

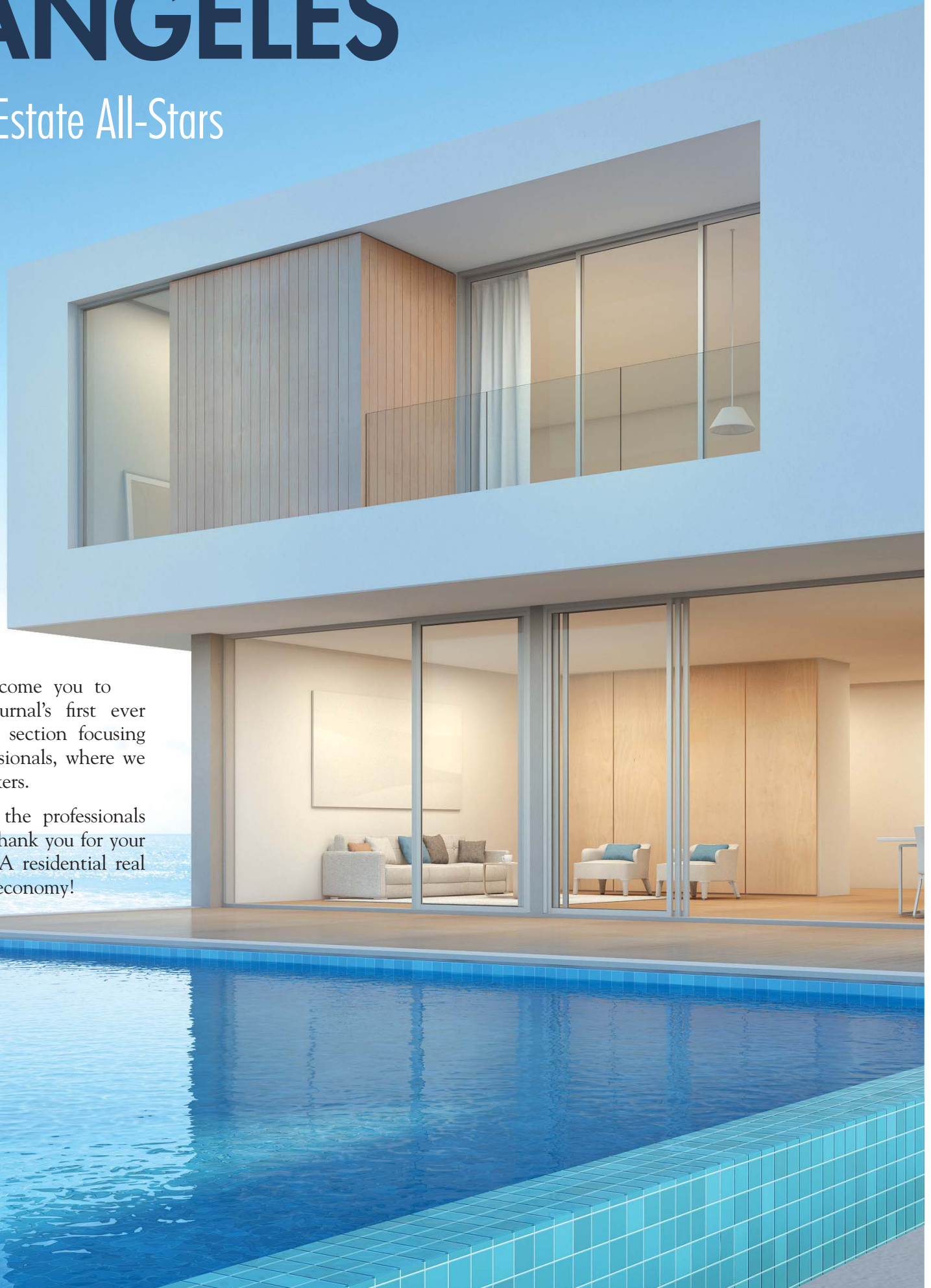
# WHO'S BROKERING LOS ANGELES

## Residential Real Estate All-Stars

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 first ever "Who's Brokering LA" special section focusing on residential real estate professionals, where we recognize the most dynamic brokers.

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!







# WHO'S BROKERING LOS ANGELES



**Kerry Marsico**  
Coldwell Banker Residential Brokerage

**K**ERRY Marsico began his career as Head of National Radio Promotion for several major music labels (MCA, TVT, IRS and Moonshine) over a twelve-year period, a profession that honed his marketing, advertising, negotiating, and deal making skills. As the music industry began to implode, Marsico bought several investment properties and soon discovered his passion for real estate.

To date, Marsico has closed over 225 transactions in the greater Los Angeles area and has established himself as the “go-to” expert in the Downtown LA market. In 2015 Kerry retooled the trajectory of his business as his sphere and influence spread to Beverly Hills, Hancock Park, Hollywood Hills, Silver Lake, Atwater Village, Highland Park, Eagle Rock and other communities. A true pioneer, much of his success can be attributed to his extensive knowledge of Los Angeles’ rich history and architecture as well as his relationships with developers, city planners and architects.



**Linda May**  
Hilton & Hyland

**L**INDA May has spent more than three decades selling Los Angeles’ most prestigious estates, amassing over \$3 billion in career sales. She has consistently ranked in the top 1% of Coldwell Banker agents internationally. She also recently won the 2015 Will Rogers, “Real Estate Lifetime Achievement” award for her accomplished success in the business.

May proudly works in the epicenter of global luxury, Beverly Hills, while serving the surrounding enclaves of Holmby Hills, Bel Air, Hollywood Hills, Brentwood, West Hollywood, Wilshire Corridor, Trousdale, Beverly Park and beyond to downtown Los Angeles and Malibu. May has continued to set records in these communities—the most recent example being the highest priced sale in Beverly Park for \$46 million and the Edie Goetz Estate for \$45 in April. May continued to blaze the trail in completing both a \$33.9 million and \$24.9 million sale this summer, for a total transaction volume rounding out to \$212,448,568 this past year.



**Michael Nourmand**  
Nourmand & Associates

**M**ICHAEL Nourmand is the President of Nourmand & Associates Realtors. He is a second-generation high-end broker who focuses on selling estates, condos, and income properties throughout Los Angeles, and prides himself on being a hard-working professional and skilled negotiator. He understands the many facets of the real estate business because he has purchased, managed, and developed real estate for his own portfolio. With a total transaction volume last year of \$92,867,063, he is an invaluable real estate source, who can help clients stay clear of common problems.

Nourmand is highly active in the local community. He is a past Director of the Beverly Hills Greater Los Angeles Association of Realtors and California Association of Realtors. He is a speaker at Beverly Hills High School’s Career day, so current Beverly Hills High School students can learn about the residential real estate industry. He is also a member of the Board for the Sunset & Vine Business Improvement District.



**Myra Nourmand**  
Nourmand & Associates

**M**YRA Nourmand specializes in marketing and selling luxury properties from Beverly Hills to Malibu. With a total transaction volume of \$42,045,000 last year, Nourmand is a role model for success-oriented women. Known as the First Lady of Real Estate she is a high-end producer, having successfully listed and sold properties ranging from \$1 million to \$30 million. The vast majority of her clients are in the entertainment industry and she has earned the trust and respect from some of the most high profile clients. Her level of expertise in the luxury home market comes from the ability to match her client’s needs with her knowledge of inventory.

Nourmand is a real estate specialist with a reputation for excellence in listing, marketing and selling high-end properties. She is also an active supporter of Dream Street Foundation, Jewish National Fund, West Hollywood Food Coalition, and most recently Aleinu.



**Dana Olmes and Jeffery Biebuyck**  
Compass

**D**ANA Olmes and Jeff Biebuyck are luxury homes specialists at Compass with a particular expertise in representing residential real estate properties throughout the West San Fernando Valley, Conejo Valley, Malibu and Greater Los Angeles area. They are consistent top producers, ranking among the top 1% of real estate agents nationwide. As consummate professionals, Dana and Jeff provide their clients with the highest level of service to reach their unique real estate goals. The duo’s closed volume for the past 12 months is \$75 million.

Their exceptional integrity, negotiating skills, and effective marketing strategies are a few of the many reasons that their established business is generated by past clients and referrals – a true testimonial to their successful real estate careers. Their clientele is comprised of a wide mix of influential people including corporate executives, attorneys, well-known celebrities and entertainment industry executives.



**Tami Halton Pardee**  
Halton Pardee and Partners

**T**AMI Halton Pardee is Owner and Principal Broker, Halton Pardee and Partners, which performed 343 real-estate transactions in 2016 alone and is on pace to do a similar amount in 2017. A high proportion of sales are in Silicon Beach/West L.A. These included several high profile, high-value transactions. For example, Halton Pardee and Partners sold 2416 McKinley Avenue for \$14,600,000 in 2017, a record price in Venice. A new listing at 595 East Channel Road, Los Angeles (Pacific Palisades) is \$18,500,000.

Since Tami Halton Pardee formed the brokerage in 2005, she has broken barriers and cracked the industry’s glass ceiling, ranking as the #1 agent in Los Angeles the last several years. The firm is also distinguishes itself by rejecting traditional, commission-only brokers compensation. Instead it hires well-salaried executives and buyers’ agents as independent contractors. This motivating approach is one measurable source of the company’s dramatic success, and of its satisfaction among agents, sellers and buyers.



**Rory Posin**  
RE/MAX Estate Properties

**R**ORY Posin is a Los Angeles native, born and raised in Cheviot Hills. Posin attended local elementary and high schools and is intimately familiar with all aspects of Westside living, from the school system to traffic patterns (commuting times), and everything in between. The Westside continues to be Posin’s home and the focus of his business. As an award winning sales professional, Posin has ranked in the Top 1% of all agents worldwide for 20 consecutive years. His dedication and expertise in the Westside real estate market has earned him multiple awards, including the #1 Agent Nationwide and selection into the Re/Max Hall of Fame.

His total transactions volume for the last 12 months was \$63,807,000, with a largest volume property achievement in tat same tome period being \$5,500,000. Posin provides professional real estate representation that is exceptionally informed, targeted, reliable and of superior quality.



**Gayle Probst**  
RE/MAX Estate Properties

**S**OUTH Bay specialist at RE/MAX Estate Properties, Gayle Probst is a consummate professional who always puts her clients’ best interests first. She is widely considered to be one of the most honest, respected and upbeat real estate agents in Palos Verdes. During negotiations, she is known for protecting her clients and solving problems to ensure “all parties are getting a fair deal.” She’s known for going above and beyond to make sure clients feel satisfied when escrow closes and is known for stating that “at the end of the day, if they are happy, I am happy!”

Probst’s total transactions volume for the last 12 months was \$32,786,875, with her largest volume property being \$6,920,000.



**Sam Real**  
Nest Seekers

**S**AM Real has sold more than \$170 million dollars collectively (his transaction volume was \$65 million in the last 12 months alone) and is recognized as one of the premier residential agents in Los Angeles. As the top grossing agent at Nest Seekers International, Real consistently delivers first class, white-gloved service. His ability to analyze market trends and current values is distinguished among clients and colleagues alike.

Real is experienced in assessing the benefits and drawbacks of various property alternatives towards meeting his clients’ investment criteria. The personal attention he gives to each and every client has given him an exceptional reputation within the real estate industry. Though Real’s primary focus is in the areas of Bel Air, Beverly Hills and Hollywood Hills, he is also involved with deals across the country with national and international investors. He has listed properties throughout Los Angeles and Internationally in countries as varied as France, Greece and Mexico.



**Ash Rizk**  
Coldwell Banker Residential Brokerage

**A**SH Rizk, a sales associate affiliated with the Arcadia office of Coldwell Banker Residential Brokerage, was named to the Society of Excellence in 2016, Coldwell Banker NRT’s highest award. No stranger to success, Rizk was named to the Society of Excellence for the past four years and has received the International President’s Premier Award and President’s Elite Award for ranking in the top one percent of real estate agents internationally.