negotiations.

REGISTER TODAY!

MEET THE PANELISTS



LOS ANGELES BUSINESS JOURNAL
HEALTH CARE
2023 LEADERSHIP AWARDS

WEDNESDAY, AUGUST 23

11:00AM - 2:00PM PST
THE BILTMORE LOS ANGELES

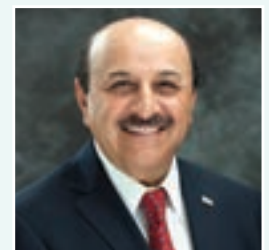
The **HEALTH CARE LEADERSHIP AWARDS** will bring together L.A.’s most elite industry officials for a roundtable discussion to honor nominees and unveil our 2023 Health Care Award winners.



GEORGE GREENE, ESQ.
President/CEO
Hospital Association
of Southern California



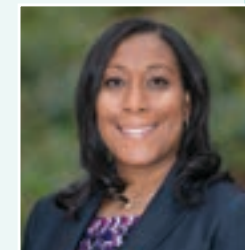
PRECIOUS MAYES
CEO and President
Pacifica Hospital of the Valley



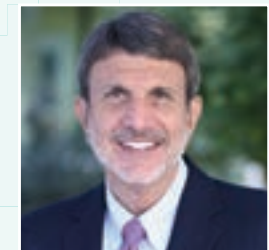
EDWARD MIRZABEGIAN, MHA
Chief Executive Officer
Antelope Valley Medical Center



ROGER SHARMA
President and CEO
Emanate Health



JOI TORRENCE-HILL
Chief of Operations
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