

MAVENS OF THE MARKET

These high-producing professionals call L.A., OC, the Hamptons, Miami Beach and the Bay Area home, and excel at finding the perfect places for bizzers to settle down

CINDY AMBUEHL

The Agency



Notable sales for 2016 included an off-market property in Santa Monica

for \$7.15 million to Starz CEO Chris Albrecht. Sales this year include 1302 Collingwood (Jeff Franklin's property, at \$20 million); she represented Franklin on the purchase of "The Full House" property in San Francisco for \$4 million. Currently representing Jim and Tish Buss' condo at The Ritz Carlton Residences at L.A. Live for \$8.4 million. "L.A.'s always been a destination for those seeking the ultimate in both luxury and diversity — from a \$15 million home on PCH in Malibu, to a \$13 million, three-acre gated compound above the Beverly Hills Hotel." — *Iain Blair*

STEPHEN J. APELIAN

Coldwell Banker Previews Intl.



The top realtor had two notable sales in 2016: 720 N. Alta Drive in Beverly Hills,

for \$20.9 million ("still the highest sale ever for new construction south of Sunset Boulevard in Beverly Hills") and 1550 San Remo Drive for \$13.2 million, the original Pacific Palisades home of Nobel Prize-winning author Thomas Mann. "With a strong financial market and an influx of foreign buyers, I expect 2017 to be another stellar year for luxury

surpassed in 2016 and there continues to be a demand for high-end homes on the West Side." — *Iain Blair*

SANTIAGO ARANA

The Agency



Ranked as the No. 11 real estate agent in the country by Real Trends and No. 5 in

California in 2016, he represented the sellers on notable sales that included 12835 Parkyns St. (\$19.7 million to the CEO of Zillow), and 534 Crestline Dr. (\$12.7 million to the CEO of IT Cosmetics). He is currently representing French pop star Sebastien Izambard's Malibu estate for \$13.9 million. "The market in Los Angeles is very strong and healthy. Since January the phone has not stopped ringing, I believe we will have at least two years of the same." — *Iain Blair*

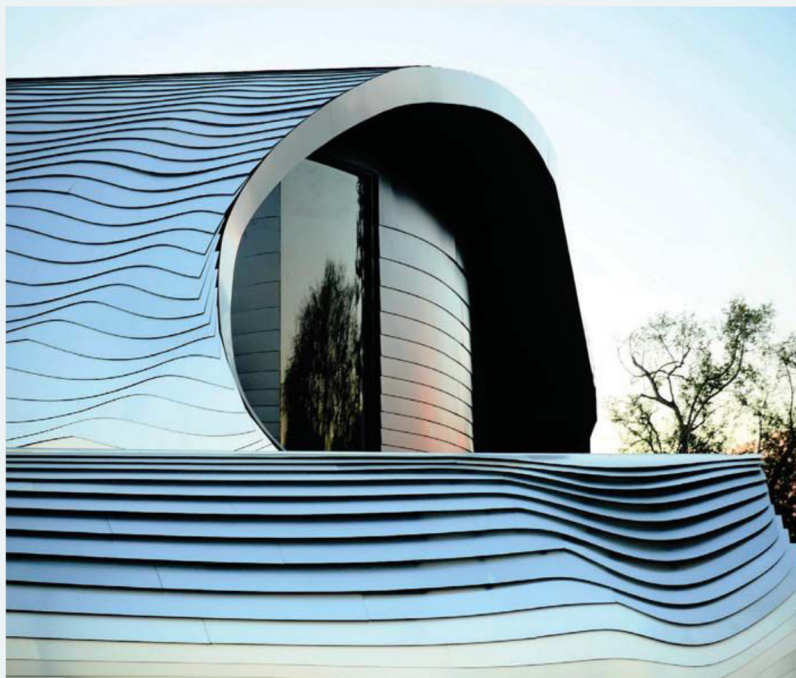
BEN BACAL

Rodeo Realty



Bacal's listing (with Branden and Rayni Williams) of the \$250 million spec mansion

in Bel-Air, developed by BAM Luxury Development Group's Bruce Makowsky is the kind of over-the-top property that gets a lot of press attention. Besides that estate, Bacal also has several prestigious listings, including several stunning hilltop homes from \$20 million and up. Bacal founded Roofshoot, an app that allows users to create, upload and share real estate-



TAMI PARDEE

Founder/CEO, Halton Pardee + Partners



Pardee is the leading real estate agent in Los Angeles with more than \$322 million in

sales; along with her 75-person firm, the team totaled \$633 million in total closings in 2016. She predicts 2017 will keep apace. "It's going to be a great year," says Pardee. "The market is going to thrive because building is being curtailed and people continue to want to live here." The tech industry has been a "huge boost" to the region and helped stabilize the market. — *Kathy McDonald*

MATT BREITENBACH

The Matthew Breitenbach Team
Douglas Elliman Real Estate



Breitenbach currently has listings ranging from \$1 million to \$21 million and up in one

of the most desirable real estate markets in the country, the Hamptons. "There's really no ceiling here, as ocean-front properties can go for \$100 million — and they're not making any more ocean-front lots," he notes. "The Hamptons is now a global brand, attracting both celebrities and the ultra-wealthy hedge fund managers." Recent

driven by the hot New York market, and 2017 already looks like it'll be another very good year." — *Iain Blair*

SUSAN BREITENBACH

The Corcoran Group



With over \$4 billion in sales, Breitenbach is consistently ranked as

Hamptons' No. 1 broker and in the top 5 in the U.S. Top sales last year included Richard Gere's Sag Harbor waterfront estate (\$33.75 million) and Jeff Blau's oceanfront estate (\$19.5 million). "I've been doing this for 27 years and every year prices go up," she says. This year looks to continue that trend, "especially if the stock market keeps climbing." — *Iain Blair*

OLIVIA HSU DECKER

Decker Bullock Sotheby's Intl. Realty



Decker's current ultra-luxe listings include a Napa Valley estate in St.

Helena for \$33 million; an Italianate mansion for \$29.5 million in San Francisco; a 95-acre estate in Big Sur for \$28.8 million, a \$6.4 million home in Tiburon and a mansion in Ross

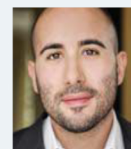
Catch a Wave

Halton Pardee + Partners is listing this modern architectural masterpiece in Venice, from Mario Romano, for \$5.49 million.

high-profile sales include a Belvedere estate for \$49 million and the Andre Agassi Tiburon estate for \$21 million; and a San Francisco Beaux Art home for \$10.4 million. "Luxury home sales over \$5 million have improved over the last three to four months. I expect a very strong selling season in spring and summer." — *Iain Blair*

DREW FENTON

Hilton & Hyland



Fenton describes the high-end market as "very strong," owing to tight

inventory and the fact that the city still represents good value for the big dollars. Current high-end buyers, says Fenton, are mostly American, with several from New York. His biggest deal last year was the Playboy Mansion, bought by Daren Metropoulos for \$100 million. Current listings include the Edie Goetz Estate in Holmby Hills for \$79 million, the Harry Warner Estate in Beverly Hills for \$39 million and the Norman & Lyn Lear Estate in Brentwood for