





Rosemary Allison, Estates Director, Realtor Coldwell Banker Residential Brokerage - Westlake Village Regional

osemary Allison is one of the most well respected and sought after agents in the business. She is a real estate icon in Ventura County and the surrounding areas having diligently served the real estate needs of her exclusive clientele for decades.

Allison's clients appreciate and enjoy her direct style of communication and rely on her extensive market and contractual knowledge to get them the highest possible return on their real estate investments. She has a deep understanding of the finer points of caring for clients with high net worth and even higher expectations. She masterfully unites sellers of the finest homes in Ventura County with quality buyers from

across the globe. She measures her success "one family at a time" and she takes particular pleasure in now assisting the children of her past clients with their real estate needs.



Josh and Matt Altman, The Altman Brothers Douglas Elliman

he Altman Brothers are among the top producing real estate agents in the country, stars of BRAVO's "Million Dollar Listing," and the number one team at Douglas Elliman in California. Members of Douglas Elliman's Sports & Entertainment Division, Josh and Matt Altman have carved out a niche in the West Los Angeles market. This includes staking claim to top tinsel town turf in what is known as the Platinum Triangle (Beverly Hills, Bel-Air, and Holmby Hills) along with the famous Sunset Strip and Hollywood Hills.

Altman clients are luxury buyers and high-end sellers: entertainers, professional athletes and highnet-worth individuals whose real estate holdings dot the globe, to clients with small family homes and short sale needs. The duo recently listed notable homes

including a home in downtown LA for \$78 million, one for \$72 million in Beverly Hills, and a \$48 million Benedict Canyon estate Cher once called home.



Santiago Arana, Managing Partner The Agency

anked #7 in the country and #3 in California, Santiago Arana has gained a reputation as one of the most distinguished real estate agents in Los Angeles, garnering national recognition. Today, Santiago is known for his record-breaking sales in almost every pocket of L.A. and his specialization in high-end residential real estate and new construction in Beverly Hills, Bel-Air, Holmby Hills, the Sunset Strip, Pacific Palisades, Brentwood, Santa Monica

No stranger to representing clients such as Lady Gaga, Larry David, 'Bond King' Jeffrey Gundlach, and Alessandra Ambrosio, among others, Santiago excels in the art of discretion whilst under the lime-

light, taking great care to tailor his marketing strategies to fit each individual property. He has the utmost respect for his clients' confidentiality and privacy.



Ben Bacal, Realtor Rodeo Realty, Inc.

en Bacal's sales record (including a total transaction volume of more than \$80 million) illustrates over the past decade and a half that he has earned a solid reputation for obtaining the highest prices per square foot and final selling prices within the most exclusive neighborhoods in the Westside of Los Angeles. His intrinsic and in-depth knowledge of the Los Angeles housing market and key sales comps coupled with his artistic skillset and sense of quality design, allow him to sell a vision to buyers and buyer agents and prove the value. He is the "go to" agent for selling high-end properties and land parcels from the Hollywood Hills to Beverly Hills to Bel-Air.

Bacal's relentless drive and tireless work ethic has helped him obtain shorter marketing times and the best prices. His team is committed to clear communication and loyalty to clients.



Frank Bruno, Realtor Keller Williams Hollywood Hills

rank Bruno is a full time realtor with Keller Williams Realty in the Sunset Strip office. He has lived in Los Angeles for over 20 years and specializes in the most prominent and exclusive neighborhoods in the region, including the Hollywood Hills, Beverly Hills, Hancock Park, Beverly-Grove, Bel-Air, Brentwood and the entire Westside LA.

Bruno originally received his real estate license in 1993 and started his career at the prestigious Fred Sands Beverly Hills Estates office. He has been with Keller Williams Realty for over five years because he believes in the company's visionary

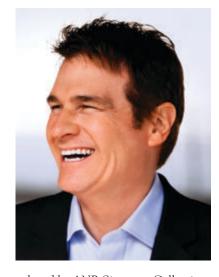
approach to selling real estate, and its rapid expansion of offices around the United States. Savvy in business yet maintaining a creative edge, Bruno can blend the best of both worlds to encompass all areas of a real estate transaction.



Boni Bryant and Joe Reichling, Bryant \ Reichling Compass

he Bryant \ Reichling team at Compass is led by Boni Bryant and Joe Reichling, partners for 13 years. The duo's team has transacted over \$600 million in sales; focused on delivering the best results for its diverse clientele, which includes first time buyers, homeowners, experienced investors, and leading developers.

In 2018 alone, Bryant and Reichling were responsible for more than \$137 million in sales volume.



Ernie Carswell, Realtor **Douglas Elliman**

ounder and head of Ernie Carswell & Associates, one of Douglas Elliman California's top teams, Ernie Carswell is a member of Douglas Elliman's Sports & Entertainment Division. Carswell brought to market one of the most famous TV houses for the first time in 50 years -- The Brady Bunch home in Studio City. The home sold for a record-breaking price to HGTV. He also represented Michael Feinstein's mansion for \$26 million in Los Feliz, which was the former Russian Consulate from 1935-1951.

With more than 25 years of experience in the business, among Carswell's other recent notable sales have been America's largest arts and crafts mansion in Los Feliz for \$12.1 million; and a newly built contemporary estate in the Sunset Strip de-

veloped by ANR Signature Collection and architect Birgit Hansen for \$14.675 million. This year, his team completed over \$200 million in sales volume.



Dave Caskey, Broker Caskey & Caskey and Associates at Strand Hill Christie's International

hroughout his 30 years in the real estate industry, Dave Caskey of Caskey & Caskey and Associates (Strand Hill Christie's) has constantly provided the highest level of service with uncompromising attention to each client's individual real estate needs and goals. Along with his team, he has built a loyal client base on a reputation for outstanding service not only during a transaction, but also for the many years thereafter, with one of the highest repeat client rates in the industry.

He was part of last year's top producing team for his company, and the year before had the highest sale in both Manhattan Beach and Hermosa Beach. Attention to detail combined with a depth of expe-

rience, personalized approach, and commitment to the community is what makes him one of the top real estate agents in all of Los Angeles.



Dennis Chernov, Chernov Developments Chernov Team

ennis Chernov started his career in real estate at the young age of 16, showing his destiny for success right away. Since then, he has been the top agent in Studio City and continues to break records in the San Fernando Valley. Chernov has learned how to grow and push his very productive and successful team to help reach even greater successes.

Chernov treats every client, every team member, and every person he comes into contact with in the field with integrity, respect, and the dedication they deserve. The Chernov Team has been ranked #6 in LA County, #16 in California and #59 in the nation, among all agents! With over \$213 million closed by transaction volume in 2018, Chernov's records are soon to break as they are coming up on an even more successful year.



Tim Durkovic, Broker-Associate **Douglas Elliman**

im Durkovic approaches real estate differently. He combines his background in the arts as a concert pianist to market his business in a unique way. With a total sales volume of more than \$44 million in the past 12 months alone, Durkovic's full-service, concierge style approach to buying and selling has made him a real winner.

Durkovic's affiliation with celebrity photographer and designer Mark Liddell is also a unique proposition that he brings to his clients. His background as an educator make him systematic, tenacious and open to learning. Among his largest deals this year have been 220 N. San Rafael, Pasadena (\$6,885,000); 505 Laguna Rd., Pasadena (\$5,188,000); 1115 Lida Lane, Pasadena (\$4,195,000) and 185 S San Rafael, Pasadena (\$3,175,000).



Christophe Choo, Broker Coldwell Banker Global Luxury

hristophe Choo is an award-winning, top-producing luxury real estate agent with over 32 years of experience serving Los Angeles' most elite Westside neighborhoods. He is known for his charisma and cosmopolitan flair, but is best known for breaking sales records in the most prominent Westside locations spanning the Platinum Triangle, including Beverly Hills, Holmby Hills, Bel-Air, and all of the premiere Los Angeles neighborhoods.

Choo's endless passion and enthusiasm for real estate has earned him a coveted position among the nation's best real estate agents, with more than 500 real estate transactions closed over the course of his career. For many years, he has enjoyed

"top producer" status in the elite Coldwell Banker Global Luxury International Presidents Premiere, which honors the top 1% of Coldwell Banker agents worldwide. His innovative sales and marketing techniques have consistently positioned him among the top agents in the industry.



Jill Epstein, Realtor Nourmand & Associates

ill Epstein has been a successful high-end real estate agent in the Los Angeles market for over 30 years. 2018 has been an especially fruitful year, with Epstein closing close to \$70 million in sales.

Epstein was born and raised in the Los Angeles area and has expert knowledge of the many distinct neighborhoods that make up this great city. She has helped clients buy and sell real estate from Malibu to Hancock Park and everything in between, with an emphasis on Beverly Hills and Century City. Epstein has also found great success selling properties off-market so even the most discreet buyers feel comfortable leaving their homes in her hands. Since joining Nourmand & Associates, Epstein has

been a consistent top producer and has sold over half a billion dollars throughout her illustrious career.



Barry Dantagnan, Realtor Coldwell Banker

B arry Dantagnan has consistently been the number one or number two broker in the Sherman Oaks Coldwell Banker office for the past 24

Throughout his career and regardless of market conditions, Dantagnan has outperformed the market year in and year out. Over the past 12 months alone, Dantagnan has closed 29 transactions with average sales price of \$1,393,000.



Matt Epstein, Powerhouse Partners Berkshire Hathaway HomeServices California Properties

att Epstein co-formed the real estate team that grew to be known as Powerhouse Partners, one of the top real estate teams in the southern San Fernando Valley. Powerhouse Partners consists of over a dozen seasoned full-time agents and two-full time skilled and experienced staff

Since his real estate start-up, Epstein has personally brokered real estate property transactions representing approximately \$600 million in completed sales. Epstein consistently ranks in the top one percent company wide, and is a luxury specialist.



Tracy Do, Realtor
Tracy Do

Tracy Do a is force in real estate, managing a team that ranks in the highest echelons locally, regionally and nationally. In the last 12 months alone, Do has sold \$262,588,516 of real estate in LA's trendiest neighborhoods, so it's no surprise that her weekend open house signs dominate the scene.

Savvy homeowners call on Do's skills as a straight shooter and tough negotiator; her artful presentation means the properties she lists always look their best. Counting homebuilders among her many clients, Do has become the go-to realtor for new construction multi-unit developments, with a body of experience that few can match. Do is approachable, helpful and trusted throughout the industry, setting a standard of excellence and ethical practice in this highly competitive field.



Drew Fenton, Estates Director Hilton & Hyland Real Estate

W ith over \$3 billion in sales since 2007, Drew Fenton has represented the most pedigreed and significant estates in Beverly Hills, Holmby Hills, and Bel-Air. Born and raised in Los Angeles, Fenton came to appreciate fine design and period details at an early age.

In his prolific tenure, Fenton has listed and sold the Playboy Mansion, The Frances Brody Estate, Doheny Estate and Rosewood in Bel-Air. Currently, he represents the most legendary estates on the market — Chartwell, the most expensive estate in the nation; The Beverly House; The Owlwood Estate; and The Glazer Estate. Specializing in significant properties, Fenton amassed \$408,930,000 in total sales volume in the last 12 months alone! It is no wonder Fenton has such a legendary sales record.





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\$32,500,000



600 PERUGIA WAY | BEL AIR 600PERUGIAWAY.COM

\$24,950,000



1557 TOWER GROVE DRIVE | BHPO 1557TOWERGROVE.COM

\$6,995,000



603 NORTH BEDFORD DRIVE | BEVERLY HILLS \$15,700,000 JUST SOLD



Joshua Flagg
Rodeo Realty, Inc.

osh Flagg, co-star of "Million Dollar Listing," is one of America's most successful and sought-after luxury real estate agents, having completed more than two billion dollars in residential real estate sales in the past 14 years. Flagg has been setting sales and price per square foot records in and around Beverly Hills since he began his career at the age of 18, while still in high school! His record sales and unrelenting work ethic have led him to become one of the top-ranked agents in California and nationally by sales volume. His total transaction volume is \$239,460,000.

Flagg also regularly appears as a real estate expert on various Fox Business shows, CNBC's Squawk

Box, NBC's Today Show, E!, CBS The Insider, Bravo's Watch What Happens Live, ABC's Good Morning America, among others.



Steve Frankel, Luxury Property Specialist Coldwell Banker - Beverly Hills North

Steve Frankel is one of the most successful realtors in the nation with \$1.5 billion in residential sales over a distinguished 25-year career. An award-winning, top-producing agent at Coldwell Banker's Beverly Hills North office, the #1 producing office in the world, Frankel is consistently ranked in the top 1% of agents locally, nationally and internationally.

Frankel has represented some of the most prominent residents and public figures of Los Angeles in the sale and purchase of their luxury homes and fine estates; with record-breaking sales spanning Beverly Hills, Bel-Air, Beverly Park, the Hollywood Hills

and the entire Westside. She is a certified Luxury Property Specialist with Coldwell Banker Global Luxury program.



Tomer and Isidora Fridman, Global Directors International Markets | Celebrity & Luxury Real Estate Compass

A n award-winning duo, Tomer and Isidora Fridman rank in the top percentage of real estate agents nationwide. Specializing in residential luxury properties and developments in Los Angeles, Israel, and Europe, the Fridman duo are consummate professionals who consistently add to their already in-depth knowledge of the real estate market in the communities they serve.

Strong business backgrounds ensure that the Fridman duo's estimable negotiation and communication skills are a constant source of support for their clients. They achieved more than \$132 million in

sales volume in 2018 and have a remarkable total sales volume of more than \$3 billion on total sales volume.



Jon Grauman, Agent **The Agency**

A s a Los Angeles native, Jon Grauman is intimately familiar with the city where he has spent his entire life. He boasts 16 years of experience as a realtor, developer and (formerly) mortgage broker, and as such, he understands every facet of the real estate business.

Grauman has extensive experience in construction and high-end residential development, having developed multiple properties in Beverly Hills and the Sunset Strip. Most notably, he was the developer of a modern/architectural home designed by acclaimed architect Hagy Belzberg that sold for \$24 million. He is an excellent communicator and extends his expertise to his clients by personally walking them through each stage of the transaction. Grauman takes pride in performing at the highest level, offering his clients profes-

sionalism, a strong work ethic and attentiveness. His total sales volume for 2018 was \$94,009,100, ranking him among the best in the nation.



Leah Guerra, Realtor Keller Williams Hollywood Hills

eah Guerra is a broker associate with Keller Williams Hollywood Hills. Well versed in market trends as well as investment opportunities, Guerra has successfully worked with a multitude of clients in various industries. She is also a member of National Association of Realtors, California Association of Realtors, and Beverly Hills Greater Los Angeles Association of Realtors. She received her BBA from Howard University with a degree in International Business and a concentration in Marketing, and her law degree from Stanford Law School.

Prior to joining Keller Williams Hollywood Hills, Guerra worked on Wall Street as a financial analyst and practiced real estate law in Los Angeles. She is

a multi-year top producing agent who is extremely knowledgeable about various neighborhoods and schools, particularly those in the Miracle Mile, West Hollywood, Hollywood Hills and Studio City areas, as she has lived and/or worked in those extensively.



James Harris and David Parnes, Directors **The Agency**

ames Harris and David Parnes, who serve as directors for The Agency and are known from Bravo's Million Dollar Listing Los Angeles, specialize in high-end residential real estate and investment properties in Beverly Hills, Bel-Air, Holmby Hills, Sunset Strip, the Hollywood Hills, Brentwood, Pacific Palisades, Malibu and the greater Los Angeles region.

The partners' "no-nonsense" approach to closing deals, coupled with their extensive network of highnet-worth international and domestic clients, have enabled them to reach a steady incline in sales year over year and The Agency's MVP Award in 2017 and 2018. The duo achieved \$250,144,532 in sales in 2018. So

far, 2019 has been a record-breaking year with their sale of The Manor, marking the highest sale in history in Holmby Hills, the highest sale in history in LA County and the 4th highest sale in the US in history.



James (Jimmy) Heckenberg, Heckenberg Realty Group Sales Team Rodeo Realty, Inc.

immy Heckenberg is well recognized in Beverly Hills and the entire Westside for his top producing Heckenberg Realty Group Sales Team. Whether the client is a first-time homebuyer, existing homebuyer or investor, Heckenberg works to make the buying and selling of real estate as cost effective as possible while maintaining the highest level of service. He provides clients with accurate and up-to-date real estate market information, skilled analysis and sound real estate advice. He continually explores new ideas and technology in order to make the selling and buying of real estate faster, less costly, stress free and simple.

The best interests of Heckenberg's clients always

come first, and he places their concerns ahead of his own in each and every transaction, as he is dedicated to the development of long-term relationships.



Juliette Hohnen, Director of Luxury Sales **Douglas Elliman**

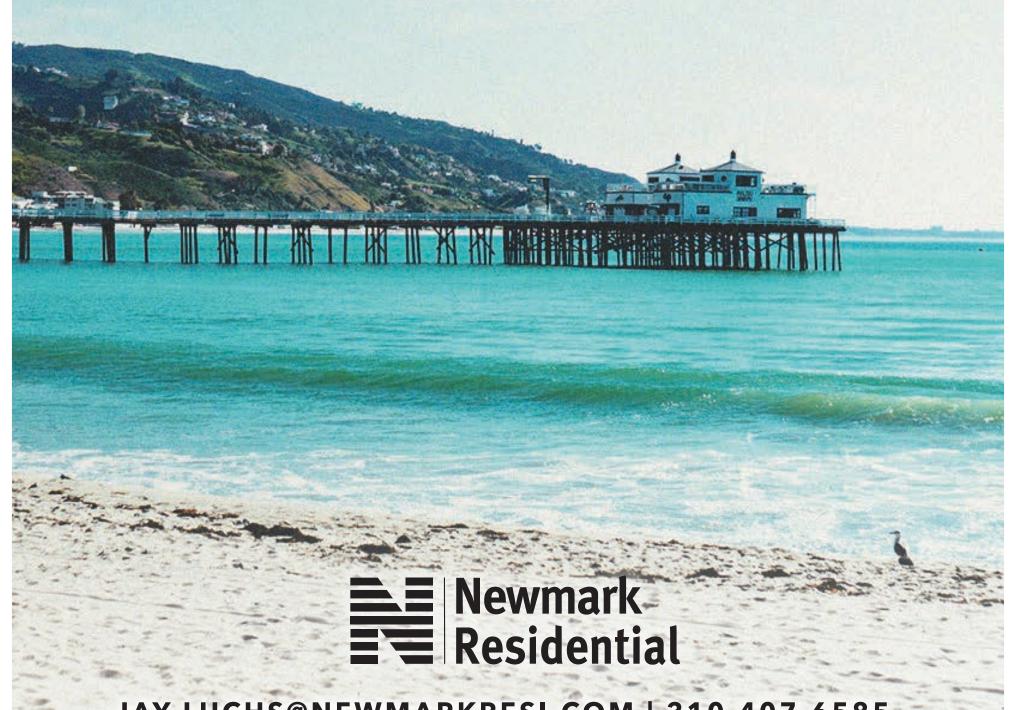
uliette Hohnen, one of the top real estate agents in Los Angeles, has parlayed her relationships internationally, on both coasts and in the entertainment business into an unstoppable and unique real estate selling machine. Along with her polished sales skills, tough negotiating style, attention to detail and innovative marketing ideas, she has managed to combine her extensive relationships within the broker community to consistently close deals no matter how impossible they seem during the selling and buying process.

Born in London, Hohnen studied interior design and had a 15-year career as an award-winning television producer and journalist. An admitted "houseaholic," she realized her true passion is real estate. As a

trained designer she has the unique ability to visualize a property's possibilities — a skill that works for both sellers and buyers. She is imaginative and decisive, well versed in the intricacies of real estate transactions and a powerhouse marketer.

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Jeff Hyland, President and Co-Founder Hilton & Hyland Real Estate

eff Hyland is a real estate expert, architectural historian and the co-founder and President of Hilton & Hyland. With over three decades of experience, he has personally handled several billion dollars in real estate sales.

In the last 12 months alone, Hyland amassed \$355,540,000 in total sales volume, including the highest sale in LA history with the Ecclestone Estate at \$120 million in which he represented the buyer. In addition to selling the Lindsey Buckingham Estate, he has achieved the highest penthouse sale in the Beverly West to Billionaire Richard Lewis at \$21 million as well as participated in the sale of 822 Sarbonne Road for \$75 million.



Eli Karon, Broker Associate **Douglas Elliman**

B ased on the RealTrends rankings for 2019, Eli Karon already has over \$42 million in transactional volume. In May he sold 1560 Roscomare Road for \$2,175,000. In May he also sold 325 Arnaz Drive #PH4 for \$1,1015,000 and set an all time sales record in the building by over \$35,000. In June he sold 3184 Casino Dr. for \$830,000 (32K over asking) in just two weeks, making it the highest price per square foot home sold in Chanteclair Estates in 2019.

Karon genuinely cares about his clients' happiness and comfort when it comes to buying or selling. He never encourages them to move forward with a deal if they are uncomfortable. Most of all, he's passionate about what he does and it shows!



Sally Forster Jones, Executive Director, Luxury Estates Compass

ally Forster Jones' professional progression over the past 40+ years has resulted in her becoming one of the top real estate brokers in Southern California. As of 2018, she is the Executive Director of Luxury Estates at Compass, at the Beverly Hills offices. She achieved more than \$354 million in 2018 sales volume.

In 2019, Jones was listed among the top five agents in Los Angeles for total sales volume by the Los Angels Business Journal. Her extensive industry knowledge ranges from residential sales, luxury and ultra-luxury estates, architecturally significant properties, new developments, multi-family, and

commercial transactions. She has spoken on local and international panels and has been quoted in prestigious publications.



Aaron Kirman, President - International Luxury Estates **Compass**

A aron Kirman, President of International Luxury Estates at Compass, is one of the leading real estate agents in the United States and has repeatedly been named 'Top Agent in Los Angeles.'

With over \$4.5 billion in sales, Kirman represents many of the finest estates across the globe and was ranked #5 in the U.S. He brokered more than \$527 million in sales last year and has been responsible for \$4.5 billion in total sales volume.



Audrey Judson, Realtor
Strand Hill Properties/Christie's International
Real Estate

ne of the reasons why Audrey Judson is so successful in real estate is because she thinks beyond each individual sale. She wants her clients to be truly happy in their purchases or home sales, and if something is not a good fit, she will tell her clients. She would rather give up a sale than "make a deal" because she values integrity. This might be why most of her business is from repeat clients. Another reason why she is successful is because she really likes what she does and loves the South Bay.

Among her largest deals includes selling a home to her client for \$6,450,000 while concurrently

selling the client's property for \$7,000,000. A neighbor found out about the sales and she immediately sold an adjacent property for another \$3,000,000. Although these were divided among several parcels, it was a total sale of \$16,450,000 for her.



John Kostrey
Nourmand & Associates

n just over 10 years in the real estate industry, John Kostrey has established himself as a successful residential broker in the Los Angeles market. While the majority of his transactions are in West Hollywood, Hancock Park, Silver Lake, and Larchmont Village, each year he represents clients all over the Los Angeles region and has closed over \$150 million in sales in just the past three years.

Before embarking on his real estate career, Kostrey was a media and entertainment lawyer at two top Los Angeles law firms, which makes him uniquely equipped to serve his clients with the highest level of real estate knowledge, expertise, organizational skills, and negotiating strength.



Ed Kaminsky, Principal Kaminsky Real Estate Group / Strand Hill Properties

While showcase homes in the \$30 to \$100 million range are relatively common in places like Beverly Hills, Malibu and Hollywood Hills, it isn't a price point that has yet reached the Beach Cities. This makes Ed Kaminsky's sales volume of \$22z0 million over the past 12 months all the more impressive. Hermosa Beach-based Kaminsky has also assembled one of Southern California's foremost real estate marketing teams.

Kaminsky's results speak for themselves in that three of the four highest-priced transactions in the Beach Cities in 2018 were Ed Kaminsky sales. The cherry on top may well be 1204 The Strand, which

was represented by Kaminsky and sold to a Kaminsky-sourced buyer for a record-shattering \$17.4 million. And the record highs keep coming. Kaminsky also sold 317 17th Street in Manhattan Beach for \$16 million, a new high for the Sand Section.



David Kramer, Estates Director **Hilton & Hyland Real Estate**

avid Kramer has consistently been a top-producing agent throughout the Westside for over 20 years. In the last 12 months, he has surpassed a total sales volume of \$238 million.

Kramer's success can be attributed in part to his exceptionally high standards and values, along with great people skills and negotiation savvy. Specializing in the areas of Beverly Hills, Bel-Air, Holmby Hills, Westwood, Santa Monica, and more, Kramer most recently represented both the sale of renowned developer Charles Infante's Beverly Hills retreat to Justin Bieber as well as the sale of Jodie Foster's Beverly Hills traditional.







Jordana Leigh Rodeo Realty, Inc.

ordana Leigh specializes in the sale of fine properties throughout the Westside of Los Angeles. She consistently receives top accolades from clients and co-workers for her commitment to her clients and her unmatched work ethic. With a total transaction volume of \$109,613,428, she is one of the most successful real estate professionals in the nation and has represented the most distinctive properties in Los Angeles for the most distinguished clients in the world.

A focused persistence and an unwavering dedication to her clients' needs has boosted Jordana into the top 1% of Westside agents overall. Her negotiating skills and her unparalleled attention to detail have ensured her success since she began real

estate fourteen years ago. Leigh possesses an unmistakable combination of unbridled energy and enthusiasm coupled with an uncompromising need for perfection that has propelled her to the top of her profession.



Adi Livyatan Rodeo Realty, Inc.

Luxury Home Specialist, Adi Livyatan is a top producing real estate professional and is the number one agent in Rodeo Realty's Sherman Oaks office. She is one of the most accomplished and respected agents in Southern California. With sales over 4100 million per year, she is in the top 1% of all agents nationwide. Her total transaction volume is \$139,083,798.

Livyatan has been a consistent winning associate for several years, winning the President's Circle Elite award for a number of years, and is one of a very select group who one the Chairman's Award, the highest award possible, for her production in 2017, with closed sales of over \$100 million. She has represented

hundreds of buyers and sellers in various price ranges, and is one of the top agents specializing in development and new construction in the San Fernando Valley and surrounding communities.



Jay Luchs and Steven Schaefer, Schaefer & Luchs Team Newmark Knight Frank

ay Luchs has well established himself as one of the most successful commercial real estate brokers in the world. What some may not know is that he is also fast becoming just as prominent in luxury residential real estate. In 2015, Luchs partnered with Steven Schaefer and co-founded Newmark Residential dba Schaefer & Luchs. Both born and raised in Maryland, their mission was simple: to serve Luchs' existing client base and provide unmatched strategic planning and negotiation services for residential sale and lease transactions.

Last year, Schaefer & Luchs sold more than \$140 million in residential, and the team is on the

same track in 2019 with current listings and contracts exceeding \$150 million. Most notably, a \$50 million 125-acre development site in Malibu and a \$58 million contemporary estate in Beverly Hills.



Ray Lyon, Realtor Keller Williams Santa Monica

rowing up on the East Coast, Ray Lyon learned early the importance of a good hustle in order to achieve great success. He has been ranked Top 1% of all Keller Williams Agents in the Country as well as receiving the Triple Gold International Medallion Award. Lyon has also been ranked in the top 1% of all real estate agents nationwide and recently received a Platinum International Medallion Award.

With \$75 million in volume sold in 2018, Lyon and his team have become household names. Lyon and his team pride themselves on working hard for their clients and providing the highest level of service and professionalism.



Rochelle Maize, Executive Director of the Luxury Estates Nourmand & Associates

nown as Los Angeles' real estate maven, Rochelle Atlas Maize is synonymous with the gold standard of luxury real estate. As the Executive Director of the Luxury Estates Division at Nourmand & Associates, she has earned an enviable position as one of Los Angeles' most successful and sought-after real estate agents, even in Southern California's ultra-competitive market.

With a client roster that includes award-winning actors, entertainment industry executives, renowned artists, foreign investors and other high-net-worth individuals, Rochelle has multiple jaw-dropping accomplishments to her credit, thanks to her creativity, financial acumen and work ethic.

With more than \$600 million in sales over the last three years, Maize has put a new spin on the luxury real estate game, focusing on the core areas of Beverly Hills, Bel-Air, Holmby Hills, Hollywood Hills, Brentwood and select beach communities.



Andrew Manning Berkshire Hathaway HomeServices California Properties

Andrew Manning is a top realtor, helping clients buy and sell homes in the Encino, Sherman Oaks, Studio City, and Toluca Lake areas for over 30 years. He maintains a support team dedicated to responding to all client questions and concerns the same day, providing reliable and expert support for his clientele.

Manning's consistently high level of customer satisfaction results in a steady stream of referrals. He has a wealth of real estate experience to share with his clientele. He's self-motivated, has fine-tuned people skills and is easy to work with.



Peter Maurice and Tregg Rustad, Maurice/Rustad Team Rodeo Realty, Inc.

rusted advocates Peter Maurice and Tregg Rustad bring their more than 45 years of combined experience to provide keen strategy, skilled negotiation and market insight to help clientele achieve outstanding outcomes. Informed decision-making, with a clear understanding of the various options available, are two key earmarks of their service.

Maurice and Rustad, who have a total transaction volume to date of \$109,178,883, counsel their clients in a personal, candid and supportive manner. Whether working to sell a property or identifying the right purchase opportunity, the goal is always the same: to make the experience as seamless,

remunerative and as enjoyable as possible. No matter how complex or difficult, their objective for every sale is to make the process look easy and to deliver a result that always takes into account for their clients' best interests.



Linda May, Estates Director Hilton & Hyland Real Estate

ver the last three decades, Linda May has become the go-to, luxury real estate broker in Los Angeles' most prestigious neighborhoods, amassing over \$4 billion dollars in sales. Her specialty is marketing residential listings with a rich architectural and historical pedigree, as well as hotspot development opportunities.

Last year was May's most successful year to date and 2019 is shaping up to have a similar, if not even better outlook. May's most recent notable sale was The Johnny Carson Estate in Malibu. With a total sales volume of \$258,095,000 million in the last 12 months alone, May only continues to soar in luxury real estate through her knowledge of the

market, her expansive network of contacts and her experience as a foremost, acknowledged and successful real estate broker on the Westside.



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Rochelle Atlas Maize



Michael Nourmand



Jill Epstein



Myra Nourmand



John Kostrey



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7 Bed • 10 Bath \$14,495,000 Rochelle Atlas Maize



2600 Aberdeen Ave Los Feliz

6 Bed • 7 Bath \$10,250,000 Konstantine Valissarakos



1004 N Rexford Drive Beverly Hills

30,841 Sf Lot \$9,250,000 Myra Nourmand



621 Trenton Drive Beverly Hills

4 Bed • 7 Bath \$8,300,000 Michael Nourmand / Adam Sires



602 S Lucerne Blvd Hancock Park

5 Bed • 6 Bath \$3,195,000 Jill Epstein



2728 Angelo Drive Bel Air

4 Bed • 4 Bath \$2,550,000 The Kostrey Collection

BEVERLY HILLS

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MYRA'S IN THE HOUSE

ailed as the First Lady of Real Estate, Myra Nourmand knows what it takes to market and sell luxury properties. As a partner of Nourmand & Associates, she exemplifies one of relatively few women principals in the country's residential real estate market. Setting the gold standard, she inspires other women professionals to rise through the ranks as she has. With over 30 years as a top-ranked agent, her focus is on the high-value swathe from Beverly Hills to Malibu, neighborhoods she knows like the back of her hand. Myra combines her rich experience with the company's global reach, assuring there are no surprises on the road from listing to kissing your house goodbye. For a seamless sale, get Myra in the house.







Sandra Miller, President / Private Office Advisor Engel & Voelkers - Santa Monica

andra Miller's transaction volume in 2018 was \$104,835,333. She has been in the top 250 on the Real Trends rankings for the last six years and has been in the Top 10 Worldwide for Engel & Voelkers Franchise for 8 of the last 10 years.

In addition, Miller is extremely involved in organized real estate. She is on the Board of Directors for Beverly Hills Greater Los Angeles and will serve as its Treasurer in 2020; and she has been involved in the Professional Standards Committee for Local AOR since 2006, and its Chair of Grievance since 2015. She also serves on the state and national levels as a director. In addition, she is a strong advocate and supporter of the WomanUp movement, which mentors young women on brokerage management and/or brokerage ownership.



Michael Nourmand, President Nourmand & Associates

ichael 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 the last family-owned boutique brokerage in Southern California. Not only does Nourmand oversee the business operations of the agency, he is also a successful realtor, having sold almost \$70 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 seller of a Sunset Strip home that was formerly owned by TMZ's Har-

vey Levin. A true local, Nourmand brings a unique expertise to his clients of the ever-changing Los Angeles real estate market.



Kelley and Todd Miller, Realtors Keller Williams Santa Monica

delley and Todd Miller have sold hundreds of homes, condos and income properties and have been ranked in the top 1% of real estate agents nationwide. Their combined strengths allow them to provide better service and get better results.

With almost \$80 million in volume sold in 2018, the Millers have perfected how to create a seamless experience for their clients. Whether the client is buying or selling, Kelley and Todd Miller are available to apply their skills, knowledge and experience.



Myra Nourmand, Principal 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. Her talent for maintaining life-long relationships with her clients as well as her distinct ability to find perfectly matched properties has led to her long and fruitful career.



Jade Mills, Global Luxury Ambassador Coldwell Banker Residential Brokerage

n 2018, Mills was ranked the #2 real estate agent in the nation and #1 agent in Beverly Hills for Coldwell Banker. Mills has achieved the highest sales volume on record of any agent in Coldwell Banker history, just recently surpassing an astounding \$5 billion in career sales.

In 2017, Mills was ranked the #1 real estate agent in the nation for Coldwell Banker and the #7 agent for all brokerages nationwide. In 2016, she represented 27% of all the homes sold in excess of \$30 Million in the Westside, including her representation of the buyer exclusively on her historic sale of the Playboy Mansion for \$100 Million.



David Offer Berkshire Hathaway HomeServices California Properties

or over 27 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.

Nearly 95 percent of Offer's business comes from repeat clients, or referrals from satisfied clients. Offer's 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. Having completed over 950 transactions totaling in excess of \$3.2 billion, Offer is distinctly qualified to provide the finest represen-

tation in the industry. He was the No. 1 producing agent in the United States in 2018 out of nearly 50,000 Berkshire Hathaway HomeServices agents, and has been the No. 1 producer every year since 2012.



Sherri and Jose Noel, Team Leaders of Noel Team **Keller Williams Santa Monica**

herri and Jose Noel have flawlessly led the Noel Team towards impressive success with over \$122 million in closed volume in 2018. With Sherri's years of experience and keen understanding of the ever-changing real estate market, the team has garnered praise from clients as well as the real estate world, landing on national lists of the top realtor teams in the entire country.

The highly effective Noel team has paved the way for Sherri and Jose to reach greater heights, allowing them to focus on market trends and negotiating for clients — leading to truly outstanding results for the entire team.



Tami Pardee, Founder and CEO
Halton Pardee + Partners

A s founder and CEO of Halton Pardee + Partners, Tami Pardee has built a concierge real estate company that has sold over \$3.6 billion worth of residential and commercial properties. In the past 15 years, Halton Pardee + Partners has donated over \$1.3 million toward uplifting underserved areas of Venice and West Los Angeles.

Refereed to as the "queen" of Venice, Pardee recently sold Scissor Sisters co-founder Jake Shears' iconic 1930s Los Angeles house. Over the last 12 months, she has sold 240 units/\$421,731,936 per MLS. Some of her most notable sales include 1110 Maytor Place at \$15 million, 311 N. Saltair Ave at \$8.5 million and 772 Kingman Ave at \$7.6 million.



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Katie Pardee, Buyer's Agent Halton Pardee + Partners

atie Pardee has been with Halton Pardee + Partners for more than 11 years and has been working exclusively with buyers for nearly 10, with \$425 million in closed sales. She learned all aspects of the business from her cousin Tami and was drawn to working on the buy side because she was able to connect with her clients on a personal and emotional level, while offering support and expertise.

Growing up, her father was a general contractor and carpenter and being exposed to that world opened up her eyes, allowing her to help her clients see beyond what a home currently is to support and guide them to envision what it could be as a home and investment. Last year was a busy one; between planning

a wedding on the north shore of Massachusetts and marrying a past client, she also sold over \$70 million in real estate.



Teodorico Sajor, Associate Sales Person Keller Williams Hollywood Hills

'eodorico Sajor started his career in real estate in June of 2017 with KW Hollywood Hills. He is driven, hard working and doesn't let minor inconveniences to get in the way of his goals.

Sajor has attended all the classes Keller Williams provides and puts them to practice in his own unique way. He is consistent and is sure to continue building upon his success. His total transaction volume in the past 12 months was \$4,407,000.



Kevin and Brigitte Pratt, Realtors Strand Hill Properites / Christie's International Real Estate

he vast experience and knowledge of the South Bay marketplace sets Kevin and Brigitte Pratt apart from the saturated real estate market they live in. They understand the niche areas and preferred inventory from living and working in Manhattan Beach for the past 40 years. Their local knowledge of shops, restaurants, parks, beaches and the schools also gives them an edge. Their expertise in Sand Section/Beach Front properties proved to be instrumental in closing these intricate transactions of which consisted of a few homes on the Strand.

The Pratts' total sales volume within the last 12 months was \$94,943,500. Strand Hill Properties is the #1 Brokerage for the past two years in Manhattan and Hermosa Beach.



Richard Schulman, Team Leader Keller Williams Santa Monica

ichard Schulman is one of Keller Williams' top roducing agents and one of the top-producing agents in Los Angeles. His team consistently ranks in the top 0.1% of Realtors nationwide.

With over \$138 million in sold volume and 184 units in 2018, he has led his team to become a well-known local brand. Schulman prides himself on superior service to buyers and sellers and a team that helps them along every step of their transaction.



Ash Rizk, Sales Associate Coldwell Banker Residential Brokerage

sh Rizk has at the same office since the beginning of his real estate career. He has, each year A ning of his real estate career increased his production and in 2018, made GCI of over \$2.6 million and is on track to exceed that this year. He works closely with builders and developers and has represented sellers of multimillion-dollar homes. He prides himself on assisting in the staging of homes, promoting his properties with broker luncheons and evening events spotlighting

He has two assistants and many agents who he uses to host his open houses as he usually carries between 15-18 listings His largest deal this past year sold for over \$8 million and his 2018 sales vol-

ume was \$135 million. He is an example of a realtor who is always striving to do better while providing an example for his family.



Michelle Schwartz, Agent, Founder The Agency

Beverly Hills native, Michelle Schwartz was raised and immersed in Los Angeles real estate, R learning the intricate nuances of each neighborhood. A founding member of The Agency and as the first female managing partner for the offices, Schwartz currently serves as managing partner of The Agency's Sherman Oaks office.

In the business since 2010, Schwartz developed a thriving business with an even focus on Los Angeles' Westside and the Valley. Currently residing in Studio City, she has the ability to represent clients across the city with an equal grasp of 310 and 818 markets and their respective nuances. Her total sales volume for 2018 was \$59,673,000. In 2019, she has recorded

many notable transactions including - 3737 Oakfield Dr. (a record breaking sale for the area); 211 S. Spalding #S601 (a record sale in the building); and 4924 Ben Ave.



Billy Rose, Founder and President The Agency

ogether with business partner, Mauricio Umansky, Billy Rose set out to redefine the real estate brokerage model and launched The Agency in 2011 - founded on the principles of sharing and collaboration. Rose has been representing high net-worth and celebrity clients for more than 30 years; first, as an entertainment and real estate lawyer, then as a motion picture-talent agent, and now as a broker. As a result, Rose understands what it takes to render quality representation 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.

Hollywood is still attached to Rose. Several internationally renowned celebrities and high-level entertainment executives have all owned and/or currently live in homes created by Billy Rose Design & Development.



Ryan Shaw **Douglas Elliman**

ccording to Ryan Shaw, persistence is the key to be a successful realtor. He approaches real A to be a succession reactor. The state like a business with the level of sophismiles to that tication, knowledge, and practice similar to that of any attorney or physician rather than that of a part-time career.

With a strong adherence to process, strategy and psychology along with an unparalleled level of preparation, Shaw understands that the execution of a market-leading sale is the accumulation of doing many small tasks well - individually. In the past 12 months his approximate total transaction volume is more than \$40 million including a number of sakes to celebrity clients, with the highest sale closing at \$4,495,000 at 2542 Westridge Rd. in





Jeremy Shelton, Realtor
Strand Hill Properties /
Christie's International Real Estate

here are several outstanding qualities that make Jeremy Shelton of Strand Hill Properties/Christie's one of the top agents in Manhattan Beach, two of which are consistency and an obsession to make his clients happy. Over the last five years, Shelton has averaged \$62 million per year in sales volume.

Shelton has ranked #1 at Strand Hill in number of transactions for the last two years and top three in volume and commissions earned. In addition, his transactions are almost exactly 50/50 between buyers and sellers. Shelton has 15 transactions of over \$4 million since 2016. In addition to consistency, Shelton excels at providing the highest level of service with a strict policy of "If you hire Jeremy, you get Jeremy."

Although he has a support team, he operates his business as the only agent so he can control the information and quality of the process from end to end.



Andrew Spitz and Harriet Cameron, Spitz | Cameron Group Berkshire Hathaway HomeServices California Properties

Andrew Spitz and Harriet Cameron are real estate professionals that have become legendary as being among the city's most prominent representatives for premier properties in Sherman Oaks, Encino, Studio City, Tarzana, Woodland Hills, Toluca Lake, and Los Angeles' Westside.

Creativity and persistence are the cornerstones of Spitz and Cameron's special partnership. The duo has created an aggressive and innovative marketing campaign and tailors the strategies to each listing in order to maximize exposure for every property. The duo's penchant for direct communication keeps its clients informed every step of the way.



Marc and Sara Shevin, The Shevin Team Berkshire Hathaway HomeServices California Properties

n the local real estate market, Marc and Sara Shevin are highly recognized, top-producing agents who are renowned by colleagues and clients alike for their integrity, loyalty, and professionalism.

Specializing in the cities of Calabasas and Hidden Hills, the Shevin Team is widely acknowledged as area experts, and is noted for the duo's years of consistent success in the marketing and sale of luxury estates. With over 60 years of combined experience, and over \$2 billion in closed residential real estate sales, the duo consistently ranks as the No. 1 team in California, and in the top 1 percent of agents nationwide for Berkshire Hathaway HomeServices.



Kerry Ann Sullivan, Listing Agent Halton Pardee + Partners

Before becoming part of the Halton Pardee family, Kerry Ann Sullivan was a friend and mentee of Tami Pardee and recalls how generous and empowering she has always been when it comes to her team. Sullivan is now a top agent at the company and sees each property as an opportunity to embark on a new journey with her clients, dedicating herself to making their process as stress-free and enjoyable as possible.

An east coast transplant, Sullivan's favorite thing about Los Angeles is its numerous unique and diverse communities with an endless opportunity to explore — especially outdoors in the year-round sunshine with her two rescue dogs. In the last 12 months,

Sullivan has sold 35 units/\$69,341,792. Highlights include 945 Berkeley for \$6,585,000; 554 Westminster for \$3,900,000; and 12600 Stanwood for \$2,920,000.



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

Whith more than 1000 total units sold 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 support along with the latest in cutting-edge technology. 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. Northeast LA is their home, and they are proud members of the community.



Bobby Syed, Luxury Property Specialist Coldwell Banker Beverly Hills North

Based in Beverly Hills, Bobby Syed brings over 18 years of specialized experience in representing the estates of Beverly Hills and Bel-Air. As his most discriminating clients will attest, Syed is known for his honesty, dedication to his clients, passion for real estate and sincere professionalism.

Syed's peers and affiliates look to him for advice and guidance as he is often called up for his expert opinion, evaluation and pricing of Beverly Hills property. He had five transactions that closed in Beverly Hills in the last 12 months and overall has had at least 25 closings ranging between \$3 million and \$8 million.



F. Ron Smith and David Berg, Smith & Berg Partners **Compass**

mith and Berg Partners at Compass, led by F. Ron Smith and David Berg, is a team of Southern California real estate experts covering the entire Los Angeles area, from the hills to the sea.

Each agent on the Smith & Berg team is uniquely qualified with the expertise, relationships, and focus to represent buyers, sellers, developers, investors, banks, corporations, and all others interested in the opportunity to be a part of the Los Angeles real estate dream. The team was responsible for more than \$211 million in sales volume last year.



Mauricio Umansky, CEO and Founder **The Agency**

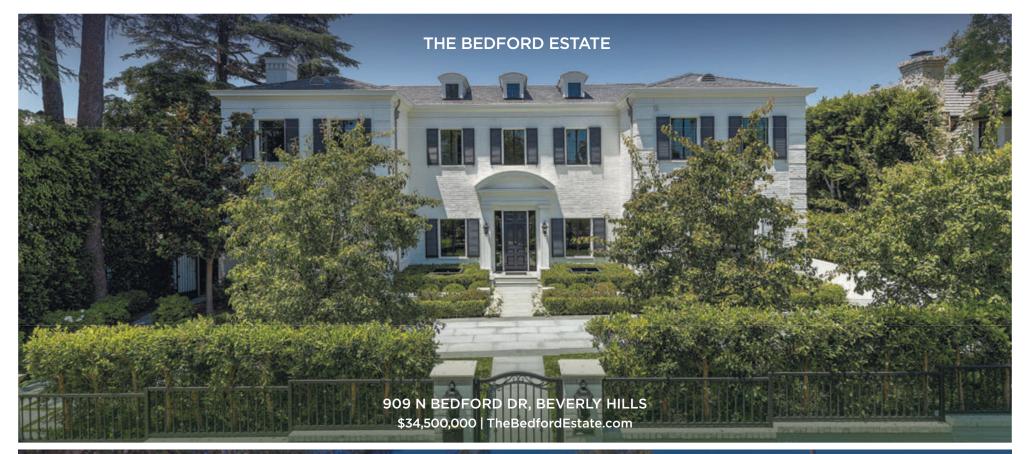
ounder and CEO of The Agency, Mauricio Umansky set out to create an industry-disrupting brokerage that would redefine the business of real estate. Since its inception in 2011, The Agency has done just that and much more. The firm has expanded to employ more than 550 agents in more than 30 offices worldwide.

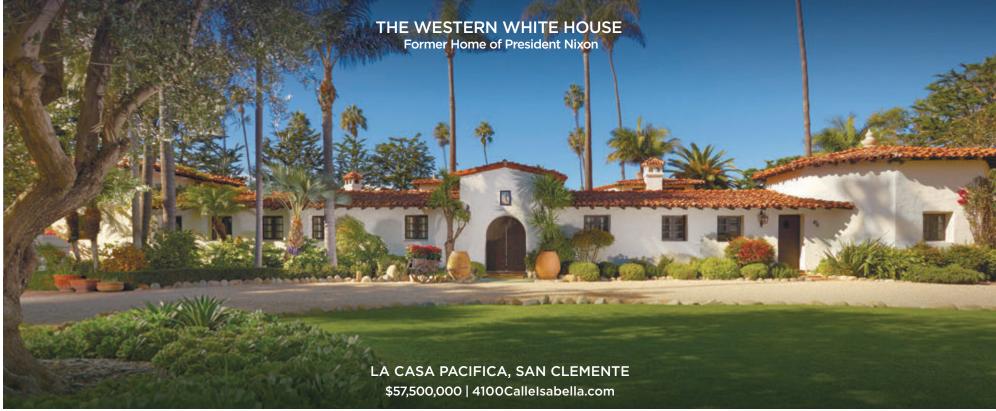
This year to-date, Umansky has participated in some of the biggest off market and off record sales in Los Angeles. He has ranked among the top agents in the country for eight years and also holds the distinction of selling the most homes in the country priced above \$20 million. He has represented some of the world's most noteworthy properties, including

the Playboy Mansion, the first house in L.A. to sell above the \$100 million mark, the Walt Disney Estate, and residences owned by Michael Jackson, Michael Jordan and Prince.

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LOS ANGELES BUSINESS JOURNAL

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Tomer and Isidora Fridman

Aaron Kirman

Courtney + Kurt Real Estate

Smith & Berg Partners

Ron Wynn

Stephanie Younger



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The Glen LA 13103 Victory Boulevard, Valley Glen 3-4 Bed | 3.5 Bath | \$748,000+ theglenla.com | 818.572.6589



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Konstantine Valissarakos **Nourmand & Associates**

onstantine Valissarakos boasts a notable career that spans 30 years, where he has built a strong portfolio of high net-worth clientele and sold over \$1 billion in real estate, with an emphasis on historically and architecturally significant estates in Beachwood Canyon, Bronson Canyon

Growing up in a family that restored significant landmark properties in Seattle and Los Angeles shaped his career and why he is known for selling some of Southern California's most notable properties. He has been recognized in global and entertainment publications and has been consistently awarded for his top-level production, placing him in the top 1% of agents nationwide. Valissarakos has represented many properties with celebrity pedigrees, including Kirstie Alley's Italian Palazzo in Los Feliz, Bela Lugosi's former Tudor in the Hollywood Hills, Vince Vaughn's former Spanish Colonial in Los Feliz, and a bluff-top home in Malibu owned by Flea.



Ron Wynn, Compass

onsidered one of the top 100 sales associates in the nation for the past 10 years, Ron Wynn was previously among the top 10 agents for Coldwell Banker in the world for over 15 years consecutively and currently holds the number 14 position among all agents for the state of California and #49 among all agents in the United States.

Wynn has long pledged his loyalty to the notion of "my clients needs come first," recognizing that 'hands on' personal attention is paramount to everything else. Now with the added support of Compass, he can provide special technology and a pivotal marketing platform reaching every spectrum of possibility, leaving no stone unturned.



Branden and Rayni Williams, Co-Founders and Agents Williams and Williams Estates Group

ynamic husband-and-wife real estate team Branden and Rayni Williams are the co-founders of Williams & Williams Estates Group in Beverly Hills. In the past year alone, the duo has sold over half billion worth of luxury real estate including the \$110 million Carbon Beach house in Malibu, which was the second highest-priced home in Los Angeles in 2019. The team also sold the Stanley House for \$33 million, which broke the record for the highest sale in the Hollywood Hills/Sunset Strip. They will be representing the world's most expensive listing, a \$500 million spec home in Bel-Air, when it comes on the market.

With record-setting sales in Beverly Hills, the Bird Streets, and beyond, the power couple has made a name for themselves as one of the top-producing teams in the nation. They specialize in architecturally significant and one-of-a-kind properties in Los Angeles.



Larry Young, Director, Luxury Division **Berkshire Hathaway HomeServices** California Properties

his year marks Larry Young's 31st year selling real estate in Los Angeles. Whether you are buying or selling, his old-fashioned work ethic, coupled with expertise in sales and customer service, makes him a wise choice for the discerning client seeking a consistently ethical agent.

Once again this year, Young was awarded the Chairman's Circle Diamond Award, confirming his 2018 sales volume was among the top one-half of one percent of nearly 50,000 Berkshire Hathaway HomeServices agents nationwide. For closed production, Young ranked No. 42 nationally. Locally, he ranked No. 10 in his region and No. 1 in the

Beverly Hills Office. He is a Director of Berkshire Hathaway HomeServices California Properties' Luxury Division.



Jonah Wilson, Estates Director Hilton & Hyland Real Estate

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 specialized 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 \$175 million. A few notable sales include his participation in the sale of Priscilla Presley's family home in Brentwood; representing

Pharrell Williams on his purchase from Tyler Perry in Beverly Hills; representing Mary Parent on the Laughlin Park, Chaplin House sale; and representing Ted Sarandos and Nicole Avant on a Malibu sale at \$21.25 million.



Stephanie Younger, Team Leader Compass

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. With 158 units sold in 2018 alone, her sales volume was in excess of \$188 million, adding to her \$1 billion total sales volume.

From her professional background in sales, event planning, hospitality and the arts, she has honed exceptional negotiation skills, an eye for detail and style, and an unwavering commitment to customer satisfaction.



When Back to School Shopping Includes a House

he act of moving into a new home or selling a home can be a hectic period for both home buyers and sellers. So it is not surprising to learn that changing residences with children in tow adds another level of chaos to the process. That is according to a new report from the National Association of Realtors, "2019 Moving With Kids," which explores the various home buying habits and seller preferences of those who have children under the age of 18 years old2 living in the home.

The report found that those homebuyers who still have children living in their homes were likely to be drawn to specific neighborhood characteristics. For example, 53% of buyers with children considered a neighborhood based on the quality of the school districts within that neighborhood. Fifty percent of buyers with children selected a neighborhood based on its convenience to schools.

Of those polled who had no children, only 10% chose a neighborhood because of the quality of its school district. Merely 6% of those buyers with no kids said "convenience to schools" factored into their choice when they selected their home and neighborhood.

"Parents inherently make sacrifices for their children and family, and that is no different when shopping for a home," said Lawrence Yun, NAR's chief economist. "Of course, affordability is a part of the decision, but we have seen buyers with kids willing to spend a little more in order to land a home in a better school zone or district."

In terms of making the final selection on exactly which home to purchase, buyers with children and those without shared some common ground. More than half of all buyers, regardless of children, said that finding the right property was the most difficult stage in the pro-



cess. During that phase, among the homebuyers with children living in the household, 86% purchased their home with the help of a real estate agent. Similarly, 87% of homebuyers without children enlisted the services of a real estate agent when making their home purchase.

While both buyers with children and those without utilized an agent, NAR found that the preferences regarding agent interaction were different. For example, of those buyers without children who were shopping for a home – 74% said they wanted their agent to phone directly when relaying information about new real estate activity. However, 67% of buyers with children preferred that their agent make contact about properties via text message.

"The report's findings showed that both buyers and sellers, especially those with kids, are often dealing with a time crunch of some sort, trying to house hunt while simultaneously raising a family," said NAR President John Smaby, a second-generation Realtor from Edina, Minnesota and broker at Edina Realty. "Tech-savvy Realtors recognize this predicament and are meeting clients' needs by contacting them via smartphone and text message."

Polling confirmed that buyers with children ultimately purchased larger sized homes and properties. As a whole, they opted to buy homes that measured at 2,110 square feet in size with four bedrooms and two full bathrooms. This is versus those without children in the household; on average, they bought 1,800 square feet in size with three bedrooms and two full bathrooms.

However, 26% of buyers with children had to postpone their home buying process because

of childcare expenses. Although some buyers were able to still make a purchase, even with childcare costs in play, some of those buyers had to ultimately make compromises and concessions on the properties. Thirty-one percent said they compromised on the condition of the home, while another 31% said they compromised on the size of the home. Twenty-four percent reported to have compromised on the price of the home.

HOME SELLING TRENDS

Twenty-three percent of sellers with children reported that they sold their home "very urgently." Only 14% of buyers with no children said they had to sell their home quickly. One notable difference between the two groups is that 46% of those with children in the home said they had to sell somewhat urgently, while just under half of those with no children in the household said they were able to wait for the right offer.

"When buying or selling a home, exercising patience is beneficial, but in some cases – such as facing an upcoming school year or the outgrowing of a home – sellers find themselves rushed and forced to accept a less than ideal offer," said Yun.

Twenty-five percent of those sellers with children said they sold because their previous home was too small. Nineteen percent said a job relocation caused them to sell, and 13% said a change in their family situation spurred the sale. Only 7% of those without kids said they felt as if their home was too small.

The National Association of Realtors is America's largest trade association, representing more than 1.3 million members involved in all aspects of the residential and commercial real estate.

Realtors Partner with Food Recovery Network to Fight Hunger Across the United States

uring its annual Leadership Summit in Chicago earlier this month, the National Association of Realtors announced a new commitment to fight hunger, as NAR will ensure all future events and meetings are Food Recovery Verified. Food Recovery Verified is a Food Recovery Network program that recognizes food businesses and events for recovering surplus food and donating it to hunger-fighting non-profits. Working in partnership with FRN, a national non-profit committed to fighting food waste and hunger through food recovery, NAR has asked the 1.200 local and state Realtor associations around the country to "take the pledge" and join to help multiply the effort.

"Giving back to the community is the right thing to do, and I am proud that NAR members have a long history of helping their neighbors," said Bob Goldberg, NAR CEO. "We hope this effort will inspire other associations, organizations, businesses and individuals to fight hunger in their local communities through food recovery."

The NAR commitment will add to an effort by FRN and its affiliates, which has to date recovered 3.9 million pounds of food, equivalent to 3.2 million meals donated and 7.4 million pounds of CO2 emissions prevented since 2011.

NAR and FRN started their partnership earlier this year, when FRN staff designed and

executed a food recovery plan for NAR's Legislative Meetings & Trade Expo in Washington, D.C. On the final day of the event, two lunch events were unexpectedly canceled. However, thanks to the food recovery plan, 85 meals were donated to Charlie's Place, a hunger-fighting non-profit in D.C.

"We look forward to partnering with NAR and the entire realtor family to make food recovery and donation a regular part of their events and meetings. We make it fast, easy and simple for organizations to recover and donate surplus food to people who need it the most," said Regina Anderson, FRN Executive Director. "Our two organizations share the goal of making food recovery – not food waste – the standard at real estate industry events."

NAR hotel and convention partners will collaborate on food recovery, and FRN will verify the effort at NAR's largest annual event for real estate professionals, the 2019 REAL-TORS Conference & Expo, which will be held this year from November 8–11, 2019, in San Francisco. An estimated 20,000 people will attend the conference.

Food Recovery Network unites and empowers college student leaders in the fight against food waste and hunger in America. Since 2011, FRN students have recovered more than 3.9 million pounds of surplus food from their cafeterias and local restau-

rants. This food would have gone to waste, but because of their hard work, it is feeding hungry Americans. FRN has more than 200 college campus chapters in 44 states and the

District of Columbia.

For more information about FRN, and to join our effort, visit foodrecoverynetwork.org.



Ash Rizk brings EXPERIENCE, INTEGRITY and SERVICE to his clients! With a background in Computer Science, programming and mortgage banking, clients expect and receive the best service in the industry. Armed with a technical and computer based background Ash Rizk guides his clients through their entire transaction quickly and accurately in all stages of the process.

Ash's ability to walk into a property, and balance the energy, rearrange and restage is incredible! Sellers appreciate his attention to detail and commitment in presenting their property at optimal

levels. Buyers value Ash's experience and technical expertise to locate the perfect residence and negotiate a price that's a win/win for both parties. His well-trained eye is amazing: Ash has the ability to transform homes into estates, rooms into stages and space into moments where buyers experience the property.

Ash always wants to be above the rest and at the cutting edge in his profession, using technology to gain and maintain an advantage in a highly competitive real estate market is definitely standing out from the rest.



930 SINGING WOOD, ARCADIA CLOSED PRICE: \$7,681,888



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2168 ADAIR STREET, SAN MARINO CLOSED PRICE: \$4,700,000



964 FALLEN LEAF ROAD, ARCADIA CLOSED PRICE: \$11,880,000

TESTIMONIALS

Ash is THE BEST realtor that anyone could hope to work with! Selling a family home is never an easy thing to do, however Ash helped us every step of the way from helping us donate all the heavy furniture that I could not move, cleaning up the front and backyard, painting the exterior and interior of the home, emptying out the packed garage and dealing with the City requests. All of this support along with kindness, patience, and marketing expertise made a difficult process smooth and painless! And if all of this was not enough, as Ash was overseeing the garage being emptied out, he took his time and energy to pack up family photos that we had missed. Now someone might say, well you're probably selling a multi-million dollar house and there's a big commission check for him! I have to tell you, we were treated as if we were selling a multi-million dollar house, however actually we were probably one of the lowest priced homes that Ash has represented. We were treated as if we were selling his most expensive house of his listings! And to us, all of his help and support was priceless! As my brother so simply said, I do not know why anyone would use anybody except for Ash! There is not much these days that exceeds my expectations, however Ash went over and above and exceeded expectations that I didn't even know that I had! You could not be in any better, more capable, more experienced hands in buying or selling real estate than with Ash! We will refer him to all of our friends and will certainly use him for any real estate transactions going forward!!

-Laurie Cline, Arcadia CA

We cannot say enough about Ash and his team and all they did for us during the sale of our home. From the very beginning Ash was simply amazing. He gave us the perfect advice for what we needed to sell our home and sold it in record time. He went above and beyond in many ways and even sold it for more than what we had initially hoped for. As an added bonus he kept us calm during a very stressful time (it's hard to put a value on that). We would absolutely recommend Ash 100% to anyone looking to buy or sell a home. Thank you Ash!

- Mark and Kim Homer, Monrovia CA

My family has used Ash Rizk for 5 properties, and he has done an excellent job!!! He is truly the best in every way!!! We have dealt with Ash for five years now and he gets the properties sold immediately!!! He is very knowledgeable about the real estate market and knows his areas very well. I would not hesitate to recommend him!!! He gets the job done!!! -

-The Holcomb Family, Arcadia CA



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Residential Real Estate Preparation Tips

By BRET SPARKS

ere are some specific tips that will help you prepare your home for potential buyers to see it in the best possible light.

EXTERIOR TOUCH-UPS

Your home's exterior is the first thing a potential buyer sees, when visiting your home. The following tips will help you increase your home's curbside appeal and create a strong first impression to potential home buyers.

Fence

Replace missing slats, stakes and posts. Repair broken hinges and paint or stain the fence if necessary.

Vard

Mow, trim and fertilize the lawn. Weed flower beds and replace dead plants and trees.

Driveway, Garage, Carport

Clean up grease or oil spots on concrete surfaces. Make sure the garage door opens freely and the automatic door opener is working. Provide an unobstructed view of your home from the street by not parking cars, boats or other vehicles in the driveway.

Front Entry

Polish door handles and door knockers. Replace worn or broken items, such as an unsightly mailbox or rusty doorbell. Be sure porch lights are working and add welcoming features such as a new door mat and flowering plants.

Siding and Trim

Consider painting the highlight features of your home, such as trim work, shutters, gutters, down spouts and railings. If necessary, add a fresh coat of exterior paint to the exterior siding.

Roof

Remove debris such as tree branches and leaves. Straighten the TV antenna. Make any necessary repairs to worn shingles or cracked surfaces.

Patio, Deck

Flowering plants and outdoor furniture add appeal. Remove any unnecessary items such as gardening equipment. Tidy any visible items, such as an outdoor grill or barbecue.

INTERIOR TOUCH-UPS

Experience shows that creating a house warming feeling inside your home increases its desirability. View your home with a critical eye. Clean, complete minor repairs, and add finishing touches.

Doors and Windows

Consider adding a fresh coat of paint to your front door. Polish brass fixtures and be sure door locks work properly. Oil hinges to both doors and windows. Keep stairways tidy and secure handrail. Repair or replace bent or damaged screens and window glass. Cut back

outdoor plants that restrict natural light. Keep windows clean and tidy with draperies firmly affixed and in proper working order.

Floors and Carpets

Repair or replace missing or damaged tile, hardwood, vinyl and baseboards. Steam-clean or shampoo carpets. Secure loose carpeting and replace damaged areas. Be conscious of odors caused by dampness, high-traffic areas or pets.

Closets and Storage Areas

Ample storage space increases the desirability of the home. Keep closets tidy. Discard any unnecessary items and consider storing those you do not use frequently.

Bedrooms and Living Areas

Keep living areas clean and inviting. Arrange furniture to allow a spacious atmosphere. Make beds, arrange couch cushions, dust shelves, vacuum carpets and touch-up walls with paint or spackling as necessary. Wallpaper should be clean and adhere smoothly to the walls. Finishing touches such as flowers or candles add to the home's house warming appeal.

Kitchens and Bathrooms

Clear counters, drawers and cabinets of unnecessary items. Clean soap dishes, mirrors, faucets and appliances (inside and out). Store cleaning supplies and hang freshly washed towels. Be conscious of odors caused by dampness, hampers, garbage and various foods.



Counters and Cabinets

Store infrequently used counter-top items to allow a spacious look in the kitchen and bathroom. Keep drawers and cabinets tidy and organized.

Garage or Workshop

Items should be neatly stored in shelving or wall units. Allow appropriate space for the home buyer to visualize their vehicle or workbench. Consider moving excess or over-sized items to mini-storage.

Remember, to be a seller, you have to look at your home like a buyer.

Bret Sparks is a freelance writer based in North Hollywood.



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