

CUSTOM CONTENT
AUGUST 17, 2026

LEADERS OF INFLUENCE: Residential Real Estate



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

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

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.

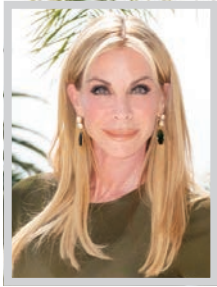
Methodology: The professionals featured in these pages did not pay to be included. Their profiles were drawn from nomination materials submitted to the Los Angeles Business Journal. Those selected for inclusion were reviewed by the editorial department. The professionals were chosen based on a demonstration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

LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



**JOSH ALTMAN, MATT ALTMAN
HEATHER ALTMAN & JACOB GREENE**
*The Altman Brothers Team
Douglas Elliman*

With more than \$1.4 billion in residential real estate sales in 2025 alone and over \$9 billion sold throughout their career, The Altman Brothers Team, led by Josh, Matt and Heather Altman, continues to set new benchmarks in luxury real estate. Renowned for representing and marketing some of the world’s most iconic properties, the team leverages a network of high-net-worth individuals, industry leaders, and global influencers to deliver exceptional results. The Altman Brothers hold the record for the highest residential sale – on Royal Oak in Encino for \$25.5 million. Notable active listings include 906 North Beverly Drive in Beverly Hills, the former home of Ozzy Osbourne, offered at \$28,995,000.



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

Cindy Ambuehl has built an exceptional reputation as one of Southern California’s most trusted luxury real estate advisors, combining decades of market expertise with a client-first philosophy that has resulted in an extraordinary referral-based business. Her background as an accomplished attorney and actress provides her with a unique perspective in contract negotiation, relationship management, and representing high-profile clientele, making her one of the most respected professionals in the luxury real estate industry. Specializing in luxury residential properties throughout Brentwood, Pacific Palisades, Santa Monica, Malibu, Bel Air, Beverly Hills, and the Westside of Los Angeles, Ambuehl is recognized for her expertise in representing architecturally significant homes, luxury estates, investment properties, and discerning buyers and sellers.



SANTIAGO ARANA
The Agency

Consistency, adaptability, and a commitment to continuous growth have been the foundation of Santiago Arana’s success in an increasingly sophisticated and competitive real estate market. He makes it a priority to stay ahead of industry trends, embracing emerging technologies—including AI-driven tools that are reshaping how properties are marketed, valued, and presented to clients. Arana’s expertise in new construction and residential development, both as a luxury real estate advisor and an active developer, provides clients with a unique perspective on every stage of the development process—from site acquisition and design to positioning and sale. This firsthand experience allows him to offer strategic guidance that extends well beyond a traditional real estate transaction. Over the past 12 months, he’s closed more than \$103,178,000 in sales volume.



**ANTHONY BARILLO &
JAMES MATHER**
The Beverly Hills Estates

Now in his 15th year in real estate, Anthony Barillo began his career in New York City immediately after college, building his business from the ground up through relentless work ethic, strategic vision, and a commitment to his clients. James Mather brings a complementary background to the partnership. With a B.A. in labor relations and a decade of labor management experience, Mather understands the complexities of drafting and interpreting intricate contracts and leading critical negotiations. Together, Mather and Barillo combine complementary strengths, a collaborative approach, and an extensive professional network. Their shared commitment to personalized service, strategic guidance, and lasting relationships allows them to deliver a level of representation that extends well beyond the closing table.



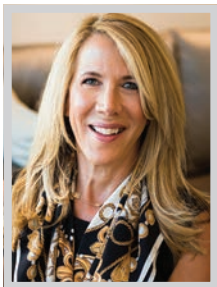
SIMON BEARDMORE
Sotheby’s International Realty

Simon Beardmore’s success is rooted in a rare combination of deep local expertise, refined aesthetic sensibility, and an unwavering commitment to relationships. Known for his passion for Los Angeles and its architecture, Beardmore brings an intuitive understanding of the market, complemented by a genuine appreciation for design, interiors, and landscape—allowing him to thoughtfully position each property to its fullest potential. Beardmore’s business is driven largely by strong client referrals and the trust he has cultivated not only with buyers and sellers, but also among fellow top-producing agents. This network, paired with his reputation for honesty and integrity, has established Beardmore, a disciplined and composed negotiator, as a respected and reliable presence in the luxury real estate community.



BEN BELACK
SERHANT.

Ben Belack is executive vice president, California and founding member of SERHANT., where he joined after spending more than a decade at The Agency. Belack has built one of Beverly Hills’ top-producing teams and has achieved more than \$1 billion in career sales. His client list has become a who’s-who of the entertainment, technology, and professional sports industries, including several billionaire repeat clients. His client roster includes Jack Dorsey, Max Azria, Joseph Gordon-Levitt, Diana Ross, and Mel B. In 2025, Belack closed \$101.7 million in transactions. Some of his notable deals and active listings include the Beverly Hills home of the late Hasbro CEO at 610 N Canon Drive (\$18.8 million), and the Alan Bernon residence at 1895 Rising Glen (\$13,895,000).



LORI BERRIS
Sotheby’s International Realty

Focusing on luxury residences and high-end condominiums across Beverly Hills, Century City, and the surrounding neighborhoods, Lori Berris offers a sophisticated understanding of the market paired with a highly personalized approach to every client relationship. Berris has achieved the distinction of being the #1 agent across all of Southern California for Sotheby’s International Realty in both 2023 and 2024. Her continued success is rooted in an exceptional work ethic, unwavering integrity, and a deep dedication to client service. Operating as a true independent force, Berris personally oversees every aspect of each transaction with meticulous attention to detail. The lasting relationships she builds—often spanning multiple generations—reflect the trust, loyalty, and consistency that define her business.



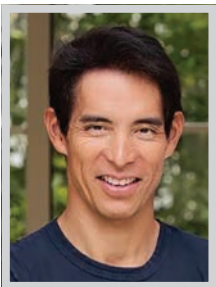
PHILIP BORODA
Coldwell Banker Realty

For over four decades, Philip Boroda has approached real estate not just as a profession, but as a lifelong passion. Throughout his career, Boroda have closed over \$10 billion in total sales volume. In peak years, his robust referral network drives between 100 and 600 closed transactions annually across Los Angeles and Ventura counties. His dedication to the craft has earned him the Coldwell Banker Society of Excellence nomination—the network’s highest honor—more than 27 times. Boroda’s practice bridges two highly specialized worlds. He is also a nationally recognized authority in REOs and foreclosures, currently representing virtually every major bank, savings and loan, mortgage company, asset management firm, hedge fund, and hard money lender in the country. Simultaneously, he maintains deep connections in the ultra-luxury market.



ERNIE CARSWELL
Sotheby’s International Realty

With more than 25 years of experience, Ernie Carswell stands as one of the most distinguished figures in luxury real estate. Renowned for his integrity, masterful negotiation abilities, and steadfast commitment to discretion, Carswell has cultivated a reputation that consistently positions him among the industry’s elite. Carswell’s expertise spans some of Southern California’s most coveted markets, including Beverly Hills, Bel Air, the Sunset Strip, Hollywood Hills, Brentwood, Encino, Pasadena, and extends into wine country. This breadth of knowledge across diverse, high-value markets enables Carswell to deliver exceptional outcomes for an equally diverse clientele. Among his career-defining transactions is the record-setting \$25 million sale of the University of Southern California president’s residence, establishing a new benchmark for Pasadena.



BLAIR CHANG
The Agency

Blair Chang is a standout leader in Southern California luxury real estate, recognized for combining strong market knowledge with exceptional negotiation skills and a client-first approach. Over the past 12 months, Chang has generated \$121,293,450 in sales volume, continuing a longstanding track record of exceeding \$100 million in annual sales. Chang’s success is rooted in an unmatched understanding of each neighborhood’s micro-market, including deep expertise in both on-market and off-market opportunities, as well as the history behind who has bought and sold the area’s most significant properties. Specializing in architecturally and design-centric homes, Chang represents premier properties from the Sunset Strip to Santa Barbara and has closed numerous transactions exceeding \$20 million. Chang set the record for the highest residential sale in Brentwood at \$65 million.

COMPASS PROUDLY CONGRATULATES OUR HONOREES

NAMED AMONG LOS ANGELES BUSINESS JOURNAL'S
LEADERS OF INFLUENCE

CHRIS
CORTAZZO
DRE 01190363

JOSH
FLAGG
DRE 01470467

CARL
GAMBINO
GAMBINO GROUP
DRE 01971890

SALLY FORSTER
JONES
FORSTER JONES INTL. & ASSOC
DRE 00558939

GINGER
GLASS
DRE 01478465

DAVID
KRAMER
DAVID KRAMER GROUP
DRE 00996960

SMITH & BERG
PROPERTY
GROUP
F. RON SMITH & DAVID A. BERG
DRE 00961954 | 01481236

TRACY
TUTOR
TRACY TUTOR TEAM
DRE 01326769

STEPHANIE
YOUNGER
STEPHANIE YOUNGER GROUP
DRE 01365696

#1

BROKERAGE IN THE U.S.
BY SALES VOLUME FOR
THE 5TH YEAR IN A ROW*

#1

BROKERAGE BY SALES
VOLUME IN LOS ANGELES*

COMPASS

Featured Property: 28824 Cliffside Drive, Malibu | Represented by Chris Cortazzo

Stephanie
Younger
Group

COMPASS

Leaders of Influence in
Residential Real Estate

#1

Team in
Los Angeles

#3

Compass Team
Nationally

#4

All California
Teams

\$4B+

Career
Sales

Stephanie Younger
DRE 01365696
310.499.2020

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They call it influence.
My clients call it results.

\$3.5+B

IN CAREER SALES

Decades of experience.
Powerful relationships. Innovative marketing.
And a reputation for getting exceptional properties sold.
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Let's have a conversation.

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**Nourmand
& Associates**

LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



JACQUELINE CHERNOV
The Beverly Hills Estates

A Westside resident for more than 20 years, Jacqueline Chernov is a dynamic real estate professional with first-hand knowledge of the area’s ever-evolving real estate market. Professional, dedicated and easy to work with, she is consistently relied upon for relevant and up-to-date information regarding local realty. Chernov’s primary objective is to serve her clients’ interests and needs to the fullest extent. Her hands-on approach includes listening to individual needs in order to provides quality insight into what her clients are demanding. She also clearly communicates what homeowners expect of her when she lists their property. Her knowledge of what the Westside and Malibu has to offer, paired with her thorough understanding of what buyers are looking for, speaks to her strengths and responsiveness in her marketing capabilities.



JOE CILIC
Sotheby’s International Realty

Joe Cilic has a long track record of success in residential real estate. In his 22-year career, he has sold or supervised over 4,000 transactions with sales volume totaling over \$5 billion. Cilic’s background as a former practicing attorney and branch manager is a key differentiator. Cilic is an expert at trust sales, has guided trustees through hundreds of sales, and is a member of the Beverly Hills Estate Planning Council where he keeps up to speed on issues involving trusts. Cilic’s career achievements include being recognized as a Top 100 Medium Sized team in the Country and a Top 100 Sotheby’s International Realty agent worldwide. In each of the last 8 years, he has had the #1 team at Sotheby’s International Realty Pacific Palisades.



MICHAEL COLLINS
Coldwell Banker Realty

Michael Collins has built a long career in a tough market by doing the unglamorous stuff, telling the truth early, staying calm, and protecting his clients from bad decisions. He is direct, discreet, and consistent. He returns calls, shows up prepared, and stays personally involved from pricing and positioning through inspections and closing. Much of Collins’ business comes from repeat clients and referrals, which he takes as the clearest proof that people trust how he works. His core expertise is Beverly Hills and West Hollywood, with a focus on condominiums, architectural homes, and legacy properties where strategy, presentation, and negotiation matter. He has been ranked among Coldwell Banker Realty’s Top 100 agents in California, and prioritizes community leadership through his Charitable Affinity Foundation.



CHRIS CORTAZZO
Compass

Chris Cortazzo is an icon. His name is synonymous with Malibu, a rare breed of real estate agent born and raised in the famed coastal haven. When Cortazzo speaks about his beloved hometown, you don’t just hear the passion in his voice — you sense it at the soul level. It’s one of the many reasons why countless celebrities and high-profile business leaders continue to seek him out. Knowledge, passion, discretion, and integrity have been the undercurrents of Cortazzo’s real estate business for over 32 years. His natural charisma, combined with his ability to be laser-focused on clients in a way that makes them feel like there is no one else in the room, are well-known trademarks. He quietly amassed more than \$11 billion in career sales.



SANDRO DAZZAN
The Agency

The main quality that had led to Sandro Dazzan’s success is knowledge. He is a lifelong resident of the Malibu community and he grew up watching his mother’s real estate business thrive, giving him firsthand exposure to the nuances of the market from an early age. His areas of expertise include beach and bluff properties. Dazzan’s strong grasp of technology, natural ability to connect with people, and constant presence in the Malibu community continually translate into new listing opportunities and long-lasting relationships. Notable recent deals include 24824 Pacific Coast Highway, representing the seller for \$31,250,000, 23456 Malibu Colony Road, representing the seller for \$22,750,000, and 27218 Pacific Coast Highway, representing the buyer for \$17,600,000. His total transaction volume over the past 12 months is \$78,481,500.



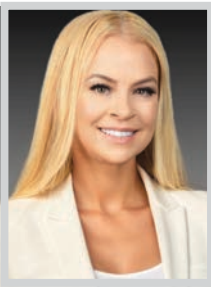
KEVIN DEES
Carolwood Estates

Kevin Dees, founder of Dees Real Estate Group at Carolwood Estates, is a Toluca Lake-based luxury specialist. Dees has built a reputation for representing landmark estates for high-profile clientele across the entertainment and business sectors. In the past six months, Dees has closed over \$75 million in sales across Los Angeles. Throughout his career, Dees has been behind several record-setting and headline transactions, including the \$29 million Bob Hope Estate in Toluca Lake—the highest sale in the history of the neighborhood. As the son of renowned radio personality Rick Dees and comedian/voiceover artist Julie Dees, he grew up surrounded by some of Hollywood’s most influential figures, instilling in him the importance of integrity—both personally and professionally.



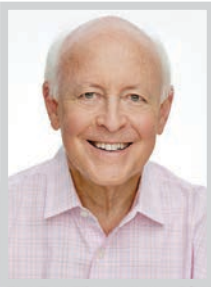
TRACY DO
Coldwell Banker Realty

Energy, enthusiasm and an unyielding commitment to ethical practice has made Tracy Do a trusted name in LA residential real estate. Starting in 2002 at a small brokerage in Los Feliz, Do introduced aspiring homebuyers to neighborhoods on LA’s burgeoning “Eastside” including Silver Lake, Echo Park, Highland Park, Eagle Rock and surrounding communities. Building her business one client at a time, Do is dedicated to helping buyers and sellers in all walks of life and at every price-point. A dependable source of knowledge for consumers, residential developers, and anyone seeking insight into LA real estate, Do has grown into her third decade with expanded reach that includes San Gabriel Valley foothill communities and Pasadena where her team is now based.



ANOLAN DRAGITSCH
Nest Seekers International - Beverly Hills

Anolan Dragitsch is a highly accomplished luxury real estate agent with a remarkable track record of success in the global luxury market. She is renowned for delivering exceptional service to her clients by leveraging her extensive knowledge of the industry and access to exclusive properties. Dragitsch is known for providing a discreet, professional, and personalized experience to her discerning clientele. Dragitsch’s past successes include securing high-end property deals in highly competitive markets and achieving record-breaking sales for luxury homes. Her career has also seen her serve as the vice president of sales at Ocean Drive Magazine, where she doubled advertising revenue. She also played a pivotal role in launching Ocean Drive en Español alongside high-profile partners such as Emilio Estefan, Jerry Powers, and Jason Binn.



MICHAEL EDLEN
Coldwell Banker Realty

Michael Edlen entered the field of residential real estate in 1986, with the intent of providing a higher level of service than was then available in Pacific Palisades. His commitment to excellence led him to form one of the first real estate teams in the Westside of Los Angeles, and he became one of the leading agents within five years. By 1994, he was in the top .05% of all agents nationwide. Edlen has sold nearly \$2 billion in real estate, with a volume of \$100 million in the last 12 months. He co-authored a book in 2025, “The Tuned-In Agent,” to help agents learn a more efficient and effective way to be more successful in business and life in general.



JILL EPSTEIN
Nourmand & Associates

For more than five decades, Jill Epstein has been one of Beverly Hills’ most respected and accomplished luxury real estate professionals, building a reputation defined by integrity, market expertise and exceptional client service. Since joining Nourmand & Associates in 1977, Epstein has remained one of the firm’s top-producing agents, earning the trust of generations of buyers and sellers through her relationship-first approach and deep understanding of Los Angeles’ luxury residential market. Over the past 12 months, Epstein closed approximately \$35,568,000 across 11 transactions, continuing a career marked by consistent success in one of the nation’s most competitive real estate markets. Among her most notable transactions was 1160 Shadow Hill Way in Beverly Hills, which closed for \$15.9 million.

FEIL

GROUP

BERKSHIRE HATHAWAY



LEADERS OF INFLUENCE

LOS ANGELES BUSINESS JOURNAL

LEADERS OF INFLUENCE

IN RESIDENTIAL REAL ESTATE

#1

IN LOS ANGELES

#9

IN CALIFORNIA

#29

IN THE NATION

\$2.5B+

IN CAREER SALES

\$387M+

TOP AGENTS BY VOLUME
0.1% NATIONWIDE

CINDY AMBUEHL

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CINDY
AMBUEHL
GROUP

CHRISTIE'S
INTERNATIONAL REAL ESTATE

SOUTHERN CALIFORNIA

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Christie's International Real Estate Southern California proudly celebrates our distinguished agents recognized among the Los Angeles Business Journal's 2026 Leaders of Influence:
Residential Real Estate Agents.

AARON KIRMAN

TOMER FRIDMAN GROUP

CINDY AMBUEHL

SHELTON WILDER

KIRBY GILLON & BRYCE LOWE TEAM

DON HELLER

WESTON LITTLEFIELD & ALEX HOWE

JORDANA LEIGH

SPITZ | CHAVEZ GROUP

LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



EDDIE FALLAH
Eddie Fallah Estates

Eddie Fallah brings a rare and highly valuable perspective to the Los Angeles real estate market. With more than 15 years of experience in residential sales, Fallah has toured, evaluated, marketed, and negotiated thousands of properties while building an expertise that extends well beyond the traditional role of a real estate agent. As both a luxury real estate professional and a licensed general contractor and developer, he can evaluate a property through the eyes of a buyer, seller, investor, and builder.

Fallah can identify opportunities that others may overlook, from improving functionality and resale value to evaluating renovation costs, development potential, ADUs, multifamily configurations, and ground-up construction. His clients rely on him for honest guidance, creative problem-solving, detailed market knowledge, and the ability to protect their interests.



BJORN FARRUGIA
Alphonso & Bjorn
Carolwood Estates

Bjorn Farrugia, leading Westside specialist at Carolwood Estates and head of the top-producing Alphonso & Bjorn team, is known for his direct, results-driven approach.

In 2025, Farrugia was the top agent in Santa Monica’s exclusive North of Montana enclave by both volume and units in single-family residential sales, closing over \$105 million across 13 transactions and 15 sides. He and his team closed \$400 million in total sales in 2025, ranking #13 in the nation, #9 in California and #3 in Los Angeles County and Beverly Hills for large teams by volume, according to RealTrends. Farrugia cites his reputation for consistently closing some of the Westside’s most competitive residential deals as his greatest strength. Farrugia has surpassed \$2.3 billion in career sales.



THE FEIL GROUP
Berkshire Hathaway HomeServices
California Properties

THE FEIL GROUP is a top-producing Los Angeles real estate team with more than 20 years of experience and over \$140 million in sales since June 2025 alone.

Beyond transactions, the team has become a trusted resource during one of the most significant rebuilding periods in Los Angeles history. As longtime Pacific Palisades residents and professionals, they have helped homeowners navigate recovery, rebuilding, and complex real estate decisions following the devastating fires. Their combination of local expertise, development experience, and community leadership has positioned them as advisors not only to clients, but to an entire community in transition.



JOSH FLAGG
Compass

With over a decade’s worth of high-end deals in the real estate industry, Josh Flagg has sold well over four billion dollars’ worth of property and has consistently been ranked in top five real estate agents in Los Angeles.

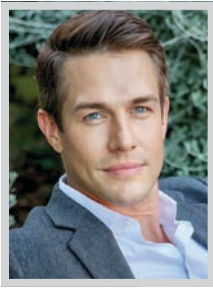
Flagg has continuously broken records as demonstrated when one of Holmby Hills’ largest estates at \$120 million, and facilitated the sale of the late Betsy Bloomingdale’s estate listed for \$40 million, selling it to renowned fashion designer Tom Ford. He is the listing agent of 10644 Bellagio Road “Casa Encantada” which is the most expensive house on the market in Los Angeles. He has also sold homes to various notable figures. These achievements highlight Flagg’s prominent role in the luxury real estate market.



STEVE FRANKEL
Coldwell Banker Realty

Steve Frankel has called it the honor of his life to spend the last 32 years selling real estate to his dear friends and clients. He believes his legacy to others is to prove, “with hard work, smarts and determination, you can achieve great success and realize your dreams.”

Frankel doesn’t have a team. He enjoys the entire process of personally guiding his clients through the transaction. Over the years, he has sold \$2.6 billion in residential real estate. Making a lasting connection with his clients has been a touchstone of his career to date. Knowing the market and always advising his clients correctly has made Frankel an invaluable team member when people go to purchase or sell what often is their largest asset, their home.



LEVI FREEMAN
Nourmand & Associates

Levi Freeman has built a distinguished career in Los Angeles residential real estate through an unwavering commitment to loyalty, integrity, and exceptional client service. With a career spanning 18 years, he has spent almost a decade establishing himself as a trusted advisor for buyers and sellers throughout the Los Angeles market. He recognizes that every transaction carries both financial significance and personal meaning, and has built his reputation on providing thoughtful guidance, strategic counsel, and the highest level of discretion for every client.

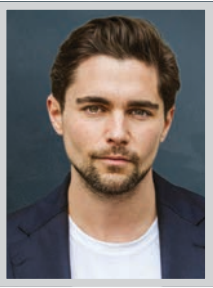
Over the past 12 months, Freeman has closed approximately \$30,665,250 across 11 residential transactions, including the Malibu property at 27403 Pacific Coast Highway, formerly owned by legendary musician Tom Petty, alongside Nourmand & Associates Principal Myra Nourmand.



TOMER FRIDMAN
Christie’s International Real Estate
Southern California

Tomer Fridman has established himself as one of the most influential and accomplished luxury real estate professionals in the United States, consistently representing some of the world’s most discerning clients and highest-profile residential properties. Renowned for his market intelligence, discretion, and ability to navigate complex, high-value transactions, Fridman has built a reputation for delivering exceptional results in one of the most competitive luxury markets in the world.

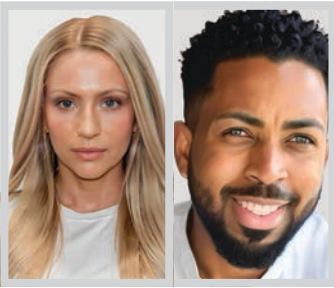
Specializing in ultra-luxury residential real estate throughout Beverly Hills, Bel Air, Holmby Hills, Malibu, Hollywood Hills, Brentwood, and the greater Los Angeles market, Fridman is widely recognized for his expertise in architecturally significant estates, trophy properties, celebrity representation, luxury development, and off-market opportunities.



CARL GAMBINO
Compass

Carl Gambino is one of the most accomplished real estate agents nationwide. As founder and principal of Gambino Group, he has generated more than \$3.5 billion in career sales, advising many of the world’s most influential figures across business, entertainment, sports, and technology. He attributes his success as a trusted advisor to unwavering integrity, expert knowledge, and the highest level of discretion.

Consistently ranked among the industry’s top agents, Gambino has been featured in multiple media publications sharing his expertise. Blending elite market expertise with a deep passion for art, design, and culture, Gambino continues to redefine real estate representation. Gambino and Gambino Group are committed to philanthropy, supporting organizations such as Room to Grow, which aids families during children’s critical early years.



KIRBY GILLON & BRYCE LOWE

Christie’s International Real Estate
Southern California

Kirby Gillon and Bryce Lowe have established themselves as one of Southern California’s premier luxury real estate teams by combining complementary expertise, innovative marketing, and an unwavering commitment to exceptional client service. Their collaborative approach, deep market knowledge, and ability to navigate complex transactions have earned them a reputation as trusted advisors for buyers, sellers, investors, and developers throughout Los Angeles’ most sought-after neighborhoods.

Specializing in luxury residential real estate across Brentwood, Pacific Palisades, Santa Monica, Malibu, Beverly Hills, Bel Air, and the greater Westside, Gillon and Lowe are recognized for their expertise in architecturally significant homes, luxury estates, new development, investment opportunities, and strategic property marketing.



GINGER GLASS
Compass

Ginger Glass is a licensed broker in California with a track record of over 600 real estate transactions and more than \$3.5 billion in sales. She is a licensed attorney in six states and has 20 years of combined legal experience, serving as former counsel for the Trump Taj Mahal, Tropicana Casino-Resort in Atlantic City, and later Aramark Corporation.

Glass personally handles every aspect of the marketing and sale of a property. Having worked for a family-owned and operated business, Glass prides herself on an extraordinary work ethic and maintaining the confidentiality of her clients. She has achieved numerous record-breaking sales in many local markets, including Beverly Hills, Beverly Hills Post Office, Bel Air, Westwood, Sunset Strip/Hollywood Hills, Brentwood, Palisades, and Cheviot Hills



Congratulations to our Exceptional Agents

Douglas Elliman is proud to honor our outstanding agents
named among the Los Angeles Business Journal's
2026 Leaders of Influence: Residential Real Estate Agents.

THE ALTMAN BROTHERS

JULIETTE HOHNEN

CHAD LUND

THE MASLON GROUP

BACHIR OUEIDA

THE PENNEL GROUP

THE SHEVIN TEAM

SOLOMON PROPERTY GROUP

TYBERG DUFFY GROUP

CORY WEISS

Where California's top agents
Build What's Next.

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



SOLD

The Manor
HOLMBY HILLS
\$137,500,000

REPRESENTED THE BUYER



\$4.8B+
CAREER SALES



SOLD

942 N Alpine Dr
BEVERLY HILLS
\$62,000,000

REPRESENTED THE SELLER

“I am incredibly honored to be recognized by the Los Angeles Business Journal As a Leader of Influence” – Linda May



SOLD

Sierra Towers Penthouse
SUNSET STRIP
\$39,500,000

REPRESENTED THE SELLER



SOLD

Confidential Estate
BEVERLY HILLS
\$59,900,000

REPRESENTED THE SELLER

Linda May
LINDAMAY.COM

\$388M
2025 SALES VOLUME

LINDA MAY
PROPERTIES GROUP

CAROLWOOD
ESTATES

Forbes
GLOBAL PROPERTIES

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CAROLWOODRE.COM



RESNICK & NASH

Proud to be Recognized as 'Leaders of Influence' by the LA Business Journal

Jonathan Nash & Stephen Resnick

Devorah Balakhaneh, Jamie Davis, Jeffrey Benaron, Philip Roslev, Marco Sloane & Scott Yeilding

NOTABLE CAREER SALES

SOLD OFF-MARKET
CONFIDENTIAL
\$145,000,000
HOLMBY HILLS

SOLD OFF-MARKET
CONFIDENTIAL
\$110,000,000
HIGHEST SALE IN BEL AIR 2025

SOLD
DELFEARN DRIVE
\$75,000,000
HOLMBY HILLS

SOLD
S MAPLETON
\$65,000,000
HOLMBY HILLS

SOLD
LAUREL WAY
\$25,000,000
BEVERLY HILLS

SOLD
BRIARCREST LANE
\$22,500,000
BEVERLY HILLS

SOLD
MAYTOR PLACE
\$17,950,000
BEVERLY HILLS

SOLD
PACIFIC COAST HIGHWAY
\$17,500,000
MALIBU

FOR SALE - OPAL, BEVERLY HILLS, \$53,000,000

CAROLWOOD
ESTATES

Forbes
GLOBAL PROPERTIES

JONATHAN@RESNICKANDNASH.COM | STEPHEN@SRESNICK.COM | RESNICKANDNASH.COM | CAROLWOODRE.COM

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C.
Bjorn Farrugia

Proud to be included on LA Business Journal's Leaders of Influence 2026



THE ANTELO ESTATE | 15210 ANTELO PLACE | BEL AIR
\$27,500,000 | EXCLUSIVE REPRESENTATION BY BJORN FARRUGIA

\$400M
IN TEAM SALES VOLUME FOR 2025

\$2.3B+
IN CAREER SALES VOLUME AND COUNTING



76

TRANSACTIONS IN 2025
WHILE REPRESENTING
87 SIDES

#1

AGENT NORTH OF MONTANA,
SANTA MONICA
BY VOLUME & UNITS
FOR 2025

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ESTATES | **Forbes**
GLOBAL PROPERTIES

BJORNFARRUGIA.COM | 310.998.7175 | BJORN@BJORNFARRUGIA.COM

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C. Zac Mostame

Honored to be named a 2026 LABJ Leader of Influence.
Thank you to my clients, colleagues, and family for your trust and support along the way.

\$258,000,000

2025 SALES VOLUME

\$1B+ Career Sales

Continued Success, Year-Over-Year

Highest Holmby Hills sale of 2023 on Wyton Drive - \$39,995,000

Highest off-market Beverly Hills sale of 2024 - \$65,000,000, and three record sales in 2025

\$28,000,000

Highest Sale in Pacific Palisades

NAPOLI DRIVE

2025 | REPRESENTED BUYER + SELLER

\$42,000,000

Highest Sale in Brentwood Park

ROCKINGHAN AVENUE

2025 | REPRESENTED BUYER + SELLER

\$21,995,000

Highest Sale in Little Holmby

STRATHMORE DRIVE

2025 | REPRESENTED THE SELLER

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▶

THE HOPE ESTATE
\$29,000,000
TOLUCA LAKE

SOLD
HIGHEST SALE IN TOLUCA LAKE
Represented the Buyer & Seller



◀

THE CLOONEY ESTATE
\$14,400,000
FRYMAN CANYON

SOLD
HIGHEST SALE IN FRYMAN CANYON
Represented the Buyer



▶

10250 MOORPARK STREET
\$14,250,000
TOLUCA LAKE

SOLD
2ND HIGHEST SALE IN TOLUCA LAKE
Represented the Buyer



▶

10453 WHIPPLE STREET
\$4,400,000
TOLUCA LAKE

SOLD
Represented the Seller

Just Listed

3686 BENEDICT CANYON LANE
\$4,399,000
SHERMAN OAKS

▶

5BD 5BA, 5,179 SQ FT on ±2 ACRE Lot





10323 WOODBRIDGE STREET
\$9,750,000
TOLUCA LAKE

SOLD

Represented the Buyer

3801 LONGRIDGE AVENUE
\$8,415,000
LONGRIDGE ESTATES

SOLD

Represented the Seller



10313 WOODBRIDGE STREET
\$7,750,000
TOLUCA LAKE

SOLD

Represented the Buyer



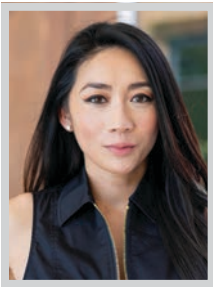
Honored to be Included on LA Business Journal's
'The List' + 'Leaders of Influence'
L.A. AGENTS + TEAMS BY VOLUME

Kevin Dees

KEVINDEES.COM | 213.514.5002 | KEVIN@KEVINDEES.COM

DEES | CAROLWOOD
REAL ESTATE GROUP | ESTATES

LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



NEYSHIA GO
Sotheby's International Realty

Specializing in new development sales and listing repositioning, Neyshia Go and The Go Group rank as the #1 Small Team at Sotheby's International Realty in Los Angeles and consistently place among the Top 10 teams nationwide. Go and her team achieve an impressive 94% conversion rate and surpassing \$1 billion in total career sales.

Over the past year, Go successfully assumed leadership of sales at Park Elm Residences, further demonstrating her expertise in revitalizing and driving performance for key developments. Bringing more than 15 years of real estate experience—including over five years with Sotheby's International Realty—Go is widely respected for her persistence, integrity, and strategic, solutions-oriented mindset. She continues to deliver standout results across the competitive Greater Los Angeles and Santa Barbara markets.



BROCK & LORI HARRIS
Brock & Lori Harris
Real Estate Team

With over 20 years of real estate investing and brokerage experience, Brock Harris and his wife Lori bring both strategic depth and operational excellence to the Northeast Los Angeles market. In 2025 they closed \$163.22 million in sales across 91 sides, making them the #3 medium team in Los Angeles, by volume, according to RealTrends, and the #1 medium team on the Eastside by number of sales.

Brock and Lori Harris' sales have been featured in publications such as Architectural Digest and Elle Decor, and Brock has been interviewed on for ABCNews regarding the rebuilding in Altadena, where they have been very active in the recovery. Brock and Lori are passionate about historic preservation, having personally designated two properties as Los Angeles Historic Cultural Monuments.



JACK HARRIS & MICHAEL FAHIMIAN
The Beverly Hills Estates

Jack Harris and Michael Fahimian have established themselves as the “#1 Small Team in the Nation” according to 2026 RealTrends. They are also the #1 agents at The Beverly Hills Estates. They are recognized for representing some of Southern California's most prestigious luxury properties and are frequently featured in luxury real estate media for record-breaking listings and transactions.

From June of 2025 through to June of 2026, Harris and Fahimian achieved \$872 million in sales.

They represent high net worth families, executives, entrepreneurs, and entertainment industry clients. The duo has participated in numerous transactions above \$50 million and are currently handling the most expensive listing in the world: 11201 Chalon Road, listed at \$400 million.



JAMES HARRIS
Carolwood Estates

James Harris, the founder of Harris & Partners, principal at Carolwood Estates and former star of Million Dollar Listing, has amassed \$6 billion in career sales. Harris & Partners closed \$938 million in sales in 2025, ranking #1 in California for large teams by volume according to RealTrends.

The year was highlighted by Harris' representation of the seller in the \$110 million sale of 630 Nimes Road in Bel Air, tied for the highest residential sale in Los Angeles. The team's recent transactions also include the \$34.5 million sale of a Bel Air estate on Lausanne Road, the \$28 million sale of Gene Simmons' former Beverly Hills estate, and multiple additional luxury transactions across Los Angeles.



THE HASKELL GROUP
The Agency

The Haskell Group has built its reputation by combining hyper-local expertise, innovative marketing, and strategic client representation. Unlike most luxury real estate teams that focus on a single community, The Haskell Group have intentionally assembled a four-agent team with dedicated expertise spanning Montecito and Santa Barbara County, the Ojai Valley, Malibu, and Western Los Angeles. This allows them to represent clients across 100 miles of California coastline while maintaining the local relationships, market knowledge, and credibility of a boutique neighborhood specialist.

The Group's multidisciplinary backgrounds—including architecture, art history, communications, public relations, film, chemistry, and international relations—allow them to advise clients on far more than buying and selling. They provide guidance tailored to each property's unique story and long-term value.



DON HELLER
Christie's International Real Estate
Southern California

Don Heller has earned a reputation as one of Southern California's most respected luxury real estate professionals through decades of unwavering dedication, market expertise, and exceptional client service. Built on integrity, professionalism, and a commitment to putting clients' interests first, his business has flourished through long-standing relationships, repeat clientele, and referrals.

Specializing in luxury residential real estate throughout Beverly Hills, Bel Air, Brentwood, Pacific Palisades, Santa Monica, and surrounding communities, Heller is widely recognized for his expertise in high-value residential properties, strategic negotiations, and advising clients through complex transactions. His deep understanding of market cycles, pricing strategies, and property valuation allows him to provide thoughtful counsel.



HILDA HERNANDEZ & DEVON BECK
Berkshire Hathaway HomeServices
California Properties

With more than three decades of real estate leadership in the Greater Los Angeles and San Gabriel Valley markets, Hilda L. Hernandez and Devon Beck have built a reputation for integrity, expertise, and consistent success in a highly competitive real estate environment. Together, they provide comprehensive representation across residential real estate, luxury properties, investment opportunities, corporate relocations, and specialized partition referee and court-ordered sales, assisting hundreds of clients in achieving successful outcomes in complex transactions.

Licensed since 1996, Hernandez is widely respected for her deep market knowledge, strategic insight, and ability to guide clients through both standard and highly complex real estate matters.



JULIETTE HOHNEN
Douglas Elliman

Dubbed “the Mary Poppins of Realty” by Monty Python legend Eric Idle, Juliette Hohnen is an unstoppable force in the Los Angeles real estate market. As a Brit and former journalist and producer at MTV, Hohnen has extensive connections in the entertainment and business worlds across the US and internationally. She has more than 19 years' experience as a realtor, over \$1.9 billion in career sales, and a vast client list that includes actors, musicians, producers, artists, executives, and tech entrepreneurs from around the world.

Hohnen's continued success is due to her ability to utilize unique marketing tactics, expert pricing and negotiation strategies, and long-established relationships within the broker community to consistently close deals, even the most difficult ones, all while providing white-glove concierge level service.



SALLY FORSTER JONES
Compass

Sally Forster Jones is one of the top real estate brokers in Southern California and has closed more than 6,700 transactions totaling \$11.5 billion in career sales. Her annual sales volume for June 2025-June 2026 was \$305,074,363. In June 2025, Jones represented acclaimed designer/developer Ramtin Ray Nosrati in the sale of 1414 Donhill Drive which closed at \$32 million. She currently represents his latest offering at 1360 Laurel Way, priced at \$53 million.

As founder and CEO of Forster Jones International, Jones leads a successful real estate team that continues to set the bar for Los Angeles real estate. Jones' landmark sales—including a \$70 million estate to her client Markus Persson, the creator of Minecraft, and the Spelling Manor—have garnered international media attention.



MARCI KAYS & JONATHAN MOGHARRABI
Carolwood Estates

Marci Kays and Jonathan Mogharrabi boast over \$765 million in career sales, with \$60 million closed in the past six months alone. Most recently, Kays and Mogharrabi represented both sides of an \$8.6 million Los Feliz deal for fashion designer and Fear of God founder Jerry Lorenzo. At the time of writing, they also have the \$9 million Toluca Lake home of retail legend Fred Segal's daughter in escrow.

Recent architectural deals include the \$8.1 million 1930s home built for Golden Age star Melvyn Douglas by architect Roland Coate; both sides of a \$7.4 million 1920s Spanish Colonial originally designed by Theodore J. Scott; the \$6.75 million Palmtree House by L. Milton Wolf; and the \$5.2 million Steel House, purchased by actor Austin Butler.



KAYS & MOGHARRABI
FINE ARCHITECTURAL RESIDENCES

KAYSANDMOGHARRABI.COM



SOLD
CONFIDENTIAL
\$38,000,000
HIGHEST SALE IN LOS FELIZ
OFF MARKET

SOLD
CONFIDENTIAL
\$12,000,000
HIGHEST SALE IN OUTPOST ESTATES

SOLD
SILVERWOOD TERRACE
\$10,000,000
HIGHEST SALE IN SILVER LAKE

SOLD
NOTTINGHAM AVENUE
\$8,575,808
LOS FELIZ
REPRESENTED BOTH SIDES

SOLD
FORMAN AVENUE
\$8,250,000
TOLUCA LAKE
ARCHITECTURAL

SOLD
SENALDA ROAD
\$8,100,000
HOLLYWOOD HILLS
MELVYN DOUGLAS HOUSE

SOLD
GLENDOWER AVENUE
\$7,365,000
LOS FELIZ
REPRESENTED BOTH SIDES

SOLD
N VERMONT AVENUE
\$6,750,000
LOS FELIZ
PALMETEER HOUSE

#1

Kays & Mogharrabi transacted the highest 2025 price sales in Los Feliz, Outpost Estates and Silver Lake, making them one the most successful teams within LA's most artistic enclaves.



\$765M

TOTAL CAREER SALES VOLUME

\$70M

SOLD IN THE FIRST HALF OF 2026
INCLUDING MANY WITH
ARCHITECTURAL PROVENANCE

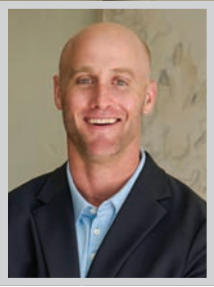
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Marci Kays DRE 01397539, Jonathan Mogharrabi DRE 02009871

LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



BRAD KEYES
Keyes Real Estate

Raised in Westwood, Brad Keyes is a natural dealmaker whose energy, passion, and straightforward approach to real estate have earned him a reputation as both a trusted advisor and fierce advocate. With more than 17 years of experience as a licensed real estate broker and practicing attorney, Keyes brings a rare combination of legal acumen, entrepreneurial insight, and brokerage expertise to every transaction.

Throughout his career, Keyes has served as a trusted advisor on more than \$1.5 billion in residential and commercial real estate transactions, guiding first-time homebuyers, seasoned investors, developers, and commercial clients through complex legal, financial, and transactional matters with confidence. In 2025, he closed just over \$119 million in sales volume, continuing a career defined by consistent high performance.



AARON KIRMAN
Christie's International Real Estate
Southern California

For more than two decades, Aaron Kirman has redefined what it means to represent luxury real estate at the highest level. As founder and CEO of Christie's International Real Estate Southern California, Kirman has built one of the nation's most respected luxury brokerages while consistently representing some of the world's most significant residential properties and high-profile clientele.

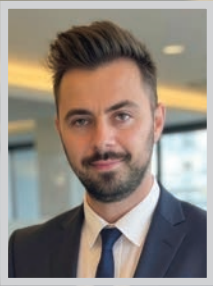
Known for his strategic approach, discretion, and unmatched market knowledge, Kirman has established himself as one of the foremost experts in ultra-luxury residential real estate, architectural estates, trophy properties, new development, and celebrity representation throughout Southern California. He has an ability to identify opportunities, negotiate complex transactions, and create innovative marketing strategies.



CRAIG KNIZEK
The Agency

Craig Knizek has established himself as one of Southern California's premier luxury real estate professionals through exceptional market expertise, unwavering client service, and a proven ability to navigate high-profile transactions. Over the past 12 months, Craig has achieved an impressive \$144,282,005 in total transaction volume, consistently representing discerning buyers and sellers in some of the region's most sought-after communities.

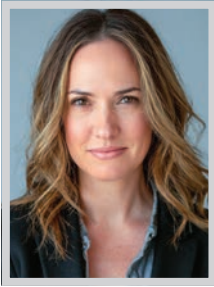
His notable transactions include the \$16 million sale of Macaulay Culkin's Toluca Lake residence at 10250 Moorpark, representing the buyer of Lori Loughlin and Mossimo Giannulli's Hidden Hills estate for \$12.65 million, the \$12.4 million sale of legendary songwriters Alan and Marilyn Bergman's Beverly Hills home, and the \$6.15 million sale of Nick Lachey's Encino residence.



MERSÉ KOLLO
Mersé / Griffin Real Estate Group

Mersé Kollo and the Mersé / Griffin Real Estate Group team have built their business primarily through longstanding relationships with developers and investors throughout Los Angeles. They specialize in identifying and sourcing development opportunities—often off-market—and matching those opportunities with our network of builders and developers. This niche expertise has allowed the team to establish a strong reputation within the development community and has naturally evolved into a significant traditional residential business through referrals and repeat clientele.

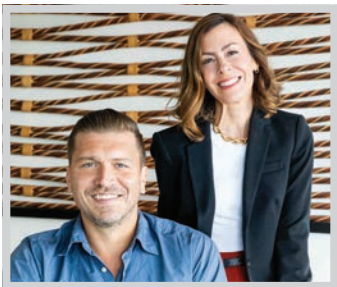
Kollo and the team are recognized for a deep market knowledge, analytical approach, and ability to identify value where others may not. Their expertise extends beyond brokerage into land acquisition, underwriting, project feasibility analysis, entitlement strategy, and new construction sales.



SARAH KOSASKY
Coldwell Banker Realty

Sarah Kosasky has spent nearly two decades helping shape residential real estate across Los Angeles County through leadership, innovation, education, and an unwavering commitment to developing others. A Los Angeles native with deep roots in the communities she serves, Kosasky has built her career from the ground up, serving in nearly every facet of the business, including marketing, brokerage ownership, brokerage leadership, and executive management.

Today, Kosasky serves as branch leader for Coldwell Banker Realty, overseeing 170 agents across the company's premier coastal markets of Santa Monica, Malibu, Topanga, and Pacific Palisades. After building and successfully selling her own brokerage, Kosasky earned a reputation as one of the industry's most trusted advisors. She believes the strongest businesses are built by investing in people.



JOHN KOSTREY & JENNIFER ECKERT
Nourmand & Associates

The Kostrey + Eckert Collection at Nourmand & Associates has earned a reputation as one of Los Angeles' most trusted and respected real estate teams, combining decades of experience with a client-first philosophy that consistently delivers exceptional results. Co-founded by John Kostrey and Jennifer Eckert, the team pairs complementary expertise with an unwavering commitment to integrity, professionalism, and personalized service.

Over the past 12 months, The Kostrey + Eckert Collection has closed 69 transactions totaling approximately \$84,821,240 million in sales volume, including recent notable deals such as an off-market transaction that closed at \$6.875 million, the sale of 5302 Pacific Ave. in Marina del Rey for \$4.324 million, and 1836 Outpost Dr. for \$3.665 million.



DAVID KRAMER
Compass

David Kramer stands at the pinnacle of luxury real estate with over \$1.7 billion in career sales. His standout achievements include representing the buyer of the \$85 million Spelling Manor and currently listing Joanna Carson's iconic Bel Air estate at \$32.995 million and Villa Cresta, the longtime estate of philanthropists John F. and Joan Hartley Hotchkis at \$65 million, while closing roughly \$120 million in the past twelve months.

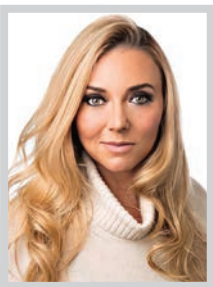
For more than 30 years, Kramer has guided high-net-worth clients through landmark transactions across Los Angeles—from Beverly Hills and Bel Air to the Hollywood Hills and beyond. His success stems from exceptionally high standards and values, along with a carefully curated client list of buyers and sellers.



KEVIN KWAN
REALIV

Kevin Kwan is the founder of REALIV, a boutique real estate team based in Arcadia. With more than \$350 million in career sales, Kwan has established himself as one of the region's most trusted residential real estate professionals. He specializes in the San Gabriel Valley, with deep expertise in Arcadia, San Marino, Pasadena, Sierra Madre, and surrounding communities — markets known for their competitive dynamics and high buyer demand.

Kwan's accolades reflect consistent, long-term excellence. He earned the Century 21 Centurion Award — given to the top producers within the C21 system — six times and was ranked in the top 1.5% of agents nationally in 2023, 2024 and 2025. Kwan also became the youngest president in the history of the West San Gabriel Valley Realtors.



JORDANA LEIGH
Christie's International Real Estate
Southern California

Jordana Leigh has established herself as a trusted luxury real estate advisor by combining exceptional market knowledge with a highly personalized approach to client service. Known for her professionalism, strategic insight, and unwavering dedication, Leigh has built a thriving business founded on trust, long-term relationships, and an unwavering commitment to delivering outstanding results. Her ability to understand each client's unique goals and tailor a thoughtful strategy has made her a sought-after resource in Southern California's competitive luxury market.

Specializing in luxury residential properties throughout Beverly Hills, Brentwood, Bel Air, West Hollywood, Hollywood Hills, and the greater Los Angeles area, Leigh is recognized for her expertise in representing buyers, sellers, and investors.



WESTON LITTLEFIELD & ALEX HOWE
Christie's International Real Estate
Southern California

Weston Littlefield and Alex Howe have quickly established themselves as one of Southern California's most dynamic luxury real estate teams, earning a reputation for combining innovative marketing, strategic market insight, and an unwavering commitment to exceptional client service. Their collaborative approach, entrepreneurial mindset, and deep understanding of today's luxury buyer have positioned them as trusted advisors in an increasingly competitive real estate landscape.

Specializing in luxury residential properties throughout Beverly Hills, Bel Air, Brentwood, Hollywood Hills, Malibu, and the greater Los Angeles market, Littlefield & Howe have developed expertise in architecturally significant homes, luxury estates, investment opportunities, and high-end residential developments.

REAL INFLUENCE COMES
WITH TIME, TRUST, AND RESULTS.

SOME AGENTS CHASE IT. OURS BUILD IT.

THE AGENCY

Congratulations

CRAIG KNIZEK

BLAIR CHANG

SANTIAGO ARANA

SANDRO DAZZAN

RITA WHITNEY

THE UMANSKY TEAM

THE HASKELL GROUP

THE GEORGE OUZOUNIAN
AND GINA MICHELLE TEAM

*Named Among
Los Angeles Business Journal's
2026 Leaders of Influence*



LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



CHAD LUND
Douglas Elliman

With more than 25 years of experience and over 1,000 successful real estate transactions, Chad Lund has established himself as one of the Westside’s most trusted and accomplished residential real estate professionals. Specializing in single-family homes, condominiums, and investment properties, Lund has built an exceptional reputation throughout Cheviot Hills, Rancho Park, Westwood, and neighboring communities.

Known for his strategic approach, meticulous attention to detail, and unwavering commitment to client service, Lund has successfully represented buyers and sellers in a wide range of transactions, including estate sales, land-value opportunities, income properties, luxury residences, and condominiums. His ability to navigate complex transactions with professionalism and integrity has earned the confidence of clients and industry peers alike.



ROCHELLE ATLAS MAIZE
Nourmand & Associates

Rochelle Atlas Maize has spent nearly three decades establishing herself as one of Southern California’s most respected luxury real estate advisors, earning the trust of celebrities, entertainment executives, entrepreneurs and ultra-high-net-worth buyers through a combination of market expertise, strategic negotiation and innovative marketing. As executive director of the Luxury Estates Division at Nourmand & Associates, Maize has achieved more than \$3.5 billion in career.

Over the past 12 months, Maize closed \$97,443,558 million across 15 transactions while representing some of Los Angeles’ most notable estates. Among her standout transactions was the \$22.5 million sale of The Roxbury Estate, which sold in just 16 days following a highly strategic launch, becoming the fastest sale in the history of North Roxbury Drive.



ANDREW MANNING
Berkshire Hathaway HomeServices California Properties

In the high-stakes world of Los Angeles real estate, Andrew Manning has built a career defined by massive success and an unwavering “client-first” philosophy. While his recent achievements are impressive—closing \$116,689,950 in sales volume between June 2025 and May 2026, pushing his lifetime sales over \$2.5 billion — Manning’s true focus remains on helping buyers and sellers maximize their most valuable asset.

Specializing in the Mulholland Corridor and the San Fernando Valley—including Studio City, Sherman Oaks, Encino, and Calabasas— Manning guides clients through market shifts, treating every transaction as a deeply personal partnership. What truly elevates his practice is his expansive, global network and integral relationships with Los Angeles’ premier business and entertainment managers.



MARNY MASLON & ZOE KASISKE
The Maslon Group
Douglas Elliman

Marny Maslon and Zoe Kasiske are a mother-daughter real estate team at the Maslon Group, whose success is built on their ability to listen to their clients, understand their goals, and navigate the real estate landscape to achieve their desired result, whether buying, selling, or investing.

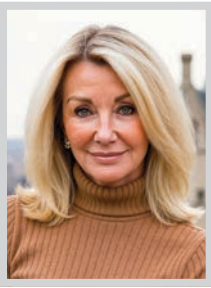
Maslon, a veteran in the industry, has over 30 years of success as a real estate agent and a varied background as a former CPA, owning and operating interior design stores in Los Angeles, and growing up in the world of art and architecture. Kasiske, joined the family business in 2021, after achieving success in marketing and PR, representing clients such as Shake Shack, Red Bull, Summersault, and Rose Inc. The duo have an intimate understanding of LA’s real estate landscape.



LINDA MAY
Carolwood Estates

Linda May has spent more than three decades representing some of Los Angeles’ most prestigious estates, amassing more than \$4.8 billion in career sales and cementing her reputation as one of the city’s preeminent luxury real estate advisors. She is widely recognized for representing discerning buyers and sellers of architecturally significant estates.

May’s sales volume reached \$388 million in 2025, highlighted by her representation of the buyer in the \$110 million sale of The Manor in Holmby Hills, tied for the highest residential sale in Los Angeles of the year. She closed several other notable transactions in 2025, including the \$51.75 million sale of a Howard Backen-designed residence in Beverly Hills and the \$31.5 million sale of a reimagined John Elgin Woolf estate in Bel Air.



JADE MILLS
Coldwell Banker Realty

Renowned among colleagues and clients alike in the luxury real estate market, Jade Mills works at a multi-billion-dollar level with high-profile clients and agents. Mills has achieved the highest sales volume on record of any agent in Coldwell Banker history, surpassing \$9 billion in career sales.

Mills has developed a global reputation as the top Los Angeles & Beverly Hills real estate agent, and one of the highest-achieving agents in real estate history. She has spent over three decades representing ultra-high-net-worth buyers and sellers with unmatched discretion, loyalty, and expertise. Her client roster includes A-list celebrities, tech founders, and business leaders, many drawn by her track record of record-setting transactions exceeding \$100 million in a single year.



STEVEN MORITZ
Sotheby’s International Realty

Born and raised in Los Angeles, Steven Moritz brings a lifelong connection to the community and a deep understanding of its most sought-after neighborhoods. His roots in the city, combined with his early career as a CPA at an international firm, give him a distinct advantage in real estate—allowing him to guide clients with both local insight and a strong financial acumen.

Specializing across the Westside—including Beverly Hills, Bel Air, Westwood, Brentwood, Santa Monica, and Pacific Palisades— Moritz is known for his comprehensive market knowledge and ability to navigate a wide range of transactions with precision and expertise. His finance background enables him to approach deals strategically, helping clients make informed decisions while maximizing value.



ZAC MOSTAME
Carolwood Estates

Zac Mostame has established himself as one of the leading young real estate advisors in the exclusive Westside region, specializing in discreet, off-market transactions across the region’s most coveted neighborhoods. Mostame closed \$258 million in sales in 2025, ranking among the Top 50 agents in the nation.

Mostame has been behind several record-setting sales in recent years, including representing both sides of a record-setting \$42 million sale in Brentwood Park in 2025, the highest sale in Beverly Hills in 2024 through a \$65 million off-market transaction and the highest sale in Holmby Hills in 2023 at \$40 million. Other notable transactions include the \$47.5 million sale of 521, 525 and 527 Spoleto Drive, and the \$39.995 million sale of 5012 Carbon Beach Terrace.



KOFI NARTEY
The Real Brokerage

Kofi Nartey has distinguished himself as one of the nation’s foremost luxury residential real estate professionals for more than two decades by combining elite transactional expertise with visionary industry leadership. Today, as executive director of Real Luxury for North America at The Real Brokerage, he leads the company’s luxury division, helping shape strategy, education, branding, and growth for luxury agents across the US and Canada while continuing to advise an exclusive clientele through Global Real Estate & Development.

Nartey’s career has been defined by innovation. He previously founded and led the Sports & Entertainment divisions at both Compass and The Agency before launching his own brokerage, Globl RED, where he built a nationally recognized luxury brand serving athletes, entertainers, executives, and high-net-worth individuals.



MARC NOAH
Sotheby’s International Realty

With deep expertise across Los Angeles’ premier luxury enclaves—including Beverly Hills, Holmby Hills, Bel Air, Brentwood, and Pacific Palisades— Marc Noah is known for his sharp market fluency and strategic approach to high-end real estate. Specializing in luxury listings, he combines precise pricing strategies with rigorous comparable analysis to position properties for maximum impact, whether catering to end-users or developers.

Noah’s business is further driven by strong off-market sourcing capabilities and a well-established referral and title network, allowing him to access and transact on opportunities beyond the public market. His background in mortgages and securities provides a distinct advantage in structuring complex deals and navigating sophisticated financing scenarios, ensuring seamless execution for his clients.



LEA PORTER
Lifestyle Perfected

\$239M+
YEAR TO DATE SALES

2026 FEATURED
SOLD LISTINGS



1006 N Rexford Dr | Beverly Hills
LP \$34,900,000



Little Holmby
LP \$18,495,000



211 S Rockingham Ave | Brentwood
LP \$16,600,000

THE BEVERLY HILLS ESTATES

310.701.9212
lea@leaporter.com
@lea__porter

LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



BACHIR OUEIDA
Douglas Elliman

Bachir Oueida is one of Los Angeles’ most trusted and accomplished luxury real estate professionals, with 40 years of experience representing high-net-worth and ultra-high-net-worth buyers, sellers, and investors across Beverly Hills, Bel Air, Holmby Hills, Trousdale Estates, the Bird Streets, Hollywood Hills, Century City, and the broader Westside. With a career built on discretion, integrity, and a command of the Los Angeles luxury market, Oueida consistently handles some of the most significant and high-profile transactions in Southern California, across both grand single-family estates and world-class residential properties at every tier of the market. In 2025, he represented the \$39.1 million sale of a full-floor penthouse at The Century in Century City, the most expensive condominium sale in Los Angeles County history at the time.



GEORGE OUZOUNIAN & GINA MICHELLE
The Agency

The George Ouzounian and Gina Michelle Team has established itself as one of Southern California’s premier luxury real estate teams, combining more than 35 years of industry experience with over \$2.2 billion in combined career sales. Over the past 12 months alone, the team achieved an outstanding \$230,242,487 in transaction volume, driven by an unmatched commitment to client service, strategic marketing, and expert negotiation. Ouzounian brings nearly two decades of experience in real estate, finance, and development, with more than \$1.2 billion in career sales. He is recognized among the top 1% of agents nationwide by RealTrends. Michelle complements the team with over \$1 billion in career sales, 18 years of experience, and a unique background in design and home renovation.



TAMI PARDEE
Pardee Properties

Pardee Properties, led by founder, CEO, and broker Tami Pardee, represents one of Los Angeles’ most influential real estate teams. Since founding the company in 2005, Pardee has built a concierge brokerage model around specialized departments, strategic leadership, deep local expertise, and an “all heart” client experience. Rather than relying on a traditional individual-agent structure, Pardee Properties operates as an integrated team, allowing clients to benefit from experts in pricing, positioning, marketing, negotiation, transaction management, and neighborhood strategy. Over the last 12 months, the Pardee team closed 281 units totaling \$562,533,778 in sales volume. Major transactions included 15 Tide Watch at \$18,308,000, where the team represented both sides; and 705 Palisades Beach Road at \$15,700,000, also representing both sides.



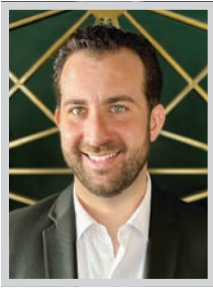
DAVID PARNES
Carolwood Estates

David Parnes, principal at Carolwood Estates and former star of Million Dollar Listing, has surpassed \$6 billion in career sales while specializing in advising developers, investors and international clientele. Having developed, financed and overseen over \$200 million in residential projects himself, Parnes also brings a builder’s perspective to every deal - offering rare insight into each opportunity. Parnes closed \$900 million in sales in 2025, highlighted by his representation of the seller in the \$110 million sale of 630 Nimes Road in Bel Air, tied for the highest residential sale in Los Angeles that year. His recent transactions also included a \$21 million sale in Brentwood by developer Phillip Braunstein, the purchase of Jim Carrey’s \$17 million Brentwood home for clients Dave and Emilie Keuning.



STEPHANIE PAYAB
Berkshire Hathaway HomeServices California Properties

The Payab Group, led by Stephanie Payab, has established itself as one of the premier real estate teams in the San Fernando Valley and beyond. As the top-producing team in the Encino office for multiple years, The Payab Group has built its reputation on exceptional client service, market expertise, integrity, and a collaborative approach to real estate. Stephanie Payab founded the team in 2016 with a vision of mentoring agents while creating a supportive environment where team members could leverage each other’s strengths to deliver outstanding results for their clients. This culture of collaboration, combined with a deep understanding of residential real estate, luxury properties, investment opportunities, and strategic marketing, has contributed significantly to the team’s continued success in a highly competitive market.



SPENSER PAYSON
The Beverly Hills Estates

Born and raised in Beverly Hills, Spencer Payson launched his career selling homes under one of Los Angeles’ top producing agents in 2010. After leaving her team to pursue his own career, Payson quickly distinguished himself at Keller Williams Beverly Hills where he finished three years in a row in the office’s “Top 15 in Agent Production” before becoming an estates director with Compass. Payson has closed over \$600 million in property in his career to date. When it concerns his clientele, integrity is the most important value to Payson. To him, creating a successful buying and selling experience by caring for his client’s investments is always of utmost importance. Payson has never resold a home for less than it was originally purchased for.



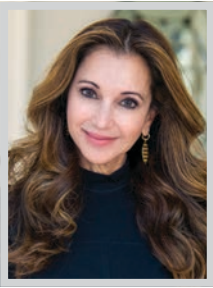
BRYCE PENNEL
Douglas Elliman

Bryce Pennel is one of Southern California’s leading luxury real estate advisors, developers, and the founder of The Pennel Group at Douglas Elliman Beverly Hills. Since entering the industry in 2016, he has built a reputation for representing discerning buyers, sellers, developers, executives, and entertainment-industry clients throughout Los Angeles. A former Morgan Stanley investment professional, Pennel brings a unique financial and development-focused perspective to real estate. In addition to advising clients on acquisitions and dispositions, he actively develops and renovates residential properties, giving him firsthand expertise in construction, architecture, design, and value creation. He has consistently ranked among the top 1% of approximately 1.4 million licensed real estate professionals nationwide by RealTrends.



ETHAN PESKOWITZ
Westside Estate Agency

New York native with a degree in finance and a background in mortgage, Ethan Peskowitz is well-positioned to advise his clients to the highest degree and on many levels. An attention to detail and willingness to get to the bottom of issues serves his clients well and has made him one of the top agents in the Los Angeles area. With production of \$101,480,000 (including a \$47,500,000 deal as his largest), Peskowitz has continued to make impressive strides over the last year.



LEA PORTER
The Beverly Hills Estates

In the 4.5 years since reentering the luxury real estate market, Lea Porter has established herself as a dominant force in the industry, accomplishing what few agents achieve over the course of an entire career. Surpassing \$1 billion in sales, she has represented some of Los Angeles’ most significant, record-breaking, and highly confidential on- and off-market transactions. Ranked as the #53 real estate agent in the United States and #19 in California, Porter is renowned for her market expertise, strategic negotiation, and unwavering commitment to her clients, consistently delivering exceptional results. Porter’s portfolio includes architecturally significant estates, landmark legacy properties, and some of Southern California’s most coveted residences, representing internationally recognized entertainers, Fortune 500 executives, prominent entrepreneurs, and multigenerational families.



COURTNEY POULOS
SERHANT.

Courtney Poulos is a founding member and broker associate at SERHANT. California, where she joined after founding and leading ACME Real Estate, one of Los Angeles’ most respected independent brokerages, for the past 15 years. With more than 21 years in real estate and nearly \$2 billion in career sales volume, she has built a business known for its strong branding, strategic marketing, and thoughtful representation. In the past 12 months, Poulos closed \$66.5 million in personal gross volume, with her team closing \$155 million among current members. Recent team highlights include 3112 Chandelle Rd. in Los Angeles at \$5,299,000, 7728 Woodrow Wilson Dr. at \$5,249,000, 3814 Amesbury Rd. at \$3,322,000, and 3314 Wonder View Dr. at \$2,995,000, which Poulos represented personally.

Steve Frankel

TOP 1% NATIONWIDE
\$2.68B IN CAREER SALES
1,000 TRANSACTIONS



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LUXURY ESTATES GROUP

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**MICHAEL
COLLINS**
REAL ESTATE

**RECOGNIZED AMONG THE LOS ANGELES BUSINESS JOURNAL'S
2026 LEADERS OF INFLUENCE IN RESIDENTIAL REAL ESTATE**

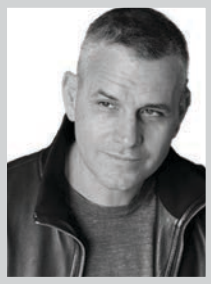
310.413.1100 MICHAEL@MICHAELCOLLINS.COM



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LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



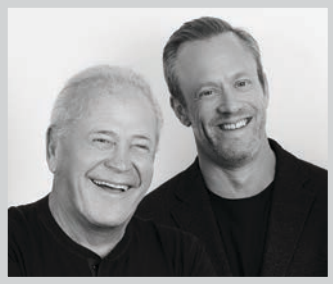
KURT RAPPAPORT
Westside Estate Agency

In 1999, Kurt Rappaport co-founded Westside Estate Agency, one of the largest privately held residential brokerage firms in the country with annual sales in excess of \$4 billion. Rappaport has been close counsel and carefully guided clients including Larry Ellison, David Geffen, Jeffrey Katzenberg, Ellen DeGeneres, Bono, Dr. Dre, Tom Cruise, Brad Pitt, Adele, Tom Brady, Ryan Seacrest, Tom Ford, Maverick Carter, Rich Paul and Lebron James. Rappaport is known for owning, building, and restoring “best in class” residential and commercial properties. In 2018, he sold his concrete and glass home in Malibu for \$120 million, a Malibu record (which Rappaport has since broken). He’s also owned over 30 homes in LA and Malibu and several ultra-prime buildings in the center of Beverly Hills.



LAUREN RAVITZ
Berkshire Hathaway HomeServices California Properties

Lauren Ravitz is one of Los Angeles’ leading residential real estate professionals, known for her strategic approach, market expertise, and unwavering commitment to her clients. As a luxury real estate advisor with Berkshire Hathaway HomeServices California Properties, Ravitz specializes in Brentwood, Santa Monica, Pacific Palisades, Westwood, Cheviot Hills, and the greater Westside of Los Angeles. With more than 25 years of experience and over \$1 billion in career sales, Ravitz has built a reputation for delivering exceptional results across a wide range of price points. Since June of 2025, Ravitz closed approximately \$150 million in residential sales volume across almost 60 transactions. Her business is built on a combination of strategic pricing, strong negotiation skills, creative marketing, and a highly personalized client experience.



STEPHEN RESNICK & JONATHAN NASH
Carolwood Estates

Jonathan Nash and Stephen Resnick, co-founders of Resnick & Nash at Carolwood Estates, have built one of Los Angeles’ most established luxury real estate partnerships, combining over 40 years of international experience across three continents. Since founding their practice in 2014, they have surpassed \$3.5 billion in career sales and consistently ranked among the top 1% of agents and teams nationally. Resnick & Nash closed \$290 million in sales in 2025, ranking #21 in the nation, #7 in California, #4 in Los Angeles County and #2 in Beverly Hills by volume according to RealTrends. Among their most notable recent transactions, the duo represented the seller of 630 Nimes Rd. (sold to Australian billionaire James Packer), which tied for the highest residential sale in Los Angeles of 2025.



JOYCE REY
Coldwell Banker Realty

Joyce Rey of the Joyce Rey Team is an icon of luxury real estate, amassing over \$6 billion in career sales across more than four decades. Her legendary rise began in 1974 with her very first sale: the estate of Christina Onassis. A subsequent sale to acting teacher Lee Strasberg cemented her status among Hollywood elite. She quickly became the go-to broker for historic landmark properties like Owlwood, Pickfair and the Harold Lloyd estate. In 1979, she established the first US brokerage specializing exclusively in million-dollar-plus properties. Known for selling the country’s most expensive estates, including Bel Air’s esteemed Chartwell, Rey continually breaks her own records. Dubbed the “billionaire’s broker,” Rey remains a dominant global force who routinely tops real estate production lists year after year.



ASH RIZK
Coldwell Banker Realty

For more than a decade, Ash Rizk has set the standard for luxury residential real estate in the San Gabriel Valley. Ranked as the #1 real estate agent in Arcadia since 2013, Rizk has built one of the region’s most respected businesses through exceptional client service, innovative marketing, expert negotiation, and an unwavering commitment to excellence. Over the past 12 months alone, he has closed more than \$122 million in residential sales, including an \$11.6 million luxury estate, while helping families throughout Los Angeles County achieve their real estate goals. With a background in computer science, programming, and mortgage banking, Ash brings a unique analytical and strategic approach to every transaction. His expertise extends well beyond listing and selling homes.



MICHAEL RODGERS
Nest Seekers International - Beverly Hills

Michael Rodgers has spent 27 years building one of the most respected names in luxury real estate, closing more than \$2 billion in transactions on behalf of high-net-worth individuals, celebrities, athletes, and global investors. As managing director and director of luxury estates at Nest Seekers International’s Beverly Hills office, Rodgers leads a team of advisors specializing in the Platinum Triangle — Beverly Hills, Bel-Air, and Holmby Hills — along with Malibu and the broader Los Angeles luxury market, while maintaining reach nationally and globally. Raised in Brentwood in a household shaped by his father, legendary singer-songwriter Jimmie Rodgers, Rodgers grew up with a personal understanding of what it means to serve people who live under public scrutiny and expect absolute discretion.



GRIFFIN RUDERMAN
Mersé / Griffin Real Estate Group

Griffin Ruderman and Merse Kollo (of the Mersé / Griffin Real Estate Group) have established themselves as one of the most effective real estate teams in Los Angeles, particularly within Mar Vista and the surrounding Westside markets. Their success has been built on a specialized approach that combines off-market acquisition expertise with a deep understanding of residential development. Rather than simply selling existing homes, Ruderman has developed a reputation for identifying teardown opportunities, sourcing them directly to builders and developers, and then representing the finished product upon completion. Over the years, Ruderman and team have been involved in tens of millions of dollars in residential transactions, with a significant portion concentrated in Mar Vista’s highly sought-after Westdale neighborhood.



SANBORN TEAM
Berkshire Hathaway HomeServices California Properties

The Sanborn Team has built a distinguished reputation as one of Los Angeles County’s leading probate, trust, and conservatorship real estate teams through decades of specialized expertise, exceptional service, and a commitment to guiding clients through complex estate related transactions. Based in Beverly Hills, Nancy Sanborn and Brian Joy bring more than 60 years of combined real estate experience, including over 40 years dedicated specifically to probate, trust, and conservatorship real estate. Their success is rooted in a deep understanding of the legal, procedural, and emotional complexities that accompany estate property sales. Working closely with executors, trustees, conservators, attorneys, fiduciaries, administrators, heirs, and families, The Sanborn Team provides knowledgeable guidance through every stage of the process.



SARKISSIAN + PERERA GROUP
Berkshire Hathaway HomeServices California Properties

The SARKISSIAN + PERERA GROUP has achieved many accolades with a consistent track record of year-over-year production, earning top industry awards and recognition. With over 30 years of local real estate experience and being Southern California natives, Armen Sarkissian and Hazel Perera excel at providing a concierge experience providing a unique experience that is custom tailored for each client. Founded on decades of friendship and formed from a passion for real estate, the SARKISSIAN + PERERA GROUP provides expert representation through customized marketing plans, unparalleled service, and extensive knowledge of micro and macro industry trends. They leverage long-standing community connections to provide clients with inside information and an endless supply of valuable resources.



HEATHER SCHERBERT & LISA ZASTROW
Coldwell Banker Realty

Heather Scherbert and Lisa Zastrow prioritize clear and honest communication throughout the entire real estate journey, ensuring a smooth and positive experience. The duo started working together over 11 years ago and have complete support and admiration for one another. These core values have fostered a strong base of repeat and referral business. The majority of the duo’s business comes from referrals. Scherbert’s and Zastrow’s deep commitment to both the community and their clients ensures that everyone receives top-tier, white-glove service, regardless of their real estate needs or budget. Together, they ensure their buying or selling experience is nothing short of exceptional. The duo have spent a lot of time partnering with passionate clients dedicated to bettering the community, school programs and fundraising goals.

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LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



MEREDITH SCHLOSSER
Berkshire Hathaway HomeServices
California Properties

Meredith Schlosser moved to Los Angeles 14 years ago from New York knowing only one person and determined to build a career in real estate. Starting from scratch, she spent endless hours door-knocking, prospecting, and developing relationships throughout the city. That relentless work ethic, combined with a commitment to transparency, integrity, and exceptional client service, has helped me build a business that has surpassed \$1 billion in career sales volume.

Schlosser’s success has been driven by persistence, follow-through, and a relationship-first approach. She views every transaction as part of a long-term partnership rather than a one-time sale, and she prides herself on providing honest advice, strong negotiation skills, and unwavering advocacy for her clients. She has built a team that is dedicated to delivering exceptional client experiences.



NICHOLE SHANFELD
Carolwood Estates

Nichole Shanfeld has emerged as one of Los Angeles’ fastest-rising luxury real estate advisors, closing over \$750 million in career sales in under seven years. Known for her expertise in off-market transactions and architecturally significant homes, Shanfeld has become a trusted advisor to developers, homeowners and discerning buyers, with a reputation for sourcing opportunities beyond the public market.

Shanfeld closed \$200 million in sales in 2025, ranking among the Top 80 agents in the nation, Top 30 in California, Top 15 in Los Angeles County and Top 10 in Beverly Hills per RealTrends. She has continued that momentum into 2026, closing over \$100 million in sales year to date, highlighted by the off-market sale of a \$32.8 million estate in Newport Coast.



STEPHEN SHAPIRO
Westside Estate Agency

With over 40 years in the business and over 25 years after founding Westside Estate Agency, Stephen Shapiro has been a pillar of the ultra-luxe market since before there was an ultra-luxe market. Alongside co-founder Kurt Rappaport, Shapiro has helped launch the careers of many of the top agents in Los Angeles. His success is based upon his ability and willingness to provide honest insight, knowledge and guidance to his clients.

Shapiro’s dedication to his clients and his strong work ethic have made him a top producing agent in the country for decades. He has worked with many of Los Angeles’ elite and completed sales totaling many multiple billions of dollars. Shapiro has been featured sharing his expertise in numerous media outlets.



THE SHEVIN TEAM
Douglas Elliman

For more than three decades, The Shevin Team has been a trusted name in Los Angeles luxury real estate, known for its deep market expertise, strong client relationships, and consistent results. Specializing in Hidden Hills and Calabasas, the team has successfully represented clients ranging from first-time home buyers to high-net-worth individuals, developers, entertainers, and professional athletes.

Over the past 12 months, The Shevin Team closed approximately \$165 million in sales volume (including transactions currently in escrow). The team is recognized for its expertise in luxury estates, new construction, land development opportunities, and off-market transactions. Their success stems from a highly personalized approach, extensive local knowledge, creative marketing strategies, and a reputation for integrity and discretion.



SUSAN SMITH
Carolwood Estates

Susan Smith has amassed over \$1.3 billion in career sales, including \$90 million in residential sales in 2025. She was ranked among the Top 25 Beverly Hills agents by volume by RealTrends and has sold over \$330 million in the sought-after Beverly Hills Flats alone.

A former real estate attorney, Smith is known for her market expertise, discretion, and commitment to personalized client service. Having lived in Beverly Hills for most of her life, she has spent decades representing buyers and sellers throughout Los Angeles’ most prestigious neighborhoods. Among her most notable transactions are the \$45 million Doheny Family Estate in Bel-Air; and the \$30 million sale of the Jackie Collins estate in Beverly Hills.



F. RON SMITH & DAVID BERG
COMPASS

F. Ron Smith is co-founder of the LA boutique real estate powerhouse Partners Trust. Through his leadership style and visionary marketing tactics, the company, sold in 2018 to Pacific Union and acquired by Compass, grossed more than \$10 billion in sales in a handful of years. Consistently top producer since beginning his career in real estate almost four decades ago, Smith has been involved in more than \$7.5 billion in residential real estate transactions to date.

A decade ago, Smith joined forces with David Berg to form Smith & Berg Property Group. With a shared command over the LA market and a serious sense of humor, Berg and Smith, with their team, represent business leaders, celebrities, and residential developers, as well as individual buyers and sellers.



ANNA & DAVID SOLOMON
Douglas Elliman

What sets Anna and David Solomon apart isn’t just their track record — it’s where they come from. The mother-son duo behind Solomon Property Group live where they sell. Both call North Santa Monica’s 90402 home, and their lives are woven into the fabric of the Westside — surfing, golfing, and building their lives in the neighborhoods they represent every day. That intimacy with place translates directly into an edge for their clients.

With a combined career spanning over four decades and well over a billion dollars in West Coast sales, the Solomons have built one of the most trusted and recognizable family-run teams in the country. They bring a rare combination of long-standing local relationships, sophisticated marketing instincts, and the kind of discretion that keeps high-profile clients coming back.



ANDREW SPITZ & FRAN CHAVEZ
Christie’s International Real Estate
Southern California

Andrew Spitz and Fran Chavez of the Spitz Chavez Group are the definitive luxury real estate team of the Ventura Boulevard Corridor. With more than \$2.5 billion in career sales, over 70 years of combined experience, the Spitz Chavez Group has built something rare in Los Angeles real estate: market dominance measured not in a handful of headline deals but in decades of sustained, high-volume production across Encino, Sherman Oaks, Studio City, Tarzana, Hidden Hills, and Woodland Hills. When Christie’s International Real Estate Southern California expanded into the Valley, Aaron Kirman chose Andrew and Fran to lead the Encino office.

Over the past 12 months, Spitz and Chavez have represented over \$70,170,000 across the Valley’s premier neighborhoods.



TRACY TUTOR
Compass

Tracy Tutor is a top agent at Compass in Beverly Hills and the first and only female star of Million Dollar Listing Los Angeles. She has represented iconic architects, consulted on over \$400 million in branded real estate, and serves as an ambassador for world-class developments like the Royal Atlantis in Dubai and Costa Palmas in Los Cabos.

With a powerful global brand and a massive social media following, Tutor has been at the forefront of redefining luxury real estate marketing, using digital platforms to showcase elite properties and connect with high-net-worth buyers worldwide. Through strategic content and personal branding, she has expanded her reach beyond traditional real estate, helping to shape the industry’s future on a global scale.



RICK TYBERG & LAUREN DUFFY
Douglas Elliman

The Tyberg Duffy Group, led by Rick Tyberg and Lauren Duffy, stands out for exceptional leadership, market expertise, and a proven record of delivering outstanding results. Specializing in luxury estates, development opportunities, investment properties, sports and entertainment clientele, and first-time buyers, they have distinguished themselves through innovative solutions, relentless client advocacy, and success in navigating complex transactions.

The Tyberg Duffy group has closed more than \$1 billion million in residential sales and ranks among the top 1% of agents nationally according to RealTrends. Together, they have earned recognition for record-setting sales, strategic negotiations, and deep Los Angeles market knowledge, consistently setting a high standard of excellence and impact in one of the nation’s most competitive real estate markets.

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KURT RAPPAPORT
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FRED BERNSTEIN

GINA DICKERSON

DREW MEYERS

JONNY PEREZ

ETHAN PESKOWITZ

MAX SHAPIRO

STUART VETTERICK

JED WEISMAN

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ACCOMPLISHMENTS THIS YEAR

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LOS ANGELES BUSINESS JOURNAL

LEADERS OF INFLUENCE

2026



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Congratulations to our *honorees*

We're proud to honor our advisors who are recognized as 2026 Leaders of Influence in Residential Real Estate.

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Simon Beardmore

Steven Mortiz

Marc Noah

Ernie Carswell
Carswell & Associates

Joe Cilic
The Cilic Group

Neyshia Go
The Go Group

Shauna Walters &
Nicole Plaxen
Walters | Plaxen Group

Featured: 701 Nimes Road

LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



MAURICIO UMANSKY
The Agency

The Umansky Team, led by Mauricio Umansky — founder and CEO of The Agency, author of The Dealmaker, and the agent who has sold more homes priced above \$20 million than anyone else in the country — represents the gold standard of luxury real estate in Los Angeles. Over the past 12 months, the team closed \$177,863,923 in total transaction volume, with five transactions exceeding \$14 million, including the David Lynch compound at 355 S Mapleton Drive for \$19,300,000.

What sets the Umansky Team apart is not just the volume but the caliber and complexity of what they represent — iconic properties, high-profile clients, and transactions that require an unmatched combination of discretion, market expertise, and negotiating skill developed over nearly \$6 billion in career sales.



WALTERS PLAXEN GROUP
Sotheby's International Realty

The Walters Plaxen Group has established itself as a powerhouse in the ultra-luxury real estate sector, synonymous with record-breaking performance and high-impact transactions. The group's recent achievements include orchestrating the \$53 million sale of The Melhill Estate—the highest sale in Brentwood in the past five years—as well as the \$32 million sale of Donhill, secured in just one day for Fashion Nova founder Richard Saghian. With more than \$1 billion in record-setting sales across California and Florida, the team continues to redefine benchmarks at the top of the market.

Renowned as marketing mavericks, the Walters Plaxen Group brings a distinctly creative and strategic approach to every property. Their ability to elevate presentation, craft compelling narratives, and generate global visibility consistently drives exceptional results.



BRENT WATSON & MARCO SALARI
The Beverly Hills Estates

Over the past year, Brent Watson and Marco Salari continued to set the standard in luxury residential real estate by representing some of the most significant transactions across Los Angeles, with a particular emphasis on the entertainment community. Their ability to advise high-profile clients through complex acquisitions and dispositions has reinforced their reputation as trusted advisors to industry leaders.

Between June 2025 and June 2026, Watson and Salari amassed a sales volume of \$174,500,000. They successfully closed multiple significant luxury transactions, including notable sales within the entertainment industry, such as representing Chuck McCann, along with several confidential high-profile clients.



CORY WEISS
Douglas Elliman

Cory Weiss is one of California's premier luxury real estate advisors, recognized as Douglas Elliman's #1 agent in California for 2024. Specializing in ultra-luxury estates, architecturally significant residences, celebrity clientele, and high-end new development projects, he is known for his discretion, strategic marketing expertise, and extensive off-market network throughout Beverly Hills, Bel Air, Brentwood, Malibu, Pacific Palisades, and Century City.

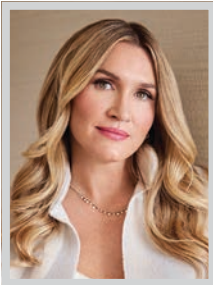
In 2025, Weiss achieved \$135 million in closed sales volume, making him the #1 agent in California at Douglas Elliman while representing some of Southern California's most sought-after luxury properties. His success is driven by deep market knowledge, long-standing client relationships, and a reputation for delivering exceptional results in one of the nation's most competitive real estate markets.



RITA WHITNEY
The Agency

Rita Whitney has 30 years of experience building genuine relationships and working in the high-end market, delivering constant results for her clients and in the community she calls home. Her clients trust her experience, instincts, and strategic negotiating. She is tenured, respected, and has a reputation built on being a formidable client advocate. All of this reputation is backed by over \$1 billion in sales to date.

Whitney specializes in high-end, luxury market, repeat referral business. Her total transaction volume in the past 12 months is \$73,689,000. She also makes it a priority to give back to the community. Over the past 30 years she has volunteered in various community based organizations including Cancer Support, the Huntington Hospital, Luminaire Juniors, and many more.



SHELTON WILDER
Christie's International Real Estate
Southern California

Shelton Wilder has built one of the most recognizable personal brands in luxury real estate by redefining what it means to create meaningful client relationships. Known for her infectious energy, authenticity, and unmatched work ethic, Wilder has transformed a relationship-first philosophy into one of Southern California's most successful real estate businesses. Her ability to connect with clients on a personal level, paired with an instinctive understanding of the luxury market, has made her a trusted advisor to entrepreneurs, executives, celebrities, and families throughout Los Angeles.

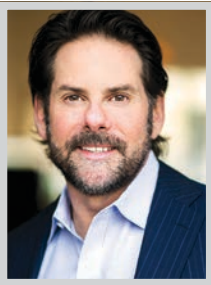
Serving Beverly Hills, Brentwood, Pacific Palisades, Santa Monica, Bel Air, Malibu, and surrounding luxury communities, Wilder specializes in high-end residential properties, new construction, investment opportunities, and lifestyle-driven home buying and selling.



BRANDEN & RAYNI WILLIAMS
The Beverly Hills Estates

Branden and Rayni Williams of The Beverly Hills Estates have over \$19 billion in career sales. Making them the #1 agents in the region, according to The Real Deal and the #1 Medium Team in the nation according to Real Trends Verified.

They have expanded the firm's reach with the launch of The Malibu Estates, strengthening their presence in one of Southern California's most coveted coastal markets; and The Palisades Estates, a dedicated division created to support the Pacific Palisades community through recovery, rebuild guidance, and long-term real estate strategy following the devastating wildfires. Sales volume in 2025 was \$1,613,000,000. Among their notable deals was a Malibu Estate sold for \$58,000,000 in which they represented the buyer and seller.



LARRY YOUNG
Berkshire Hathaway HomeServices
California Properties

The Larry Young Team has built an exceptional reputation in the Los Angeles luxury real estate market through a calm, client-centered approach and an unwavering commitment to service. For more than 37 years, Larry Young has guided buyers and sellers with patience, professionalism, and trusted expertise, helping clients confidently navigate some of life's most important financial decisions. His philosophy has always been to be helpful first, providing the information, market knowledge, and thoughtful guidance clients need to determine what is best for them.

A native Angeleno and UCLA graduate, Young has developed unparalleled knowledge of the Westside and San Fernando Valley real estate markets, with extensive experience representing clients across many of Los Angeles' most sought-after communities.



STEPHANIE YOUNGER
Compass

The Stephanie Younger Group has established itself as one of the most successful and respected real estate teams in California through an unwavering commitment to client service, market expertise, and community engagement. Led by Stephanie Younger, the team is a trusted resource for buyers and sellers throughout Westchester, Playa del Rey, Playa Vista, Mar Vista, Culver City, and the greater Westside of Los Angeles.

In 2025 alone, the team closed 286 transactions totaling more than \$438 million in sales volume, a testament to their exceptional performance and the trust clients place in them. Their success in an increasingly competitive market is driven by deep local knowledge, sophisticated marketing, skilled negotiation, and a personalized approach that prioritizes long-term relationships over individual transactions.

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LEADERS OF INFLUENCE

It is with great pride that Berkshire Hathaway HomeServices California Properties celebrates these select agents who have been recognized as **Residential Real Estate Leaders of Influence** by the Los Angeles Business Journal.

This distinction reflects more than exceptional results—it honors real estate professionals who lead with integrity, build lasting relationships, and continually raise the standard of excellence in one of the nation's most competitive real estate markets.

We have the privilege of witnessing their dedication, expertise, and commitment firsthand. The care they demonstrate for their clients, the support they provide to their colleagues, and the leadership they bring to the company each day make this recognition especially meaningful.

This honor is a testament to the professionalism, passion, and unwavering commitment these exceptional agents bring to those they serve. Berkshire Hathaway HomeServices California Properties is proud to celebrate their achievement and grateful for the outstanding way they represent the company and its values every day.

Congratulations to each of this year's honorees on this well-deserved recognition. Their success is an inspiration to the entire Berkshire Hathaway HomeServices California Properties family.

With pride,

Brent Consedine
President

John Closson
Regional Vice President, Los Angeles

BERKSHIRE HATHAWAY
HOMESERVICES

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PROPERTIES



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1405 N. Normandie, E. Hollywood
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Exceptional Live/Work Property with Professional Office Infrastructure



A rare North Hills opportunity offering approximately **2,661 SF of residential and executive office space** on a landscaped 7,752 SF lot. Expanded in 2003, this custom California Ranch was designed for a serious home-based business while maintaining comfortable residential living.

The **two-level professional office** features a dedicated T1 line, Cat5 wiring, **400-amp electrical service**, two tandem **22kW Generac backup generators with automatic transfer switches**, a dumbwaiter, wet bar/coffee station, ample storage, and an executive office with private balconies. Separate rooftop solar arrays serve the office and residence.

The residential space features vaulted ceilings, skylights, fireplaces, primary and guest bedrooms, a recreation room, and a private backyard with **Viking outdoor bbq and prep station and swim spa**.

Ideal for **accounting, legal, architectural, engineering, consulting or other professional uses**, this unique property combines exceptional business infrastructure with the convenience of working from home.

Turnkey Eight-Unit East Hollywood Investment



1405 N. Normandie Avenue is a **renovated eight-unit apartment building** ideally located in East Hollywood near Los Feliz, Thai Town and Griffith Park. The property is currently being leased at market rents, offering investors immediate income with additional lease-up potential and a **6% CAP rate**.

Built in 1989 and extensively renovated in 2024, the property features **seven 2-bedroom, 2.5-bath townhomes and one 2-bedroom, 2-bath residence**, with secured parking and select private balconies. Major improvements include a **new roof, copper plumbing, double-pane windows and sliders**, along with upgraded interiors featuring quartz countertops, stainless steel appliances, in-unit laundry and luxury vinyl plank flooring.

Three units were leased at market rents within the first three weeks of marketing, with additional applications received, demonstrating strong rental demand. This turnkey property offers an investor the opportunity to acquire a substantially renovated, low-maintenance multifamily asset with immediate income and continued upside in one of Los Angeles' most dynamic rental markets.



For More Information, Contact:
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This is not intended a solicitation for real estate.