

\$32M

Maurício Umansky has the listing on 1302 Collingwood Place.



HOLLYWOOD'S TOP 25 REAL ESTATE AGENTS

Shaky foreign markets haven't rocked L.A.'s residential home prices (yet), as the town's most sought-after brokers continue to log record-breaking sales in markets from 'blue chip' Beverly Hills to Hancock Park, and the 'chief of the Venice tribe' rides the Silicon Beach boom to \$2 billion in sales By Jacquelyn Ryan

1

LOS ANGELES' WHITE-HOT LUXURY HOME market shows no signs of cooling. The average luxury home sales price in the city grew 10.5 percent — to \$7.4 million — during the second quarter of 2015, while the average number of days on the market fell 11 percent (to 88 days), according to Douglas Elliman. Witness record-setting sales in some of the hottest markets — with many buyers paying all-cash. “It’s a healthy market, and there’s no better place to invest,” says John Aaroe Group’s **Aaron Kirman**, one of *THR*’s top 25 agents, in alphabetical order, selected for their client rosters and killer deals.

▶ **JOSH AND MATT ALTMAN**
Douglas Elliman
The Million Dollar Listing stars moved their business to Douglas Elliman in February after nearly a decade with Hilton & Hyland. During the past 12 months, they have represented the unnamed buyer of **Reba McEntire**’s Beverly Park home (\$22.25 million) and **Miley Cyrus** in



J. Altman



Arana

the purchase of her 5-acre vineyard estate in Hidden Hills (\$5 million). Brothers Matt, a former talent agent, and Josh, who is writing a book about selling property, hold the listing for **Denise Richards**’ nearly \$8 million Hidden Hills home.

▶ **SANTIAGO ARANA**
The Agency
The Bolivia native, who



2

\$85M
Holmby Hills



3

\$19.8M
Lower Bel Air

1 When his Richard Landry-designed spec house above the Sunset Strip hit the market, *Full House* creator Jeff Franklin extolled its “sexy little jewel box” master suite: “If you can’t get laid in that bedroom, there’s something wrong with you.”
2 Max Azria’s 30,000-square-foot home, *Maison du Soleil*, sits on 3 acres.
3 Babajian’s listing for this 11,500-square-foot French Normandy-style home on *Copa de Oro* Road, built in 1934, cites its proximity to UCLA Medical Center.

moved to the U.S. short-term to learn English but decided to stay when he found his calling in real estate, was part of the team that sold author-screenwriter **Victoria Foyt** and director **Henry Jaglom**’s Santa Monica home at 609 E. Channel Road — used in *Beverly Hills Cop* — in July for \$23 million, one of the top sales to date in Santa Monica. “I’m definitely having the best year of my career by far,” says Arana. He also represented the buyer of **Michael Strahan**’s \$21.5 million Brentwood home and sold **Dan Romanelli**’s Malibu estate to **Lady Gaga** for \$23 million.

▶ **JOE BABAJIAN**
Rodeo Realty
The hottest type of home



\$19.5M

Babajian and Flagg co-sold this Carla Ridge estate in July.

\$8.2M

Hollywood Hills

right now is a one-story house on a flat lot with a promontory view over the pool, says Babajian. “You would think it would be common, but it’s not,” he notes. “That’s been the formula for getting the top dollar.” This year, he has sold such a house in Trousdale Estates (a co-sale with Rodeo’s **Josh Flagg**) for \$3,000 a square foot — a top price per square foot on the Westside. He has a piece of land in Beverly Hills with an asking price of \$49 million in escrow, and he’s listing **Cheryl Tiegs’** Bel Air home for \$15 million.

▶ **ERNIE CARSWELL**
Teles Properties

“What I’m seeing built back up is a very different mountain than I’ve seen in my 30 years of



1 This 6,380-square-foot Trousdale home features a glass wine cellar.
2 Oppenheim sold this Haslam Terrace seven-bedroom property in August.
3 This home on the former estate of Max Whittier, a founder of Beverly Hills — listed by Rey, Mills and two others — has a ballroom and a 16-car garage.

business,” says Carswell of the current real estate cycle. “This is a mountain of cash, not loans.” He is representing **Katy Perry** in her high-profile attempt to acquire a former Los Feliz convent for \$14.5 million. He also has begun working with a developer on **Della Reese’s** former Bel Air home, which she sold for \$7.5 million in November.

▶ **CHRIS CORTAZZO**
Coldwell Banker

The Malibu dynamo, whose first client was **Richard Gere**, sold Gere’s former \$60 million Paradise Cove bluffs home to **Jimmy Iovine** in January. “That’s a great way to start the year,” jokes Cortazzo, adding that Malibu is only getting better: “Malibu is not at its peak, and I think there’s room to grow.” He sold a **Frank Gehry**-designed home

owned by **Patrick Dempsey** for \$15 million in June, and he’s listing **David and Yolanda Foster’s** Carbon Beach residence for \$23.5 million.

▶ **DREW FENTON**
Hilton & Hyland

Fenton, who has represented such clients as **Christina Aguilera** and the **Osbournes**, sold **Calvin Klein** a 9,350-square-foot view home in the Hollywood Hills for \$25 million this summer. He also represented **Nile Niami** in his \$9.5 million acquisition of **Scotter Braun’s** Hollywood Hills home, and he’s listing **Simon Fuller’s** Beverly Hills house for nearly \$19 million.

▶ **JOSH FLAGG**

Rodeo Realty
The *Million Dollar Listing* star says he has sold more than 20 homes at more than \$5 million each this year. Among them is a Beverly Hills house on

Tower Lane that he sold for \$6 million — then sold again a month later for a million dollars more. Flagg, who remembers starting his career by putting together multimillion-dollar deals in his high school math class, also is preparing to list **Andrew Getty’s** 8-acre estate in the Hollywood Hills.

▶ **TOMER FRIDMAN**
Sotheby’s

Fridman, who has a law degree from Loyola Law School, says much of his business has revolved around gated

communities. “I think there’s been a huge trend by celebrity buyers because of the privacy factor and the lifestyle factor,” he says. “Their kids can ride their bikes in the street without being harassed by paparazzi.” Fridman recently handled the \$20 million sale of a Hidden Hills home to **Kim Kardashian** and **Kanye West** and represented **Justin Bieber** in his \$7.2 million Calabasas sale to West’s sister-in-law **Khloe**.

▶ **JAMES HARRIS AND DAVID PARNES**
The Agency

Where to Spend \$5M (or \$50M)

Top agents’ top recommendations for top dollar

\$5 MILLION	\$25 MILLION	\$50 MILLION
<p>“I would invest in Venice. You can still get something that is very good quality and will be more valuable as time progresses.” ERNIE CARSWELL</p> <p>“Pacific Palisades. Get properties that are close to the Village and that are walkable.” SALLY FORSTER JONES</p> <p>“Can you still buy anything for \$5 million?” BARRY PEELE</p>	<p>“I’d buy an exclusive view property in Trousdale Estates or the Bird Streets.” MYRA NOURMAND</p> <p>“Land with views in Bel Air or Beverly Hills. But you’d have to spend a significant additional amount to build a house.” TOMER FRIDMAN</p> <p>“Beverly Hills or Malibu or Bel Air. You pay a premium, but I don’t think the values will stop going up.” JONAH WILSON</p>	<p>“I’d buy myself a compounded estate with complete privacy on 4 or 5 acres and never leave my estate, probably in Holmby Hills.” JAMES HARRIS</p> <p>“Beverly Hills, Bel Air or bluff properties with land in Malibu.” STEPHEN SHAPIRO</p> <p>“Beverly Hills is the blue chip. There’s no ceiling to what you can get pricewise there.” BILLY ROSE</p>



\$72M

Beverly Hills

Harris and Parnes closed more than \$200 million in sales during the past year, including a promontory view property in Beverly Hills to **Kris Humphries** for \$6.2 million. The pair, now regulars on *Million Dollar Listing*, became friends in their native England before moving to the U.S.; they got their start in real estate by cold-knocking on doors nearly four years ago.

► **MADISON HILDEBRAND**

Partners Trust
The Malibu specialist closed a deal for \$10.3 million in seven days last year in the “most extraordinary moment of my life.” He’s listing two **Edward Fickett**-designed homes on Malibu Road for \$11.5 million and \$8 million. “He was the architect to the stars,” says Hildebrand, whose clients have included **Tori Spelling**, **Cuba Gooding Jr.** and **Andre Carter**.

► **SALLY FORSTER JONES**

John Aaroe Group
In her second year as president of the luxury properties division at John Aaroe Group, Jones represented *Minecraft* creator **Markus Persson** in his acquisition of a \$70 million home on Hillcrest Road in Trousdale Estates (edging out rumored bidders **Beyonce** and **Jay Z**). She is listing an \$18.5 million property once owned by **Oscar De La Hoya** “that still has quite a bit of Oscar memorabilia, like boxing gloves” throughout the house.

► **AARON KIRMAN**

John Aaroe Group
President of international estates at his firm, Kirman has closed about \$300 million in

sales this year and has an estimated \$600 million in listings. He’s listing the **Danny Thomas** residence with 360-degree views atop Hillcrest in Trousdale Estates for a rumored \$135 million. He also is co-listing Malibu developer and Sportsmen’s Lodge owner **Richard Weintraub**’s \$60 million Malibu estate, La Villa Contenta.

► **JADE MILLS**

Coldwell Banker
Mills, whose clients have ranged from **Lionel Richie** to **Jennifer Aniston**, sold an off-market Spanish Mediterranean home in Bel Air for \$38 million in March. “We’ve had quite a few sales in the \$10 million range,” says the former cocktail waitress, who has sold more than \$3 billion worth of real estate during her career — starting with a \$42,000 house in Van Nuys.

► **MYRA NOURMAND**

Nourmand & Associates
The housewife turned real estate powerhouse has run her brokerage for more than three decades. This year, she represented the buyer of Foyt and Jaglom’s 609 E. Channel Road home in Santa Monica for \$23 million and **Gianni Nunnari**’s Bel Air home for nearly \$16.6 million. In October, she sold **Sheryl Crow**’s Hollywood Hills compound for \$11.1 million.

► **DAVID OFFER**

Berkshire Hathaway
Offer has been the unofficial king of Brentwood for decades. This year, he handled the sale of **Reese Witherspoon**’s estate for \$10.5 million. He also has gotten into development on his own. Using his master’s in architecture, Offer is working on his



Kirman



Mills



Nourmand

“I moved here in 1995 and fell in love,” says Pardee of Venice. “I met my husband at the Circle Bar.”



‘She’s the Chief of the Venice Tribe’

Tami Pardee’s dominance of the nabe’s residential market, driven ever higher by the tech company influx, comes with a hint of remorse: ‘It used to be more bohemian’

MARK BOAL HAD BEEN SEARCHING FOR a home in Venice for ages. The Oscar-winning writer of *The Hurt Locker* hired high-priced Hollywood lawyers and successful Beverly Hills-based brokers but kept missing out on the houses he wanted — often to clients of **Tami Pardee**. “I finally just switched horses and asked her to represent me; within a couple months, I had a house I loved,” says Boal. “The way business is done in Venice, it’s very local and very tribal — and she’s the chief of the tribe.”

With more than \$2 billion in career sales, the 44-year-old founder of Pardee Properties is one of the nation’s top agents. In 2014, she closed 152 deals with a total value of nearly \$261 million. She sold **Anjelica Huston**’s compound for \$11.5 million and has worked with **Rosario Dawson**, **Matthew Modine** and nearly every other Hollywood name who calls the trendy community home. Still, she’s not like most of L.A.’s power agents: This mother of four (**Taylor**, 11; **Bailey**, 8; and twins **Jack** and **Tanner**, 4) with husband **Michael**, owner of Venice-based special effects studio The Mission, drives a gray Toyota Sienna minivan. “I could drive a Ferrari, but I wouldn’t waste money on it,” she says. “I’d buy real estate.” She’s currently building a five-bedroom Old World modern-style home on a 10,000-square-foot lot in south Venice.

Pardee finds herself even more in demand as her turf’s residential market explodes. Sale prices jumped 19 percent year-over-year in July to a median of \$1.7 million, according to Redfin

— continuing a steady rise since Google arrived in 2011, leading a wave of tech companies (and their high-paid employees). “Venice has a soul to it,” says Pardee, whose firm has donated nearly \$750,000 to local charities since 2009. “It used to be more bohemian. With prices rising so much, it’s not affordable to everybody. It’s sad.”

Pardee’s career began in 1995, when the Boston University

\$6.5M
Vienna Way



grad took a job as **Sharon Stone**’s personal assistant and ended up overseeing a remodel of the star’s Brentwood home. “She said, ‘Never say no to me — I don’t believe in the word no,’” recalls the Portland, Ore., native. “I literally got her foyer painted in the middle of the night once.”

In 2001, Pardee’s life took a turn with a multiple sclerosis diagnosis. “It makes you live your life on purpose because you don’t know if you are going to wake up and not be able to walk,” she says. Her career success is insurance should she begin to show symptoms. “Now I can be taken care of. That is my motivator.” — J.R.

\$22M

Bel Air



Kirman holds the listing on this newly built eight-bedroom with guesthouse.

third Brentwood spec home, which he plans to list for \$12 million to \$13 million. The homes have been modern with a European twist, he says: "It's been really fulfilling financially and personally."

▶ **JASON OPPENHEIM**

The Oppenheim Group

For the past five years, the former trial lawyer has been president of Oppenheim Group — a continuation of a five-generations-old family business. "This is what I'll do for the rest of my life," he says. This year, he represented Humphries in his \$6.2 million Beverly Hills acquisition, represented **Taye Diggs** in a West Hollywood lease this summer and helped Major League Baseball star **Evan Longoria** find his \$2 million home in West Hollywood. He represented **Diggs** and **Idina Menzel** in the sale of their \$2.6 million Studio City home in November.

▶ **TAMI PARDEE**

Pardee Properties

(See sidebar, page 98.)

▶ **BARRY PEELE**

Sotheby's

Peele sold a Mediterranean home on the Bel-Air Country Club golf course for \$25 million this year before selling a **Paul Williams**-designed property in Beverly Hills for \$12 million. The agent, who often can be found working and vacationing in the South of France, has been **Madonna's** realtor for ages and even photographed her tour and landed the cover shot on her 2006 CD/DVD *I'm Going to Tell You a Secret*.



▶ **KURT RAPPAPORT**
Westside Estate Agency

After selling the landmark **Fleur de Lys** for \$102 million in 2014, Rappaport continued to close some of L.A.'s most notable deals this year. He brokered the deal that allowed **Steve Wynn** to buy Guess jeans co-founder **Maurice Marciano's** nearly 3-acre Beverly Hills estate for an estimated \$48 million. He also sold **Bea Arthur's** Brentwood estate to **Frank Marshall** and **Kathleen Kennedy** for nearly \$15 million in August and represented former L.A. Mayor **Antonio Villaraigosa** in his Hollywood Hills purchase.



Umansky

▶ **JOYCE REY AND STACY GOTTULA**

Coldwell Banker

This year, the eight-year partners closed a lease for **Helen Mirren** and **Taylor Hackford's** Hollywood Hills home and hold the \$39 million listing for the **Goldwyn** estate in Beverly Hills. Gottula and Rey, whose rookie deal was **Sonny and Cher's** \$4.2 million mansion in 1978, also are listing a 25-acre Beverly Hills vineyard estate for \$14.9 million.

▶ **BILLY ROSE**

The Agency

The president and co-founder of brokerage The Agency has worked with such clients as **Kim Delaney** and UTA chairman **Jim Berkus** this year. He sold **Ryan Phillippe's** 8,200-square-foot former home on Rising Glen Road for \$15 million, a record-breaking price per square foot for the Sunset Park neighborhood.

▶ **STEPHEN SHAPIRO**

Westside Estate Agency

One of the nation's top agents since the 1980s, the

co-founder and partner of Westside Estate Agency says this year has been one of his best. In June, he sold **Lori Loughlin** and

Mossimo Giannulli a Bel



Romito Williams

Air house that once belonged to **Charles Bronson** for \$14 million. His "one-on-one formula" is the key, Shapiro says. "I don't operate like the other brokers, where I take dozens of listings. I just work with the clients I've had for years and their referrals."



Williams

▶ **MAURICIO UMANSKY**

The Agency

Umansky, who's married to *The Real Housewives of Beverly Hills's* **Kyle Richards**, does a huge volume of transactions in Beverly Park. He is listing **Max Azria's** \$85 million Holmby Hills estate, **Jeff Franklin's Richard Landry**-designed spec home above the Sunset Strip for \$32 million and **Michael Jordan's** personal residence in suburban Chicago for \$14.9 million.

▶ **BRANDEN WILLIAMS AND RAYNI ROMITO WILLIAMS**

Hilton & Hyland

This husband-and-wife team remains among the top brokers in Beverly Hills. The pair sold the Hillcrest Road property to Persson for \$70 million, the highest-ever sale price in Beverly Hills. They also sold the Beverly Crest home of former **Sumner Redstone** girlfriend **Sydney Holland** to **Jennifer Lawrence** for \$8.2 million and **Jeremy Renner** and **Kristoffer Winters'** Hollywood flip for \$4.3 million. The parents of a 1-year-old girl also represented the buyers of **Jonathan Frakes** and **Genie Francis'** Beverly Hills home for \$12 million.

▶ **JONAH WILSON**

Hilton & Hyland

Wilson represented the buyer of **Antonio Banderas** and **Melanie Griffith's** Hancock Park home (reportedly Netflix chief content officer **Ted Sarandos**) for nearly \$16 million, a high for the neighborhood. Says the 25-year industry veteran, "It's nice to be able to sell homes that you love and that are beautiful and special." **VH1**

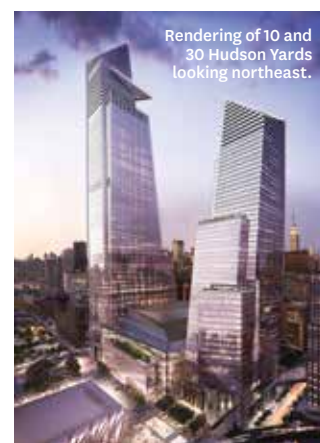
The Future of NYC's Wild, Wild West

NEW YORK'S FIRST SUBWAY STATION IN 26 years opened Sept. 13, linking a once-barren stretch of midtown to Grand Central and Queens via the 7 train. The station, at 34th Street near 11th Avenue, is the latest high-profile evolution at Hudson Yards, the city-within-a-city rising near Pennsylvania Station. Could the \$20 billion, 17 million-square-foot project lure media tenants from their traditional confines between 42nd and 59th streets?

Retail corporations Coach and L'Oreal will lease in the complex's first tower next year. But the only media powerhouse to announce a move to the area (in 2018) is Time Warner (Discovery also reportedly is eyeing the site).

Hudson Yards has several advantages over the World

Trade Center site, where Conde Nast and Time Inc. have led a media bum rush: The subway expansion brings the Far West Side within easy reach of commuters streaming into Grand Central Terminal from affluent northern suburbs, and the mixed-use behemoth also benefits from being by the northern terminus of the High Line, which links it to Chelsea and the Meatpacking District. It's closer to existing media infrastructure — TV studios, newsrooms and publishing houses



Rendering of 10 and 30 Hudson Yards looking northeast.

and also favored canteens — than Lower Manhattan, until recently a dining and nightlife wasteland. Of course, these strengths boost rents: Lower Manhattan comes at a discount (sometimes bolstered by tax incentives) that struggling media companies may not be able to pass up. — **BILLY GRAY**