

## Member Strategy for Social Clubs

**RETAIL:** Investors like recurring revenue model.

By **HANNAH MADANS WELK**  
Staff Reporter

Westwood-based real estate investment firm **Stockdale Capital Partners** is betting big on social clubs, acquiring one in February and has plans to open a new club this June.

“We see the membership business as a growth industry,” said **Bill Doak**, managing director, Hospitality for Stockdale.

He added that social clubs represented a recurring revenue stream and the specific properties it has acquired fit into the company’s larger strategy of acquiring hotel and hospitality properties, which he believes will do well in the long run.

Doak called the company’s recent acquisition

*Please see REAL ESTATE 80*



Los Angeles Athletic Club

## LPGA Returns to Local Links

**SPORTS:** Golf association has SoCal presence since 1955.

By **TOM HOFFARTH**

In Los Angeles, where major sports leagues, teams and individuals regularly re-invent themselves to resonate with their entertainment-savvy target audiences, the Ladies Professional Golf Association is making a re-entry onto the local sports business stage.

The LPGA recently announced that its 72nd

*Please see SPORTS page 82*

## Winemaker in Sodexo Deal

**BEVERAGE:** Selena Cuffe partners with Magic Johnson.

By **SHARIFAH CHAMMAS**

From the 2005 founding of her international wine distribution company, **Heritage Link Brands**, and successfully carving out an ethical purpose in the \$300 billion wine industry to her current role as president of **SodexoMagic** – her business venture with **Magic Johnson** and So-

*Please see BEVERAGE page 84*

### SPECIAL REPORT REAL ESTATE AGENTS



For residential real estate sellers, last year was a dream market. Each of the five top agents in L.A. transacted more than \$1 billion in home deals. Aaron Kirman at Compass Inc., who ranks third on the list of agents, calls it “a record-breaking year.”

**BEGINNING ON PAGE 33**

RINGO H.W. CHIU/LABJ

## OUTCOME QUEST

Software firm tries to tackle big question of medical procedures

By **HOWARD FINE** Staff Reporter

For 30 years, hospitals, insurers and other healthcare providers have sought ways to track patient outcomes to better determine which medical procedures are most effective and which physicians need to show improvement or be weeded out.

Until now, that ability has largely eluded them. But now, Beverly Grove-based **OutcomeMD Inc.** is one of a small group of health tech startups aiming to deliver that holy grail of healthcare metrics.

OutcomeMD has developed a software platform that interacts with patients and tracks their symptoms before and after they undergo medical procedures.

In the two years since officially launching the platform, OutcomeMD has been tracking patient symptoms and outcomes for health insurers, hospitals, surgery centers, individual doctor practices and organizations such as the Veterans Affairs Greater Los Angeles Health Care System.

At the center of OutcomeMD’s platform is an ongoing series of assessment question-

naires sent to patients via a mobile phone app, tracking their symptoms before medical procedures or treatments are performed and symptoms and recovery progress for months following the treatment. The patient responses to those questionnaires are then tabulated to present a picture of how well each patient is recovering. When patient recoveries are not up to par, the physician is alerted.

“The key to delivering value-based

*Please see HEALTH page 83*



**RESIDENTIAL REAL ESTATE AGENTS**  
Ranked by 2021 L.A. County sales volume  
See page 40

### TOURISM: Recovery for Hospitality Sector?

Los Angeles Mayor Eric Garcetti, right, has appointed a special cabinet to bring visitors back after pandemic. **Page 3**

### HEALTH CARE: GoodRx Acquires vitaCare

Santa Monica-based firm moves from generics to brand name drugs in \$150M deal. **Page 4**



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We are honored to be the leading brokerage with the most number of top-producing agents and teams recognized on this year's list.

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Aaron Kirman Group  
DRE 01296524

**Ari Afshar**  
VOYAGE Real Estate  
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The Raskin Group  
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**Carl Gambino**  
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DRE 01414326

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DRE 01871966

**Ron Wynn**  
WSA  
DRE 00420587

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Mark and Grether Group  
DRE 01836632

**Ryan Jancula**  
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DRE 01750717

**Tracy Do**  
Tracy Do Team  
DRE 01350025

**Tyrone McKillen**  
Plus Real Estate Group  
DRE 01915539





27930 PACIFIC COAST HIGHWAY  
\$85,000,000 | 12 Bed | 14 Bath



28808 CLIFFSIDE DRIVE  
\$65,000,000 | 6 Bed | 9 Bath



3903 CARBON CANYON ROAD  
\$35,000,000 | 6 Bed | 9 Bath



29754 BADEN PLACE  
\$25,000,000 | 6 Bed | 8 Bath



0 TRANCAS ROAD  
\$25,000,000 | Approx. 24.88 Acres



11100 PACIFIC VIEW ROAD  
\$24,500,000 | 9 Bed | 12 Bath | Rendering



22102 PACIFIC COAST HIGHWAY  
\$21,750,000 | 4 Bed | 4 Bath



21614 PACIFIC COAST HIGHWAY  
\$21,500,000 | 4 Bed | 7 Bath



11802 ELLICE STREET  
\$18,500,000 | 6 Bed | 6 Bath



948 N ORLANDO | WEST HOLLYWOOD  
\$17,995,000 | 8 Bed | 10 Bath



27033 SEA VISTA DRIVE  
\$16,995,000 | 5 Bed | 5 Bath



31220 BROAD BEACH ROAD  
\$16,850,000 | 4 Bed | 6 Bath



6345 TANTALUS DRIVE  
\$11,995,000 | 6 Bed | 8 Bath



28859 BISON COURT  
\$8,450,000 | 5 Bed | 4 Bath



33127 PACIFIC COAST HIGHWAY  
\$7,450,000 | 5 Bed | 6 Bath



5737 BUSCH DRIVE  
\$6,950,000 | 4 Bed | 5 Bath



23907 MALIBU ROAD  
\$6,500,000 | Approx. 4.36 Acres | Rendering



32826 PACIFIC COAST HIGHWAY  
\$4,995,000 | Approx. 0.97 Acres | Rendering



**CHRIS CORTAZZO**  
310.457.3995  
chris@chrisortazzo.com  
DRE 01190363







**29800 CUTHBERT ROAD**  
\$4,500,000 | Approx. 2.09 Acres | Rendering



**410 ENTRADA DRIVE | SANTA MONICA**  
\$3,450,000 | 3 Bed | 4 Bath



**31864 SEA LEVEL DRIVE**  
\$1,995,000 | Approx. 0.158 Acres



**19901 PACIFIC COAST HIGHWAY**  
\$1,499,000 | Approx. 2.75 Acres



**ENCINAL CANYON**  
\$1,375,000 | Approx. 21.447 Acres



**9533 DEER CREEK ROAD**  
\$1,250,000 | Approx. 10.32 Acres



**SOUTH FOOSE ROAD**  
\$1,050,000 | Approx. 5.05 Acres



**OLD CHIMNEY ROAD**  
\$650,000 | Approx. 3.27 Acres

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**\$1B+**  
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Years in real estate



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401 OCEAN AVENUE UNIT 3  
SANTA MONICA



3 BED | 4 BATH | 3,074 SQFT |  
\$7,750,000



401 OCEAN AVENUE UNIT 4  
SANTA MONICA



3 BED | 4 BATH | 3,074 SQFT |  
\$9,250,000



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CINDY AMBUEHL  
CINDY@CINDYAMBUEHLGROUP.COM  
818.489.0282 | DRE 01821934



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\$6,295,000    4 BD + 6.5 BA    ±4,239 SF    ±10,256 SF LOT

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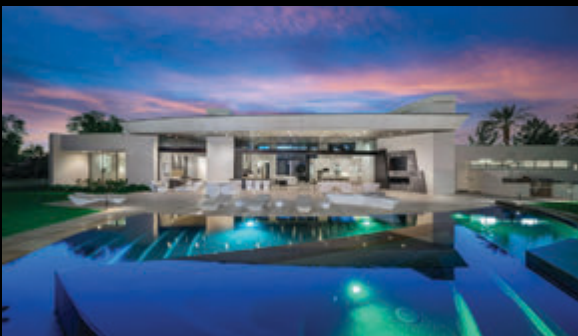
# Ginger Glass — Ranked by Wall Street Journal as the #1 single selling agent worldwide for Compass, the #1 brokerage in Southern California.

## THE MADISON CLUB



**53246 ROSS AVENUE**  
THE MADISON CLUB | LA QUINTA

7 BED | 9 BATH | 8,834 SQ FT  
\$15,995,000



**81150 ELSWORTH PLACE**  
THE MADISON CLUB  
LA QUINTA  
6 BED | 7 BATH | 8,717 SQ FT  
\$13,495,000



**81307 AMUNDSEN AVENUE**  
THE MADISON CLUB  
LA QUINTA  
6 BED | 8 BATH | 17,528 SQ FT  
\$34,500,000



**81347 COLUMBUS WAY**  
THE MADISON CLUB  
LA QUINTA  
6 BED | 7 BATH | 5,846 SQ FT  
\$9,395,000





\$488M+ in 2021  
sales volume

## Ginger Glass

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GINGER@GINGERGLASS.COM  
DRE 01478465

## BEVERLY HILLS



**2357 KIMRIDGE ROAD**  
BEVERLY HILLS POST OFFICE

7 BED | 8 BATH | 9,205 SQ FT  
\$14,395,000



**2571 WALLINGFORD DRIVE**  
BEVERLY HILLS POST OFFICE  
12 BED | 24 BATH | 38,000 SQ FT  
\$85,000,000



**1195 TOWER GROVE DRIVE**  
BEVERLY HILLS POST OFFICE  
5 BED | 6 BATH | 5,745 SQ FT  
\$12,995,000



**1071 LAUREL WAY**  
BEVERLY HILLS  
5 BED | 7 BATH | 6,866 SQ FT  
\$13,995,000



COMPASS  
CONGRATULATES  
DAN URBACH

\$200M+

IN SALES IN 2021

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DAN URBACH

DAN URBACH

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CONGRATULATES

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BRAU

ON HER INCLUSION  
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"THE LIST"

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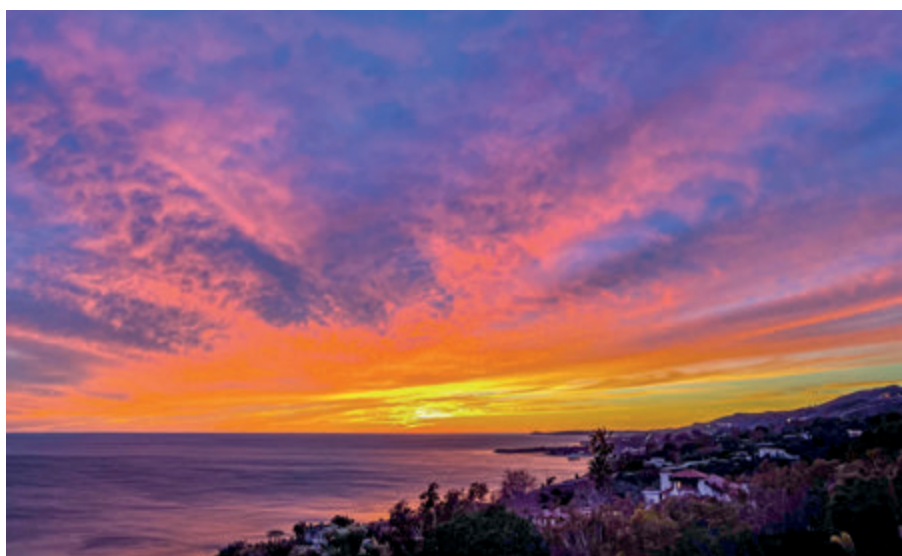
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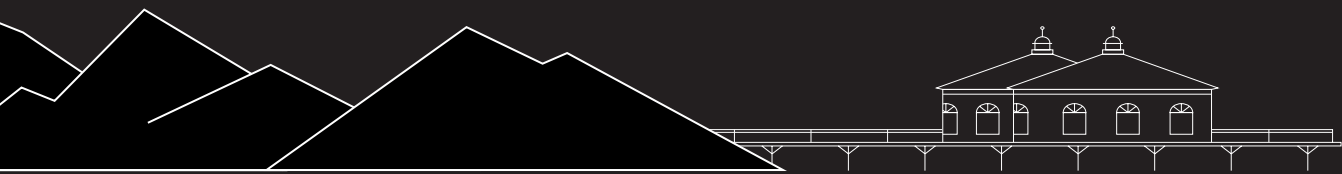
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**Korrin Gibbs**  
Agent | DRE 02147189

**Marissa McMillon**  
Agent | DRE 02149044

For more on the team visit:  
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**Ryan Sypek**  
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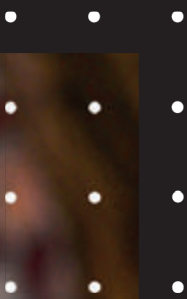


## MICHAEL J. LIBOW

Known as the hardest working man in Westside real estate, Michael's approach of treating his clients with complete discretion and as precious resources rather than commodities has elevated him to the top tier of national agents for decades.



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# SMITH & BERG PARTNERS

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2021 Sales Volume

## No. 1

on L.A.'s Westside



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Lifetime sales volume

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TRANSACTIONS

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800+

PERFECT REVIEWS

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Sources: MLS via Terradatum's BrokerMetrics. Regions include Los Angeles County. Property type(s) include single-family home, condominium, townhouse and residential land listings. 01/01/21-12/31/21. California Regional MLS via Terradatum's BrokerMetrics. Regions include Orange County. Property type(s) include single-family home, condominium, townhouse and residential land listings. 01/01/21-12/31/21.

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UNLIKE  
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BROKERAGE

\$2.08B+

Compass sales volume at  
the \$10M+ price segment in  
Los Angeles County, 2021

19.39%

Compass market share  
of \$10M+ sales in  
Los Angeles County, 2021

#1

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MARKET SHARE OF  
ANY RESIDENTIAL  
BROKERAGE IN LOS  
ANGELES COUNTY  
AND \$6M+ IN ORANGE  
COUNTY

\$1.35B+

Compass sales volume at  
the \$6M+ price segment in  
Orange County, 2021

19.54%

Compass market share  
of \$6M+ sales in  
Orange County, 2021

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COMPASS







# Exclusive Listings

+ BY MARCO RUFO



17314 TRAMONTO #801 | PACIFIC PALISADES  
ACTIVE | \$4,370,000 | 4 BEDS | 4.5 BATHS



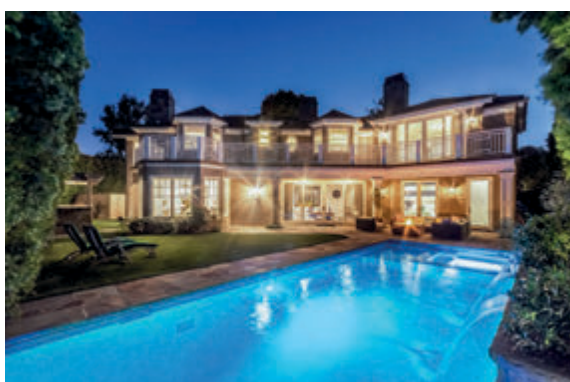
900 W. OLYMPIC BLVD. #41-J | DOWNTOWN  
ACTIVE | \$3,400,000 | 3 BEDS | 3 BATHS



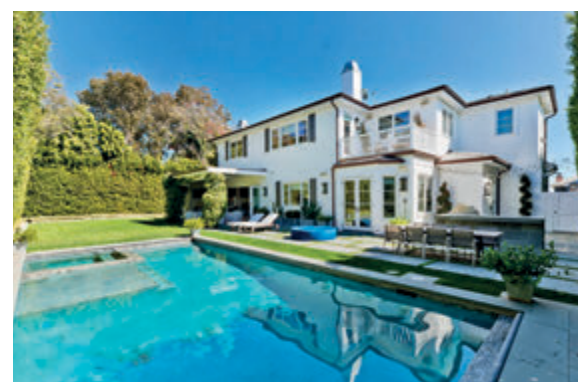
4293 JASMINE AVENUE | CULVER CITY  
ACTIVE | \$4,350,000 | 5 BEDS | 6.5 BATHS



17316 TRAMONTO #702 | PACIFIC PALISADES  
ACTIVE | \$4,350,000 | 3 BEDS | 3.5 BATHS



604 EL CERCO PLACE | PACIFIC PALISADES  
SOLD | \$11,700,000 | 7 BEDS | 10 BATHS



1065 NAPOLI DRIVE | PACIFIC PALISADES  
SOLD | \$10,200,000 | 7 BEDS | 10 BATHS



311 N. SALT AIR AVENUE | BRENTWOOD  
SOLD | \$9,500,000 | 6 BEDS | 8 BATHS



14901 RAMOS PLACE | PACIFIC PALISADES  
SOLD | \$9,350,000 | 6 BEDS | 6.5 BATHS



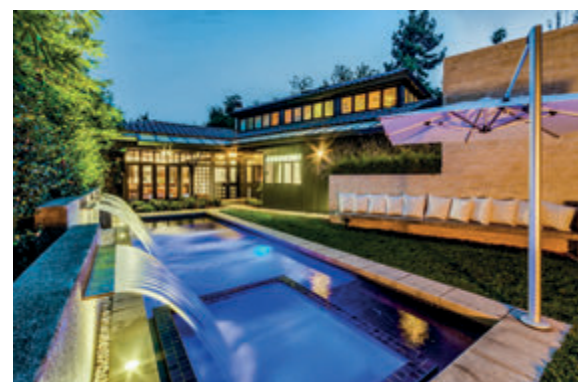
814 TOYOPA DRIVE | PACIFIC PALISADES  
SOLD | \$7,770,000 | 5 BEDS | 5.5 BATHS



15265 BESTOR BLVD. | PACIFIC PALISADES  
SOLD | \$6,200,000 | 6 BEDS | 6.5 BATHS



751 CHAUTAUQUA | PACIFIC PALISADES  
SOLD | \$5,400,000 | 5 BEDS | 6 BATHS



13258 CHALON ROAD | BRENTWOOD  
SOLD | \$4,150,000 | 4 BEDS | 3.5 BATHS



MARCO RUFO

MANAGING PARTNER, PALISADES  
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LIC. #01362095

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# THROUGH THE ROOF

Many of L.A.'s residential real estate brokers enjoyed their best year ever in 2021. Interest rates were low and demand was high — particularly for luxury housing. Killer views were a big attraction, as always, but lots of land became more important as top-end buyers yearned for compounds. "It was a very, very intense and exciting year for real estate," said Compass Inc.'s Sally Forster Jones, No. 8 on the list of L.A.'s top brokers.

IN THIS  
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Why 2021  
was so hot  
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Profile of high-  
end brokerage.  
PAGE 38

List of L.A.'s  
top brokers.  
PAGE 40

12719 San Vicente Blvd.  
in Brentwood sold last  
year for \$17.3 million.



# AGENTS SET RECORDS

L.A.'s top agents sell billions of dollars' worth of real estate

By **HANNAH MADANS WELK** *Staff Reporter*

Last year was the best 12 months ever for some of L.A.'s top-producing residential real estate agents. The Top 5 agents based on sales volume in L.A. did more than \$1 billion worth of real estate transactions each.

Beverly Hills-based **Westside Estate Agency Inc.**'s **Kurt Rappaport** held onto the No. 1 spot with a whopping \$1.6 billion sold. The Altman Brothers team, led by Josh Altman took the No. 2 spot with \$1.5 billion of sales.

The husband-and-wife team of **Rayni Williams** and **Branden Williams** and **Compass Inc.**'s **Aaron Kirman** tied for the No. 3 spot with \$1.2 billion worth of sales. Rounding out the Top 5 was Compass' **Chris Cortazzo**. The Malibu specialist did \$1 billion worth of transactions.

"In 2020 and 2021, we saw demand for the high-end, all-encompassing family home/compound," Rayni Williams said. She added that buyers were thinking about what they truly need in a home and what makes a home a sanctuary.

Kirman called 2021 a "record-breaking year."

"We sold a lot of amazing houses. The luxury market was so on fire. Who expected it to continue for as long as it did? It was an amazing year," he said. "It's a combination of things. Obviously, Covid was the precipice for the residential markets to take off and people realized how important the house was and were willing to spend the money. Money was freeflowing but with all of those things going and interest rates as low as they were, it led to a really dynamic marketplace."

It was a big year across the board with 14 agents or teams reporting more than \$500,000 worth of sales volume in Los Angeles, compared with only nine the year prior.

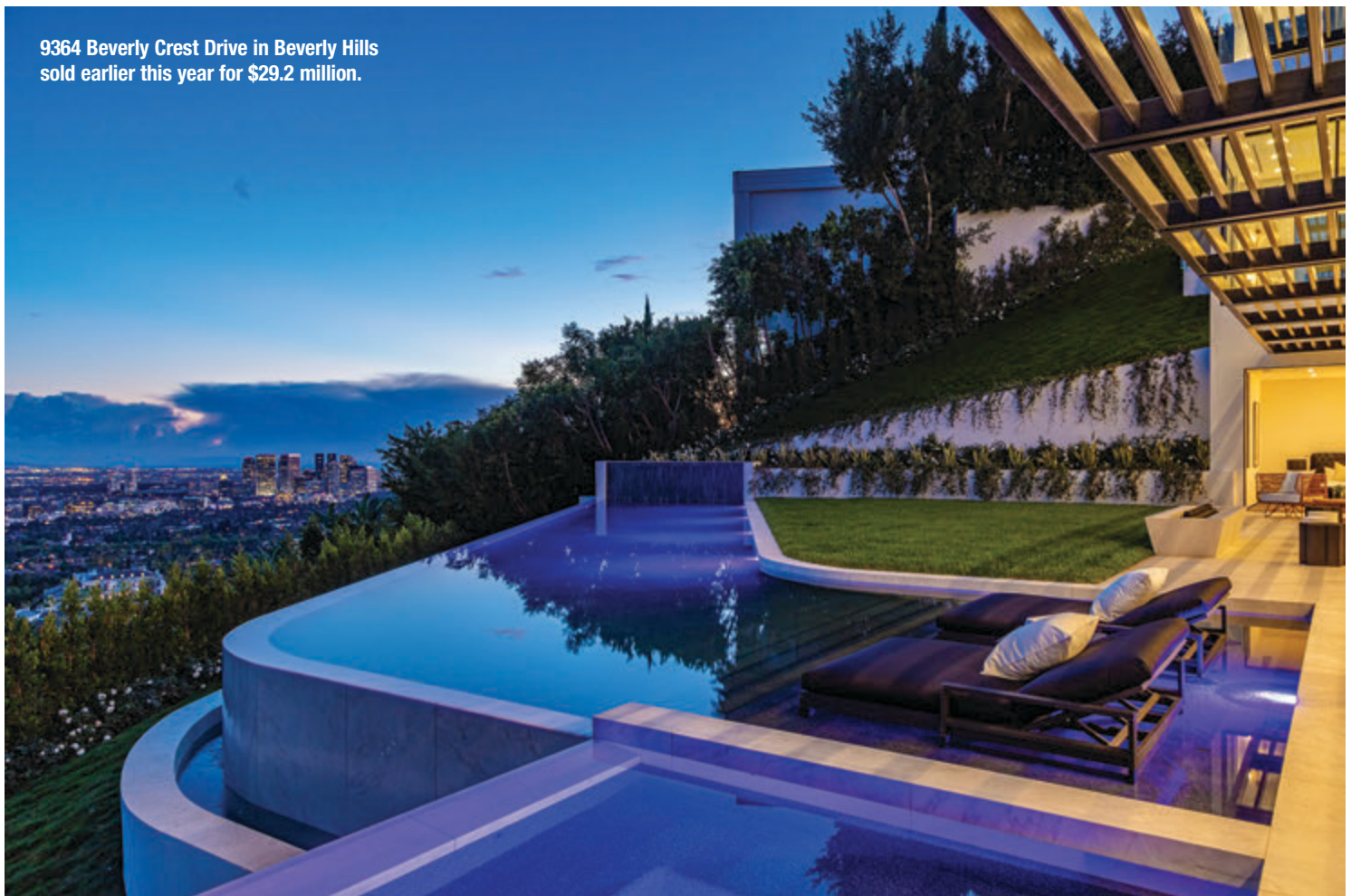
"It was the best year I ever had. It was the best year many agents have ever had and, in some respects, by a long shot," said **Hilton & Hyland Real Estate Inc.**'s **David Kramer**, who claimed the No. 34 spot on the list with \$308 million worth of sales.

**Mauricio Umansky**, founder and chief executive of Beverly Hills-based **The Agency**, agreed. He ranked No. 37 on the list with \$298 million in sales.

"We had an amazing year both (me personally and) at The Agency, we beat our projections and our estimates by a considerable amount. We were estimating \$200 million of revenue and hit about \$227 (million). It was a very nice year for us. Personally, the same. Crushed it, grew a bunch of franchises and it was a really great year for sales," Umansky said.

**Tami Pardee**, founder and chief executive of Venice-based **Pardee Properties**, said her

9364 Beverly Crest Drive in Beverly Hills sold earlier this year for \$29.2 million.



Adele reportedly paid \$58 million for a home at 30 Beverly Park Terrace.



Aaron Kirman Group at Compass sold this property for \$14.7 million.

CHRISTOPHER AMITRANO

company also had a great year and sold 30% to 35% more than usual. She ranked No. 7 on the list with \$812 million in sales.

## Areas of interest

Experts agree that everyone in Los Angeles is seeing high demand now.

"We're seeing a lot of interest across the board," said **Coldwell Banker Residential Brokerage**'s **Jade Mills**. Mills was No. 26 on the list with \$351 million in L.A. sales.

Kirman said instead of just being focused on one small region, some buyers have been interested in the San Fernando Valley and even

Orange County.

"We're definitely seeing more people move to the Valley," Umansky said. "There's definitely a value play there."

He added that despite rising home prices, the Valley still represented a "big discount" over other areas in Los Angeles.

Kramer said west of the 405 Freeway was seeing "historic-high sales."

And experts agree Malibu especially is seeing incredibly high interest.

"It's still crazy. Lack of inventory, huge price increases, Malibu is up like 35%," Kirman said.

"We're getting a lot of attention everywhere but along the coast of Malibu has been very, very strong, so prices have gone up dramatically. If a property goes on the market, it gets a lot of attention and sells really quickly," said Compass' **Sally Forster Jones**, No. 8 on the list with \$737 million of home sales in L.A. in 2021.

She added that buyers' interest in such areas as the Valley and Malibu are a result of people wanting more outdoor living space and being less concerned about being in the heart of Los

*continued on page 36*



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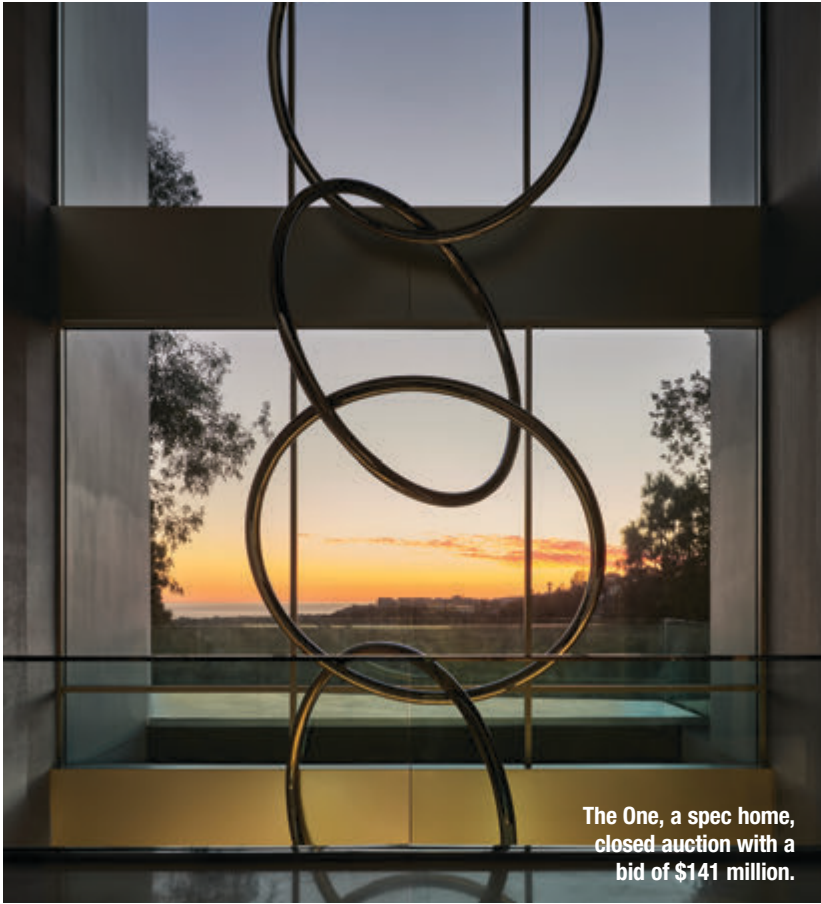






The Brentwood Oasis at 1047 N. Bundy Drive sold in June.

SIMON BERLYN



The One, a spec home, closed auction with a bid of \$141 million.

MARC ANGELES

Continued from page 34

Angeles as more jobs are being done remotely. Outside space and a home office are at the top of the list for buyers now, experts agree.

Pardee said office space could take the form of an accessory dwelling unit, finished garage or extra bedroom but privacy was paramount. And today’s buyer wants land.

“The trend has definitely changed. Pre-Covid we saw people who were really liking the amazing views and houses with a pool. Today’s buyer still likes having a view but is really looking for land and privacy and security,” Kirman said.

Mills agreed that “total privacy” and homes that were “move-in perfect” were expected by buyers.

One other thing that is now in demand is furnished and curated homes.

“When I started in the business, I sold homes ‘as is’ ... today’s seller cannot get away with that,” Kirman said. “The buyers are expecting curated lifestyles, they expect curated furniture and curated art and even curated cars and everything in the middle.”

Williams added that many high-end homes now have designers attached to them who curate the house.

Mills added that due to shipping delays, furniture can take a long time to get, which is part of the reason so many buyers want furnished homes.

Buying wars

Demand for homes is outpacing supply, agents agree, which is leading to an increasingly competitive market.

“It was a very, very intense and exciting year for real estate,” Jones said. “The market was so strong on every price point but particularly, the luxury market was very, very strong – multiple offers on virtually every property and there were more buyers than sellers.”

She added that homes sold quickly and those under construction often sold before they were completed. Some homes, she said, saw as many as 20 offers.

Kramer said he was seeing more bidding wars in the \$1 million-to-\$2 million price range in particular.

Kirman said it can be difficult for buyers to compete. There are “tons of bidding wars at all price points. If you have a house, whether



The Agency’s Mauricio Umansky sold 1401 Londonderry Place for \$13.9 million.

it’s a good house or a bad house, we’re seeing multiple offers,” he said.

Umansky added that he was seeing buyers “who were determined to buy a house. If they lost a multiple (offers situation) on one, they would move on to another.”

Big sales ahead

Agents see a bright future ahead for residential real estate sales in Los Angeles.

“I see another year like we had in ’21. I see the market continuing,” Kramer said.

“The market this year has been very, very strong; 2022 has been a continuation of 2021 and I am foreseeing a very strong market,” Jones agreed.

And while rising interest rates may be a concern for some, especially at lower price points, agents are largely unconcerned.

“In the lower markets, you had about 25 buyers for every house,” Umansky said.

“Now if you have 12, you still have more buyers than supply.”

Experts agree, however, that it may cause some urgency for buyers looking to quickly close before rates rise again.

“There’s a big push right now before they rise up even more. People are concerned about them going up higher, so there’s still a push to buy,” Pardee said.

And even though interest rates may be rising, they are still low historically.

The bigger concern, experts agree, is uncertainty with what is happening in Russia and Ukraine. It could make some buyers hesitant to spend a lot of money or drive more to park their money in L.A. real estate, which is seen as a safe investment.

And some trophy sales are expected as homes like The Manor are expected to sell this year and The One recently received a closing auction bid of \$141 million.

“There’s still a lot of money out there,” Umansky said. “I expect to see quite a few \$100 million sales.”

The Manor is listed for a whopping \$165 million.

“I honestly feel like The Manor is priced pretty fairly, it’s a huge piece of land and a huge house,” Mills said, adding that she expects a number of high-priced sales this year.

“It has been really busy. It’s hard to keep up,” Mills said of the pace of sales now. “2021 was amazing but I have to say not as amazing as the beginning of this year.”

“Last year was great, but this year’s going to, I hope, double. It’s crazy, everybody wants to buy,” she added.

Jones agreed. “There’s a lot of energy in the market. It’s an exciting time to be in Los Angeles and it’s an exciting time in the real estate business. Buyers seem very optimistic as a whole,” she said.





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# ‘TITAN’ LEAVES LEGACY

Hilton & Hyland lost one of its founders earlier this year

By **HANNAH MADANS WELK** *Staff Reporter*

**S**ince its inception in 1993, Beverly Hills-based brokerage **Hilton & Hyland Real Estate Inc.** has cemented itself as one of the top names in luxury real estate.

The firm hit \$4.3 billion in sales last year, up from \$3.5 billion the year prior.

The privately held, single-office company was founded by **Rick Hilton** and **Jeff Hyland**.

Hyland passed away earlier this year after battling cancer, but friends and colleagues say his presence will remain at the brokerage.

“In 30 years, we never had a disagreement. I can’t tell you what a great partner he was, and I miss him every day,” Hilton said.

**Linda May**, No. 13 on the Business Journal’s list of top agents by L.A. volume with \$559 million of sales in Los Angeles last year, has been with the company for six years and said Hyland and the brokerage’s reputation drew her to the company.

“He had incredible leadership and had attracted a cadre of top brokers ... you have 20 of the top brokers in the city under one roof,”

she said. “As a boutique, we are a one-office firm, we stand above other companies that are multi-office companies that are part of conglomerates or large multi-office firms.”

**David Kramer**, No. 34 on the Business Journal’s list of top agents by L.A. sales

volume with \$308 million of sales in L.A. last year, who has been with the company for 18 years, called Hyland a “titan of industry” who “changed the business.”

## Getting its start

Hyland, an L.A. native who grew up in Little Holmby, entered the industry in 1975 as a broker with **Coldwell Banker Residential Brokerage** and Beverly Hills-based **Mike Silverman and Associates**.

He started brokerage **Alvarez, Hyland & Young**, which has since shuttered, and is also known for his two books, “The Estates of Beverly Hills” and “The Legendary Estates of Beverly Hills.”



Hilton is the grandson of legendary hotelier, **Hilton Hotels and Resorts** founder **Conrad Hilton**.

Hilton said Hyland was friends with his older brother and he decided to approach him about starting Hilton & Hyland.

“I had approached Jeff and said, ‘If you ever want to do something with residential, let me know’ and a few years later he called me up,” Hilton said.

The company quickly scaled up.

“We started in Century City with about five agents and then we moved three or four times and now we’re in a big building on Canon (in Beverly Hills),” Hilton said. “It’s been a lot of hard work in creating what I consider to be a globally recognized brand and we always had a feeling that our word was our bond and that it takes years to develop a certain reputation and minutes to destroy it, and we were both on the same wavelength.”

Today, the company has more than 140 agents and 12 employees.

## Setting itself apart

Unlike other brokerages which have franchised locations or grown to additional offices, Hilton & Hyland only has one office.

Hilton said the firm made a conscientious choice to be careful about how it grew when hiring.

“We were very careful about how we recruited,” Hilton said. “We treated it almost like a country club.”

He added that other firms would “hire anyone with a pulse” but he and Hyland wanted to be more selective and make sure agents brought to the company were the right fit.

May said the firm’s reputation as the leader in luxury real estate was what made her want to join.

“It became apparent while I was at another firm that Hilton & Hyland was the leader in

luxury and with the top trophy houses, they were far and above representing the most significant houses in the city,” she said. “My own listings were of that magnitude ... it just seemed that for me to represent my clients in the best possible way I needed to be at Hilton & Hyland. They had the most significant marketing platform of any company in the city. When I started their relationship (was) with Christie’s International and now it’s with Forbes.”

Hilton & Hyland has been involved in some of L.A.’s most iconic property sales. In 2011, the brokerage helped sell **Spelling Manor**, also known simply as the Manor, in Holmby Hills for \$85 million to **Formula One** heiress **Petra Ecclestone**.

It then sold again in 2019 for \$120 million.

The property is back on the market and Hilton & Hyland has the \$165 million listing.

Hilton & Hyland was also one of the brokerages behind the sale of “The Beverly Hillbillies” mansion, also known as the Chartwell Estate. The property sold for \$150 million in 2019.

Hilton & Hyland is the founding affiliate and only Los Angeles member of **Forbes Global Properties**.

“That was something that Jeff helped create,” Hilton said. “We felt what is a better name than Forbes to align ourselves with?”

**Forbes Global Properties** was established in 2020 as a group of top real estate brokerages. It is essentially a listing platform for high-end homes.

Hilton & Hyland also has a relationship with **Luxury Portfolio International**.

Hilton said many of the agents have stayed because of the tools offered to brokers, including help with marketing and a great atmosphere.

May agreed that the brokerage does a great job marketing properties and added that having

so many top agents under one roof was a benefit as well.

“We really have the most innovative marketing services and creative advertising and huge digital presence in today’s world,” May said.

## Moving forward

Last year was a busy time for residential real estate. The top 10 agents in the Business Journal’s list of top residential real estate agents by sales volume alone sold roughly \$10.2 billion worth of real estate in the Los Angeles market.

May and **Drew Fenton** were top ranked agents on the list with Fenton taking the No. 6 spot with \$860 million worth of sales.

“It was my most stellar year,” May said, adding that 2022 was off to a promising start with people from such cities as New York and San Francisco looking to buy in Los Angeles.

Hilton said he expects a great future ahead for his brokerage.

“L.A. is a great market, and we dominate the high end of the market, and we like that position in the marketplace and think a lot of wealth has been created and people will want to be in L.A.,” Hilton said.

Despite doing well, Hilton has no plans to open additional offices.

“We like the idea of being a boutique and small and (being able to) give more personalized service, and it sets us apart,” he said. “We have a globally recognized brand, we have a history of professionalism and integrity and it’s not just about the money. We all have pride in where we work and what we do.”

And agents agree that Hyland’s presence will continue to be felt as the company moves forward.

“So many people have been there so long that Jeff is still in this company in us,” Kramer said.



## HILTON & HYLAND REAL ESTATE INC.

**HEADQUARTERS:** Beverly Hills

**FOUNDED:** 1993

**BUSINESS:** Residential real estate brokerage

**FOUNDERS:** Jeff Hyland and Rick Hilton

**AGENTS:** More than 140

**ANNUAL SALES:** \$4.3 billion

**NOTABLE:** Drew Fenton claimed the No. 6 spot on the Business Journal’s list of top agents by L.A. sales volume, the top spot for anyone at Hilton & Hyland


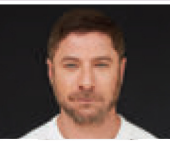






THE LIST

RESIDENTIAL REAL ESTATE AGENTS

Ranked by 2021 L.A. County sales volume

► NEXT WEEK  
Law Firms

Rank		Agent <ul style="list-style-type: none"><li>• name</li><li>• email</li><li>• phone</li><li>• website</li></ul>	L.A. County Sales Volume <ul style="list-style-type: none"><li>• 2021</li><li>• 2020</li><li>(in millions)</li></ul>	L.A. County Units Sold <ul style="list-style-type: none"><li>• 2021</li><li>• 2020</li></ul>	Brokerage Firm <ul style="list-style-type: none"><li>• name</li><li>• address</li><li>• phone</li><li>• website</li></ul>	
1		<b>Kurt Rappaport</b> kr@weahomes.com (310) 995-3214 weahomes.com/agent/kurt-rappaport	<b>\$1,578</b> \$1,002	54 40	<b>Westside Estate Agency Inc.</b> 210 N. Canon Drive Beverly Hills 90210 (310) 247-7770 weahomes.com	
2		<b>Josh Altman (The Altman Brothers Team)</b> josh@thealtmanbrothers.com (310) 819-3250 thealtmanbrothers.com	<b>1,462</b> 584	318 190	<b>Douglas Elliman Real Estate</b> 150 El Camino Drive Beverly Hills 90212 (310) 595-3888 elliman.com	
3		<b>Aaron Kirman (Aaron Kirman Group)</b> aaron@aaronkirman.com (310) 994-9512 aaronkirman.com	<b>1,200</b> 661	584 250	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
		<b>Branden Williams</b> brandenwilliams@mac.com (310) 691-5935 thewilliamsestates.com	<b>1,200</b> 715	135 72	<b>Williams &amp; Williams Estates Group</b> 8878 Sunset Blvd. West Hollywood 90069 (310) 626-4248 thewilliamsestates.com	
5		<b>Chris Cortazzo</b> chris@chrisortazzo.com (310) 457-3995 chrisortazzo.com	<b>1,044</b> 625	317 96	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
6		<b>Drew Fenton</b> drew@drewfenton.com (310) 858-5474 drewfenton.com	<b>860</b> 782	25 36	<b>Hilton &amp; Hyland Real Estate Inc.</b> 257 N. Canon Drive Beverly Hills 90210 (310) 278-3311 hiltonhyland.com	
7		<b>Tami Pardee</b> tami@pardeeproperties.com (310) 600-7217 pardeeproperties.com	<b>812</b> 522	398 294	<b>Pardee Properties</b> 1524 Abbot Kinney Blvd. Venice 90291 (310) 907-6517 pardeeproperties.com	
8		<b>Sally Forster Jones (Sally Forster Jones Group)</b> sally@sfggroup.com (310) 691-7888 sallyforsterjones.com	<b>737</b> 559	323 165	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
9		<b>Jon Grauman (Grauman + Rosenfeld)</b> jgrauman@theagencyre.com (424) 238-2484 theagencyre.com/agent/jon-grauman	<b>717</b> 211	291 98	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
10		<b>Tomer Fridman (The Tomer Fridman Group)</b> tomer.fridman@compass.com (310) 926-3777 thefridmangroup.com	<b>601</b> 539	71 55	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
11		<b>Santiago Arana</b> santiago@theagencyre.com (424) 231-2399 theagencyre.com/agent/santiago-arana	<b>582</b> 333	41 39	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
12		<b>David Berg (Smith &amp; Berg Partners)</b> team@smithandberg.com (310) 569-4889 smithandberg.com	<b>569</b> 183	184 63	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
13		<b>Linda May</b> Linda@LindaMay.com (310) 492-0735 lindamay.com	<b>559</b> 282	20 NA	<b>Hilton &amp; Hyland Real Estate Inc.</b> 257 N. Canon Drive Beverly Hills 90210 (310) 278-3311 hiltonhyland.com	
14		<b>David Parnes (Bond Street Partners - Parnes/Harris)</b> dparnes@theagencyre.com (424) 400-5916 bondstreetpartners.com	<b>539</b> 290	104 34	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	

NA - Not Available Note: The information on this list was provided by representatives of the brokerages. Agents are ranked by their sales volume in L.A. County. Some agents are credited with their team's entire sales volume. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, Los Angeles Business Journal, 11150 Santa Monica Blvd., Suite 350, Los Angeles 90025. ©2022 Los Angeles Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Media (877) 652-5295.

Researched by Joshua Niv






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BRENTWOOD  
Gavin Fleminger | Manager  
office line: 310.300.3333  
11999 San Vicente Blvd Ste 100

HOLLYWOOD  
Howard Lorey | VP/Manager  
office line: 323.462.6262  
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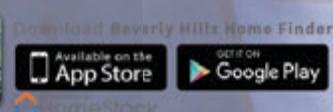
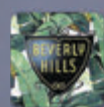
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RESIDENTIAL REAL ESTATE AGENTS

Continued from page 40

Rank		Agent <ul style="list-style-type: none"><li>name</li><li>email</li><li>phone</li><li>website</li></ul>	L.A. County Sales Volume <ul style="list-style-type: none"><li>2021</li><li>2020</li></ul> (in millions)	L.A. County Units Sold <ul style="list-style-type: none"><li>2021</li><li>2020</li></ul>	Brokerage Firm <ul style="list-style-type: none"><li>name</li><li>address</li><li>phone</li><li>website</li></ul>	
15		<b>Anthony Marguleas</b> anthony@amalfiestates.com (310) 293-9280 amalfiestates.com	<b>\$472</b> \$180	177 70	<b>Amalfi Estates</b> 984 Monument St., Suite 105 Pacific Palisades 90272 (310) 573-4245 amalfiestates.com	
16		<b>Ginger Glass</b> ginger@gingerglass.com (310) 927-9307 gingerglass.com	<b>471</b> 475	85 64	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
17		<b>David Caskey</b> dave@caskeyandcaskey.com (310) 200-1960 caskeyandcaskey.com	<b>453</b> 349	212 139	<b>eXp Realty California Inc.</b> 1117 5th Street, Suite A Manhattan Beach 90266 (888) 584-9427 exprealty.com	
18		<b>Dennis Chernov</b> dennis@dennischernov.com (818) 355-2461 chernovteam.com	<b>440</b> 314	178 134	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
19		<b>Marc Shevin (Marc &amp; Sara Shevin)</b> info@theshevins.com (818) 251-2456 theshevins.com	<b>420</b> 288	71 49	<b>Berkshire Hathaway HomeServices California Properties - Beverly Hills</b> 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhhsocalifornia.com	
20		<b>Jason Oppenheim</b> jason@ogroup.com (310) 990-6656 ogroup.com	<b>417</b> 254	160 69	<b>Oppenheim Group Real Estate</b> 8606 Sunset Blvd. West Hollywood 90069 office@ogroup.com ogroup.com	
21		<b>Ernie Carswell</b> ernie@carswellandpartners.com (310) 345-7500 carswellandpartners.com	<b>411</b> 185	137 73	<b>Douglas Elliman Real Estate</b> 150 El Camino Drive Beverly Hills 90212 (310) 595-3888 elliman.com	
22		<b>Stephanie Younger (Stephanie Younger Group)</b> stephanie.younger@compass.com (310) 499-2020 stephanieyounger.com	<b>400</b> 353	302 256	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
23		<b>Jordana Leigh</b> jordana769@gmail.com (424) 239-8725 jordanaleigh.rodeore.com	<b>393</b> 200	60 26	<b>Rodeo Realty Inc.</b> 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com	
24		<b>David Offer</b> doffer@davidoffer.com (310) 820-9341 davidoffer.com	<b>390</b> 245	45 32	<b>Berkshire Hathaway HomeServices California Properties - Beverly Hills</b> 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhhsocalifornia.com	
25		<b>James Suarez (Fineman Suarez Team)</b> team@thesuarezteam.com (310) 862-1761 sellbuyla.com	<b>378</b> 287	274 267	<b>Keller Williams Realty Inglewood</b> 208 S. La Brea Ave. Inglewood 90301 (424) 356-5200 kwinglewood.yourkwoffice.com	
26		<b>Jade Mills</b> homes@jademills.com (310) 285-7508 jademillsestates.com	<b>351</b> 471	60 47	<b>Coldwell Banker Realty</b> 301 N. Canon Drive, Suite 200 Beverly Hills 90210 (310) 273-3113 coldwellbankerhomes.com	
27		<b>Bjorn Farrugia (Alphonso &amp; Bjorn)</b> alphonsobjorn@gmail.com (424) 253-5489 alphonsobjorn.com	<b>349</b> 179	82 64	<b>Hilton &amp; Hyland Real Estate Inc.</b> 257 N. Canon Drive Beverly Hills 90210 (310) 278-3311 hiltonhyland.com	
28		<b>Tracy Do (Tracy Do Team)</b> tracy@tracydo.com (323) 842-4001 tracydo.com	<b>342</b> 253	345 238	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	

NA - Not Available Note: The information on this list was provided by representatives of the brokerages. Agents are ranked by their sales volume in L.A. County. Some agents are credited with their team's entire sales volume. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, Los Angeles Business Journal, 11150 Santa Monica Blvd., Suite 350, Los Angeles 90025. ©2022 Los Angeles Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Media (877) 652-5295.

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# THE LIST

## RESIDENTIAL REAL ESTATE AGENTS

Congratulations to these four exceptional Coldwell Banker Realty sales professionals who have been recognized by the *Los Angeles Business Journal* for their excellence and leadership in residential real estate.



**Jade Mills**  
310.285.7508  
CalRE #00526877



**Joyce Rey**  
310.285.7529  
CalRE #00465013



**Janice McGlashan**  
818.949.5230  
CalRE #01041976



**Steve Frankel**  
310.508.5008  
CalRE #01195571



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# Jade Mills

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way to greatness with another  
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JAMIE DURAN  
*President,  
Southern California  
Coldwell Banker Realty*

**JADE MILLS**  
310.285.7508 | CalRE #00526877  
Homes@JadeMills.com  
**JadeMills.com**



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*Joyce Rey • Stephen Apelian • Alicia Damon • Christopher Damon  
Timothy Di Prizito • Stacy Gottula • Denise Hamilton • Hilary Stevens • Harrison Trachman*

**Joyce Rey • 310.291.6646**  
joyce@joycerey.com • joycerey.com • CalRE #00465013

THE  
*Joyce Rey*  
TEAM



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925 HAMPTON ARCADIA | LISTED PRICE \$10,368,000



**#1 AGENT**  
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ARCADIA

**#4 AGENT**  
COLDWELL BANKER REALTY  
SOUTHERN CALIFORNIA



**AshRizk**

is a top producing luxury real estate agent with almost 15 years of experience in the Arcadia Luxury market, Ash holds the title as the #1 Real Estate agent in Arcadia. Ash's experience, integrity, impeccable service and devotion to his clients has led him to all his outstanding achievements and awards. Ash is recognized in the Real Trends WSJ top "The Thousand" award, "Americas Best Real Estate Professionals" and currently holds Coldwell Banker highest distinguished award, "Society of Excellence" since 2013.

Ash is best known for serving the needs of real estate buyers and sellers in Arcadia, Bradbury, San Marino, Pasadena, Sierra Madre, Monrovia and other premier areas in Greater LA.

Ash's professionalism and reputation in the real estate market allowed him to dominate the Arcadia market and be recognized for his record breaking numbers in sales and transactions.

Ash's endless passion for real estate and hard work ethic has brought him continued success with his loyal clients and strong presence in his community in which he resides with his family.

**ASH RIZK • 626.393.5695**

ARizk@coldwellbanker.com | AshRizk.com | CalRE #01503342

15 E. Foothill Boulevard, Arcadia, CA 91006



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NO ONE sells like Rosemary...  
NO ONE advertises like Rosemary...  
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I've found it's no secret that an essential quality of any successful business lies within its ability to not only forge new relationships, but to maintain and grow them as well. Rosemary has done that throughout her career. Rosemary Allison is the reminder that relationships matter, community service matters, her financial support of our neighborhood schools matter and being an advocate for her clients and their homes matters.

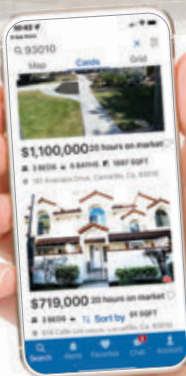
I could go on and on but I think you get the picture... Once we listed our home with Rosemary, she not only found our buyer within 2 weeks from her stellar advertising, but her connections provided our buyer the lender who could help her purchase our home in less than 30 days. Rosemary Allison, we cannot "thank you and your team" enough for your professionalism in not only finding the right buyer but seeing each and every detail through to the end. Your work ethic and tenacity to get the job done was incredible. My family and I are forever indebted to you for seeing this through. — Ken Gill, home seller  
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LOS ANGELES BUSINESS JOURNAL



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301 N Canon Dr, Ste E - Beverly Hills CA 90210  
ValerieFitzgerald.com





RESIDENTIAL REAL ESTATE AGENTS *Continued from page 44*

Rank		Agent <ul style="list-style-type: none"><li>name</li><li>email</li><li>phone</li><li>website</li></ul>	L.A. County Sales Volume <ul style="list-style-type: none"><li>2021</li><li>2020</li><li>(in millions)</li></ul>	L.A. County Units Sold <ul style="list-style-type: none"><li>2021</li><li>2020</li></ul>	Brokerage Firm <ul style="list-style-type: none"><li>name</li><li>address</li><li>phone</li><li>website</li></ul>	
29		<b>Sandro Dazzan</b> sandro@theagencyre.com (424) 249-7040 dazzanestates.com	<b>\$333</b> \$310	39 30	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
30		<b>Joshua Flagg</b> josh@joshflagg.com (310) 623-8703 joshflagg.com	<b>326</b> 291	58 34	<b>Douglas Elliman Real Estate</b> 150 El Camino Drive Beverly Hills 90212 (310) 595-3888 elliman.com	
31		<b>Carl Gambino</b> carl.gambino@compass.com (646) 465-1766 carlgambino.com	<b>325</b> 137	76 26	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
32		<b>Jordan Cohen</b> jordan@jordancohen.com (818) 435-5220 jordancohen.com	<b>314</b> 295	79 70	<b>Re/Max One/Gold</b> 11141 Tampa Ave. Northridge 91326 (818) 366-3300 maxoneproperties.com	
33		<b>Bill Ruane</b> bill@billruane.net (310) 877-2374 billruane.net	<b>311</b> 166	185 116	<b>Re/Max Estate Properties</b> 63 Malaga Cove Plaza Palos Verdes Estates 90274 (310) 378-9494 eplahomes.com	
34		<b>David Kramer</b> david@davidkramer.com (310) 691-2400 davidkramer.group	<b>308</b> 195	44 39	<b>Hilton &amp; Hyland Real Estate Inc.</b> 257 N. Canon Drive Beverly Hills 90210 (310) 278-3311 hiltonhyland.com	
35		<b>Ed Kaminsky</b> ek@itzsold.com (310) 427-2414 itzsold.com	<b>301</b> 289	129 135	<b>eXp Realty California Inc.</b> 1117 5th Street, Suite A Manhattan Beach 90266 (888) 584-9427 exprealty.com	
36		<b>Tracy Tutor</b> tracy.tutor@elliman.com (310) 595-3889 tracytutor.com	<b>300</b> 70	49 21	<b>Douglas Elliman Real Estate</b> 150 El Camino Drive Beverly Hills 90212 (310) 595-3888 elliman.com	
37		<b>Cindy Ambuehl</b> cindy@cindyambuehl.com (310) 321-9148 cindyambuehlgroup.com	<b>298</b> 148	66 24	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
		<b>Mauricio Umansky (Umansky Team)</b> mumansky@theagencyre.com (424) 230-3701 mauricioumansky.com	<b>298</b> 322	50 48	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
39		<b>Adi Livyatan</b> adilivyatan@yahoo.com (818) 919-4060 adilivyatan.com	<b>289</b> 219	62 46	<b>Rodeo Realty Inc.</b> 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com	
40		<b>Joyce Rey (The Joyce Rey Team)</b> joyce@joycerey.com (310) 285-7529 joycerey.com	<b>255</b> 188	48 43	<b>Coldwell Banker Realty</b> 301 N. Canon Drive, Suite 200 Beverly Hills 90210 (310) 273-3113 coldwellbankerhomes.com	
41		<b>Gary Doss (SoCal Resorts Group)</b> Gary@socalresorts.com (909) 878-0774 socalresorts.com	<b>253</b> NA	438 NA	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
42		<b>Tyrone McKillen (Plus Real Estate Group)</b> tyrone.mckillen@compass.com (949) 212-8721 plusrealestategroup.com	<b>241</b> 161	28 19	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	

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GINA MICHELLE &  
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Los Angeles Business Journal



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15000 CORONA DEL MAR | PACIFIC PALISADES | \$29,995,000  
 6 BEDS | 6.5 BATHS | 6,673 SQ. FT. | 33,802 SQ. FT. LOT



156 S. BRISTOL AVENUE | BRENTWOOD | \$20,000,000  
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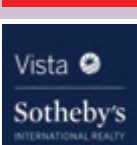




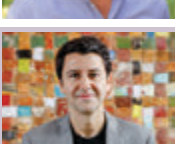






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RESIDENTIAL REAL ESTATE AGENTS

Continued from page 52

Rank		Agent <ul style="list-style-type: none"><li>name</li><li>email</li><li>phone</li><li>website</li></ul>	L.A. County Sales Volume <ul style="list-style-type: none"><li>2021</li><li>2020</li></ul> (in millions)	L.A. County Units Sold <ul style="list-style-type: none"><li>2021</li><li>2020</li></ul>	Brokerage Firm <ul style="list-style-type: none"><li>name</li><li>address</li><li>phone</li><li>website</li></ul>	
43		<b>David Solomon (Solomon Property Group)</b> ds@elliman.com (310) 279-7759 solomonpropertygroup.com	<b>\$237</b> \$98	63 39	<b>Douglas Elliman Real Estate</b> 150 El Camino Drive Beverly Hills 90212 (310) 595-3888 elliman.com	
44		<b>Stephanie Vitacco</b> stephaniev@realtor.com (818) 576-1685 stephanievitacco.com	<b>235</b> 172	225 204	<b>Keller Williams Realty Encino-Sherman Oaks</b> 16820 Ventura Blvd. Encino 91436 (818) 380-5100 kwencinoshermanoaks.com	
45		<b>Peter Maurice (Maurice &amp; Rustad)</b> peter@petermaurice.com (310) 623-8819 mauricerustad.com	<b>229</b> 100	91 56	<b>Rodeo Realty Inc.</b> 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com	
46		<b>Jonathan Nash (Resnick &amp; Nash)</b> jonathan@resnickandnash.com (424) 230-6088 resnickandnash.com	<b>228</b> 153	24 12	<b>Hilton &amp; Hyland Real Estate Inc.</b> 257 N. Canon Drive Beverly Hills 90210 (310) 278-3311 hiltonhyland.com	
47		<b>James Heckenberg</b> jimmyheck@hrgestates.com (310) 650-1116 jimmyheckenberg.rodeore.com	<b>227</b> 182	50 51	<b>Rodeo Realty Inc.</b> 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com	
48		<b>George Ouzounian (Gina Michelle &amp; George Ouzounian Team)</b> george.oz@theagencyre.com (818) 900-4259 theagencyre.com/agent/george-ouzounian	<b>225</b> 86	70 40	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
49		<b>Charles Pence (Pence Hathorn Silver)</b> charles.pence@compass.com (310) 403-9238 phsrealty.com	<b>218</b> 91	114 33	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
		<b>Eric Haskell</b> eric.haskell@theagencyre.com (805) 570-7243 theagencyre.com/agent/eric-haskell	<b>218</b> 97	15 12	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
51		<b>Chris Adlam</b> chris@chrisadlam.com (310) 493-7216 chrisadlam.com	<b>216</b> 139	60 44	<b>Vista Sotheby's International Realty</b> 2501 N. Sepulveda Blvd., Second Floor Manhattan Beach 90266 (310) 541-8271 vistasir.com	
52		<b>Dan Urbach (Dan Urbach Team)</b> dan@danurbach.com (310) 367-9865 danurbach.com	<b>213</b> NA	48 NA	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
53		<b>Joe Reichling (Bryant / Reichling Team)</b> joe.reichling@compass.com (323) 395-9084 bryantreichling.com	<b>208</b> 143	110 93	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
54		<b>Ari Afshar (Voyage Real Estate)</b> ari@voyagerealestate.com (310) 780-3180 voyagerealestate.com	<b>204</b> 147	127 64	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
55		<b>Russell Grether (Mark and Grether Group)</b> russellandtony@compass.com (310) 230-5771 malibuluxuryrealty.com	<b>200</b> 68	116 44	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
56		<b>Neal Weichel</b> neal@nealweichel.com (661) 284-5080 nealweichel.com	<b>199</b> 156	221 199	<b>Re/Max of Valencia</b> 27720 Dickason Drive Valencia 91355 (661) 255-2650 remax-valencia-ca.com	

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**Josh Altman**



**Ernie Carswell**



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Mabery Rd | Santa Monica  
\$12,950,000

## SOLD

Ocampo Dr | Pacific Palisades  
\$8,950,000

## SOLD

Galloway St | Pacific Palisades  
\$3,875,000

## SOLD

Tramonto Dr | Pacific Palisades  
\$3,650,000

## SOLD

Mustang Ln | Bel Canyon  
\$2,888,000

## SOLD

Hillcrest Rd | Beverly Hills  
\$21,500,000

## IN ESCROW

Shadow Mtn | Pacific Palisades  
\$16,000,000

## SOLD

Shadow Mtn | Pacific Palisades  
\$13,850,000

## SOLD

Jacon Way | Pacific Palisades  
\$2,385,000

## SOLD

Sunset Blvd | Pacific Palisades  
\$2,400,000

## SOLD

7th Street | Santa Monica  
\$1,199,000

## SOLD

Alma Real | Pacific Palisades  
\$4,500,000

## LEASED

Pampas Ricas | Pacific Palisades  
\$38,000/mo

## LEASED

Almar Ave | Pacific Palisades  
\$12,900/mo

\*All Indicate Original Listing Prices

“I was so excited about the opportunity of getting Mark to join our team last year. It felt like I was getting the first pick in the NBA Draft. I’ve known Mark since the 80’s and have been friends ever since. He has fantastic knowledge of all the Westside niche neighborhoods giving his buyers & sellers a distinct advantage. Mark simply doesn’t stop until he achieves what his clients want, period.”

-Ernie Carswell

 **Douglas Elliman**

**Mark Douglas**

310.968.4716

Mark@CarswellandAssociates.com

**MarkGDouglas.com**

DRE# 01067493





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Real Estate Agents.***



## Featured Sales

- 505 Laguna Road, Pasadena | Sold at \$5,188,000
- 404 Mooresque Drive, Pasadena | Sold at \$3,900,000
- 1700 Grand View Drive, Alhambra | Sold at \$3,300,000
- 1201 N College Avenue, Claremont | Sold at \$3,000,000



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Realtor® | DRE# 01923778  
  
M 310.738.8098  
tim.durkovic@elliman.com

**Greg Holcomb**  
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M 310.435.3711  
greg.holcomb@elliman.com



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RESIDENTIAL REAL ESTATE AGENTS *Continued from page 56*

Rank		Agent <ul style="list-style-type: none"><li>name</li><li>email</li><li>phone</li><li>website</li></ul>	L.A. County Sales Volume <ul style="list-style-type: none"><li>2021</li><li>2020</li><li>(in millions)</li></ul>	L.A. County Units Sold <ul style="list-style-type: none"><li>2021</li><li>2020</li></ul>	Brokerage Firm <ul style="list-style-type: none"><li>name</li><li>address</li><li>phone</li><li>website</li></ul>	
57		<b>Rob Kallick (Take Sunset)</b> rob.kallick@compass.com (323) 775-6305 takesunset.com	<b>\$198</b> \$96	162 71	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
58		<b>Ron Wynn (WSA)</b> ron@ronwynn.com (310) 963-9944 ronwynn.com	<b>197</b> 273	105 136	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
59		<b>Kurt Wisner (The Local)</b> kurt@localregroup.com (323) 841-3839 localregroup.com	<b>192</b> 160	201 146	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
60		<b>Cooper Mount</b> cooper.mount@theagencyre.com (310) 351-9002 theagencyre.com/agent/cooper-mount	<b>187</b> 92	17 7	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
61		<b>Rochelle Maize</b> rochelle@rochellemmaize.com (310) 968-8828 rochellemmaize.com	<b>186</b> 141	41 32	<b>Nourmand &amp; Associates</b> 6525 Sunset Blvd., Suite 100 Los Angeles 90028 (323) 460-6360 nourmand.com	
62		<b>Tom Davila (Rare Properties)</b> showings@rarepropertiesinc.com (424) 230-7928 rarepropertiesinc.com	<b>185</b> 117	140 64	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
63		<b>Tim Durkovic (The Holcomb Durkovic Group)</b> tim@thehdgroup.com (310) 738-8098 thehdgroup.com	<b>183</b> 64	80 30	<b>Douglas Elliman Real Estate</b> 150 El Camino Drive Beverly Hills 90212 (310) 595-3888 elliman.com	
64		<b>Jen Caskey (Jen Caskey Group)</b> jen@jencaskeygroup.com (310) 372-2200 jencaskeygroup.com	<b>181</b> NA	65 NA	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
65		<b>Janice McGlashan (McGlashan Group)</b> janice.mcglashan@camoves.com (818) 949-5230 janicemcglashan.com	<b>178</b> 138	75 64	<b>Coldwell Banker Realty</b> 301 N. Canon Drive, Suite 200 Beverly Hills 90210 (310) 273-3113 coldwellbankerhomes.com	
66		<b>Jacqueline Chernov (Jacqueline Chernov Team)</b> jacchernov@gmail.com (310) 403-7557 jacquelinechernov.com	<b>174</b> 74	39 24	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
67		<b>Michael Libow</b> mjlibow@gmail.com (310) 691-7889 michaellibow.com	<b>171</b> 75	53 19	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
68		<b>Billy Rose</b> brose@theagencyre.com (424) 230-3702 theagencyre.com/agent/billy-rose	<b>168</b> 95	37 22	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
69		<b>Steve Frankel</b> steve.frankel@camoves.com (310) 508-5008 stevefrankel.com	<b>167</b> 131	32 28	<b>Coldwell Banker Realty</b> 301 N. Canon Drive, Suite 200 Beverly Hills 90210 (310) 273-3113 coldwellbankerhomes.com	
70		<b>Irene Dazzan-Palmer</b> irene.dazzan-palmer@camoves.com (310) 418-3777 dazzanestates.com	<b>165</b> 86	15 10	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	

NA - Not Available Note: The information on this list was provided by representatives of the brokerages. Agents are ranked by their sales volume in L.A. County. Some agents are credited with their team's entire sales volume. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, Los Angeles Business Journal, 11150 Santa Monica Blvd., Suite 350, Los Angeles 90025. ©2022 Los Angeles Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Media (877) 652-5295.

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**1,944<sup>+</sup>** 5-star  
reviews



RESIDENTIAL REAL ESTATE AGENTS

Continued from page 60

Rank		Agent <ul style="list-style-type: none"><li>name</li><li>email</li><li>phone</li><li>website</li></ul>	L.A. County Sales Volume <ul style="list-style-type: none"><li>2021</li><li>2020</li></ul> (in millions)	L.A. County Units Sold <ul style="list-style-type: none"><li>2021</li><li>2020</li></ul>	Brokerage Firm <ul style="list-style-type: none"><li>name</li><li>address</li><li>phone</li><li>website</li></ul>	
71		<b>Craig Knizek</b> cknizek@theagencyre.com (424) 230-3718 theagencyre.com/agent/craig-knizek	<b>\$163</b> \$128	25 17	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
		<b>Laura Brau (Laura Brau Estates)</b> laura@laurabrau.com (310) 500-1377 laurabrauestates.com	<b>163</b> NA	34 NA	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
		<b>Juliette Hohnen</b> juliette.hohnen@elliman.com (323) 422-7147 juliettehohnen.com	<b>163</b> 114	54 44	<b>Douglas Elliman Real Estate</b> 150 El Camino Drive Beverly Hills 90212 (310) 595-3888 elliman.com	
74		<b>Marc Noah</b> marc@marcnoah.com (310) 968-9212 marcnoah.com	<b>162</b> 88	14 8	<b>Hilton &amp; Hyland Real Estate Inc.</b> 257 N. Canon Drive Beverly Hills 90210 (310) 278-3311 hiltonhyland.com	
		<b>Eric Delgado</b> ericdelgado@kw.com (310) 909-3464 ericdelgado.com	<b>162</b> 88	189 123	<b>Keller Williams Realty Encino-Sherman Oaks</b> 16820 Ventura Blvd. Encino 91436 (818) 380-5100 kwencinoshermanoaks.com	
76		<b>Griffin Riddle</b> griffin.riddle@theagencyre.com (310) 890-3306 theagencyre.com/agent/griffin-riddle	<b>161</b> NA	17 NA	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
77		<b>Marc Tahler (Tahler/Zeitz Group)</b> marc@marctahler.com (818) 970-3000 marcandken.com	<b>160</b> 97	78 62	<b>Rodeo Realty Inc.</b> 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com	
78		<b>Jenna Cooper (Jenna Cooper LA)</b> inquiries@jennacooperla.com (323) 481-0644 jennacooperla.com	<b>156</b> 69	68 27	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
		<b>Blair Chang</b> bchang@theagencyre.com (424) 230-3703 theagencyre.com/agent/blair-chang	<b>156</b> 142	19 15	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
80		<b>Larry Young (Larry Young &amp; Associates)</b> larry@larryyoungwestside.com (310) 777-2879 larryyoungwestside.com	<b>152</b> 126	50 44	<b>Berkshire Hathaway HomeServices California Properties - Beverly Hills</b> 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhhsocalifornia.com	
		<b>Ryan Jancula (Ryan + Trevor)</b> info@ryanandtrevor.com (310) 729-6852 ryanandtrevor.com	<b>152</b> NA	45 NA	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
		<b>Lauren Ravitz</b> lauren@laurenravitz.com (310) 830-9301 laurenravitz.com	<b>152</b> 64	48 31	<b>Berkshire Hathaway HomeServices California Properties - Beverly Hills</b> 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhhsocalifornia.com	
83		<b>Eric Lavey</b> el@sir.com (310) 908-6800 ericlavey.com	<b>150</b> 143	46 31	<b>Sotheby's International Realty Inc.</b> 9665 Wilshire Blvd., Suite 400 Beverly Hills 90212 (310) 786-1812 sothebyshomes.com	
		<b>Joseph Babajian</b> joe@joebabajian.com (310) 490-7800 joebabajian.com	<b>150</b> 99	32 21	<b>Rodeo Realty Inc.</b> 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com	
85		<b>Susan Smith</b> susan@susansmithrealty.com (310) 415-5175 susansmithrealty.com	<b>147</b> 85	13 15	<b>Hilton &amp; Hyland Real Estate Inc.</b> 257 N. Canon Drive Beverly Hills 90210 (310) 278-3311 hiltonhyland.com	

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RESIDENTIAL REAL ESTATE AGENTS

Continued from page 62

Rank		Agent <ul style="list-style-type: none"><li>name</li><li>email</li><li>phone</li><li>website</li></ul>	L.A. County Sales Volume <ul style="list-style-type: none"><li>2021</li><li>2020</li><li>(in millions)</li></ul>	L.A. County Units Sold <ul style="list-style-type: none"><li>2021</li><li>2020</li></ul>	Brokerage Firm <ul style="list-style-type: none"><li>name</li><li>address</li><li>phone</li><li>website</li></ul>	
86		<b>Richard Schulman</b> schulmanrd@gmail.com (310) 482-0173 richardschulman.com	<b>\$146</b> \$114	289 162	<b>Keller Williams Realty Santa Monica</b> 2701 Ocean Park Blvd., Suite 140 Santa Monica 90405 (310) 482-2200 kwsantamonica.com	
87		<b>Steve Clark (Clarkliving)</b> steve@clarkliving.com (626) 788-3013 clarkliving.com	<b>143</b> 99	150 91	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
		<b>Lauren Forbes (Lauren Forbes Group)</b> lauren.forbes@compass.com (310) 901-8512 laurenforbesgroup.com	<b>143</b> 81	80 34	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
89		<b>Mick Partridge</b> mick@hiltonhyland.com (310) 990-6425 partridgeestates.com	<b>142</b> NA	24 NA	<b>Hilton &amp; Hyland Real Estate Inc.</b> 257 N. Canon Drive Beverly Hills 90210 (310) 278-3311 hiltonhyland.com	
90		<b>Craig Strong</b> info@strongrealtor.com (818) 930-4050 strongrealtor.com	<b>141</b> 110	69 53	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
91		<b>Zach Goldsmith</b> zach@hiltonhyland.com (310) 908-6860 zachgoldsmith.com	<b>139</b> 139	21 NA	<b>Hilton &amp; Hyland Real Estate Inc.</b> 257 N. Canon Drive Beverly Hills 90210 (310) 278-3311 hiltonhyland.com	
92		<b>Nancy Sanborn (Sanborn Team)</b> nancy@sanbornteam.com (310) 777-2858 sanbornteam.com	<b>138</b> 66	82 52	<b>Berkshire Hathaway HomeServices California Properties - Beverly Hills</b> 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhhsocalifornia.com	
93		<b>Myra Nourmand</b> myranourmand@nourmand.com (310) 888-3333 myranourmand.com	<b>134</b> 34	16 9	<b>Nourmand &amp; Associates</b> 6525 Sunset Blvd., Suite 100 Los Angeles 90028 (323) 460-6360 nourmand.com	
94		<b>David Yun (The Eight8 Group)</b> info@eighty8re.com (310) 913-9451 eighty8re.com	<b>133</b> 77	109 69	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
		<b>Lily Harfouche</b> lh@compass.com (310) 230-5564 lily@lilyharfouche.com	<b>133</b> 81	36 16	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
96		<b>Richard Ehrlich</b> re@weahomes.com (310) 968-8881 weahomes.com/agent/richard-ehrllich	<b>131</b> 80	14 9	<b>Westside Estate Agency Inc.</b> 210 N. Canon Drive Beverly Hills 90210 (310) 247-7770 weahomes.com	
		<b>Cari Corbalis (Cari &amp; Britt Real Estate)</b> contact@cariandbritt.com (310) 704-4014 cariandbritt.com	<b>131</b> 76	79 51	<b>Vista Sotheby's International Realty</b> 2501 N. Sepulveda Blvd., Second Floor Manhattan Beach 90266 (310) 541-8271 vistasir.com	
98		<b>Victoria Risko</b> victoria.risko@sothebys.realty (310) 882-0246 victoriarisko.com	<b>129</b> NA	11 NA	<b>Sotheby's International Realty Inc.</b> 9665 Wilshire Blvd., Suite 400 Beverly Hills 90212 (310) 786-1812 sothebyshomes.com	
99		<b>Brett Raskin (The Raskin Group)</b> braskin@theraskingroup.com (310) 867-0173 theraskingroup.com	<b>128</b> 79	62 33	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
100		<b>Maggie Ding</b> maggie@maggieding.com (310) 937-2027 maggieding.com	<b>127</b> 60	107 60	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	

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A photograph of a modern, minimalist house at dusk. The house features a large, flat roof and a wall of light-colored stone. A large infinity pool is in the foreground, reflecting the sky and the house. To the left, there is a lounge area with several orange and white chairs. In the background, a city skyline is visible under a dark blue sky. The text is overlaid on the right side of the image.

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DAVID**KRAMER**GROUP

BJORN**FARRUGIA** | ALPHONSO**LASCANO**

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“

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CONGRATS TO MY FELLOW RECIPIENTS

”

SUSAN SMITH

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FOR THE RECOGNITION  
ON **THE LIST 2022**  
”

- LINDA MAY

