

WHO'S BROKERING LOS ANGELES



Tyrone McKillen
Hilton & Hyland

TYRONE McKillen is the director of new developments at Hilton and Hyland and ranked in the Top 10 agents in Los Angeles consistently breaking records year over year specializing in development opportunities and new construction. McKillen's extensive knowledge in development through collaborations with top architects and designers around the world has put him at the forefront of the development curve allowing him to represent some of the most exciting and sophisticated new products in the marketplace. In the last

12 months alone, McKillen's sales volume has totaled \$325 million, including the high-profile Bel-Air sale of \$88 million and the Devlin Drive sale of \$31.5 million.



Marc Noah
Sotheby's International Realty

IN just a short period of time, Marc Noah has found success in real estate by remaining true to his integrity. He's known among clients and colleagues alike for his professionalism, sincerity and dedication to delivering a superior level of customer service. Noah's accomplishments have pushed him to become a top ranking agent within our rankings, climbing year-over-year. Noah's total transaction volume in past 12 months was approximately \$102.58 million, with some of the highlights being his largest deals – a \$20 million deal, a \$16 million deal and quite a few other deals of more than \$10 million, including many off-market.



Michael Nourmand
Nourmand & Associates

MICHAEL Nourmand is a second generation high-end real estate broker in Los Angeles and president of the luxury boutique brokerage, Nourmand & Associates. His father, Saeed Nourmand, founded Nourmand & Associates over 40 years ago and it remains one of the last family-owned boutique brokerages in southern California. Not only does Nourmand oversee the business operations of the agency, he is also a successful realtor, having sold almost \$80 million in the past 12 months alone. He represents high-net worth clients including many in

the entertainment industry as well as prominent businesspeople. One of his notable sales this year includes representing the buyer for singer Adam Levine's home in Holmby Hills, which sold for \$18 million. Nourmand is a local product of Beverly Hills, where he was born, raised, and attended school. He went on to graduate magna cum laude from USC with a degree in international business. A true local, he brings a unique expertise to his clients of the ever-changing Los Angeles real estate market.



Myra Nourmand
Nourmand & Associates

AS one of the only owners/principals of a boutique residential luxury real estate brokerage in the country, Myra Nourmand clearly exists in a league of her own. With over \$1 billion in sales throughout her storied career, Nourmand not only has staying power in a constantly changing industry, she is also a very successful agent in her own right. Having represented clients in the entertainment industry, from actors to producers to singers, Nourmand has a rolodex of high-profile clients that she has helped buy and sell homes for in neighborhoods such as Beverly

Hills, Brentwood, Holmby Hills, Pacific Palisades, and Malibu. Nourmand also represents a number of high-net-worth clients with the most discerning taste that she regularly helps find truly unique properties for. Her talent for maintaining life-long relationships with her clients as well as her unparalleled ability to find perfectly matched properties has led to her long and fruitful career.



David Offer
Berkshire Hathaway HomeServices California Properties

FOR over 26 years, David Offer has proudly built his real estate career – one satisfied client at a time. Offer's unrelenting work ethic, his thorough knowledge of the marketplace, and his integrity have earned him an impeccable reputation in the industry. Not surprisingly, nearly 95 percent of his business comes from repeat clients, or referrals from satisfied clients. His clients especially value his wise counsel concerning any situation that may arise in buying or selling a home, and the up-to-date information he is able to provide them. Offer, who is

based at the Brentwood Office, is the number one producing agent among all Berkshire Hathaway HomeServices agents nationwide, an honor he has maintained since 2012. Having completed over 910 transactions totaling in excess of just under \$3 billion, and armed with a master's degree in architecture from Southern California Institute of Architecture, Offer is uniquely qualified to provide the finest representation in the industry.



George Ouzounian
The Oz Group

GEORGE Ouzounian, CEO and Founder of The Oz Group at Keller Williams Encino/Sherman Oaks now leads one of the most successful teams in Los Angeles. His uninterrupted experience of over 10 years in real estate, finance and development enable him to give clients valued information regarding purchase, refinance, and sales of property. His goal is to provide clients with a personalized and unique approach to their real estate needs and to exceed their expectations and goals. He strives to build relationships that are for a lifetime, not one

transaction. He is a true believer in the American dream and loves to help families achieve their goals through homeownership. Ouzounian achieved over \$39 million in volume over 12 months with 43 sides. He closed his largest sale this year, a Mount Olympus home for \$7.4 million that was listed with multiple agents for over four years. He is known for outstanding client service, 24/7 availability, high tech marketing techniques, personal touches, negotiating expert and placing clients' interests before his own.



Katie Pardee
Halton Pardee + Partners, Inc.

KATIE Pardee has assisted a diverse clientele totaling over \$313 million in purchases since 2009. Her unique and varied skill set has been instrumental in helping people find their dream home and creating long-lasting, trusting relationships. Her sales volume in the last 12 months for residential property is more than \$91.35 million with over 39 transactions. The energy from the beach community is what Pardee thrives on and she appreciates everything it has to offer. She has said, "I can't imagine being anywhere but here. I love my job and am so proud

of all that we do. We're all family here and a crazy bunch. Every day is a blast and there is always something new to experience and share!" Her journey working at Halton Pardee has come full circle this year as she is newly married to a prior client of hers.



Tami Pardee
Halton Pardee + Partners, Inc.

TAMI Halton Pardee's expertise in Southern California real estate, entrepreneurship and philanthropy is as good as it gets. As Founder and CEO of Halton Pardee + Partners, she has built a concierge real estate company that has sold over \$3.6 billion worth of residential and commercial properties. Her sales volume in the last 12 months is more than \$414.18 million, with over 412 transactions. Realizing the importance of giving back, Pardee founded the Life Change Warriors program, which recently surpassed \$1.3 million in community donations.

Other recognitions include Los Angeles Business Journal's "Top 50 Women-Owned Businesses," "Los Angeles' 500 Most Influential People," and Good Housekeeping's "Awesome Women Award."



Kurt Rappaport
Westside Estate Agency

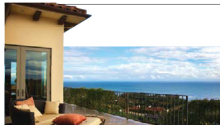
WITH three decades of experience, Kurt Rappaport, the co-founder of Westside Estate Agency, is one of the predominant agents in the United States. Having sold the most expensive homes in Los Angeles and with a client list that reads as a veritable "Who's Who" of business, entertainment and technology, Rappaport has established himself as a "go to guy" in the ultra-luxury arena. In the past 12 months, Rappaport's sales volume has topped one billion dollars.



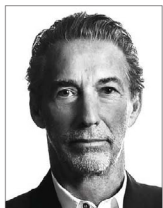
Billy Rose
The Agency

BILLY Rose has completed approximately \$165 million of transactions in the past 12 months including some marquee sales such as 720 Elm (listed at \$16.5 million), 8046 Olean Terrace (listed at \$5.695 million) and 17085 Rancho (listed at \$8.75 million). Rose has been representing high net-worth and celebrity clients for more than 25 years; first, as an entertainment and real estate lawyer, then as a motion picture agent, and now as a broker. As a result, Rose understands what it takes to render quality representation (under, at times, high-pressured

circumstances) with the utmost of confidentiality and professionalism. The transition from lawyer/agent to realtor was natural for Rose in another way. By the time he obtained his broker's license, Rose had already developed, designed and sold a number of "spec" homes. A native of Los Angeles, on any given day, Rose can be found traversing the city from Point Dume to Downtown LA in search of properties for clients.



WHO'S BROKERING LOS ANGELES



Stephen Shapiro
Westside Estate Agency

THROUGHOUT the industry, Stephen Shapiro is known as a pacesetter and innovator in the marketing and representation of ultra-luxury high-end properties and high-net worth buyers. His creativity and constant pushing of the envelope are the reasons he is year-after-year at the forefront of the Los Angeles real estate scene. With consistent record setting sales in his more than 40 years in the business, proven by sales volume in excess of \$375 million over the last 12 months, Shapiro has developed a balance of incorporating technology with a true client centric hands-on approach, resulting in the superior representation of some of the world's most important and influential people.



Marc and Rory Shevin
Berkshire Hathaway HomeServices California Properties

WITH over 50 years of combined real estate experience in the marketing and sales of residential real estate and land for development, Marc and Rory Shevin are widely known throughout the region to be the area experts. Specializing in luxury residential estates, with a focus on Calabasas and Hidden Hills, the Shevins hold the record for the highest sale price achieved in Hidden Hills, both in 2018 as well as in the history of Hidden Hills. Over the past 10 years, they also have been involved in every real estate transaction in Hidden Hills over \$10 million. Marc and Rory Shevin consistently rank in the Top 10 teams among all Berkshire Hathaway HomeServices agents nationwide. They currently are the number one team for Berkshire Hathaway HomeServices California Properties, with 2018 year-to-date sales of more than \$190 million. In the course of their business, Marc and Rory Shevin represent local families, sports and entertainment industry personalities, business managers, developers, investors, lenders, and many others.



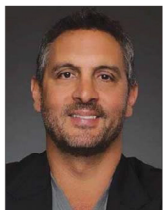
Courtney Smith and Kurt Wisner
The Courtney + Kurt Real Estate Team Compass

OVER the years, Courtney Smith and Kurt Wisner have assembled an incredible team of specialists – the “Courtney + Kurt Real Estate Team,” who “put the plus” in everything they do. In partnering with Compass, the Courtney + Kurt team is able to offer clients unparalleled support along with their strong business ethics and strategic thinking, coupled with the group's nearly 150 years of combined real estate experience, create a unique sales team. Their clients appreciate their enthusiasm, integrity and personal approach.



Kerry Ann Sullivan
Halton Pardee + Partners, Inc.

KERRY Ann Sullivan's charisma and passion for life is apparent the moment you meet her. An east coast transplant, she was lured to the sunny Venice Beach lifestyle and met her future mentor, Tami Pardee at a cycling class. Fast-forward six years later, and Sullivan is now one of Halton Pardee's top producers. In the past 12 months, Sullivan's sales volume has been more than \$102.58 million with over 46 transactions. Her passion for community and history made real estate a natural progression. She likes to say that “every house tells a story.” And so her lifelong love of looking at houses became her dream job.



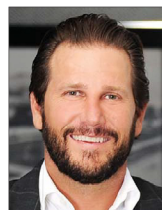
Mauricio Umansky
The Agency

FOUNDER and CEO of The Agency, Mauricio Umansky set out to create an industry-disrupting brokerage that would redefine the business of real estate. Since its inception in 2011, The Agency has done that and much more, ranking among the Inc. 5000 list of the fastest-growing private companies in the country for three consecutive years. The firm has expanded to more than 450 agents in 24 offices worldwide. Umansky holds the distinction of selling the most homes in the country priced above \$20 million. He has represented some of the world's most noteworthy properties, including the Playboy Mansion, the first house in L.A. to sell above the \$100 million mark, Walt Disney Estate, and residences owned by Michael Jackson, Michael Jordan and Prince. Umansky and The Agency also represent some of the world's top developers and resort brands, including One&Only, Six Senses and Ritz-Carlton.



Brent Watson
Coldwell Banker Residential Brokerage

BRENT Watson is a real estate professional whose career has spanned more than 22 years of success in every economic climate. His clients include business leaders, artists and media executives whose sale and purchase needs range from beachfront properties in Malibu, estates in Beverly Hills, to penthouse lofts downtown - and everything in between. With impressive knowledge and a unique level of dedication, he has developed an array of services that provide his clients with tremendous results. His advertising campaigns, known for their creativity, are based on solid marketing concepts that reach intended audiences clearly and directly and elicit emotional response and action. Acknowledged as a consistent top producer, Watson's outstanding results have earned him the loyalty, respect and referrals of his clients, whether they are seasoned investors or first-time buyers. A skilled communicator and astute listener who is committed to his clients' goals, Watson is a solid, powerful negotiator who “will not leave what's yours on the table.”



Branden and Rayni Williams
Hilton & Hyland

A record breaking team year after year, Branden and Rayni Williams hold over \$4 billion in career sales. The dynamic duo hold the record for the most expensive house ever sold in Los Angeles (for \$110 million). They hold the highest priced sales in Bel-Air, Beverly Hills, Malibu, the Sunset Strip and Los Feliz. They also actively list two of the most notable estates in the nation, each over \$180 million. Possessing the unlearnable skill of being an LA native, Branden has the explicit knowledge and street smarts to connect dots and close the unclosable, often putting deals together before they hit the market. His partner Rayni has the finesse and grace that complete the ultimate yin and yang powerhouse. Her expertise in negotiation and telling it like it is has made her one of the most influential female businesswomen in the nation. Together, the duo bring a style, flair, and, most importantly, an air of humility rarely seen in real estate.



Jonah Wilson
Hilton & Hyland

A born and raised Angeleno with deep family roots in the entertainment business, Jonah Wilson has consistently operated in the upper reaches of LA's luxury market for the last 30 years. Wilson's clients share his appreciation for highly special properties, and most importantly, discretion throughout the process. A testament to Wilson's personal approach is his total absence on social media or self promotion. Over 90% of his clients are either repeat clients or personal referrals. In the last 12 months alone, Wilson's total sales volume has surpassed \$300 million.



Rhett Winchell
Kennedy Wilson

RHETT Winchell is a real estate broker with 35 years of professional experience at global real estate investment company Kennedy Wilson. As President of the Real Estate Sales & Marketing group, Winchell leads a team of top agents in the industry. As a pioneer, Winchell has developed a proven accelerated marketing program that simplifies and streamlines the sale process while maximizing the sales price. Winchell's clients include the highest echelon of real estate industry executives including financial institutions, governments, developers and investors. With over 50,000 properties sold worldwide, Winchell's expertise extends to a wide range of property types including single family, new home developments, five-star resorts, bank owned (REO), government owned (FDIC), multi-family and commercial income, probate and trust, tax sales, and bulk offerings. Winchell's unique and varied abilities to manage complex real estate transactions has resulted in sales of over \$10 billion in commercial and residential real estate.



Stephanie Younger
Compass

A Los Angeles native and a top real estate agent in the area, Stephanie Younger has brought a world of experience and vision to her clients throughout her long and successful real estate career. From her professional background in sales, event planning, hospitality, and the arts, she honed exceptional negotiation skills, an eye for detail and style, and an unwavering commitment to customer satisfaction. An alumna of Loyola Marymount University and long-time Westchester resident, Younger is loyal to the Westside with a commitment to serving the people and communities she knows and loves, especially Westchester, Playa del Rey, Marina del Rey, Playa Vista and the surrounding areas.