

OSCARS 2019

FEB
Nº3

VARIETY

The World According to Gwyneth

TWENTY YEARS LATER,
THE 'SHAKESPEARE
IN LOVE' STAR
OPENS UP ABOUT
AN UNFORGETTABLE
AWARDS NIGHT,
THE HORRORS
OF HARVEY
AND STEPPING BACK
FROM ACTING

BY RAMIN SETOODEH

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at 1333 Pavia Place, Pacific Palisades, is on the market for \$10.995 million, and a newly built home on Rodeo Drive in Beverly Hills is coming on the market in the low \$20 million range. "Special properties that represent rare offerings are in short supply and are selling quickly. However, homes that are not as distinctive and that have less broad appeal are more price sensitive and are taking longer to sell."



Jason Oppenheim

THE OPPENHEIM GROUP

Rated by the Wall Street Journal as 2018's No. 1 agent in the Sunset Strip/Hollywood Hills area, No. 4 in Los Angeles and No. 28 in the U.S., he closed 85 deals equating to more than \$225 million in sales volume. His top sales included Hacienda de la Paz in the Palos Verdes Peninsula at \$40 million; 807 N. Crescent, at \$17 million; 8790 Appian Way at \$7.4 million; 507 N. Maple Dr., at \$7.1 million; 1699 Woods Dr., at \$5.65 million; 1490 Sunset Plaza Dr., at \$5.495 million; and 8818 Hummingbird Place, \$5 million. "The luxury market is showing indications of stability over the coming year, which will provide some opportunities for buyers but shouldn't cause concern for sellers," he says.



Tami Halton Pardee

FOUNDER AND CEO, HALTON PARDEE & PARTNERS

Pardee specializes in Venice, Mar Vista and homes valued at \$2 million or so. The new normal for price-per-square-foot in the coveted area is \$1,200 to \$1,500 with a high of \$2,200 in 2018. Expertise in that sweet spot led to her firm closing 350 deals in 2018, almost one per day. "Because we do right by our clients, we've organically grown our market share, currently at 22%," she says. The majority of

her clients come from the technology sector plus Hollywood creatives. "They expect service and we deliver on that," she says.



Holly Parker

THE HOLLY PARKER TEAM AT DOUGLAS ELLIMAN (NEW YORK)

Parker's sales volume for 2018 was \$250 million, with top sales including 520 Park Ave. at \$19.650 million; 70 Vestry St. in Tribeca, at \$12.7 million; 11 Beach St. at \$12.2 million; 21 West 20th for \$9.35 million. Parker is currently representing sales including 111 W. 57th St. and the Astor Suite at the Plaza Hotel, for \$24.995 million. "In my two decades working in Manhattan there has never been a more opportune time to find an exceptional home," Parker says. "The combination of unique collector quality apartments that are available in amazing locations coupled with reduced prices and low interest rates makes finding something extraordinary a reality. In a hot market, it is the unique properties that are in the forefront of breaking the price records."



Cassandra Petersen and Greg Holcomb

COMPASS

Famed for their absolute discretion and personal service, they work with everyone from showbiz moguls to international business professionals. "In 2018 alone, we worked with an Oscar nominee, a multi-E Emmy award winner, renowned writers, directors, producers and multiple television stars," they note. Last year they recorded the highest Los Angeles condominium sale, with the 40th floor penthouse at the Century for \$20 million, and also sold a Bird Streets home off market. They represent Penthouse 5 at the Remington, listed for \$15.9 million, and an Emmy-winning

editor's modern architectural home in the hills above Studio City. Holcomb says: "Despite a shifting real estate market, 2019 has started with a bang. We are seeing increased activity in all price points," they say. They also head the Community Giving Fund, and have made donations to such organizations as Planned Parenthood and the ACLU.



Kurt Rappaport

WESTSIDE ESTATE AGENCY

His recent high-profile sales include the Bronfman's four-acre estate in Bel Air for \$85 million; Joel Silver's beach house to Larry Ellison for \$38 million (making it the 30th Malibu transaction he's had with Ellison); the Ben Affleck and Jennifer Garner Pacific Palisades estate to Maroon 5 singer Adam Levine for \$32 million; and Ellen DeGeneres' Beverly Hills home for \$35 million to Sue Gross. Current listings include Ron Meyer's \$125 million Malibu estate; Petra Ecclestone's the Manor for \$160 million; 1011 N. Beverly Drive, Beverly Hills, for \$135 million; 1029 Hanover, Beverly Hills, for \$39.995 million. "Los Angeles is the center of the universe. Nowhere else has the intersection of lifestyle, culture, art, entertainment, technology and business," he says.



Robert Reffkin

CEO, COMPASS

The CEO orchestrated the big buy last year of Pacific Union, signaling the ongoing power of the Southern California market. Compass includes 3,238 colleagues across 102 offices throughout L.A. and California, and is also the No. 1 independent brokerage in L.A. and in California and has 7,000-plus agents across the country. Compass dominates the luxury market in Southern California, including Palm Springs, where Valery Neuman runs the top-end office. "It's a huge challenge to integrate two terrific,

independent companies into a single combined company with a shared culture and mission," he says. "I'm thankful to all of the Pacific Union agents who believe in our shared vision and are helping us get there. As for expansion, I'm excited to build on our 2018 momentum and invest more in growing Compass in our existing markets."



Joyce Rey

COLDWELL BANKER

Rey's record-breaking 2018 sales include homes on San Remo, Pacific Palisades, at \$38 million (highest Riviera sale to date) and Trousdale Place, Beverly Hills, at \$30 million. Her recent sales include the Napa Valley Robin Williams estate; a Hollywood Hills home of Kendall Jenner; and the Beverly Hills Sammy Davis Jr./Edward Doheny Estate. Her listings include the Chartwell Estate; 1375 Beverly Estates Dr. and the former Elizabeth Taylor estate. "Although the overall market is softening, demand remains strong for newer luxury properties offering total privacy, city views, and a wide array of amenities with great scale and volume in prime locations," Rey says.



Billy Rose

PRESIDENT AND FOUNDER, THE AGENCY

Rose has repped high-net-worth and celebrity clients for more than 25 years. Notable transactions and listings in the past year include 2015 Curson sold by Frances Bean Cobain; 7651 Willow Glen sold by Chris Pratt and Anna Faris; and T745 Correa (the old Garry Shandling house). "While the number of sales is slightly down, prices and values are still rising, so I think sellers will be more realistic about pricing in the year ahead. L.A. remains one of the most coveted places on earth to live," he says.



Smith & Berg Partners Team

COMPASS

The real estate powerhouse, formed just two years ago, now includes a 10-agent team and a full-time dedicated operations and marketing staff, and in 2018 did close to \$220 million in sales. They cater to many celebrity clients (most under NDAs) and have a celebrity of sorts on their own team, as one of their newest agents is Robert "Morty" Morton, former longtime producer of "Late Night With David Letterman." Some of their higher-profile recent sales and listings include 781 Ranch Lane, at \$11.8 million for NFL legend Larry Little (currently listed); 9842 Cardigan, at \$5.795 million for the late Bob Einstein; 665 Walthor Way, at \$14.6 million; 21640 Pacific Coast Highway, at \$7.98 million for Stephen Dorff (currently listed); and 581 Lorna Lane at \$11.3 million. "We had a great January, and appropriately priced properties are selling and the market's healthy," they say.



Jackie Smith

FOUNDER, THE JACKIE SMITH GROUP; COMPASS

Last year, more than 50% of Smith's business was done off market. Specializing in luxury estates throughout Los Angeles, she has represented many celebrity clients, including Rihanna, Soleil Moon Frye, Joey McIntyre and Ndamukong Suh. "Everyone is concerned about the high-end market decreasing. While overall units are down and a fair amount of units are seeing price reductions, the truth is prices are much higher than they have ever been," she says. "With Netflix, Google and Apple expanding their operations throughout Southern California, I don't see how a booming economy won't continue to make the market stronger."