








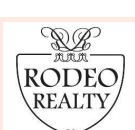

THE LIST

RESIDENTIAL REAL ESTATE AGENTS

Ranked by 2018 L.A. County sales volume

▶ NEXT WEEK

Insurance Brokers

Rank	Agent • name • email • phone • website	L.A. County Sales Volume • 2018 • 2017 (in millions)	L.A. County Units Sold • 2018 • 2017	Brokerage Firm • name • address • phone • website	
1	 Kurt Rappaport kr@weahomes.com (310) 995-3214 weahomes.com/agent/kurt-rappaport	\$940 \$733	38 33	Westside Estate Agency 210 N. Canon Drive Beverly Hills 90210 (310) 247-7770 weahomes.com	
2	 Chris Cortazzo chris@chrisortazzo.com (310) 457-3995 chrisortazzo.com	554 574	50 60	Coldwell Banker Residential Brokerage 190 N. Canon Drive, Suite 200 Beverly Hills 90210 (877) 317-4601 camoves.com	
3	 Tami Pardee tami@haltonpardee.com (310) 600-7217 haltonpardee.com/team/tami-halton-pardee	482 454	292 343	Halton Pardee & Partners Inc. 1524 Abbot Kinney Blvd. Venice 90291 (310) 907-6517 haltonpardee.com	
4	 Josh Altman josh@thealtmanbrothers.com (310) 819-3250 thealtmanbrothers.com	447 444	105 113	Douglas Elliman 150 El Camino Drive Beverly Hills 90212 (310) 595-3888 elliman.com	
5	 Sally Forster Jones sally@sfggroup.com (310) 691-7888 sallyforsterjones.com	373 352	222 156	Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
6	 Jade Mills homes@jademills.com (310) 285-7508 jademillsestates.com	343 286	40 44	Coldwell Banker Residential Brokerage 190 N. Canon Drive, Suite 200 Beverly Hills 90210 (877) 317-4601 camoves.com	
7	 Santiago Arana santiago@theagencyre.com (424) 231-2399 theagencyre.com/agent/santiago-arana	340 421	36 43	The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
8	 Aaron Kirman aaron@aaronkirman.com (310) 994-9512 aaronkirman.com	323 426	143 109	Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
9	 David Offer doffer@davidoffer.com (310) 820-9341 davidoffer.com	303 198	35 28	Berkshire Hathaway HomeServices California Properties 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhscalifornia.com	
10	 Mauricio Umansky mumansky@theagencyre.com (424) 230-3701 mauricioumansky.com	269 548	20 42	The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
11	 Tracy Do tracy@tracydo.com (323) 842-4001 tracydo.com	262 174	284 178	Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
12	 Joshua Flagg josh@joshflagg.com (310) 623-8703 joshflagg.com	237 172	56 57	Rodeo Realty Inc. 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com	
13	 Dennis Chernov dennis@dennischernov.com (818) 355-2461 chernovteam.com	214 248 ¹	122 135 ¹	Keller Williams Studio City 4061 Laurel Canyon Blvd. Studio City 91604 (818) 432-1500 kwstudiocity.com	
14	 Marc Shevin marcshevin@gmail.com (818) 251-2456 theshevins.com	208 185	57 44	Berkshire Hathaway HomeServices California Properties 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhscalifornia.com	
15	 David Caskey dave@caskeyandcaskey.com (310) 200-1960 caskeyandcaskey.com	199 210	86 75	Strand Hill Properties/Christie's International Real Estate 1131 Morningside Drive Manhattan Beach 90266 (310) 545-0707 strandhillproperties.com	

¹ Revised 2017 numbers.

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RESIDENTIAL REAL ESTATE AGENTS

Continued from page 13

Rank	Agent • name • email • phone • website	L.A. County Sales Volume • 2018 • 2017 (in millions)	L.A. County Units Sold • 2018 • 2017	Brokerage Firm • name • address • phone • website	
16	 Stephen Shapiro ss@weahomes.com (310) 991-6115 weahomes.com/agent/stephen-shapiro	\$198 \$153	13 12	Westside Estate Agency 210 N. Canon Drive Beverly Hills 90210 (310) 247-7770 weahomes.com	
	 Ron Wynn ron@ronwynn.com (310) 963-9944 ronwynn.com	198 162	91 97	Coldwell Banker Residential Brokerage 190 N. Canon Drive, Suite 200 Beverly Hills 90210 (877) 317-4601 camoves.com	
18	 Stephanie Younger stephanie.younger@compass.com (310) 499-2020 stephanieyounger.com	192 213	186 168	Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
19	 Ed Kaminsky ek@itzsold.com (310) 427-2414 itzsold.com	187 206	79 107	Strand Hill Properties/Christie's International Real Estate 1131 Morningside Drive Manhattan Beach 90266 (310) 545-0707 strandhillproperties.com	
20	 Jordan Cohen jordan@jordancohen.com (818) 435-5220 jordancohen.com	172 164	53 41	Re/Max Olson & Associates Inc. 11141 Tampa Ave. Northridge 91326 (818) 879-2266 olsonmax.com	
21	 Jordana Leigh jordana769@gmail.com (424) 239-8725 jordanaleigh.rodeore.com	169 184	38 33	Rodeo Realty Inc. 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com	
22	 Bill Ruane bill@billruane.net (310) 877-2374 billruane.net	167 153	125 131	Re/Max Estate Properties 63 Malaga Cove Plaza Palos Verdes Estates 90274 (310) 378-9494 realestatelosaangeles.com	
23	 Joyce Rey Joyce@JoyceRey.com (310) 285-7529 joycerey.com	162 176	13 21	Coldwell Banker Residential Brokerage 190 N. Canon Drive, Suite 200 Beverly Hills 90210 (877) 317-4601 camoves.com	
24	 Ernie Carswell ernie@carswellandpartners.com (310) 345-7500 carswellandpartners.com	159 202	68 63	Douglas Elliman' 150 El Camino Drive Beverly Hills 90212 (310) 595-3888 elliman.com	
25	 Benjamin Lee ben@benleproperties.com (310) 704-6580 benleproperties.benleestates.com	158 126	58 52	Coldwell Banker Residential Brokerage 190 N. Canon Drive, Suite 200 Beverly Hills 90210 (877) 317-4601 camoves.com	
26	 Rochelle Maize rochelle@rochellemaize.com (310) 968-8828 rochellemaize.com	155 252	31 28	Nourmand & Associates 6525 Sunset Blvd., Suite 100 Los Angeles 90028 (323) 460-6360 nourmand.com	
	 Sandro Dazzan sandro@theagencyre.com (424) 249-7040 dazzanestates.com	155 111	28 15	The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
28	 Peter Maurice peter@petermaurice.com (310) 623-8819 petermaurice.com	151 118	84 66	Rodeo Realty Inc. 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com	
29	 Ginger Glass ginger@gingerglass.com (310) 927-9307 gingerglass.com	145 172	32 26	Coldwell Banker Residential Brokerage 190 N. Canon Drive, Suite 200 Beverly Hills 90210 (877) 317-4601 camoves.com	
30	 Cindy Hill cindyhill@kw.com (818) 640-4360 valleyapartmentsales.com	131 71	32 32	Keller Williams Studio City 4061 Laurel Canyon Blvd. Studio City 91604 (818) 432-1500 kwstudiocity.com	

¹ Acquired Teles Properties in 2017.
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		<ul style="list-style-type: none"> • email • phone • website 	<ul style="list-style-type: none"> • 2017 (in millions) 	<ul style="list-style-type: none"> • 2017 	<ul style="list-style-type: none"> • address • phone • website 	
31		Ashraf Rizk ash.rizk@camoves.com (626) 393-5695 ashrizk.com	\$129 \$81	60 38	Coldwell Banker Residential Brokerage 190 N. Canon Drive, Suite 200 Beverly Hills 90210 (877) 317-4601 camoves.com	
32		Adi Livyatan adilivyatan@yahoo.com (818) 919-4060 adilivyatan.com	128 88	39 38	Rodeo Realty Inc. 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com	
33		Dan Urbach dan.urbach@theagencyre.com (310) 360-5096 theagencyre.com/agent/dan-urbach	127 63	24 19	The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
34		James Harris james@theagencyre.com (424) 400-5915 theagencyre.com/agent/james-harris	125 253	18 32	The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
		David Parnes dparnes@theagencyre.com (424) 400-5916 theagencyre.com/agent/david-parnes	125 253	18 32	The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
		Fred Bernstein fjb@weahomes.com (310) 701-3733 weahomes.com/agent/fred-berstein	125 NA	9 NA	Westside Estate Agency 210 N. Canon Drive Beverly Hills 90210 (310) 247-7770 weahomes.com	
		Daniel Dill dd@weahomes.com (310) 422-8280 weahomes.com/agent/daniel-dill	125 NA	21 NA	Westside Estate Agency 210 N. Canon Drive Beverly Hills 90210 (310) 247-7770 weahomes.com	
38		Chris Adlam chris@chrisadlam.com (310) 493-7216 chrisadlam.com	121 90	37 41	Vista Sotheby's International Realty 608 Silver Spur Road Rolling Hills Estates 90274 (310) 541-8271 vistasir.com	
39		Tomer Fridman tomer.fridman@compass.com (310) 926-3777 thefridmangroup.com	117 NA	30 NA	Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
40		Gary Glass gary@garyglassestates.com (310) 820-9343 garyglassestates.com	116 71	7 8	Berkshire Hathaway HomeServices California Properties 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhhsocalifornia.com	
41		Barry Peele NA (310) 278-0962 NA	115 3	2 2	Sotheby's International Realty Inc. 9665 Wilshire Blvd., Suite 400 Beverly Hills 90212 (310) 786-1812 sothebys homes.com	
42		Stephanie Vitacco stephaniev@realtor.com (818) 576-1685 stephanievitacco.com	112 117	171 145	Keller Williams Encino-Sherman Oaks 16820 Ventura Blvd. Encino 91436 (818) 380-5100 kwencinoshermanoaks.com	
		Michael Libow mjlibow@gmail.com (310) 991-2689 michaelibow.com	112 105	26 29	Coldwell Banker Residential Brokerage 190 N. Canon Drive, Suite 200 Beverly Hills 90210 (877) 317-4601 camoves.com	
		Craig Strong craig@strongrealtor.com (310) 439-3225 strongrealtor.com	112 95	46 56	Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
45		Cindy Ambuehl cindy@theagencyre.com (424) 321-4947 theagencyre.com/agent/cindy-ambuehl	110 94	25 19	The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	

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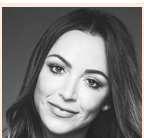
















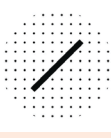

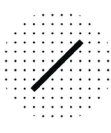
Rank	Agent	L.A. County Sales Volume	L.A. County Units Sold	Brokerage Firm
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46	 <p>F. Ron Smith team@smithandberg.com (310) 569-4889 smithandberg.com</p>	\$101 \$171	68 63	<p>Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com</p> 
	 <p>David Berg team@smithandberg.com (310) 500-3931 smithandberg.com</p>	101 NA	68 NA	<p>Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com</p> 
48	 <p>Steve Frankel homes@stevefrankel.com (310) 508-5008 stevefrankel.com</p>	99 121	17 24	<p>Coldwell Banker Residential Brokerage 190 N. Canon Drive, Suite 200 Beverly Hills 90210 (877) 317-4601 camoves.com</p> 
49	 <p>Blair Chang bchang@theagencyre.com (424) 230-3703 theagencyre.com/agent/blair-chang</p>	96 62	15 13	<p>The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com</p> 
	 <p>James Heckenberg jimmyheck@hrgestates.com (310) 650-1116 jimmyheckenberg.rodeore.com</p>	96 NA	50 NA	<p>Rodeo Realty Inc. 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com</p> 
51	 <p>Steve Watts swatts@remaxpv.com (310) 375-5645 wattsrealestate.com</p>	95 74	46 34	<p>Re/Max Estate Properties 63 Malaga Cove Plaza Palos Verdes Estates 90274 (310) 378-9494 realestatelocalosangeles.com</p> 
52	 <p>Larry Young larry@larryyoungwestside.com (310) 801-9355 larryyoungwestside.com</p>	94 111	37 41	<p>Berkshire Hathaway HomeServices California Properties 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhscalifornia.com</p> 
	 <p>Jon Grauman jgrauman@theagencyre.com (424) 238-2484 theagencyre.com/agent/jon-grauman</p>	94 90	36 29	<p>The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com</p> 
	 <p>David Solomon ds@theagencyre.com (424) 400-5905 theagencyre.com/agent/david-solomon</p>	94 130	35 52	<p>The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com</p> 
55	 <p>Ben Bacal benbacal@gmail.com (310) 717-5522 benbacal.com</p>	92 126	19 15	<p>Rodeo Realty Inc. 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com</p> 
56	 <p>Ari Afshar ari@compass.com (310) 780-3180 ariafshar.com</p>	90 NA	95 NA	<p>Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com</p> 
	 <p>Eric Lavey elavey@theagencyre.com (424) 233-0920 theagencyre.com/agent/eric-lavey</p>	90 62	33 35	<p>The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com</p> 
58	 <p>Courtney Smith courtney@compass.com (323) 899-8509 courtneyandkurt.com</p>	88 75	238 164	<p>Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com</p> 
	 <p>Kurt Wisner kurt@compass.com (323) 841-3839 courtneyandkurt.com</p>	88 75	238 164	<p>Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com</p> 
	 <p>Danny Brown dbrown@compass.com (310) 901-7405 compass.com/agents/la/danny-brown</p>	88 NA	25 NA	<p>Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com</p> 

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	 <p>Rory Posin rory@roryposin.com (310) 839-8500 roryposin.com</p>	<p>\$88 \$103</p>	<p>45 44</p>	<p>Re/Max Estate Properties 63 Malaga Cove Plaza Palos Verdes Estates 90274 (310) 378-9494 realestatelosaangeles.com</p> 
	 <p>Kerry Ann Sullivan kerryann@haltonpardee.com (310) 621-2662 haltonpardee.com/team/kerry-ann-sullivan</p>	<p>88 87</p>	<p>42 40</p>	<p>Halton Pardee & Partners Inc. 1524 Abbot Kinney Blvd. Venice 90291 (310) 907-6517 haltonpardee.com</p> 
	 <p>Cristie St. James cristie@stjamescanter.com (310) 291-1029 stjamescanter.com</p>	<p>88 43</p>	<p>37 35</p>	<p>Berkshire Hathaway HomeServices California Properties 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhhsocalifornia.com</p> 
64	 <p>Zachary Freehling zac.freehling@cbcnrt.com (310) 592-0833 NA</p>	<p>86 149</p>	<p>18 36</p>	<p>Coldwell Banker Residential Brokerage 190 N. Canon Drive, Suite 200 Beverly Hills 90210 (877) 317-4601 camoves.com</p> 
65	 <p>Janice McGlashan janice@janicemcglashan.com (818) 949-5230 janicemcglashan.com</p>	<p>84 75</p>	<p>39 41</p>	<p>Coldwell Banker Residential Brokerage 190 N. Canon Drive, Suite 200 Beverly Hills 90210 (877) 317-4601 camoves.com</p> 
66	 <p>Farrah Aldjufrie farrah@theagencyre.com (424) 230-3712 theagencyre.com/agent/farrah-brittany</p>	<p>83 150</p>	<p>12 19</p>	<p>The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com</p> 
67	 <p>Craig Knizek cknizek@theagencyre.com (424) 230-3718 theagencyre.com/agent/craig-knizek</p>	<p>82 110</p>	<p>29 37</p>	<p>The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com</p> 
	 <p>Eric Delgado ericdelgado@kw.com (310) 909-3464 ericdelgado.com</p>	<p>82 NA</p>	<p>132 NA</p>	<p>Keller Williams Encino-Sherman Oaks 16820 Ventura Blvd. Encino 91436 (818) 380-5100 kwencinoshermanoaks.com</p> 
69	 <p>Marc Noah marc@marcnoah.com (310) 968-9212 marcnoah.com</p>	<p>79 121</p>	<p>20 24</p>	<p>Sotheby's International Realty Inc. 9665 Wilshire Blvd., Suite 400 Beverly Hills 90212 (310) 786-1812 sothebyshomes.com</p> 
70	 <p>Michael Edlen michael@edlenteam.com (310) 230-7373 edlenteam.com</p>	<p>77 66</p>	<p>35 28</p>	<p>Coldwell Banker Residential Brokerage 190 N. Canon Drive, Suite 200 Beverly Hills 90210 (877) 317-4601 camoves.com</p> 
71	 <p>Aileen Comora acomora@theagencyre.com (424) 230-3746 theagencyre.com/agent/aileen-comora</p>	<p>76 43</p>	<p>12 15</p>	<p>The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com</p> 
	 <p>Paul Lester plester@theagencyre.com (424) 230-3747 theagencyre.com/agent/paul-lester</p>	<p>76 43</p>	<p>12 15</p>	<p>The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com</p> 
73	 <p>Darryl Wilson darryl@darrylwilsondesign.com (323) 314-3500 darrylwilson.rodeore.com</p>	<p>75 NA</p>	<p>2 NA</p>	<p>Rodeo Realty Inc. 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com</p> 
	 <p>Lydia Gable lydia.gable@compass.com (818) 383-4335 lydiagable.com</p>	<p>75 NA</p>	<p>68 NA</p>	<p>Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com</p> 
75	 <p>Madison Hildebrand madison@themalibulife.com (310) 818-5788 madisonhildebrand.thepartnerstrust.com</p>	<p>72 118</p>	<p>35 35</p>	<p>Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com</p> 

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