

CUSTOM CONTENT  
AUGUST 19, 2024

# LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE BROKERS



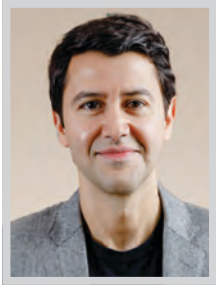
**T**HE RESIDENTIAL REAL ESTATE MARKET IN LOS ANGELES IS A COMPLEX LANDSCAPE TO SAY THE LEAST. WHETHER you are buying or selling, having the right broker in your corner can be the difference-maker in terms of getting a good deal, landing in the right location for your specific needs, and navigating the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

Known as a real estate visionary and industry leader, Ari Afshar is the founder of Voyage Real Estate with Compass and was the founding agent for Compass on the West Coast. Based in Los Angeles, Voyage Real Estate has recently expanded to Miami, with plans to announce additional markets soon. Afshar's visionary leadership and innovative strategies have positioned him as a prominent figure in the industry consistently ranked among one of the top brokers in real estate.

Afshar takes pride in giving back through his involvement as an ambassador at Children's Hospital Los Angeles, as well as the Brent Shapiro Foundation. He finds purpose and passion when he can contribute to these types of organizations that are changing lives daily.



**ROSEMARY ALLISON**  
Coldwell Banker Realty

Rosemary Allison is an expert Ventura County real estate agent who can help families and individuals find their perfect homes. She helps her clients learn about neighborhoods, suburbs, and the best places to live in Ventura County. She encourages anyone interested in buying or selling a home to be sure to either contact her directly or visit the current market information she features on her website.

As a current resident in Santa Rosa Valley, Allison is fully aware of the current market trends and what it takes to get a great deal on a listing or get top dollar for your current home. She firmly believes that the residential real estate process is all about her clients and their needs. Real Estate is a big investment and she understands that. So she offers clients a personal relationship.

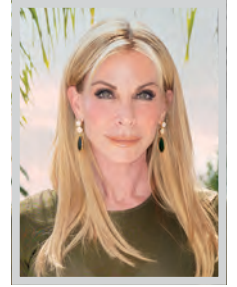


**JOSH ALTMAN, MATT ALTMAN  
and HEATHER ALTMAN**

*The Altman Brothers*  
Douglas Elliman

Having sold over \$1 billion of real estate in 2023 and over \$7.5 billion in their career, The Altman Brothers are constantly shattering records and taking the game to the next level. Specializing in selling and marketing some of the world's most iconic and stunning properties to their connections and network of high-net-worth individuals. The Altmans have also worked with many of the biggest names in Hollywood.

A few of the Altmans' notable sales include holding the record for the two highest sales in Encino in 2023: 3737 Valley Meadow Rd for \$25,000,000 and 16036 Woodvale Rd for \$22,995,000. They also orchestrated the highest sale in the gated community of Lagunita and the second highest sale in Laguna Beach in 2024 for \$25,975,000 and a record-breaking sale on The Riveria in the Pacific Palisades for \$49,440,000, as well as the highest sale in the history of Brentwood for \$65,000,000.



**CINDY AMBUEHL**  
Christie's International Real Estate  
Southern California

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

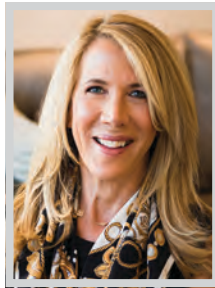
A longtime resident of Los Angeles, Ambuehl's extensive knowledge of the area's most coveted luxury communities also played a role in driving her rapid career trajectory. But what continues to set her apart is her unwavering work ethic, along with her tenacity and drive.



**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. Part of a power trio that includes Billy Rose and Mauricio Umansky, Santiago 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.

To date, Arana has closed over \$4.6 billion in real estate, netting nearly \$2.5 billion in sales volume from 2017-2021 and \$312,699,439 in 2023. For twelve consecutive years, Santiago has placed among the Top 250 Realtors in the United States in the annual REAL Trends Inc. ranking. Originally from Sucre, Bolivia, Santiago's international background has helped build him a strong network of contacts from every corner of the globe.



**LORI HASHMAN BERRIS**  
Sotheby's International Realty

Lori Berris' remarkable success in the competitive Los Angeles real estate market is a testament to her extraordinary qualities and unwavering dedication. Her stellar work ethic sets her apart as she tirelessly advocates for her clients, handling everything from showings to inspections with a level of commitment that creates a one-person powerhouse business. This dedication, combined with her genuine affection for clients, has fostered long-term relationships, often spanning multiple generations within families.

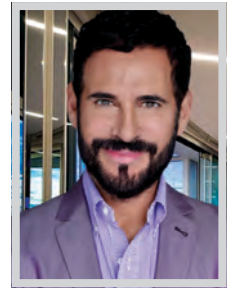
Specializing in Beverly Hills, Century City, and the surrounding areas, Berris' expertise lies in luxury homes and condominium residences. Her in-depth knowledge of this niche market allows her to provide exceptional and knowledgeable service. Over the past 12 months, she has achieved over 43 transactions, resulting in an impressive sales volume exceeding \$111 million. Her hard work and dedication have earned her well-deserved recognition and accolades within the industry.



**KEVIN BOOKER**  
Westside Estate Agency

With over 62 million in sales over the past year, Kevin Booker's expertise in negotiating, coupled with his extensive knowledge of the luxury real estate market from Malibu to Beverly Hills and beyond, has made him a mainstay in the high end landscape of agents. With sophisticated clientele from both the business and entertainment worlds, Booker's wide-ranging skill-set helps provide the best service to his many long-time clients.

Booker has been a high-end real estate agent for the last ten years, having worked with many international and high-profile celebrity clients. He has an impressive portfolio and has been involved with countless multi-million dollar property development projects. He has appeared on *The Real Housewives of Beverly Hills* as a celebrity agent.



**IAN BROOKS**  
Berkshire Hathaway HomeServices  
California Properties

Architectural & Estates director at Berkshire Hathaway HomeServices California Properties, Ian Brooks is globally recognized for strategically representing sellers and buyers of architectural and estate properties in the Los Angeles area.

Among Brooks' public sales have been his work representing Meryl Streep in the recent sale of her architectural "case study" residence to baseball legend, A-Rod. In addition, Brooks sold Jane Wyatt's Paul Williams Estate in Bel Air. Clients have described Brooks as the "ultimate realtor." One client lauded Brook's remarkable efforts saying, "he takes care of everything, had art installed in our house, and took care of our hectic move back to New York." Many describe Brook's work as "concierge service at its highest level." Fluent in French, Italian, Spanish, and English, armed with a MBA in finance, clients expect and receive the best experience in selling or buying a property with Brooks.



## CONGRATULATIONS TO OUR EXCEPTIONAL AGENTS

Douglas Elliman is proud to honor our outstanding agents  
named among the Los Angeles Business Journal's  
**2024 Leaders of Influence: Residential Real Estate Brokers.**



**THE ALTMAN  
BROTHERS**



**ERNIE CARSWELL  
AND ASSOCIATES**



**HEATHER &  
LEARKA**



**JULIETTE  
HOHNEN**



**CHAD  
LUND**



**THE SHEVIN  
TEAM**

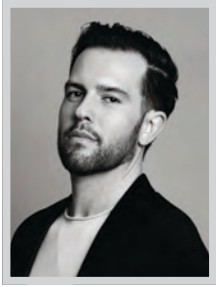


**ANNA SOLOMON &  
DAVID SOLOMON**



**TRACY  
TUTOR**

## LOI: RESIDENTIAL REAL ESTATE BROKERS



**BRENDAN BROWN**  
OFFICIAL PARTNERS

Renowned for his expertise, unwavering dedication, and innovative approach to real estate, Brendan Brown has cemented his status as a true luminary in the world of luxury property sales. With a proven track record of delivering exceptional results for his discerning clientele, Brown has emerged as one of the most sought-after real estate professionals in the industry.

As the first West Coast “prodigy” of the prestigious OFFICIAL brokerage, Brown has access to a remarkable network of industry connections, cutting-edge technology, and data-driven insights that allow him to consistently outperform the competition. His deep understanding of the high-end market, coupled with an innate ability to identify emerging trends, have made him a trusted advisor to the most discerning buyers and sellers. Brown’s unwavering commitment to excellence is evident in every aspect of his work. He leaves no stone unturned in his pursuit of the perfect match between buyer and home.



**ANDREW BUSS**  
Hilton & Hyland / Forbes Global Properties

Andrew Buss is a dynamic agent with a unique skill set. He holds numerous degrees (BA, MBA, JD), previously practiced law, and has 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 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 alone, Buss represented the seller of a \$17.125 million Encino estate, the buyer of a \$18.4 million Encino estate, and just listed the crown jewel of Beverly Park for \$89.9 million. Buss is also an avid supporter of animal rescues, including Los Angeles-based Dogs Without Borders, and the American Society for the Prevention of Cruelty to Animals.



**ERNIE CARSWELL**  
Ernie Carswell and Associates  
Douglas Elliman

Founder and leader of Ernie Carswell and Associates, one of Douglas Elliman California’s top teams and ranked across the nation as well, Ernie Carswell is a member of Douglas Elliman’s Sports and Entertainment Division. Carswell has more than 32 years of experience in the business, and in the last 12 months has closed around \$168 million.

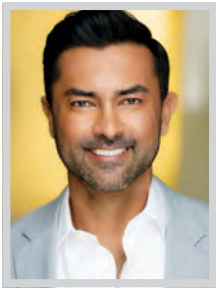
In addition to selling one of the most famous TV houses that America loves that came to market for the first time in 50 years – The Brady Bunch home in Studio City, and sold it for a record-breaking price to HGTV, Carswell has also closed numerous celebrity sales this year. Some of his current listings include the former estate site for Ben Affleck and then Melissa Etheridge in Brentwood, a Benedict Canyon home developed by Cher, and a mountaintop home that was Johnny Depp’s longtime residence atop Sunset Strip.



**DAVE CASKEY**  
Caskey Real Estate Group

Dave Caskey has been a renowned real estate agent in the South Bay for over 30 years. He leads his team, Caskey Real Estate Group, with his client-centric approach and years of local knowledge and expertise, resulting in over \$160 million in 2023 sales and over \$2 billion in sales throughout his career. As a native Southern Californian and Manhattan Beach resident for over 30 years, his understanding of the area coupled with long-standing relationships in the industry, as well as his education in real estate finance have been invaluable in his career and have greatly contributed to his success.

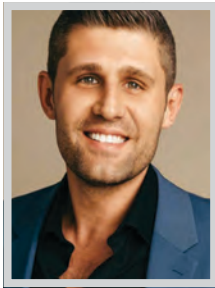
Beyond his professional achievements, Caskey is known for his active involvement in the community and his commitment to giving back. Whether supporting local charities, participating in community events, or mentoring aspiring real estate professionals, Caskey’s dedication to making a positive impact extends beyond the confines of property transactions.



**YAWAR CHARLIE**  
Christie’s International Real Estate  
Southern California

Yawar Charlie is a dedicated real estate agent who not only excels in his professional endeavors but also makes significant contributions to his community. He regularly donates his time and resources to the city of West Hollywood, striving to enhance the city’s livability and inclusivity. Additionally, Charlie is deeply committed to various LGBTQ+ organizations, working tirelessly to create a safer and brighter future for all.

In the last 12 months, Charlie has produced \$31,470,130. This success in the competitive real estate market is a testament to his expertise, dedication, and unwavering commitment to his clients. He specializes in luxury properties, providing exceptional service to buyers and sellers. His profound knowledge of the Los Angeles market, coupled with his strategic marketing skills, has earned him a reputation as a top-performing agent in the city. He has been ranked in the brokerage as a top performing volume agent for eight years running.



**DENNIS CHERNOV**  
The Chernov Team  
The Agency

Dennis Chernov’s Chernov Team is among the premier real estate services groups in the San Fernando Valley. With over a decade of best-in-class localized performance, Chernov and his fellow agents, marketing specialists, and house whisperers excel in actualizing dynamic results for clients. Working hand-in-hand, Chernov and team strategically position properties for the explosive outcomes they deserve—selling well above asking, generating buyer offers pre-market listing, producing multiple offers, and moving property in only a matter of days.

Chernov and his team know the San Fernando Valley inside out and have carefully curated and nurtured the local relationships necessary to produce outstanding outcomes. In 2023, The Chernov Team had an impressive sales volume of \$400,148,979, ranking third largest team by state on the RealTrends The Thousand list. Chernov focuses on growth, empowerment, and sustainable practices to share within the industry, which has built long-lasting relationships with colleagues and partners.



**JOE CILIC**  
The Cilic Group  
Sotheby’s International Realty

The Cilic Group is led by Joe Cilic, a former practicing attorney who represented residential real estate companies prior to becoming a broker. During his 20 years as a broker, Cilic has also managed several brokerage offices on the Westside of Los Angeles before starting The Cilic Group team. That background has given Cilic a tremendous amount of experience solving challenging transactions. He founded the team with Bruno Abisor who is a broker of over 15 years and has a degree in marketing. Soon after starting the team, Kevin Kelly came aboard with a background in construction, an invaluable asset to the team’s clients in home preparation and vision for remodeling opportunities.

The team transacted sales of \$142 million in 2023, including a \$38 million sale in Beverly Hills in March of 2023. The Cilic Group has been recognized on the Real Trends Americas Best list for multiple years.



**CHRIS CORTAZZO**  
Compass

Chris Cortazzo is a true icon in the world of real estate. His name is synonymous with Malibu, the coastal haven where he was born and raised. When Cortazzo speaks about his beloved hometown, his passion resonates deeply, making it clear why countless celebrities and high-profile business leaders seek his expertise.

For over 30 years, knowledge, passion, discretion, and integrity have been the cornerstones of Cortazzo’s real estate business. His natural charisma and laser-focused attention to clients are trademarks that set him apart. He is renowned for his outstanding production and market-making insights, which are highly sought after by businesses, financial publications, and broadcast media. Hard work, determination, and integrity have always been his driving forces. He also contributes to and supports various local charities and causes, and has mentored and interned many young adults who are looking to enter the real estate industry.

COMPASS

# LEADERS OF INFLUENCE

Compass Proudly Congratulates Our Honorees  
Named Among LBJ's Leaders of Influence.

ARI AFSHAR

VOYAGE

CHRIS CORTAZZO

JOSH FLAGG

FRIDMAN GROUP

ISIDORA & TOMER FRIDMAN

CARL GAMBINO

GAMBINO GROUP

GINGER GLASS

SMITH & BERG

F. RON SMITH & DAVID A. BERG

SALLY FORSTER JONES

SALLY FORSTER JONES GROUP

STEPHANIE YOUNGER

STEPHANIE YOUNGER GROUP

#1

BROKER AGE  
IN THE U.S. BY  
SALES VOLUME\*

COMPASS IS A REAL ESTATE BROKER LICENSED BY THE STATE OF CALIFORNIA AND ABIDES BY EQUAL HOUSING OPPORTUNITY LAWS. LICENSE NUMBER 01991628.

ALL MATERIAL PRESENTED HEREIN IS INTENDED FOR INFORMATIONAL PURPOSES ONLY AND IS COMPILED FROM SOURCES DEEMED RELIABLE BUT HAS NOT BEEN VERIFIED. \*SOURCE: REALTRENDS 3/9/24. AGENT DRE'S LISTED IN ORDER OF LIST: ARI AFSHAR | DRE#01753779, CHRIS CORTAZZO | DRE#01190363, JOSH FLAGG | DRE#01470467, ISIDORA & TOMER FRIDMAN | DRE#01192964 | 01750717, CARL GAMBINO | DRE#01971890, GINGER GLASS | DRE#01478465, F. RON SMITH & DAVID A. BERG | DRE#00961954 | 01481236, SALLY FORSTER JONES | DRE#00558939, STEPHANIE YOUNGER | DRE#01365696





Villa O, Costa Palmas	\$45,000,000	1380 Mockingbird Place, Sunset Strip	\$39,950,000	1001 Bel Air Road, Bel Air	\$22,950,000
1785 Summitridge Drive, Beverly Hills	\$16,950,000	2401 Nottingham Avenue, Los Feliz	\$12,500,000	1406 Kenter Avenue, Brentwood	\$12,500,000
1575 Carla Ridge, Beverly Hills	\$10,995,000	10723 Stradella Court, Bel Air	\$10,500,000	1424 Rising Glen Road, Sunset Strip	\$7,495,000
6851 Sunny Cove, Hollywood Hills	\$2,390,000	3220 Barrington Avenue, Mar Vista	\$2,100,000	510 + 520 Stonewood Drive, Beverly Hills	\$60K/month each

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 Malibu office. Having closed over \$2.5 billion in sales throughout his career, Dazzan had a total sales volume of \$153,797,000 in 2023. He also represented the seller in one of Malibu’s highest square foot 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.

Dazzan was born and raised in Malibu, and watched his mother’s real estate business flourish from a young age. Known for his intimate local knowledge, easygoing nature and strong grasp of technology, Dazzan is a skilled negotiator and natural networker, constantly meeting new people in and around Malibu, which often leads to new listing opportunities. He is about to close on a sale for \$61 million, called The Edge.



**TIMOTHY Di PRIZITO**  
Christie’s International Real Estate  
Southern California

Timothy Di Prizito stands out in the real estate market, not only for his professional achievements but also for his unwavering commitment to community service. With a specialization in luxury residential real estate, Di Prizito has successfully closed deals totaling over \$38,512,000 in the last 12 months and over \$700 million in total career sales.

Di Prizito has been named in Coldwell Banker’s “Top 1% Agent” category. His expertise has also been featured on top television programs such as EXTRA’s Mansions and Millionaires, and Bravo’s Million Dollar Listing Los Angeles. His expert commentary has also been highlighted in esteemed publications. His success is driven by his deep understanding of market dynamics and his ability to craft tailored strategies for his clients. His professionalism and integrity have earned him accolades such as the Excellence in Real Estate Award from the National Association of Realtors.



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

Drive around Los Angeles’ 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. Tracy Do Team’s success rate is remarkable.

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. Do and her team love where they live, and want each of their clients to feel the exact same way.



**JENNIFER ECKERT**  
Nourmand & Associates

Jennifer Eckert grew up in the real estate business, as both of her parents were well-established Marin County brokers. She started her career as a mortgage broker, which gave her additional valuable insight later as a realtor. Eckert’s passion for real estate and fierce commitment to her clients has yielded unrivaled word-of-mouth business; since her first home sale in 2005, more than 75% of her deals have come from referrals or repeat clients. She takes her duties to her clients – first-time buyers and seasoned investors alike – very seriously. Many of Eckert’s clients have become life-long friends.

In the past 12 months, Eckert closed 15 deals totaling \$15,949,955. She is thorough, experienced, extremely knowledgeable, and above all friendly. She doesn’t push people to buy or sell; she gets to know their needs and wants, and she crafts a plan forward accordingly.



**DAG ELIASON and ALEXANDRE ANU**

Dag & Alexandre  
Hilton & Hyland/Forbes Global Properties

Hilton & Hyland’s Alexandre Anu and Dag Eliason, of the Dag & Alexandre team, have over 25 years of high-level dealmaking and real estate advising experience. As published photographers, they bring a bespoke and unmatched ability to create successful narratives for their listings and consistently match the right buyers with the right properties. Their approach is all in the details, understanding that “luxury” isn’t just a price point, but an experience and lifestyle of uncompromising sophistication.

Eliason, the “Swedish House Guru” comes from a former career in the music industry as a worldwide drummer and producer, which clients benefit from his vast knowledge of international markets. Anu was born and raised in Laguna Beach, offering clients California expertise and real estate knowledge covering all of LA and Orange County. The Dag & Alexandre team is also very involved with volunteering and supporting the public schools, arts, and community.



**JILL EPSTEIN**  
Nourmand & Associates

Jill Epstein has been selling homes in Los Angeles for more than 40 years with the utmost display of honesty, confidentiality, and professionalism as a successful residential real estate agent specializing in high-end single-family homes, condos, relocations and income residential properties. She has been with Nourmand & Associates since it was founded in 1976. Born and raised in LA, she knows all the city’s most coveted neighborhoods, Beverly Hills, Bel Air, Holmby Hills, Little Holmby, Brentwood, Santa Monica and Venice.

Epstein prides herself on going above and beyond what you might expect from the usual real estate transaction process and delivers on her commitment to putting clients first, with honesty and professionalism. She treats each business relationship as a partnership, providing exceptional service and is acknowledged by her peers for her ability to relentlessly negotiate the best deal for her clients.



**MICHAEL FAHIMIAN and JACK HARRIS**

The Beverly Hills Estates

Michael Fahimian and Jack Harris started their real estate journey at the age of 16 interning for different top agents in the city. Shortly after, the childhood best friends got their licenses at the age of 18 and teamed up. The pair broke into the industry closing over \$100 million within their first two years in the business. Now with over \$500 million in career sales and nearly \$200 million in sales just in 2023 alone, the duo has made their way to the top of the industry.

Also focused on giving back to the community, Fahimian and Harris have recently started their involvement in several different charities and nonprofit organizations. They also have a great presence with the city of Beverly Hills and their police department, fire department and school district, as well as their alma mater, USC’s alumni organization.



**BJORN FARRUGIA**  
Carolwood Estates

Bjorn Farrugia is a recognized Westside specialist primarily servicing Santa Monica, Brentwood, the Pacific Palisades and Malibu along with LA’s platinum triangle. Renowned for his direct, honest, and results-oriented approach, Farrugia excels in valuing, marketing, and executing the sale and purchase of properties.

In 2023, Farrugia was ranked as the #1 agent in Santa Monica by both transactions and sales volume while his team ranked among the top ten in California with a sales volume of \$214 million per RealTrends. Farrugia ranks as the number one agent at Carolwood Estates by transactions. At his previous brokerage, Farrugia set the record for the highest unit volume sales for four consecutive years. His career sales volume exceeds \$1.7 billion and includes the sale of Russell Westbrook’s \$25 million Brentwood Park mansion, the \$15 million Falconview Estate in Bel Air and a \$12 million Santa Monica villa sold to billionaire Steve Sarowitz.





**JADE MILLS**  
310.285.7508  
CALRE #00526877



**TRACY DO TEAM**  
323.842.4001  
CALRE #01350025



**JOYCE REY TEAM**  
310.291.6646  
CALRE #00465013



**MCGLASHAN GROUP**  
818.512.2375  
CALRE #01041976



**ASH RIZK**  
626.393.5695  
CALRE #01503342



**ROSEMARY ALLISON**  
805.479.7653  
CALRE #00545184

# LEADERS OF INFLUENCE:

## Residential Real Estate

Congratulations to these  
residential real estate all-stars,  
who have been recognized by the  
*Los Angeles Business Journal!*



**SUSAN MONUS**  
310.663.1554  
CALRE #00827409



**DREW GITLIN**  
310.415.1968  
CALRE #00944472

## LOI: RESIDENTIAL REAL ESTATE BROKERS


**JUSTIN FEIL, MIA FEIL and  
CHRIS FEIL**

*The Feil Group*  
Berkshire Hathaway HomeServices  
California Properties

The Feil Group, led by Justin Feil, Mia Feil 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 an extensive network throughout the city and a bottom-line-results approach, they have established themselves as a top team in Los Angeles and among the top 1% of Berkshire Hathaway HomeServices agents nationwide.

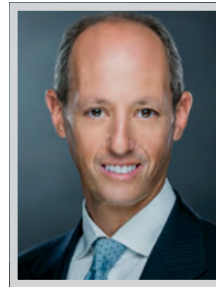
The Feil Group continues to excel by leveraging their expertise, innovation, and dedication to achieving outstanding results. The group's superior market knowledge and innovative approach to marketing are once again catapulting them to top of the sales chart for the firm. During the past 12 months, the group has closed sales volume of \$94,369,545, with the highest priced deal coming in at \$10,700,000.


**JOSH FLAGG**

Compass

With over 19 years of real estate experience, Josh Flagg continues to be a leading luxury brokers in the country and one of the stars of 'Million Dollar Listing.' Even in a difficult market, Flagg's sales volume in the past 12 months exceeded \$300 million, pushing his total career sales well over three billion dollars.

Flagg's areas of expertise includes Beverly Hills, Beverly Hills Post Office, Bel Air, Holmby Hills, Sunset Strip, West Hollywood, Pacific Palisades, Brentwood, and Malibu. His recent sales include 10663 Chalon Rd. for \$11,500,000 (represented the seller), 1231 Stone Canyon Rd. for \$11,100,000 (seller), 9541 Heather Rd. for \$10,495,000 (buyer) and 21640 PCH for \$9,500,000 (buyer). He holds the listing of 10644 Bellagio Rd for \$195 million, which is the most expensive house in Los Angeles on the market and 2 Oak Knoll Terrace for \$32 million which is the largest home in Pasadena.


**GAVIN FLEMINGER**

Nourmand & Associates

Gavin Fleminger has been a leader in the real estate community for over 15 years. His hard work, proactive approach to real estate and his commitment to his clients has led to his longevity and resilience in competitive and challenging markets. He is highly respected amongst his peers which gives him and his clients a competitive advantage. The areas he considers himself an expert include Brentwood, Pacific Palisades, Santa Monica and West LA.

Originally licensed in 1996, Fleminger has been selling high-end real estate in Brentwood and on the West Side for over 28 years. He has been a top-producing agent since joining Nourmand and Associates in 1999. He now manages the Brentwood branch of Nourmand and Associates, a highly regarded position in Los Angeles' West Side high-end real estate community. Gavin has successfully completed over 800 transactions totaling close to a billion dollars in sales.


**ISIDORA FRIDMAN and  
TOMER FRIDMAN**

*The Fridman Group*  
Compass

With over approximately \$10 billion in career sales, Tomer Fridman and Isidora Fridman of The Fridman Group are the co-founders of TFG International at Compass Beverly Hills and co-chairman/founder of Israel Sotheby's International Realty. Experts on celebrity clientele needs and luxury estates, The Fridman Group represents architecturally significant homes, branded collections, land development sales, and marquee estates worldwide.

Recently merging with Sally Forster Jones, the mega-team launched a new high-powered real estate group, Jones Fridman International. Both groups have storied careers and a combined \$25 billion in sales. And now, a new chapter of influence begins. Notable areas for the Fridmans include Beverly Hills, Bel Aire, Holmby Hills, and Hidden Hills. They also maintain exclusive representation of the Beverly West Tower by Emaar (1200 Club View Drive) – the final phase of the Beverly West building; 10 of 11 final units remaining.


**CARL GAMBINO**

Compass

Carl Gambino believes the keys to success in the real estate business are people skills, determination, obsessive drive, vision, and hard work. He's never viewed the real estate business as competitive. He has always been grateful when other agents do high volume because it shows how lucrative the industry is.

Gambino oversees teams in LA, NYC, Miami, New Jersey and the Hamptons. He recently made headlines for selling 71 Beverly Park for \$55 million. He advises and mentors agents on his team and salespeople in other fields. To Gambino, contributing to the growth of others' careers is incredible and he believes it makes him a monumentally better salesperson. He also works with a few mastermind groups with other top agents and top professionals in their fields. He has always found that surrounding himself with other successful people is an inspiration and expedites his personal growth.


**DREW GITLIN and SUSAN GITLIN**

Coldwell Banker Realty

With over 40 years of combined real estate experience, Drew and Susan Gitlin have cemented themselves as a premier Westside real estate team within Coldwell Banker Realty. To both Drew and Susan Gitlin, trust is the cornerstone of a successful relationship between a client and an agent and through trust they have grown a business that specializes in high profile clientele.

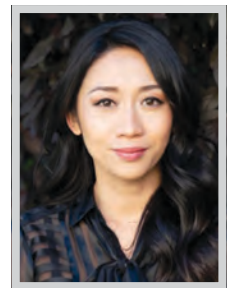
The Gitlins' respect for a client's privacy, their ability to be discreet and to control the narrative of the project has resulted in clients staying loyal to them for over 25 years. In 2017, 2018, 2019, 2020, and 2021, both Susan and Drew were awarded Platinum status, which ranked them as one of the top performing real estate teams nationwide with their former broker. At the end of 2019, they brokered the highest priced single-family residence in the United States: Chartwell for \$150 million, located in Bel Air.


**GINGER GLASS**

Compass

Ginger Glass is a licensed broker in California with a track record of more than 1,550 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 each property. Having worked since she was ten years old for a family business, Glass prides herself on an extraordinary work ethic and maintaining confidentiality for 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. Also a top agent in the desert, Glass is the exclusive outside agent at The Madison Club in La Quinta.


**NEYSHIA GO**

*The Go Group*  
Sotheby's International Realty

Neyshia Go & The Go Group have found success across the entirety of southern California with niches in the greater Los Angeles and Santa Barbara areas. Go specializes in a wide variety of real estate opportunities, including one-of-a-kind luxury homes, trophy properties, and new developments.

Go and The Go Group recently sold a home in Santa Barbara for \$200,000 over the asking price after only a single day on the market. This year alone she and her team have successfully launched four brand new multi-family new development projects construction projects across Los Angeles totaling over 150 residences. Recent recognitions include being named a 2024 Real-Trends verified leader for medium teams. Total transaction volume from the last 12 months was \$81,003,589.

# Congratulations

to our agents for being recognized by the Los Angeles Business Journal  
honoring **Leaders of Influence in Residential Real Estate**

Lori Hashman Berris

BEVERLY HILLS

Shen Schulz

MALIBU

Michael J. Okun

SHERMAN OAKS

Ari Wintraub

BRENTWOOD

Neyshia Go (*The Go Group*)

BEVERLY HILLS

Joe Cilic (*The Cilic Group*)

PACIFIC PALISADES

Sotheby's  
INTERNATIONAL REALTY



CONGRATULATIONS

# Joe Cilic & The Cilic Group

for being recognized by the Los Angeles Business Journal  
honoring Leaders of Influence in Residential Real Estate.

**Sotheby's**  
INTERNATIONAL REALTY



Featured: 1201 Tower Grove | \$38,000,000



Nothing compares  
to proven expertise.

Joe Cilic

Broker Associate | DRE 01421044  
310.925.1402  
joe.cilic@sothebys.realty  
cilicgroup.com

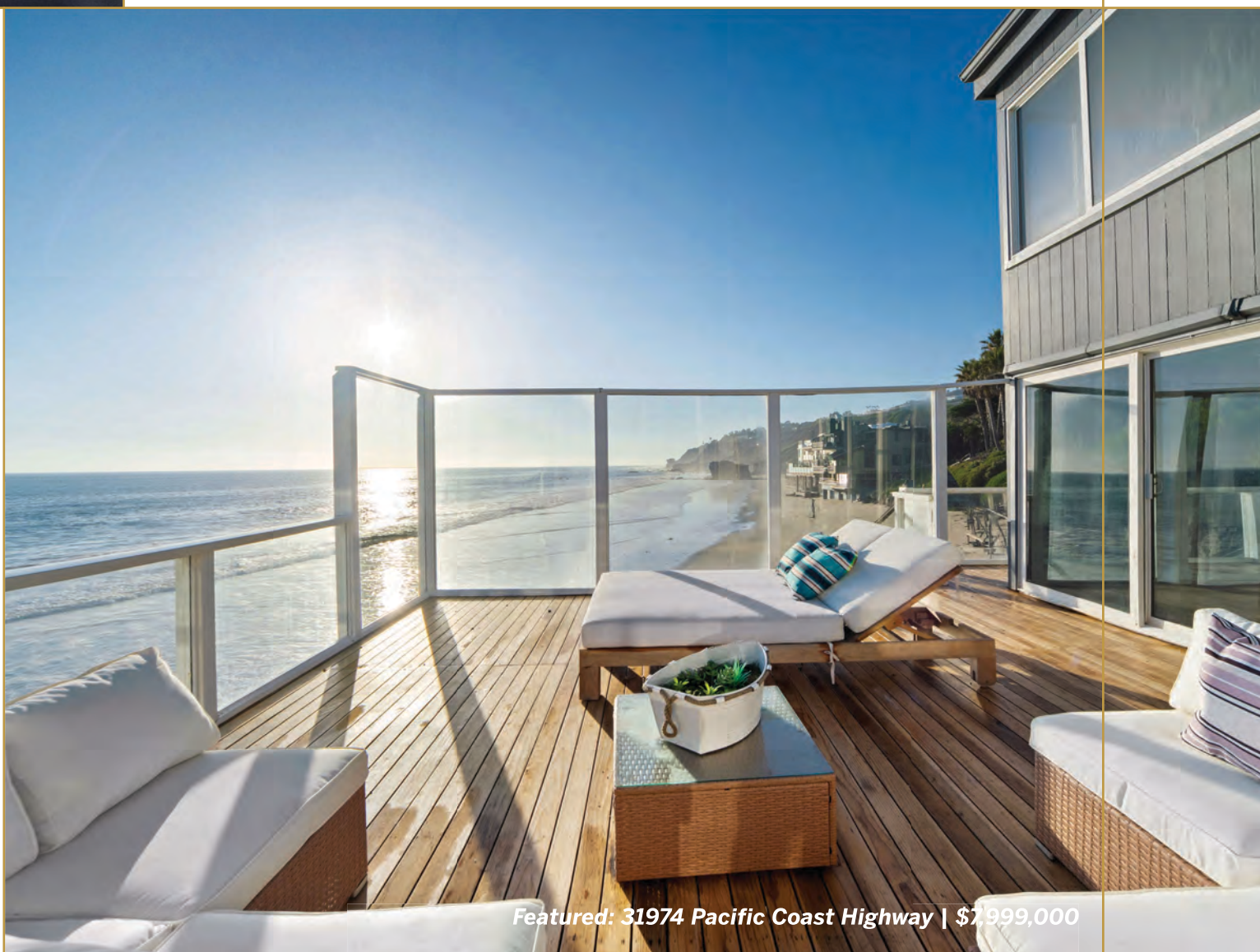


CONGRATULATIONS

# Shen Schulz

for being recognized by the Los Angeles Business Journal honoring Leaders of Influence in Residential Real Estate.

**Sotheby's**  
INTERNATIONAL REALTY



Featured: 31974 Pacific Coast Highway | \$2,999,000

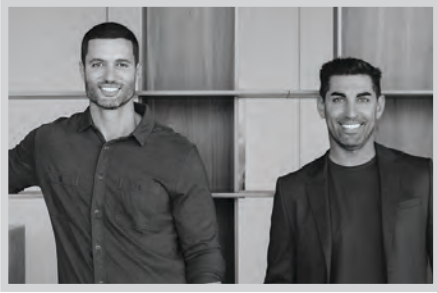


Nothing compares  
to proven expertise.

Shen Schulz

Broker Associate | DRE 01327630  
310.980.8809  
shen.schulz@sothebys.realty  
shenrealty.com

## LOI: RESIDENTIAL REAL ESTATE BROKERS


**JON GRAUMAN and  
ADAM ROSENFELD**

*Grauman Rosenfeld Group  
The Agency*

The success of the Grauman Rosenfeld team in Los Angeles' luxury real estate market is driven by a blend of deep expertise, visionary leadership, and a steadfast commitment to excellence. Led by Adam Rosenfeld and Jon Grauman, recognized leaders in their field, the team has consistently set new benchmarks for performance and client satisfaction. Rosenfeld has proficiency in brokering high-caliber estates and developments. Grauman brings a background in music and finance, complemented by extensive real-world learning, to his role as market vanguard. His leadership extends to educating peers and the public on critical issues affecting the industry, such as legislative impacts on housing values.

Together, Grauman and Rosenfeld have propelled their team to extraordinary heights, achieving \$350,338,703 in transactions in 2023 alone, ranking 4th large team by volume in the state on the RealTrends The Thousand list with cumulative sales exceeding \$3 billion.


**MARK GRUSKIN**  
Westside Estate Agency

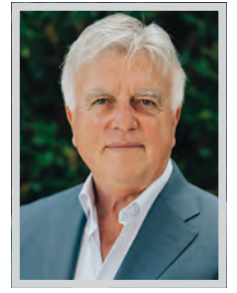
An attorney and long-time expert in the Malibu luxury market "Malibu Mark" Gruskin is known for his integrity, personal service and local knowledge which has allowed him to sell 25 million dollars in volume in 2024 already, including a Malibu Beach Estate for \$13,600,000. As a former VP of the Malibu Board of Realtors and former director of the Los Angeles MLS, Gruskin's connections to the agent community serve his clients' interests and have made him a Malibu icon.

Gruskin is also the former vice president of the Malibu Association of Realtors and director of CLAW MLS. He specializes in serving the needs of real estate buyers and sellers in Malibu, the Pacific Palisades and throughout the Westside of Los Angeles. He is the managing partner of Westside Estate Agency's Malibu Office, one of LA's leading independent boutique brokerage firms with numerous record sales throughout Malibu and the Westside.


**JAMES HECKENBERG**  
Rodeo Realty Inc.

At the age of 39, Jimmy Heckenberg has become both one of the youngest and most successful realtors in Los Angeles. His illustrious career began in 2011-2012 when he was named Rookie of the Year, achieving an astounding \$60 million in sales in his first year. Drawing from his athletic background in soccer, Heckenberg approached residential real estate with the same discipline and competitive spirit he honed as an athlete.

Today, Heckenberg consistently sells over \$200 - \$250 million annually in residential real estate. He is also known for building massive properties for himself. Despite numerous offers, he has chosen not to take on partners, even though investors frequently ask him to create a fund. Heckenberg's success is attributed to his knack for finding unbelievable deals and his creative approach to zoning and predicting future real estate trends.


**DON HELLER**  
Christie's International Real Estate  
Southern California

Don Heller is a highly accomplished real estate agent known for his extensive expertise in luxury residences and new developments in the Greater Los Angeles area. As the principal of the Don Heller Group, he has led his team to achieve over four billion dollars in single and multi-family residential sales, \$29,300,000 of which have come in the last 12 months.

Heller specializes in high-end properties, offering deep market knowledge and a keen eye for architectural detail. Over his illustrious career, Heller has managed several high-profile transactions. Some of the standout deals include the sale of a prestigious estate at 14930 Corona Del Mar for \$25,150,000 and the luxurious property at 9330 Hazen Drive, which sold for \$12,960,000. These transactions underscore his ability to handle complex and significant deals with finesse and expertise. His commitment to clients is evident in his meticulous approach to marketing and sales.


**JULIETTE HOHNEN**  
Douglas Elliman

Juliette Hohnen of Douglas Elliman had \$60 million in total transaction volume over the past 12 months and as a result is the #1 agent at DE in California by transaction volume and GCI. Her pair of \$5 million sales were the largest individual transactions (one is 730 Palms, the Marmol-Radziner architectural and the other was in Ojai).

Higher interest rates have hurt the real estate market in general, and first-time buyers still looking are feeling most of the pain: their dollar doesn't go as far and so many sellers are sitting pretty with their locked-in low rates. To that end, Hohnen shifted her focus and marketing toward a higher-end clientele and farming an area with higher prices. As a result, she has been able to do more off-market deals and double end a few.


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

Sally Forster Jones is one of the most revered real estate agents in Southern California and has closed more than 6,000 transactions totaling more than \$10 billion. As founder and CEO of the Sally Forster Jones Group, celebrity broker Jones and her team continue to set the highest standard for the real estate industry, and is regularly invited to share her insight as a speaker on real estate panels from coast to coast, where industry peers and fans routinely line up for selfies.

In 2019, the Sally Forster Jones Group was inducted into the inaugural class of the Inman Golden Club as the #1 luxury team in the nation. Jones herself maintains a consistent presence on several "best of" lists for real estate production. In 2023, she closed two of the three highest sales in Encino's celebrity-studded enclave Royal Oaks.


**BRAD KEYES**  
Keyes Real Estate

Brad Keyes is a real estate advisor above all else and is dedicated to understanding the needs of his clients and providing them with their best options to achieve their real estate goals. In his 15+ years of experience as both a broker and a real estate attorney, he has developed a unique and comprehensive approach to diligence. Keyes is uniquely 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 has been a trusted advisor in over \$1 billion of residential and commercial real estate transactions. In 2023, his closed sales volume was \$73 million, and in the past 12 months, he has closed approximately \$120 million in sales and 99 transactions, including a \$15.53 million commercial transaction, representing the buyer of a 67,588 sq. ft. office building in Orange County.


**AARON KIRMAN**  
Christie's International Real Estate  
Southern California

Aaron Kirman currently represents the largest market share of luxury listings in the country with over \$2.2 billion in active luxury inventory. He attributes his success to his vast marketing and advertising strategies, partners, market knowledge, exclusive contact base and true love of luxury sales. Many developers, architects and designers contact Kirman prior to construction and completion of their projects to take advantage of his long track record of success.

Kirman consistently conducts an accurate study and offers insightful counsel to business owners around the country by demonstrating a successful track record and a constant eye on market trends. Kirman provides everything from strategic guidance to all-inclusive solutions by utilizing cutting-edge technology and expertise. Kirman's rolodex of billionaires, along with his vast expertise in selling exclusive properties, have helped him to produce some of the highest prices in Beverly Hills, Bel Air, Hollywood Hills, Santa Monica, and Malibu.

# CONGRATULATIONS



SHELTON WILDER  
310.997.7059  
SHELTON@SHELTONWILDER.COM



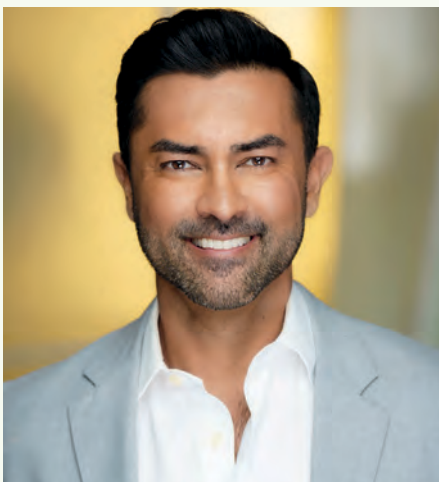
AARON KIRMAN  
424.249.7162  
AARON@AARONKIRMAN.COM



CINDY AMBUEHL  
818.489.0282  
CINDY@CINDYAMBUEHL.COM



TIMOTHY DI PRIZITO  
310.266.2777  
TDIPRI@GMAIL.COM



YAWAR CHARLIE  
323.547.8900  
HOMESBYYAWAR@GMAIL.COM



DON HELLER  
310.466.7809  
DON@DONHELLERGROUP.COM



JOSE PRATS  
323.612.2001  
JOSE@AKGRE.COM



ALEX HOWE  
310.601.6421  
ALEX@ALEX-HOWE.COM



WESTON LITTLEFIELD  
949.230.4515  
WESTON@AARONKIRMAN.COM

---

TO OUR INCREDIBLE AGENTS RECOGNIZED AS  
2024 LEADERS OF INFLUENCE



# *We know* real estate.

AND OUR AGENTS HAVE THE NUMBERS TO PROVE IT. THEY'RE SETTING NEW STANDARDS FOR THE INDUSTRY. **ONE DEAL AT A TIME.**

\$72B IN  
GLOBAL  
SALES

#1 TOP  
LUXURY  
BROKERAGE  
*Inman's Golden I Awards*

#1 AMONG  
TOP 50 FIRMS  
FOR AVERAGE  
SALES PRICE  
*RealTrends*

OUR AGENTS  
ARE 2X AS  
PRODUCTIVE AS  
THE AVERAGE  
AGENT

---

## *And we're growing.*

---

FASTEST-GROWING  
PRIVATE COMPANIES  
FOR 7 YEARS  
*Inc. 5000*

ONE OF  
THE AMERICAS'  
FASTEST GROWING  
COMPANIES  
FOR 5 YEARS  
*Financial Times*

#2 TOP MOVER  
SECOND-FASTEST  
GROWING BROKERAGE  
IN THE U.S.  
*RealTrends*

**120+ OFFICES. 1 CONNECTED GLOBAL COMMUNITY.**

# The next *generation* of real estate.

---

*We can take you there.*

**THEAGENCYRE.COM**



CONGRATULATIONS TO OUR AGENTS RANKED ON  
THE LOS ANGELES BUSINESS JOURNAL'S

# Leaders of Influence List 2024

THE TOP 100 RESIDENTIAL REAL ESTATE AGENTS IN L.A. COUNTY



**Santiago Arana**

Principal  
Santiago@TheAgencyRE.com  
310.926.9808 | LIC. #01492489



**Sandro Dazzan**

Managing Partner | Malibu  
(Licensed as Alessandro Angelo Dazzan)  
Sandro@TheAgencyRE.com  
424.249.7040 | LIC. #01418033



**Craig Knizek**

Managing Partner  
Sherman Oaks, Studio City & Calabasas  
CKnizek@TheAgencyRE.com  
818.618.1006 | LIC. #01377932



**Rita Whitney**

Managing Director | Estate Division  
(Licensed as Rita Jane Whitney)  
RJWhitney@TheAgencyRE.com  
626.755.4988 | LIC. #01209004



**Mauricio Umansky**

Founder & CEO  
MUmansky@TheAgencyRE.com  
424.230.3701 | LIC. #01222825



**Alexia Umansky**

Agent | The Umansky Team  
Alexia.Umansky@TheAgencyRE.com  
310.691.4916 | LIC. #02084889



**Farrah Brittany**

Agent | The Umansky Team  
Farrah@TheAgencyRE.com  
424.230.3712 | LIC. #1933070



THE CHERNOV TEAM

**Dennis Chernov**

Managing Director | San Fernando Valley  
Dennis@TheAgencyRE.com  
818.355.2461 | LIC. #01850113



THE GRAUMAN ROSENFELD GROUP

**Jon Grauman**

Principal | Grauman Rosenfeld Group  
JGrauman@TheAgencyRE.com  
424.600.7576 | LIC. #01469825



**Adam Rosenfeld**

Principal | Grauman Rosenfeld Group  
ARosenfeld@TheAgencyRE.com  
424.600.7576 | LIC. #01918229



**Gina Michelle**

Director | Estate Division  
Gina.Michelle@TheAgencyRE.com  
818.850.1458 | LIC. #01503003



GINA MICHELLE & GEORGE OUZOUNIAN TEAM

**George Ouzounian**

Director | Estate Division  
George.Oz@TheAgencyRE.com  
818.900.4259 | LIC. #01948763

## LOI: RESIDENTIAL REAL ESTATE BROKERS



**CRAIG KNIZEK**  
The Agency

Craig Knizek has been with The Agency since the firm was founded in 2011, and has amassed over \$1.12 billion in sales with the company and \$93,430,319 in 2023 alone. He founded the San Fernando Valley offices, and currently serves as managing partner for the Sherman Oaks, Studio City and Calabasas, which generate \$1.6 billion in annual sales.

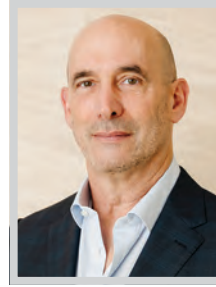
Knizek spent 20 years working in the film/television industry, collaborating with illustrious creative talent, shepherding and producing their creative vision. As producer of “Mad About You,” and associate producer of “The Simpsons,” Knizek negotiated deals and schedules with high-ranking studio executives, talent agents, managers and attorneys throughout the entertainment industry. He’s proud to translate his skill set as a realtor to helping his colleagues from the industry. As a luxury specialist, he’s had 10 sales over \$10 million, 22 sales over \$8 million, and 48 sales over \$5 million.



**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. Together, Kostrey and Eckert have partnered to create an unstoppable team that continues to produce unmatched results for the highly-valued and unique clients they serve.

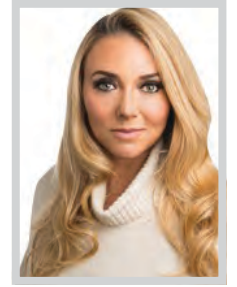
With over 600 closings in LA alone, Kostrey has closed high-figure deals in all of LA’s most in-demand neighborhoods from Windsor Square to Hollywood Hills to Silver Lake. Buyers and sellers proactively seek Kostrey out knowing he will deliver superior results. Once they’ve worked with him, they become his life-long clients. He has 20+ years of experience as a licensed California attorney and has been a licensed real estate broker since 2006.



**DAVID KRAMER**  
Hilton & Hyland/Forbes Global Properties

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 celebrity seller of a \$17.125 million Encino estate, the celebrity buyer of a \$18.4 million Encino estate, and just listed the crown jewel of Beverly Park for \$89.9 million.

Kramer is actively involved with several charitable foundations, including The American Cancer Society, the Theodore Payne Foundation, Food on Foot, 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.



**JORDANA LEIGH**  
Rodeo Realty Inc

Jordana Leigh specializes in the sale of fine properties throughout the Westside of Los Angeles. She consistently receives top accolades from clients and co-workers for her commitment to her clients and her unmatched work ethic.

Leigh is one of the most successful real estate professionals in the nation and has represented the most distinctive properties in Los Angeles for the most distinguished clients in the world. A focused persistence and an unwavering dedication to her clients’ needs has boosted Leigh into the top 1% of Westside agents overall. Her negotiating skills and her attention to detail have ensured her success since she began real estate 26 years ago. A graduate of USC, Leigh possesses an unmistakable combination of unbridled energy and enthusiasm coupled with an uncompromising need for perfection that has propelled her to the top of her profession.

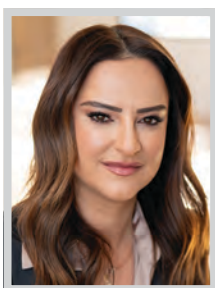


**WESTON LITTLEFIELD and  
ALEX HOWE**

Christie’s International Real Estate  
Southern California

Weston Littlefield and Alex Howe of Christie’s International Real Estate Southern California have consistently demonstrated exceptional qualities that distinguish them in the competitive real estate market. Their success can be attributed to a blend of expertise, dedication, and community engagement. Specializing in luxury residential properties and architectural, they have a keen eye for market trends, enabling them to provide clients with insightful advice and strategies for maximizing investment returns.

Littlefield and Howe have produced over \$100,095,227 in the last 12 months. Their professionalism and commitment to excellence have earned them numerous accolades, including the prestigious Top Producer Award from CIRE Southern California as well as Real Trends. Beyond their professional achievements, Littlefield and Howe are deeply involved in community leadership, having spearheaded several local initiatives, such as organizing charity events.



**ADI LIVYATAN**  
Rodeo Realty Inc

Adi Livyatan embarked on her real estate journey alongside her husband, initially flipping houses. For the past 14 years, she’s devoted herself entirely to real estate, achieving remarkable success. Ranked in the top .5% nationwide and holding the coveted #1 spot among 1,400 Rodeo Realty agents in the Valley, Livyatan’s prowess in the industry is undeniable.

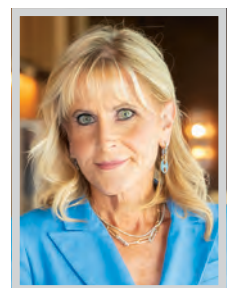
With a primary focus on residential properties, particularly in the San Fernando Valley, Livyatan has earned a reputation as a connoisseur of high-end luxury residences and newly constructed properties. Renowned as the “New Construction Queen,” she collaborates closely with developers, identifying prime land prospects for construction and subsequent sale. Despite her niche expertise, Livyatan finds equal fulfillment in nurturing intimate, meaningful deals, approaching each client and transaction with unwavering enthusiasm and dedication. As the owner of her business, Livyatan leads a remarkable team, whose steadfast support has been pivotal to her success.



**CHAD LUND**  
Douglas Elliman

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 24 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.



**ROCHELLE ATLAS MAIZE**  
Nourmand & Associates

Approaching her 25 years of experience in the industry with over \$3.5 billion in career sales (including 43 sales in the last 12 months), luxury real estate agent and executive Rochelle Atlas Maize is an industry disrupter and a legend among her celebrity clients, her professional colleagues, and the community she serves. Maize has cemented her status as one of the country’s top-producing agents due to her expert knowledge of Los Angeles’s complex real estate industry. Serving as Nourmand & Associates’ executive director of the Luxury Estates Division, Maize handles LA’s most significant listings, consistently selling them 10% over asking.

Maize’s personality and style blend well with the perseverance and stamina that have earned her a reputation as one of the most honorable and respected real estate professionals in her area. Having earned the esteem and admiration of her associates, she has built a strong network of fellow agents.

# CRISTAL CLARKE

THE FINEST MONTECITO & SANTA BARBARA HOMES



3091 HIDDEN VALLEY LN | MONTECITO, CA 93108  
OFFERED AT \$10,495,000



1514 E MOUNTAIN DRIVE | MONTECITO, CA 93108  
OFFERED AT \$9,950,000



207 EUCALYPTUS HILL DR | SANTA BARBARA, CA 93108  
OFFERED AT \$9,700,000



500 EASTGATE LANE | MONTECITO, CA 93108  
OFFERED AT \$8,700,000



1473 BONNYMEDE DR | MONTECITO, CA 93108  
OFFERED AT \$8,695,000



680 COWLES RD | MONTECITO, CA 93108  
OFFERED AT \$7,495,000

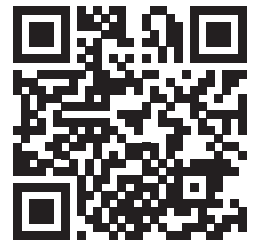


1800 EL ENCANTO RD | SANTA BARBARA, CA 93103  
OFFERED AT \$7,000,000



7035 GOBERNADOR CANYON RD | CARPINTERIA, CA  
OFFERED AT \$4,350,000

SCAN TO PREVIEW  
ALL MY LISTINGS



CRISTAL CLARKE | 805.886.9378

MONTECITO-ESTATE.COM | CRISTAL@MONTECITO-ESTATE.COM | DRE 00968247

I LOVE WHERE I LIVE. LOVE WHAT I DO. SELL WHAT I LOVE.

#1 BHHS AGENT LOCALLY AND GLOBALLY\*

BERKSHIRE HATHAWAY CALIFORNIA  
HOMESERVICES PROPERTIES



FOR SALE

9330 Flicker Way

BIRD STREETS

\$69,000,000



FOR SALE

The Reserve

HOLMBY HILLS

\$75,000,000



\$3.5 Billion

Career Sales Volume



FOR SALE

385 Copa de Oro Road

BEL AIR

\$39,999,000



JUST SOLD

657 Perugia Way

BEL AIR

\$26,995,000

# David Parnes & James Harris Bond Street Partners

Los Angeles Business Journal Leader's of Influence 2024

JUST SOLD

11 Beverly Ridge Ter

BEVERLY HILLS

\$29,995,000

FOR SALE

1310 Tower Grove Drive

BEVERLY HILLS

\$50,000,000



JUST SOLD

Holmby Hills Estate

REP. BUYER & SELLER OFF-MARKET

\$65,000,000

BOND<sup>ST</sup>  
PARTNERS

BONDSTREETPARTNERS.COM

JAMES HARRIS DRE 01909801, DAVID PARNES DRE 01905862

©2024 Carolwood Estates. Broker does not guarantee the accuracy of square footage, lot size, or other information concerning the condition or features of the property obtained from various sources. Prices may reflect list-price due to client confidentiality. Equal Housing Opportunity. DRE 02200006

JUST SOLD

1432 Tanager Way

SUNSET STRIP

\$23,995,000

C.  
CAROLWOOD  
ESTATES

CAROLWOODRE.COM

— Linda May

“I am incredibly honored to be recognized  
by the Los Angeles Business Journal:  
Leader’s of Influence 2024.”

LINDA MAY  
PROPERTIES GROUP

CAROLWOOD  
ESTATES

310.623.3650 | LINDA@LINDAMAY.COM | LINDA MAY DRE 00475038

©2024 Carolwood Estates. Broker does not guarantee the accuracy of square footage, lot size, or other information concerning the condition or features of the property obtained from various sources. Prices may reflect list-price due to client confidentiality. Equal Housing Opportunity. DRE 02200006

FOR SALE  
VILLA DEI FIORI, BEL AIR | \$150,000,000  
LINDAMAY.COM

SOLD

1580 Sorrento Drive  
PACIFIC PALISADES  
\$16,900,000



SOLD

5012 Carbon Beach Ter  
MALIBU  
\$39,975,000



SOLD

13158 Boca de Canon Ln  
BRENTWOOD  
\$17,325,000

FOR SALE

1756 Correa Way  
MANDEVILLE CANYON  
\$12,995,000

SOLD OFF MARKET

Spoletto Estate  
PACIFIC PALISADES  
\$55,000,000

SOLD

15000 Corona Del Mar  
PACIFIC PALISADES  
\$39,995,000



SOLD OFF MARKET

1301 Amalfi Drive  
PACIFIC PALISADES  
\$22,000,000



SOLD

10350 Wyton Drive  
HOLMBY HILLS  
\$39,995,000

FOR SALE

1580 San Remo Dr  
Pacific Palisades  
\$18,900,000

SOLD

201 S Bristol Avenue  
BRENTWOOD  
\$13,250,000

Zac Mostame  
@ZACMOSTAME



\$750,000,000+

Sold And In Escrow



“Honored to be named a Los Angeles Business Journal Leader of Influence 2024”

ZAC MOSTAME DRE 02110196

©2024 Carolwood Estates. Broker does not guarantee the accuracy of information obtained from various sources. Some statistics displayed herein include past sales by Zac Mostame prior to him joining Carolwood Estates, but is now licenced at Carolwood Estates. Therefore Carolwood Estates was not the broker of record for some of those transactions. Equal Housing Opportunity, DRE 02200006

C.  
CAROLWOOD  
ESTATES

CAROLWOODRE.COM

BJORN FARRUGIA

RANKED

#1

AGENT AT  
CAROLWOOD ESTATES

BY TRANSACTIONS

&

CAREER SALES VOLUME OF NEARLY

\$2,000,000,000

BJORN FARRUGIA  
310.998.7175

BJORNFARRUGIA.COM | BJORN FARRUGIA DRE 01864250

First Ranking is based on sides of transactions of single family residences recorded in the Multiple Listing Service from Jan 1st to Dec 31st 2023. Second statistic is based off total recorded lifetime sales in Bjorn's career recorded in the Multiple Listing Service until August 2024.

CAROLWOOD  
ESTATES

## LOI: RESIDENTIAL REAL ESTATE BROKERS

**ANDREW MANNING**

Berkshire Hathaway HomeServices  
California Properties

Having assisted many first time home buyers to top celebrities, gamers, YouTubers, industry professionals, and numerous entertainment lawyers and business managers, Andrew Manning of Berkshire Hathaway HomeServices California Properties continually achieves the ranking among the Top 25 Agents worldwide (out of 50,000+ BHHS agents) year-after-year, and he has brokered more than \$2.5 billion in closed transactions throughout his illustrious career.

Manning has closed \$35,495,000 in the last 12 months, with his highest priced deal at \$4,525,000, in this same time period. He is a founding director of the company's Luxury Properties Division. He also believes in giving back to the community, and he cherishes animals. Among the charities that he holds dear to his heart are SPCALA; Cystic Fibrosis WineMasters; Starlight Foundation; Rescue Train Pet Rescue; Taking the Reins; and Inclusion Matters.

**LINDA MAY**

Carolwood Estates

Linda May has spent more than three decades selling LA's most prestigious estates, amassing over \$4 billion dollars in sales. She has emerged as the prominently recognized luxury household name for discerning sellers and buyers of LA's historical, pedigree, architectural estates and sought-after development opportunities. May's 2023 sales volume hit \$262 million as she represented both sides in several prominent sales, including two Beverly Hills estates at \$42.5 million each, and both sides of a Holmby Hills estate for \$34.5 million.

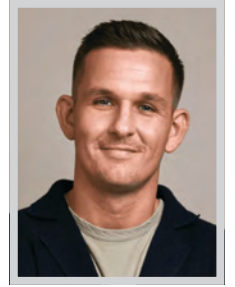
May currently represents over \$467 million worth of inventory including late financier Robert Day's \$150 million estate, a \$68 million architectural by Howard Backen with Mark Rios landscaping and Tommy Clements interiors, a \$58 million architectural by TAG Front, a \$47.5 million Beverly Park estate, Prince's former Bel Air abode, and a \$27 million Bel Air villa by Oscar Shamamian with Michael Smith interiors.

**JANICE MCGLASHAN**

McGlashan Group  
Coldwell Banker Realty

Janice McGlashan, one of the San Gabriel Valleys' 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. From 2009 through 2021, she has been the top agent in the San Gabriel Valley. Dedicated to serving her community as well as her clientele, McGlashan is also active in numerous charitable organizations. She serves as corporate treasurer and board member of Discover the World, helping children in Africa.

**TYRONE MCKILLEN**

Plus Real Estate Group

Tyrone McKillen is co-founder of Plus Real Estate Group, a top brokerage team responsible for over \$2.5 billion in sales volume and the leading team specializing in marketing and selling development projects, land sites and new construction properties. McKillen is also founder of Plus Development, an internationally recognized development management firm responsible for developing some of the most important projects in LA, with projects in Miami, New York, Dublin, Ibiza and Mozambique.

McKillen has spent most of his life working on the development and sales of luxury properties around the world. Among McKillen's many notable record-breaking achievements have been the highest residential sale in Santa Barbara history; over \$220 million in sales in Santa Barbara County in Q1-Q2 2024; a \$57.25 million sale in Malibu that was the highest price per square foot sale in the country; and a \$90 million sale in Bel Air; among many others.

**DREW MEYERS**

Westside Estate Agency

Drew Meyers of Westside Estate Agency believes that being born and raised in Los Angeles allows for the in-depth knowledge and historical expertise his clients value. With lifetime sales over 500 million dollars and with a focus on ultra-luxury leases and sales, including a recent lease at 53 Beverly Park for \$100,000 per month, Meyers has excelled in his real estate career by making it all about his clients.

Outside of his work in real estate, Meyers also focuses on giving back to the community. He works with A Place Called Home which provides education and wellness for young people to improve their lives and economic conditions. He believes a stronger community provides value far above and beyond success in real estate.

**BRETT MILLER**

Nourmand & Associates

Brett Miller has been a top producing agent in Los Angeles for over 18 years. Originally from South Africa, he quickly established himself as a talent agent in the entertainment industry and subsequently brought his negotiating skills to luxury home sales, where his encyclopedic knowledge of properties both on and off the public market brought him major success.

Miller is a true professional who takes pride in representing both buyers and sellers with discretion, enthusiasm, savvy and integrity. His exceptional taste and impeccable eye for design have allowed him to work directly with some of the top developers in the city who specialize in the high-end residential markets in Beverly Hills, Brentwood, Bel Air, and Hollywood Hills. He has sold \$22,549,500 in the last 12 months including a prime lot in Sullivan Canyon for \$8,900,000. Among his notable sales include 770 Amalfi Drive in Pacific Palisades for \$13,000,000.

**JADE MILLS**

Coldwell Banker Realty

In the luxury real estate market, Beverly Hills real estate agent Jade Mills is renowned among colleagues and clients alike for her integrity, loyalty and professionalism. Mills has achieved the highest sales volume on record of any agent in Coldwell Banker history, just surpassing \$8 billion in career sales.

An expert in luxury properties, Mills is devoted to serving the needs of real estate buyers and sellers throughout Los Angeles including Beverly Hills, Bel Air, Holmby Hills, Brentwood, Pacific Palisades, and the Hollywood Hills. She was named the international ambassador for Coldwell Banker in recognition of her established alliances and global relationships with International markets and her development of Jade Mills Worldwide. She also holds the title of co-chairman of the International Luxury Alliance, which is an elite network of professionals focused on the highest level of client service and business integrity.

**SUSAN MONUS**

Coldwell Banker Realty

With over 500 homes sold locally, Susan Monus is an ambassador of luxury living, opening doors every day for leaders in business, politics, sports and entertainment. As a member of the Coldwell Banker International Luxury Alliance, Monus offers her clients the highest level of service and support. This small group of approximately 70 agents work in concert locally and internationally to market their homes to the highest level of clientele.

Monus puts the best interests of her clients first and tenaciously protects them. Her reputation and relationships are just as important as any real estate transaction. A big part of her success is a business built on repeat clients and referrals. She conducts business with integrity, discretion, and commitment. She is an innovative marketer, a savvy negotiator, and a problem solver. As a result, she is a top Malibu real estate agent, and has been for 33 years.



LOI: RESIDENTIAL REAL ESTATE BROKERS



**ZAC MOSTAME**  
Carolwood Estates

Zac Mostame has been consistently ranked for the past three years among the top 1% of agents in the nation. As one of the most in-demand young agents in the Los Angeles luxury market, Mostame brings a passion for his clients to his business, always looking to best serve them with his nuanced expertise and dedicated service.

Mostame closed nearly \$200 million in sales in 2023 including three parcels tied to 'The Office' producer Ben Silverman in the Pacific Palisades totaling \$47.5 million; a \$40 million Holmby Hills estate; and both sides of Francois and Brandy Navarre's \$22 million Palisades estate. He represented the buyer of a \$36 million off-market mansion in Beverly Hills by luxury developer Mohamed Hadid. Mostame currently represents \$63 million in luxury inventory including a \$12.5 million parcel in Holmby Hills and a \$20 million Riviera estate in the Pacific Palisades.



**COOPER MOUNT**  
Carolwood Estates

As a Malibu native, Cooper Mount maintains relationships with builders, developers, buyers, and sellers across the area. He joined Carolwood Estates in 2022 from The Agency's Malibu office, where he was a top producer for six years with a career sales volume of over \$700 million.

Mount has closed over \$340 million in sales since 2022, and over \$100 million in sales year to date as of June 2024 alone. His recent sales include a \$35 million off-market deal on Broad Beach on behalf of film producer Oren Koules, a \$28 million Bird Streets Tudor with ties to The Beatles, and a \$20 million Malibu Road beachfront estate. Mount currently represents nearly \$200 million worth of on and off-market inventory including a \$30 million beachfront Cape Cod style home on Malibu Road, a Trousdale mid-century by architect David Hyun, and a Sunset Plaza jewel originally designed by Robert Byrd.



**JONATHAN NASH and  
STEPHEN RESNICK**

*Resnick & Nash*  
Carolwood Estates

With over 40 years of combined experience across three continents, Stephen Resnick and Jonathan Nash formed their Resnick & Nash team in 2014 with a determined focus on servicing their combined elite clientele of developers, designers, celebrities, business managers, and financiers. They have amassed over \$2.25 billion in career sales, while consistently ranking among the top 1% of agents and teams nationally year over year. In 2022, the duo notably closed two major off-market deals in Holmby Hills at \$145 million and \$61 million respectively.

Resnick & Nash closed \$107 million in 2023 including a \$22.5 million architectural in Beverly Hills Post Office by Max Fowles-Pazdro sold to Fear of God's Jerry Lorenzo, a \$12.7 million deal also in BHPO sold to Adele's business manager, a \$12 million deal in the Palisades for Muse's Dom Howard and two deals totaling \$7 million for Matthew Holders of Arctic Monkeys.



**MICHAEL NOURMAND**  
Nourmand & Associates

As president of Nourmand and Associates, Michael Nourmand continues to dominate the real estate industry and is considered one of the foremost authorities on residential real estate. Under his leadership, Nourmand & Associates remains one of the standout family-run brokerages in Los Angeles. His transaction volume in past 12 months was \$72,998,230.

Since taking over the company in 2008, the brokerage has grown exponentially and now commands 175 agents across top LA neighborhoods including Beverly Hills, Brentwood, and Hollywood. Agents commit to Nourmand & Associates because of Michael Nourmand's strong leadership and management. As a second-generation high-end broker specializing in the sale of estates, condos, and income properties throughout LA, Nourmand prides himself as a hard-working professional and an expert negotiator. With a comprehensive understanding of the real estate business from purchasing, managing, and developing properties for his own portfolio, he has an in-depth knowledge of the local inventory.



**MYRA NOURMAND**  
Nourmand & Associates

As a tenured female behind one of Southern California's only remaining family-owned and operated brokerages, Myra Nourmand is an influential figure in Los Angeles real estate with more than 37 years of experience. Renowned as the "First Lady of Beverly Hills," her network of clients in Los Angeles' most sought-after neighborhoods recognize her as one of the most trusted luxury agents. Her extensive knowledge and guidance to other agents have turned Nourmand & Associates into one of the city's most respected brokerages.

As a resident of Beverly Hills, Nourmand has established herself as one of the top real estate agents of the Westside elite. She primarily sells luxury homes from Beverly Hills to Brentwood, Holmby Hills and Bel Air, but will go wherever her clients need her. Her clientele includes some of LA's most prominent figures, due to exceptional service and extensive knowledge of LA's ever-changing real estate industry.



**MICHAEL J. OKUN**  
Sotheby's International Realty

Born in the Midwest, Michael Okun exemplifies the "Midwest work ethic." He takes pride in working hard, which has been proven successfully as he has closed over \$60 million in sales over the last 12 months with more than 30 transactions. His philosophy is "the way I do one thing is the way I do everything, and I give everything my all."

Okun is an expert in the Valley, focusing primarily on Studio City, Valley Village and Sherman Oaks. His current accolades include: #1 Sotheby's International Realty agent in the San Fernando Valley, and recently recognized by RealTrends Verified. In previous years, Okun has been one of the top 100 Sotheby's International Realty agents in the country. He is actively involved with the non-profit Maryvale Orphanage in Rosemead. Additionally he has mentored summer interns to help them move into the real estate industry.



**DANA OLMES and  
JEFF BIEBUYCK**

Frontgate | Compass

With a combined track record of more than 40 years, Dana Olmes and Jeff Biebuyck are consistent top producers, ranking among the top 1% of agents in the county. As consummate professionals, Olmes and Biebuyck provide their clients with the highest level of service to reach their unique real estate goals. Their exceptional integrity, negotiating skills and effective marketing strategies are a few of the many reasons that their established business is generated by past clients and referrals – a true testimonial to their successful real estate careers. Their clientele is comprised of a wide mix of influential people including corporate executives, attorneys, well-known celebrities and entertainment industry executives.

Last year, Olmes, Biebuyck and team were invited to the "Exclusive Referral Group to The World's Best Realtors." This network allows nationally recognized industry legends to come together and connect like never before.



**GEORGE OUZOUNIAN and  
GINA MICHELLE**

The Agency

With a shared commitment to exemplary business practices, innovative marketing, and an elite level of service, George Ouzounian and Gina Michelle run a successful high-volume team in the LA luxury market, focusing on the Valley, Calabasas, and Hidden Hills. The team has achieved over \$1.2 billion in career sales and an impressive \$184,697,038 of that was in 2023, ranking 12th small team in California on the 2024 RealTrends The Thousand list.

Ouzounian and Michelle are recognized among the top 1% of real estate agents nationwide. One key aspect of their success is their understanding of the San Fernando Valley neighborhoods they serve. Collectively, they possess more than 30 years of local knowledge that, paired with their deep-rooted industry expertise, makes them powerhouse advisers and negotiators. Both Ouzounian and Michelle are known as loyal advocates and tenacious negotiators, they are genuinely dedicated to their clients and their team.

## LOI: RESIDENTIAL REAL ESTATE BROKERS



**TAMI PARDEE**  
Pardee Properties

**T**ami Pardee, founder and CEO of Pardee Properties, has set new standards in real estate with her innovative concierge brokerage model. Since 2005, her company has sold over \$7 billion in residential and commercial properties, expanding to three offices in California. Ranked among California's top 10 real estate agents since 2008, Pardee has represented celebrities and tech pioneers, and advised renowned architects like Frank Gehry.

In 2023, Pardee sold over \$428 million across 241 units. Notable sales include a stunning architectural property in Venice at 514 Santa Clara Avenue for \$6.744 million (co-listed and represented buyer), a \$6.25 million design-forward property on the Venice Canals at 237 Linnie Canal (represented buyer), and a rare triple-lot, Venice Walk Streets property at 945 & 961 Marco Place for \$4.77 million (represented the seller). A passionate community leader, Pardee has donated over \$1.58 million to underserved areas through her Life Change Warriors foundation.



**DAVID PARNES and  
JAMES HARRIS**

*Bond Street Partners  
Carolwood Estates*

**D**avid Parnes, with longtime colleague James Harris, recently brought Bond Street Partners' wealth of experience, and lifetime sales of approximately \$3 billion, to Carolwood Estates. The team maintains over \$700 million of on and off-market inventory including billionaire Nick Candy's \$75 million Reserve in Bel Air, a nearly \$70 million estate in the Bird Streets, and a renovated Rex Lotery mid-century in Trousdale owned by musician Charlie Puth.

The duo has closed over \$355 million in sales including both sides of a nearly \$68 million off-market deal in Holmby Hills, a \$24 million deal in Beverly Park, both sides of a \$23 million deal in Bel Air and a \$20.8 million penthouse sale in The Century. The team specializes in high-end residential real estate and investment properties in Beverly Hills, Bel Air, Holmby Hills, Hollywood Hills, Brentwood, Pacific Palisades, Malibu and the greater Los Angeles region.



**BRET PARSONS**  
Hilton & Hyland / Forbes Global Properties

**W**ith annual production in the top 1% of realtors nationwide, Bret Parsons is an award-winning real estate professional who represents buyers and sellers of exceptional homes, often termed "architecturals," throughout greater Los Angeles. He is now affiliated with Hilton & Hyland/Forbes Global Properties. Parsons published his first architectural book in 2008 about Beverly Hills architect Gerard Colcord. In 2016, along with architect Marc Appleton, he created the "Master Architects of Southern California" book series.

Parsons also lectures at UCLA and gives walking tours of historic Los Angeles neighborhoods including Windsor Square and Hancock Park. During the past year, Parsons sold a near-original Colonial Revival in Little Holmby by Paul Williams, a Mediterranean-style home in Windsor Square designed by architect Albert C. Martin for family, and a charming Los Feliz estate by Gerard Colcord commissioned by the Chandler family in the French Normandy style.



**STEPHANIE PAYAB**  
*The Payab Group*  
Berkshire Hathaway HomeServices  
California Properties

**S**tephanie Payab, president and founder of The Payab Group, a real estate team affiliated with Berkshire Hathaway HomeServices California Properties, has been a distinguished realtor since 2006, renowned for exceptional performance in home buying and sales. She has consistently achieved various prestigious accolades since 2009, including the Chairman's Circle Gold, Platinum, and President's Circle awards. Since 2013, she has been honored annually with the Five-Star Real Estate Professional Award and most recently, the "Five-Year Legend Award."

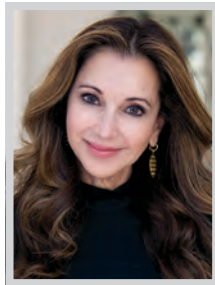
In 2016, Payab leveraged her expertise as a top-performing sales leader and mentor to establish The Payab Group. Her initial commitment was to build a cohesive team, involving substantial investments in both the business and its agents. Guided by a steadfast dedication, Payab and her team uphold a mission to foster a collaborative and business-oriented approach to meeting the residential needs of consumers in the San Fernando Valley, Los Angeles, and beyond.



**DANIELLE PERETZ**  
The Beverly Hills Estates

**F**or over two decades, Danielle Peretz has immersed herself in the Studio City community, where she has lived, worked, and volunteered extensively. Throughout this time, she has been instrumental in buying, selling, and renovating countless homes, as well as providing premier real estate investment services for builders and luxury developers across Los Angeles.

Peretz's excellence in the field has been recognized with several prestigious awards, including the MVP Award in 2019 and 2020, the Top Agent Award in 2021, and the Chairman Award in both 2020 and 2021. Her deep involvement spans the Valley, West LA, and Hidden Hills communities, though her expertise extends citywide. Recognizing that buying or selling a home is one of the most significant financial decisions a person can make, Peretz goes above and beyond for her clients, guiding them through each challenge and opportunity while ensuring they remain informed and at ease throughout the process.



**LEA PORTER**  
The Beverly Hills Estates

**L**ea Porter of The Beverly Hills Estates is a prominent luxury real estate broker based in Los Angeles, and renowned for her remarkable success and influence in the industry. In the last 2.5 years, she has achieved over \$400 million in sales. Her expertise in selling prestigious California homes has earned her national recognition and a place among elite brokers.

Porter's notable sales in the last eight months include 900 N. Crescent for \$43 million, 10350 Wyton Drive for \$34 million, the Jennifer Lopez Estate for \$34 million, and 1357 Laurel Way for \$17 million. She is currently representing the Gwyneth Paltrow estate, listed at \$29.9 million. Porter also supports local charities and serves on a non-profit board, demonstrating her commitment to positive impact. She holds an accounting degree and an MBA in finance and is also an active member of the Young Presidents' Organization.



**JOSE PRATS**  
Christie's International Real Estate  
Southern California

**J**ose Prats is a distinguished real estate agent known for his expertise in historical and architectural properties in Los Angeles, particularly Mid-Century, Spanish, and Craftsman homes. Since obtaining his real estate license in 2010, he has built a diverse clientele, ranging from first-time buyers to long-time homeowners. Prats' production keeps ramping up, doing \$41,731,536 in the last 12 months, with 85% of his business coming from Instagram.

Prats' strategic marketing and dedication have made his Instagram account one of the top-ranked among LA real estate agents, showcasing unique and beautiful homes. In the past year, he has closed numerous transactions (top 3 in CIRE SoCal). His team is dedicated to providing a seamless real estate experience, ensuring clients find their dream homes while receiving top-notch service. Prats is also recognized for his community involvement, contributing to various local organizations and causes.



**KURT RAPPAPORT**  
Westside Estate Agency

**K**urt Rappaport of Westside Estate Agency is known for selling the highest priced properties in California and consistently sells over a billion dollars in real estate per year. While many of his sales are not publicly disclosed, his sale of 1898 Rising Glen in the Hollywood Hills for \$62.8 million was one of the highest prices ever in that marketplace. With an encyclopedic knowledge of properties and their histories, Rappaport's clients, from titans of industry and tech to the Hollywood elite expect and receive the highest level of professional advice and luxury market insight available.

Aside from his work as a leading luxury realtor, Rappaport also makes time for another passion – giving back to the communities he serves. As a benefactor at Children's Hospital and Cedars Sinai, Rappaport believes that giving is its own reward.



# LEADERS OF INFLUENCE

BRANDEN & RAYNI WILLIAMS | 310.626.4248

The Beverly Hills Estates congratulates our agents in this year's Los Angeles Business Journal  
Leaders of Influence: Residential Real Estate Broker List



JACK HARRIS & MICHAEL FAHIMIAN  
310.592.9030 | 310.882.0064



LEA PORTER  
310.701.9212



SHAUNA WALTERS & NICOLE PLAXEN  
310.775.1106 | 310.710.7167



DANIELLE PERETZ  
818.644.1477



EMILA & SHANA TAVANGARIAN  
310.466.5287 | 310.740.4982



ANGEL SALVADOR  
818.744.1469



## THE BEVERLY HILLS ESTATES

ESTATE OF MIND



*Honored to be recognized as a*

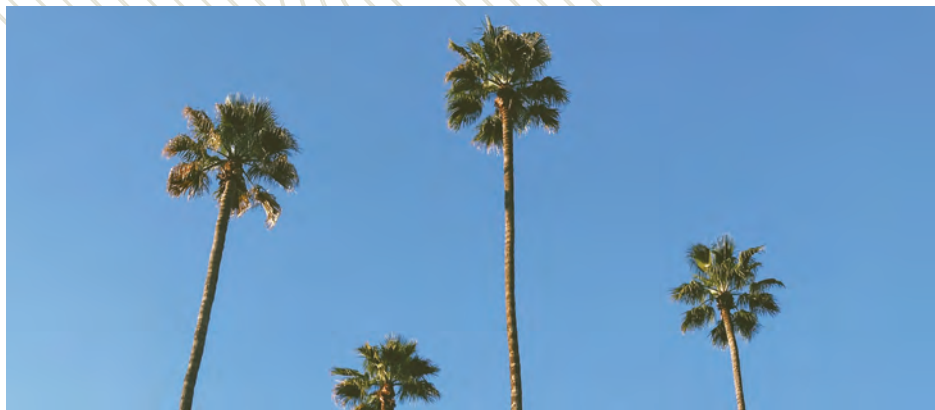
**LEADER**  
**OF INFLUENCE**

Thank you Los Angeles Business Journal for recognizing my contribution to real estate and our community.

**LEA PORTER**

# NOTABLE SALES

FOR THE LAST 12 MONTHS



CRESCENT DR  
SP \$43,000,000



10350 WYTON DR  
SP \$34,550,000



1492 STONE CANYON RD  
SP \$33,950,000



1357 LAUREL WAY  
SP \$17,000,000

## ACTIVE LISTINGS



BRENTWOOD  
LP \$29,995,000



1580 SAN REMO DR  
LP \$18,900,000



25057 LEWIS AND CLARK RD  
LP \$10,950,000



867 GALLOWAY ST  
LP \$6,195,000



8719 ROSEWOOD AVE  
LP \$3,900,000

310.626.4248  
thebeverlyhillsestates.com  
@thebeverlyhillsestates



310.701.9212  
lea@leaporter.com  
@lea\_\_porter



THE BEVERLY HILLS ESTATES

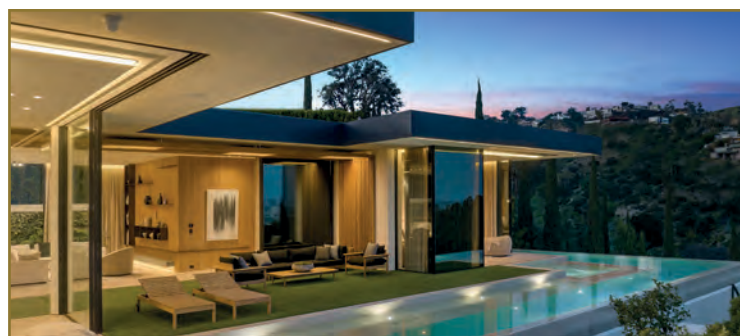
ESTATE OF MIND

# LEADERS OF INFLUENCE

Thank you Los Angeles Business Journal for recognizing our contributions to real estate and our community.



S MAPLETON DR  
LP \$62,500,000



TANAGER WAY  
SP \$23,700,000



PERUGIA WAY  
SP \$23,020,509



MALIBU RD  
SP \$17,500,000



SHADOW HILL WAY  
SP \$12,200,000



N RODEO DR  
SP \$10,000,000

JACK HARRIS  
310.592.9030  
JACKHARRIS.RE

MICHAEL FAHIMIAN  
310.882.0064  
MICHAELFAHIMAIN.RE

©2024 The Beverly Hills Estates. Broker does not guarantee the accuracy of square footage, lot size or other information concerning the condition or features of property obtained from public records or other sources. Equal Housing Opportunity DRE 02022241 | DRE 02022241 | DRE 02028482



THE BEVERLY HILLS ESTATES  
ESTATE OF MIND

# LEADERS OF INFLUENCE

Thank you Los Angeles Business Journal for recognizing our contributions to real estate and our community.



1033 SOMERA RD | BEL-AIR  
\$23,000,000



13187 CHALON RD | BRENTWOOD  
\$27,688,000



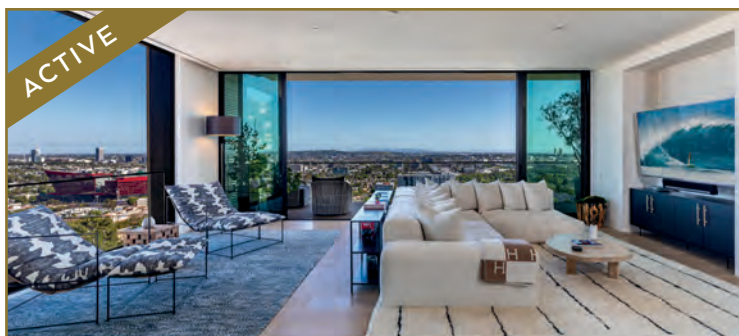
1444 FOREST KNOLL | SUNSET STRIP  
\$13,250,000



16620 LINDA TER | PACIFIC PALISADES  
\$9,995,000



10480 W SUNSET | BEL-AIR  
\$17,470,000



9040 W SUNSET BLVD #PHB | WEST HOLLYWOOD  
\$14,995,000

SHAUNA WALTERS  
310.775.1106  
@SHAUNASELLSHOMES

WALTERS | PLAXEN  
ESTATES

NICOLE PLAXEN  
310.710.7167  
@NICOLE.DELEO.PLAXEN

©2024 The Beverly Hills Estates. Broker does not guarantee the accuracy of square footage, lot size or other information concerning the condition or features of property obtained from public records or other sources. Equal Housing Opportunity. DRE 02126121 | DRE 01772151 | DRE 01728600

## LOI: RESIDENTIAL REAL ESTATE BROKERS

**LAUREN RAVITZ**

Berkshire Hathaway HomeServices  
California Properties

**L**auren Ravitz has a remarkable reputation as an all-around successful mother of two, agent, and charitable board member. She is consistently in the Top 1/2 of 1% in the entire Berkshire Hathaway worldwide network of over 56,000 agents, recently placing #7 worldwide for 2023. She has sat on several charitable boards and has been responsible for coordinating millions for charitable organizations. She closed \$56,249,000 in sales volume over the past 12 months.

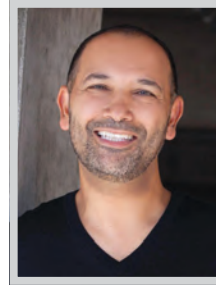
Ravitz has been responsible for the success of other agents in her office, through her mentoring and cooperation of business. She hosts a podcast designed to spotlight fellow successful women that have both a successful, thriving career and a wonderful, balanced home life. With this message she has inspired many, and will continue to do so in the years to come.

**JOYCE REY**

The Joyce Rey Team  
Coldwell Banker Realty

**A** record-breaking, award-winning realtor, Joyce Rey's portfolio includes some of the most prominent and expensive properties in Beverly Hills and beyond, such as Owlwood, Pickfair, La Belvedere, Green Acres, and the Chartwell Estate. With over \$6 billion in career sales under her belt, local and international publications have branded Joyce "The Grande Dame of Real Estate," "Billionaire's Broker," and "The First Lady of Luxury Real Estate." She has worked with numerous Fortune 500 and celebrity clients, including Sonny and Cher, Lionel Richie, and Taylor Swift.

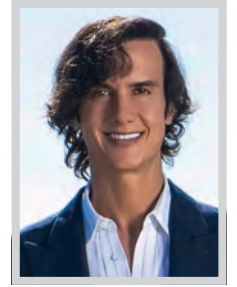
At the core of Rey's success is her caring and hardworking attitude, which manifests across several facets of her professional and personal life. Aside from her pioneering work in real estate, she is also known for supporting a wide range of philanthropic causes and community building initiatives. Rey is a consistent advocate of women's empowerment, children's welfare, and affordable housing for low-income communities.

**ASH RIZK**

Coldwell Banker Realty

**A**sh Rizk brings experience, integrity and service to his clients. With a background in computer science, programming and mortgage banking, clients expect and receive extraordinary service. Armed with his technical and computer background, Rizk guides his clients through their entire transaction quickly and accurately in all stages of the process. Rizk has the ability to walk into a property and immediately balance the energy, rearrange and restage. Sellers appreciate his attention to detail and commitment in presenting their property at optimal levels. Buyers value his experience and technical expertise to locate the perfect residence and negotiate a price that's a win/win for both parties.

Rizk's uniquely well-trained eye positions him well for his goal of being a cutting edge expert in his profession, using technology to gain and maintain an advantage in a highly competitive real estate market.

**CHAD ROGERS**

Hilton & Hyland / Forbes Global Properties

**C**had Rogers is one of the most successful agents and market experts in Southern California. For over 24 years, the Malibu native has been a top-selling agent for Hilton & Hyland. Since the start of his career, Rogers has sold over \$700 million in real estate. He has built a reputation among power-player clientele, including 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. In the past 12 months, Rogers has listed an architectural masterpiece by Buff and Hensman for \$19.5 million; a WHY x Marmol Radziner architectural for \$135,000/month; and a Hamp-ton-inspired beachside home for \$250,000/month.

**HEATHER T. ROY and  
LEARKA BOSNAK**

Heather & Learka  
Douglas Elliman

**W**hy are Heather Roy and Learka Bosnak successful in a competitive and saturated market? The answer could be perceived as kind of boring - skill, talent, experience, relentless pursuit of excellence in their craft, consistency, hard work, great relationships. But then you see how they blend all that with an inexhaustible and arguably infectious joy for life. They love what they do, they love working together, they love the clients they choose to work with, and it shows.

The Heather & Learka team are smart and serious and professional but never miss an opportunity for side splitting laughter. They know about property all over the world and come at everything with a global perspective. Their clients have confidence in their abilities, trust them with their assets and genuinely like to spend time with them. In the past 12 months alone, their sales volume was \$64,433,504 across 31 transactions.

**PAUL SALAZAR**

Paul Salazar Group  
Hilton & Hyland / Forbes Global Properties

**P**aul Salazar is the founder of the Paul Salazar Group, with nearly 20 years of invaluable experience, over \$700 million in total real estate sales, and over 200 satisfied clients served. Salazar's success stems from closing expired and canceled listings and his deep commitment and desire to meet and exceed his clients' needs. Partnered with one of the top luxury firms in the world, Hilton & Hyland/Forbes Global Properties, the Paul Salazar Group has amassed a grip of more than \$20 million properties sold and even more repeat business.

In addition to Salazar's 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.

**ANGEL SALVADOR**

The Beverly Hills Estates

**A**ngel Salvador's journey underscores the power of persistence and hard work. In 2006, Salvador began in the mortgage industry, transitioning to full-time real estate sales in 2011 with Century 21, then Rodeo Realty, The Agency, and now The Beverly Hills Estates. Success came through door knocking—1,000 doors every three months. After nine months without success, Salvador's wife urged him to persist 90 more days. At 12 months, he secured five listings in two weeks. This perseverance built resilience and essential skills. A referral to The Weeknd's manager led to managing his leases, then all transactions, including a \$70 million sale in Bel Air.

In addition to Salvador's professional achievements, he is actively involved in his community through public speaking engagements, where he shares his journey and insights. He is dedicated to motivating new agents, encouraging them to persevere and not give up on their dreams.

**NANCY SANBORN**

Sanborn Team  
Berkshire Hathaway HomeServices  
California Properties

**N**ancy Sanborn and the Sanborn Team understand that success is built upon service and knowledge. Sanborn strongly believes that being of service means being honest, to communicate clearly, and fulfill promises. The knowledge and expertise grew from experience, plus specialized understanding of the sale of real properties in probate, trust, and conservatorship.

As directors of the Probate Division for Berkshire Hathaway Home Services California Properties, The Sanborn Team consistently ranks among the top 1% of Berkshire Home Services agents nationwide. The team has closed in sales volume, \$74,175,687 the past 12 months, and their highest priced deal came in at \$2,137,500. The team actively supports the Beverly Hills Bar, Los Angeles County Bar, Santa Monica Bar, and the Professional Fiduciary Association of California. Sanborn and her team are known for their collaborative teamwork and enthusiastically mentor new agents.



# Nourmand & Associates

Expect Greatness

— Est. 1976

Brentwood 310.300.3333

Beverly Hills 310.274.4000

Hollywood 323.462.6262

[www.nourmand.com](http://www.nourmand.com)



**8018 BALCOM CANYON RD, SOMIS | \$7,350,000**

Myra N/#009835509 | Rochelle M/#01365331 | 310.888.3333



**1136 CALLE VISTA DR, BEVERLY HILLS | \$19,999,000**

Rochelle Atlas Maize | dre#01365331 | 310.968.8828



**951 OCEAN AVE #304, SANTA MONICA | \$7,250,000**

Michael N/#01281017 | Adam S/#01399199 | 310.666.3294



**1492 BLUE JAY WAY, BIRD STREETS | \$4,793,000**

True Cross | dre#01465660 | 323.376.3500



**4860 GLENCAIRN RD, LOS FELIZ | \$3,695,000**

Konstantine V | dre#01023114 | 323.252.9451



**1518 GRAMERCY PL, LOS ANGELES | \$3,250,000**

Chris Furstenberg | dre#01208924 | 323.422.2244



**12923 BLUFF CREEK DR, PLAYA VISTA | \$2,295,000**

Soheila Eshtehardi | dre#00915383 | 310.466.4658



**3801-3803 BERRYMAN AVE, MAR VISTA | \$2,295,000**

Natty Redford | dre#01948838 | 310.880.9949



**4249 STERN AVE, SHERMAN OAKS | \$1,995,000**

Jill Epstein | dre#00472171 | 310.779.9513



**1664-1666 ELEVADO ST, SILVER LAKE | \$1,880,000**

Gina Isaac | dre#01437713 | 323.829.8009



**2068 CERRO GORDO ST, ELYSIAN HEIGHTS | \$1,748,000**

Kimberly T/#01187679 | Matthew L/#01946537 | 818.383.7060



**20729 MOPENA WAY, PORTER RANCH | \$1,349,000**

Howard L/#01263717 | Tina Marie P/#02006888 | 323.251.4553



**2846 AVENEL ST, SILVER LAKE | \$1,099,000**

The Kostrey+Eckert Collection | dre#01512045 | 323.543.3697



**1010 N CURSON AVE #108, W. HOLLYWOOD | \$1,049,000**

Shane Miller | dre#01415831 | 310.849.3434



**2337 FOX HILLS DR #101, CENTURY CITY | \$1,045,000**

Gavin Fleminger | dre#01240692 | 310.850.8053

## LOI: RESIDENTIAL REAL ESTATE BROKERS

**MEREDITH SCHLOSSER**

*Meredith Schlosser Team*  
Berkshire Hathaway HomeServices  
California Properties

**M**eredith Schlosser, backed by her dedicated team of staff and agents, can be recognized as an industry leader for her experience and passion. Her 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 worldwide, Schlosser has a successful track record.

Schlosser's expertise in navigating the competitive LA market is remarkable, thanks to her deep knowledge of the neighborhoods and negotiation skills which have helped her and the team achieve over 219 five-star Zillow reviews. She has closed sales volume of \$71,916,815 in the past 12 months, with her highest priced deal coming in at \$8,100,000. She is involved in charitable organizations such as Susan G. Komen, the Michael J. Fox Foundation, and START Animal Rescue.

**SHEN SCHULZ**

Sotheby's International Realty

**S**hen Schulz is the Malibu leader in gross sales volume for past 12 years with Sotheby's International Realty. Schulz believes in collaboration rather than competition with his fellow agents which ultimately serves both the clients for their goals, and the real estate community to raise the bar for service and professionalism.

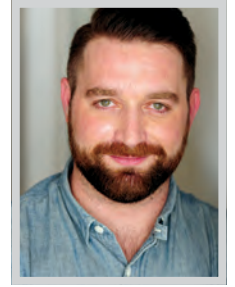
Schulz knows the Malibu area intimately, having grown up there, he also raised his family there – his twin sons now work with him on his sales team. For the past 45 years, Schulz has been intimately involved in the community, and for the past 24 years, he is the go-to expert for Malibu luxury real estate. Notable transactions for Schulz include 6901 Wildlife Road, 31508 Victoria Point Road, 23038 Pacific Coast Highway, among many more. His current active listing portfolio is close to \$100 million. In the last 12 months he has closed over \$64 million in sales.

**NICHOLE SHANFELD**

Carolwood Estates

**N**ichole Shanfeld currently ranks among the top 1% of real estate agents in the nation (per RealTrends). She also earned a Rising Star nomination from The Hollywood Reporter in 2023 and a spot in LA Weekly's list of the Top 15 Entrepreneurs of 2022. Shanfeld currently represents an \$11.5 million collaboration between HEH and BO.SHI architects off the Sunset Strip, a \$10 million Beverly Hills mid-century once owned by Frank Sinatra's lifelong manager, and Earthsong by Chase Revel; a \$5 million Palisades architectural. Most recently, Shanfeld closed an off-market deal in the Beverly Hills flats for \$10 million along with the William Greene Residence (1959) by architect David Freedman for nearly \$5 million.

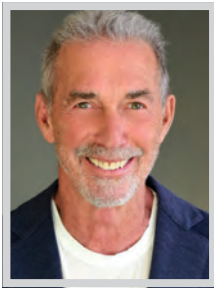
Outside of her real estate work, Shanfeld is passionate about giving back to the communities she serves. Shanfeld contributes significantly to Baby2Baby and is a member of Visionary Women.

**MAX SHAPIRO**

Westside Estate Agency

**G**rowing up in Beverly Hills and mentored by his legendary father, Stephen Shapiro, Max Shapiro segued from a fine wine and luxury dining background to a successful luxury real estate career. His disarming personality and expert problem-solving skills have made him an invaluable asset to his discerning clientele and allowed him to sell over 75 million worth of property over the last year, including a \$48 million Holmby Hills estate.

Having sold nearly a billion dollars in real estate in his career to date, Shapiro is still as passionate about representing buyers and sellers as he was on day one. He has been featured in numerous publications. He has also been interviewed many times on live television. What makes him stand apart is his responsiveness, diligence, and understanding of how to work for the client, not the commission.

**STEPHEN SHAPIRO**

Westside Estate Agency

**S**hapiro has worked in the prime Los Angeles real estate market for over 40 years. Originally from Philadelphia, Shapiro relocated to Los Angeles in 1969 and started his first real estate company by thinking outside the box and offering potential renters photo and video tours of apartments, rather than the typical newspaper advertisement. This trend caught on and Shapiro's success helped him transition from the leasing market into the luxury sales sector. In 1999 he left his previous firm to partner with Kurt Rappaport and created Westside Estate Agency, which has now grown to be the number one luxury real estate agency in Los Angeles and one of the top agencies in the country.

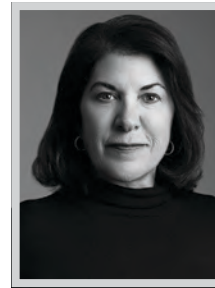
An expert in nine-digit price points and the histories behind the iconic estates he deals in, Shapiro is a legend among legends of the local real estate elite.

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

*The Shevin Team*  
Douglas Elliman

**T**he Shevin Team has been quietly dominating the Hidden Hills and Calabasas real estate market for decades. The team consists of Marc Shevin and his two daughters, Sara and Hanna Shevin. Ranked year over year as the top producing agents in the area, they are renowned by colleagues and clients alike for their integrity, loyalty, and professionalism. With over 40 years of combined experience and over \$3 billion dollars in closed residential real estate sales, they consistently rank as one of the top teams in California and nationwide.

The Shevin Team represents many high-profile sports and entertainment clients looking to make their homes in the guard gated communities of Hidden Hills and Calabasas. 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 2023, they closed over \$240 million in sales.

**SUSAN SMITH**

Carolwood Estates

**W**ith over \$250 million in sales since 2022, Susan Smith of Carolwood Estates has completed some of the largest record sales in Beverly Hills and Bel-Air. Her career sales total over \$800 million and consistently rank her among the top 1% of agents in the nation. Her recent notable sales include two adjacent off-market Beverly Hills parcels owned by MacKenzie Scott which sold for \$55 million, a \$27 million Bel Air estate owned by Yvonne Miami, a \$11 million Outpost Estates compound owned by actor Johnny Galecki and an \$11 million Beverly Hills mansion owned by model Kate Upton and MLB star Justin Verlander.

From the moment she first ventured into real estate, Smith 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.

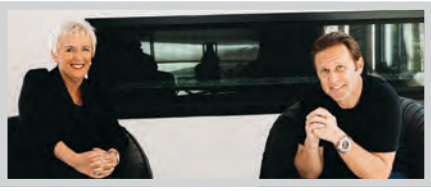
**F. RON SMITH and DAVID BERG**

Smith & Berg Partners | Compass

**F**. Ron Smith and David Berg's mantra for success consistently rings true: "One Team. One Purpose: Our Clients." Their enthusiastic spirit, along with the utmost care, compassion, confidentiality, and high level of white-glove, concierge-style service, continues to distinguish them. The team's more than five decades of collective experience informs their ability to successfully navigate the market.

The Smith & Berg Partners team at Compass covers the entire Los Angeles area, from the hills to the sea. The team has sold more than \$6.5 billion worth of real estate since first forming and are regularly ranked as top real estate professionals in the region. Led by Smith and Berg, each member of the team is uniquely 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.

## LOI: RESIDENTIAL REAL ESTATE BROKERS



## ANNA SOLOMON and DAVID SOLOMON

Solomon Property Group  
Douglas Elliman

In an ever changing and saturated real estate market, Anna and David Solomon's success can be attributed to their passion for real estate 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 2023 with sales exceeding \$121 million. Their exclusive listings include 150 Rockingham, a breathtaking estate in Brentwood Park (\$35 million), 95 Ocean Way, the ultimate home for Santa Monica living (\$4.9 million), and 10 Ocean Park, an architectural gem with ocean views (\$6.2 million). With a wealth of experience spanning over four decades, the Solomons have cultivated an invaluable understanding of the Los Angeles real estate market.



## LEVIK STEPHAN and ANITA STEPHAN

The Stephan Group  
Hilton & Hyland / Forbes Global Properties

The Stephan Group (TSG) comprises a team of distinguished real estate professionals specializing in luxury estates, stunning residences, and charming homes. With an exceptional record of securing top deals for their clients, Levik and Anita Stephan's expertise extends beyond new developments to encompass properties across a wide range of prices. Their efforts have powered TSG to transform visions into reality.

Much of TSG's success comes from overcoming fear and embracing opportunities. Through strategic marketing and grassroots outreach to potential buyers and sellers, TSG continues to expand its market presence. In the last 12 months, TSG transitioned from Compass to Hilton & Hyland/Forbes Global Properties. Over the past 34 years, TSG has also consistently contributed monthly to St. Jude.

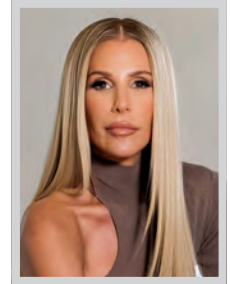


## SHANA TAVANGARIAN and EMILA TAVANGARIAN

The Tavangarian Team  
The Beverly Hills Estates

Shana and Emila Tavangarian are Los Angeles natives who grew up with real estate in their DNA. With a keen eye for design, sincere connection with the people around them, and the ability to see a property's full potential, the Tavangarian duo have quickly risen to the Top 1% of all Los Angeles residential real estate agents. The 2022 and 2023 Beverly Hills Estates "Team of the Year" has left an imprint on Los Angeles in a short period of time, with over \$280 million in transactions in less than three years.

Always making time to also give back to their communities, the Tavangarians are supporters of the Cedars Sinai Women's Guild, the Farhang Foundation, and Children's Hospital Los Angeles.



## TRACY TUTOR

Douglas Elliman

As a 25-year veteran in luxury real estate with over \$3 billion in 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 has a confidence that has propelled her into the rooms of some of the most powerful people in LA, representing some of the most noteworthy brands in real estate, and iconic architects such as Frank Gehry, John Lautner, and Pierre Koenig. Tutor has consulted for the luxury five-star hotel and resort, Amangiri in Canyon Point, Utah on the sales of over \$400 million dollars in branded real estate.

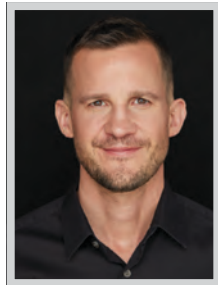


## MAURICIO UMANSKY

The Umansky Team  
The Agency

Mauricio Umansky is the founder and CEO of The Agency, a billion-dollar brokerage that utilizes world-class technology and innovative marketing strategies to assist agents and their clients in achieving their real estate goals. Since The Agency's inception in 2011, The Umansky Team set out to create an industry-disrupting model that would redefine the business and foster a unique culture of collaboration.

The Umansky team 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. In 2023, The Umansky Team closed \$226,889,951, ranking 8th largest team by volume in California on the RealTrends The Thousand list. They have represented some of the world's most noteworthy properties, including the Playboy Mansion, the first house in L.A. to sell above the \$100 million mark, Walt Disney Estate, and residences owned by Michael Jackson, Michael Jordan and Prince.



## STUART VETTERICK

Hilton & Hyland / Forbes Global Properties

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.

Beyond his expertise, Vetterick is a champion. The first-ever Forbes Global Properties "Hyland Honoree" recipient, he 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 of a \$10 million off-market Newport Beach new build, is representing the seller of an exceptional \$19.9 million Malibu property with full sweeping panoramas, and has an upcoming \$48 million listing in the renowned Trousedale Estates.

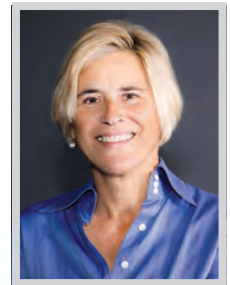


## SHAUNA WALTERS and NICOLE PLAXEN

Walters | Plaxen Estates  
The Beverly Hills Estates

Shauna Walters and Nicole of Walters | Plaxen Estates are a dynamic duo in the world of luxury real estate who have nurtured a remarkable 25-year bond while establishing themselves as industry leaders. At the heart of their mission lies a profound commitment to women's empowerment, a cause they passionately champion alongside esteemed realtors Branden and Rayni Williams at The Beverly Hills Estates.

Forged through shared experiences and an unbreakable bond, this instantly iconic female pair brings a unique perspective and a deep commitment to building, uplifting, and mentoring women in the industry and on their team—a niche that sets them apart. Aligning passion and purpose, Walters and Plaxen consistently achieve record-breaking sales while maintaining unwavering support for their clients and their commitment to advancing women in the real estate industry.



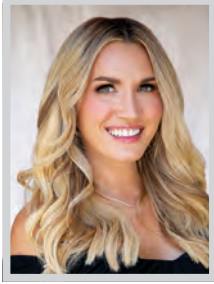
## RITA WHITNEY

The Agency

Rita Whitney has closed over one billion dollars in real estate sales and \$102,732,158 in 2023 alone, ranking among the top agents in the United States, Los Angeles, and Greater Pasadena. With over 28 years of experience serving LA clients, she lends nuanced expertise in the Pasadena, San Marino, and La Cañada areas. At the heart of her business is a focus on premier service, professionalism, and integrity, qualities that have established her as a highly respected leading agent in Southern California.

Before joining The Agency Pasadena, Whitney worked at Sotheby's International Realty, where she consistently ranked among the brokerage's top producers nationwide. A committed advocate for her clients throughout every step of the buying and selling process, Whitney implements a world-class marketing strategy and skillful negotiation. Her wealth of accumulated knowledge sets each client and transaction up for success.

## LOI: RESIDENTIAL REAL ESTATE BROKERS

**SHELTON WILDER**

Christie's International Real Estate  
Southern California

Shelton Wilder is CEO of The Shelton Wilder Group, a top-tier luxury real estate team in Los Angeles. With years of experience serving everyone from celebrities to first-time home buyers, her discretion and commitment to her clients are unparalleled. In addition, Wilder's nuanced understanding of the complex patchwork of neighborhoods, schools, and cultures that make LA unique and her eye for style equal a truly one-of-a-kind experience.

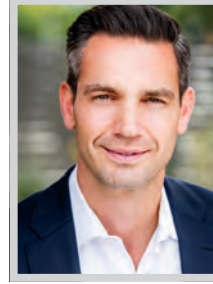
Wilder's business acumen, market expertise, and personable nature have made a splash in one of the world's most competitive real estate markets. In just eight years as a realtor, she found her place among the top 250 realtors nationwide, with over half a billion in total sales and upwards of \$150 million in sales in 2022 alone. A marketing, fashion, and entertainment serial entrepreneur, Wilder has built a reputation as one of the most respected realtors in Los Angeles.

**BRANDEN WILLIAMS and  
RAYNI WILLIAMS**

The Beverly Hills Estates

Branden and Rayni Williams are genuine experts in selling luxury homes in Los Angeles, particularly in Hollywood and Beverly Hills. They consistently rank on RealTrends for their high sales, and last year they were recognized as the #1 small team in the nation by volume. They are masters of their craft due to their commitment to delivering exceptional results for their clients and their deep understanding of the luxury market.

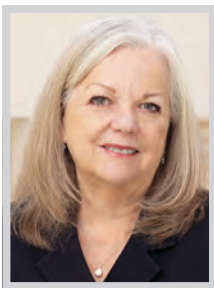
Branden and Rayni Williams founded their own boutique brokerage, The Beverly Hills Estates, to provide meaningful support and guidance to other agents through active collaboration. They offer an open space for agents to learn their best practices and share how they overcome challenges in their deals. This format has proven to work exceptionally well as the brand has grown to over 120 agents in just a few years, who all thrive under their leadership.

**ARI WINTRAUB**

Sotheby's International Realty

Geographically Ari Wintraub specializes in Brentwood and Westside as well as West Adams. Being experienced in investment properties, Wintraub was one of the early brokers in the West Adams resurgence, transacting over 100 sales and leases since 2015.

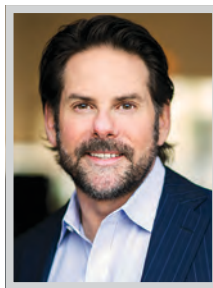
As an owner and operator of his own 35 unit portfolio, Wintraub has a strong comprehension of investment properties in the rental market. In 2021, Wintraub sold 455 N. Bundy Drive which received a company-record-receiving 61 offers. In that same year he sold 485 N. Bowling Green Way, receiving 43 offers. Within the last 12 months, Wintraub represented the buyer on 11809 Ellice Street (\$28,500,000) and closed a total of \$50,665,500 in the last 12 months. Outside of real estate, Wintraub was a Big Brother for six years with Big Brothers Big Sisters of Los Angeles. Since 2022 he has also served on the Development Committee at The Midnight Mission.

**CAROL WOLFE**

Rodeo Realty Inc.

Carol Wolfe is a cherished member of the Rodeo Realty family, now celebrating her achievement of 50 years in real estate. Wolfe's dedication, loyalty, and expertise have been invaluable to the team at Rodeo Realty throughout her journey with the company over the past 16 years. From the beginning of her real estate career in 1974 to this latest milestone, her passion for excellence has been an inspiration to her peers.

Wolfe's success as a real estate agent speaks volumes, evident in the countless repeat business from satisfied clients and the numerous referrals she's received over the years. Her unwavering commitment to providing exceptional service has not only earned her the trust and loyalty of her clients but has also contributed significantly to her company's reputation. In addition to her exceptional service, Wolfe has been honored with numerous awards throughout her illustrious career, further highlighting her expertise and dedication.

**LARRY YOUNG**

Larry Young & Associates  
Berkshire Hathaway HomeServices  
California Properties

Larry Young has been selling real estate in our community 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 our 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 L.A. with his alma mater, UCLA, as its centerpiece. During the past 12 months he has closed \$136,828,789 in sales volume, with his highest deal priced at \$16,750,000.

**STEPHANIE YOUNGER**

Stephanie Younger Group  
Compass

With over \$3 billion in sales, Stephanie Younger and her team have cemented a reputation as the consummate sales team on the Westside. Her team has built a systematic approach to creating value for clients who require personalized representation at every price point. Younger's dedication to innovation in real estate is evident through her team's unique client service system, which leverages the expertise of in-house professionals. This includes a design and project management team, transaction managers, and a former M&A lawyer who handles negotiations. This holistic approach has led to lasting client relationships and a vast referral network.

Younger is not just a real estate leader, but also a dedicated community advocate and philanthropist. As an alumna of Loyola Marymount University and a long-term Westchester resident, she actively supports local nonprofits and initiatives that foster community growth.

**CONGRATULATIONS  
TO THE  
LOS ANGELES  
BUSINESS  
JOURNAL'S  
2024  
LEADERS  
OF INFLUENCE:  
RESIDENTIAL  
REAL ESTATE  
BROKERS**