

Hollywood's Top 30 Real Estate Agents: How Luxury Pros Ride Out a Market Dip



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There may be a chill in the L.A. housing market, but the dealmakers on The Hollywood Reporter's annual list have the experience — and the muscle — to make the most of the hot properties A-listers such as Ellen DeGeneres and Jennifer Lopez want (or want to unload) for millions.



Tami Pardee

Halton Pardee + Partners



Courtesy of Subject

For Pardee, the L.A. market's lull is an opportunity, not a worry. "The year we had the big crash in 2008 I doubled my business," she says — adding that she doesn't see a repeat of that dim year coming for her team of 26, which specializes in Venice properties. Still, challenging markets are when a top broker's mettle gets tested, says Pardee, whose team sold \$600 million in volume in 2018, with clients including writer-producer Gary Auerbach and the Scissor Sisters singer Jake Shears.

My toughest turf battle "A rival agent used to come to my listings and crank the air conditioning up. It was winter so it would be freezing. I figured out who it was and followed them and approached and asked, 'How are you doing?' Then it stopped. But I remember thinking, 'This person's literally trying to freeze me out!' "
