

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 acquisi-



Los Angeles Athletic Club

Please see **REAL ESTATE** 80

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



Data Managers: OutcomeMD’s Justin Saliman, left, and Hooman Fakki.

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

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



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**



LOS ANGELES BUSINESS JOURNAL
DIVERSITY, INCLUSION + EQUITY
Symposium & Awards

FREE 2-DAY SERIES: DIVERSITY, EQUITY + INCLUSION SYMPOSIUM & AWARDS

March 16 & 23 2:00 – 3:30PM PST

To register, visit labusinessjournal.com/events/di2022

Compass proudly congratulates our agents named to Los Angeles Business Journal's List of Top 100 Residential Real Estate Agents for 2022.

COMPASS

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

Aaron Kirman
Aaron Kirman Group
DRE 01296524

Ari Afshar
VOYAGE Real Estate
DRE 01753779

Brett Raskin
The Raskin Group
DRE 01912796

Carl Gambino
Carl Gambino
DRE 01971890

Charles Pence
Pence Hathorn Silver
DRE 00670728

Chris Cortazzo
DRE 01190363

Cindy Ambuehl
DRE 01821934

Craig Strong
DRE 01450987

Dan Urbach
Dan Urbach Team
DRE 01147391

David Berg
Smith & Berg Partners
DRE 01481236

David Yun
The Eighty8 Group
DRE 01965361

Gary Doss
SoCal Resorts Group
DRE 01416748

Ginger Glass
Ginger Glass
DRE 01478465

Jacqueline Chernov
Jacqueline Chernov Team
DRE 01361435

Jen Caskey
Jen Caskey Group
DRE 01075946

Jenna Cooper
Jenna Cooper LA
DRE 01352710

Joe Reichling
Bryant \ Reichling Team
DRE 01427385

Kurt Wisner
The Local
DRE 01431217

Laura Brau
Laura Brau Estates
DRE 01931500

Lauren Forbes
Lauren Forbes Group
DRE 01295248

Lily Harfouche
DRE 01737283

Maggie Ding
DRE 01414326

Michael J. Libow
DRE 00863172

Rob Kallick
Take Sunset
DRE 01871966

Ron Wynn
WSA
DRE 00420587

Russell Grether
Mark and Grether Group
DRE 01836632

Ryan Jancula
Ryan + Trevor
DRE 01904981

Sally Forster Jones
Sally Forster Jones Group
DRE 00558939

Stephanie Younger
Stephanie Younger Group
DRE 01365696

Steve Clark
Clarkliving
DRE 01482283

Tom Davila
Rare Properties
DRE 01725619

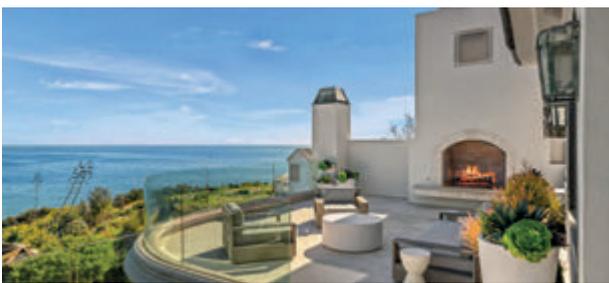
Tomer Fridman
The Fridman Group
DRE 01750717

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



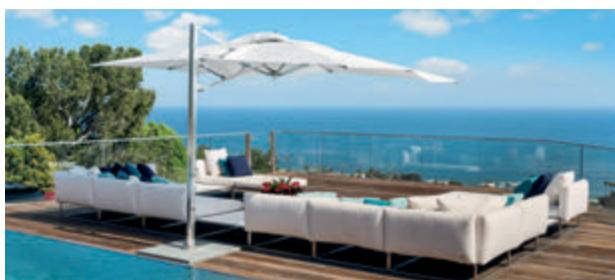
948 N ORLANDO | WEST HOLLYWOOD
\$17,995,000 | 8 Bed | 10 Bath



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

COMPASS



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

Discover the Malibu lifestyle.
chris cortazzo.com

**CHRIS
CORTAZZO**



Representing Malibu's
finest estates.

\$8B+
Total sales volume

\$1B+
Sales for 2021

28
Years in real estate



Compass is a licensed real estate broker (01991628) in the State of California and abides by Equal Housing Opportunity laws. All material presented herein is intended for informational purposes only. Information is compiled from sources deemed reliable but is subject to errors, omissions, changes in price, condition, sale, or withdraw without notice. No statement is made as to accuracy of any description. All measurements and square footages are approximate. Exact dimensions can be obtained by retaining the services of an architect or engineer. This is not intended to solicit properties already listed.



**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**



CINDY AMBUEHL
CINDY@CINDYAMBUEHLGROUP.COM
818.489.0282 | DRE 01821934



Compass is a real estate broker licensed by the State of California and abides by Equal Housing Opportunity laws. License Number 01991628. All material presented herein is intended for informational purposes only and is compiled from sources deemed reliable but has not been verified. Changes in price, condition, sale or withdrawal may be made without notice. No statement is made as to accuracy of any description. All measurements and square footages are approximate.



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

10040 Toluca Lake Avenue



With Craig's heavy dose of honesty, integrity and hard working professionalism, he can get you through any deal!

Craig Strong
VP, Luxury Home Sales
—
818.930.4050
info@strongrealtor.com
DRE 01450987



X

Discover more at
strongrealtor.com

COMPASS

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

BROKER | AGENT | ATTORNEY
310.927.9307
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



DAN URBACH

DAN URBACH
310.367.9865
dan@danurbach.com
DRE 01147391
danurbach.com

COMPASS



Compass is a real estate broker licensed by the State of California and abides by Equal Housing Opportunity laws. License Number 01991628. All material presented herein is intended for informational purposes only and is compiled from sources deemed reliable but has not been verified. Changes in price, condition, sale or withdrawal may be made without notice. No statement is made as to accuracy of any description. All measurements and square footages are approximate.



LUXURY BOUTIQUE. GLOBAL REACH.

SELLING FINER HOMES IN THE BEACH CITIES FOR 30 YEARS



JEN CASKEY GROUP
info@jencaskeygroup.com
310.372.2200
jencaskeygroup.com
DRE 01075946

COMPASS

Compass is a real estate broker licensed by the State of California and abides by Equal Housing Opportunity laws. License Number 01991628. All material presented herein is intended for informational purposes only and is compiled from sources deemed reliable but has not been verified. Changes in price, condition, sale or withdrawal may be made without notice. No statement is made as to accuracy of any description. All measurements and square footage are approximate.

COMPASS

Compass Introduces

Jonathan Mogharrabi

“Joining this forward-thinking brokerage has not only allowed me to elevate my business but most importantly, has made it seamless to provide my clients with the best experience yet.”

— JM

JM

JONATHAN MOGHARRABI

Jonathan Mogharrabi

310.633.1300

jm@jonathanmogharrabi.com

DRE 02009871

Compass is a real estate broker licensed by the State of California and abides by Equal Housing Opportunity laws. License Number 01991628. All material presented herein is intended for informational purposes only and is compiled from sources deemed reliable but has not been verified. Changes in price, condition, sale or withdrawal may be made without notice. No statement is made as to accuracy of any description. All measurements and square footage are approximate. If your property is currently listed for sale this is not a solicitation.

COMPASS

COMPASS
CONGRATULATES

LAURA
BRAU

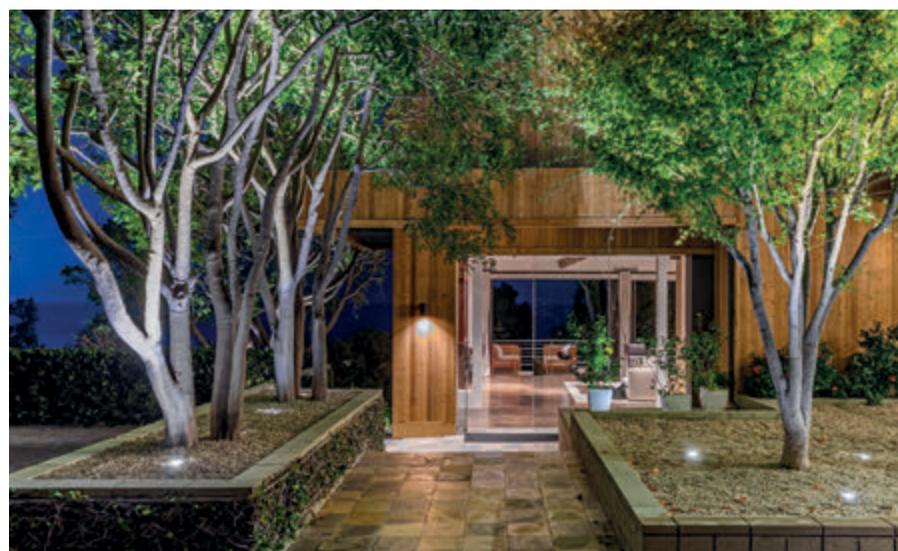
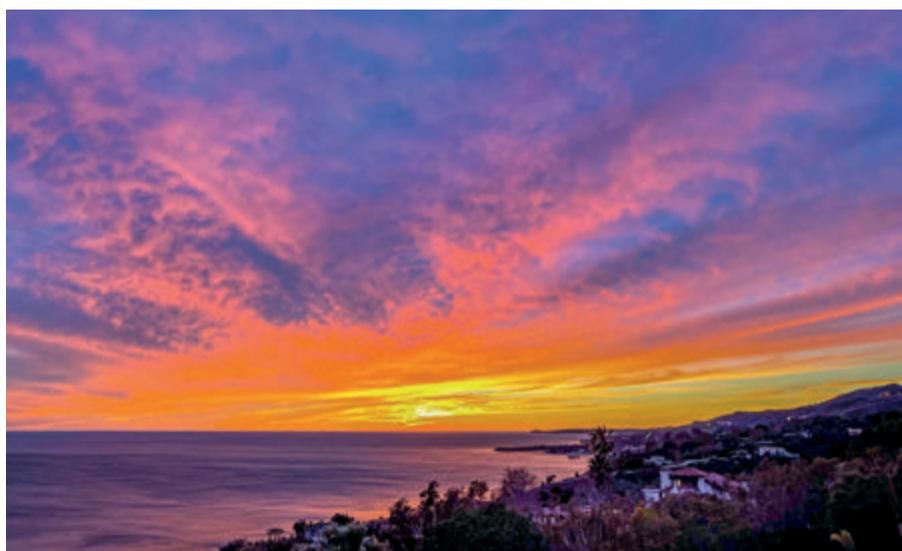
ON HER INCLUSION
ON THE LABJ
"THE LIST"

LAURA BRAU
310.650.4156
laura@laurabrau.com
DRE 01931500
laurabrauestates.com



Compass is a real estate broker licensed by the State of California and abides by Equal Housing Opportunity laws. License Number 01991628. All material presented herein is intended for informational purposes only and is compiled from sources deemed reliable but has not been verified. Changes in price, condition, sale or withdrawal may be made without notice. No statement is made as to accuracy of any description. All measurements and square footages are approximate.

3900 VILLA COSTERA



STEP INTO THIS SPECTACULAR MALIBU ARCHITECTURAL ESTATE, WITH ITS IMPRESSIVE WALLS OF GLASS, AND AWE INSPIRING OCEAN AND SUNSET VIEWS FROM SANTA MONICA TO POINT DUME.

5 BEDS, 6 BATHS | 6,459 SF | 43,716 SF LOT
OFFERED AT \$14,999,000

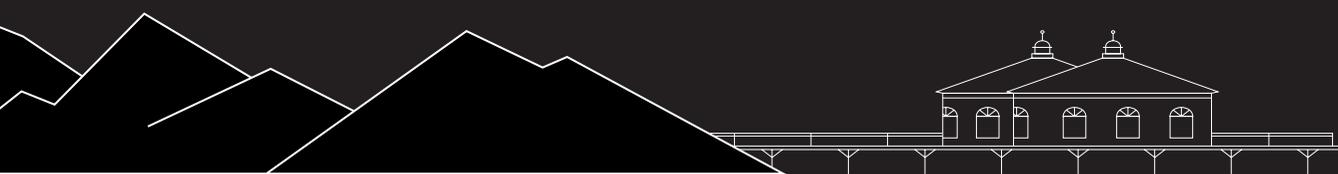
3900VILLACOSTERA.COM



PATTY CALI
818.919.4071
patty.cali@compass.com
DRE 01424715

TRACY BUNETTA
818.216.6377
tracy.bunetta@compass.com
DRE 01042559

UNFORGETTABLE MALIBU ARCHITECTURAL ESTATE



COMPASS

COMPASS



Compass introduces

The Sypek group

Residential, Commercial, Leasing.
We've got you covered.

For more on the team visit:
sypekgroup.com

Ryan Sypek
Broker Associate | DRE 01949108

Michael Wells
Agent | DRE 02082649

Tristan Fong
Agent | DRE 02129607

Chris Stewart
Agent | DRE 02142374

Korrin Gibbs
Agent | DRE 02147189

Marissa McMillon
Agent | DRE 02149044



Ryan Sypek
Broker Associate
Founder, The Sypek Group
323.422.2422
ryan.sypek@compass.com
DRE 01949108

The Sypek Group is a team of real estate agents licensed by the State of California affiliated with Compass. Compass is a licensed real estate broker licensed by the State of California and abides by equal housing opportunity laws. License #01991628.

Celebrating 37 years in our Westside market.

COMPASS



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.



M: 310.691.7889
E: mjlibow@gmail.com
W: michaeljlibow.com
DRE: 00863172

SMITH & BERG PARTNERS

\$571,676,216

2021 Sales Volume

No. 1

on L.A.'s Westside



CO-FOUNDERS F. RON SMITH (LEFT) AND DAVID BERG (RIGHT)



ROBERT MORTON



SEWIT ESHETU



TREVOR EDMOND



NATHAN STADLER



BRANDON SMITH



KATY YAMBAO



BOBBY NEELY



PARISA SCHNIDER



RYAN BERGUM



JIM OSTRIDGE



COURTNEY WELSH



OLIVER MANIQUIS



KRISTA MASELLA



GARRETT SANDERS



ANDRES VARGAS



ANDRA NECHITA

One Team. One Purpose: Our Clients

Smith & Berg Partners is proud to have the most dynamic team in Los Angeles real estate, representing our clients with knowledge and dedication from beginning to end. Our success comes from the power of great partnerships.

For sellers, buyers, and developers, we're the most trusted name in the industry.

SMITHANDBERG.COM | SMITHANDBERG.COM/TACOS-TEQUILA

COMPASS

Compass is a real estate broker licensed by the State of California and abides by Equal Housing Opportunity laws. License Number 01991628. All material presented herein is intended for informational purposes only and is compiled from sources deemed reliable but has not been verified. Changes in price, condition, sale or withdrawal may be made without notice. No statement is made as to accuracy of any description. All measurements and square footage are approximate.

Stephanie
Younger
Group

COMPASS

A YOUNGER HOME GETS NOTICED.

In 2021, our listings attracted over 3 million digital views - generating more than 500 offers from qualified buyers. Connect with us to build a marketing strategy for your home.

\$2.1B+

TOTAL SALES

Lifetime sales volume

1,826

TRANSACTIONS

Lifetime transactions

800+

PERFECT REVIEWS

Verified 5-star online reviews

It's not who sold the most
homes, it's who sold YOUR
home for the MOST.



DANNY BROWN

COMPASS

Danny Brown

310.901.7405

dbrown@compass.com

dannybrownla.com

DRE 01335192

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.

LUXURY, UNLIKE ANY OTHER 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

COMPASS HOLDS THE MOST \$10M+ 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

luxuryatcompass.com

COMPASS





Exclusive Listings

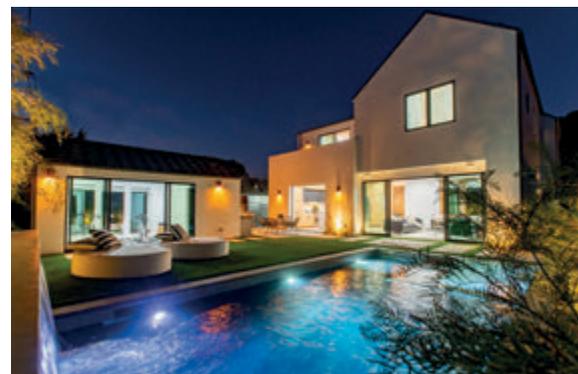
+ BY MARCO RUFO



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. SALTAIR 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
MARCO@THEAGENCYRE.COM
310.488.6914
LIC. #01362095

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 SECTION:

Why 2021 was so hot
PAGE 34

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.

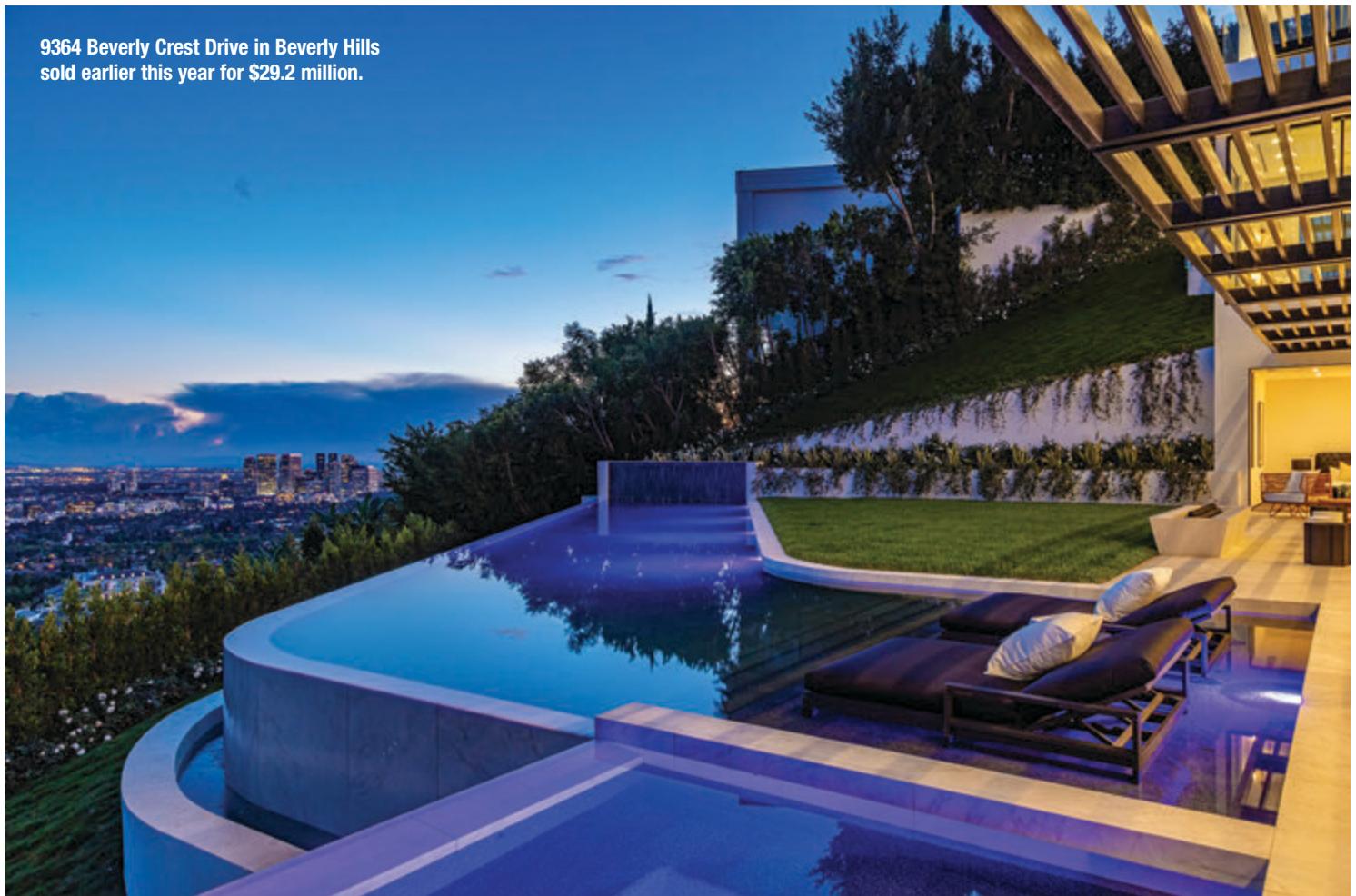
"It was the best year I ever had. It was the best year many agents have ever had and, in some respects, by a long shot," said **Hilton & Hyland Real Estate Inc.**'s **David Kramer**, who claimed the No. 34 spot on the list with \$308 million worth of sales.

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.

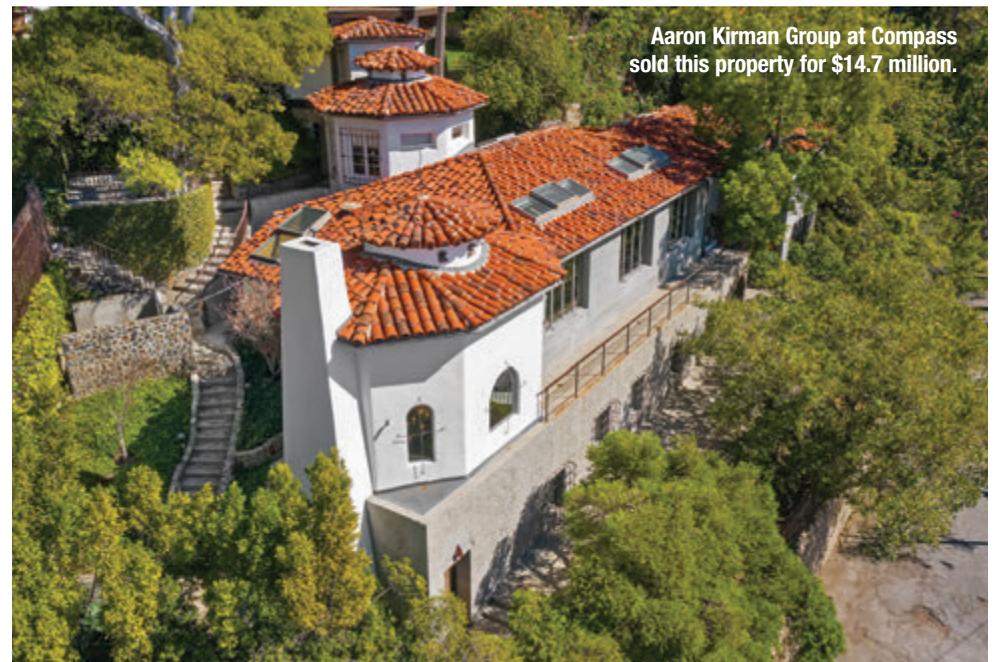
"We had an amazing year both (me personally and) at The Agency, we beat our projections and our estimates by a considerable amount. We were estimating \$200 million of revenue and hit about \$227 (million). It was a very nice year for us. Personally, the same. Crushed it, grew a bunch of franchises and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

CRISTAL CLARKE

THE FINEST MONTECITO & SANTA BARBARA HOMES

FOOTHILL FARMS: A HISTORIC OJAI ESTATE

1104 Foothill Road • Ojai, CA • Offered at \$5,995,000



1920's Charm w/ Modern Conveniences • Architectural Integrity • Serene Setting

3 Bed + Office, 3 Full/2 Half Bath Main House • 1 Bed, 1 Bath Guest House • Detached Studio • ±1.17-Acre

A REPUTATION BUILT ON RESULTS

2022...

- Year-to-date sales in excess of 83,000,000
- 8 closed transactions, representing 5 sellers and 3 buyers
- Current pending sales in excess of \$20,000,000

2021...

- Cristal ranked the **#1 agent** in the entire Santa Barbara MLS Individually
- Cristal ranked the **#1 agent** globally out of all Berkshire Hathaway HomeServices agents
- Cristal represented ±10% of the local Berkshire Hathaway HomeServices sales volume
- Cristal represented ±4% of the total sales volume in the Santa Barbara MLS
 - Sales in excess of \$415,000,000
- 73 closed transactions, representing 43 sellers and 30 buyers



**BERKSHIRE
HATHAWAY**
HomeServices
California Properties

LET'S CONNECT!

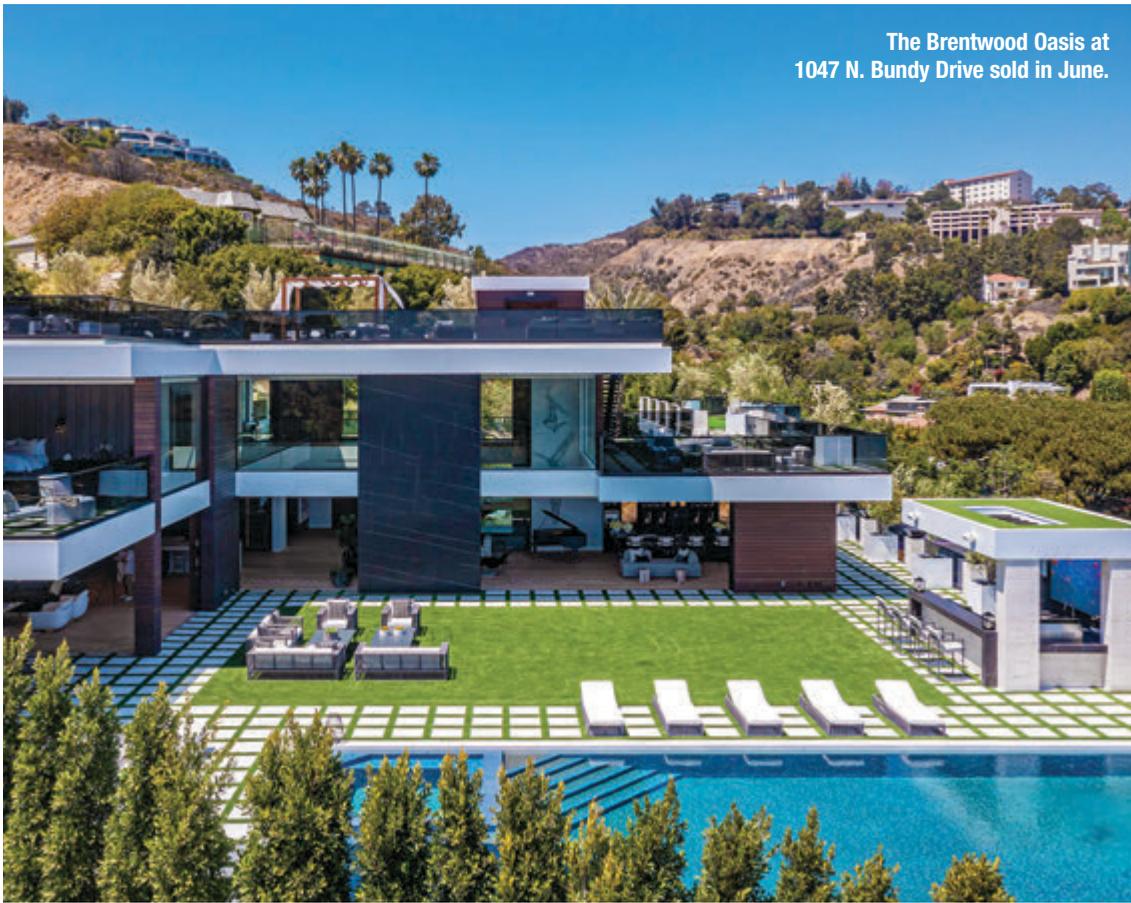
805.886.9378

Cristal@Montecito-Estate.com

www.Montecito-Estate.com

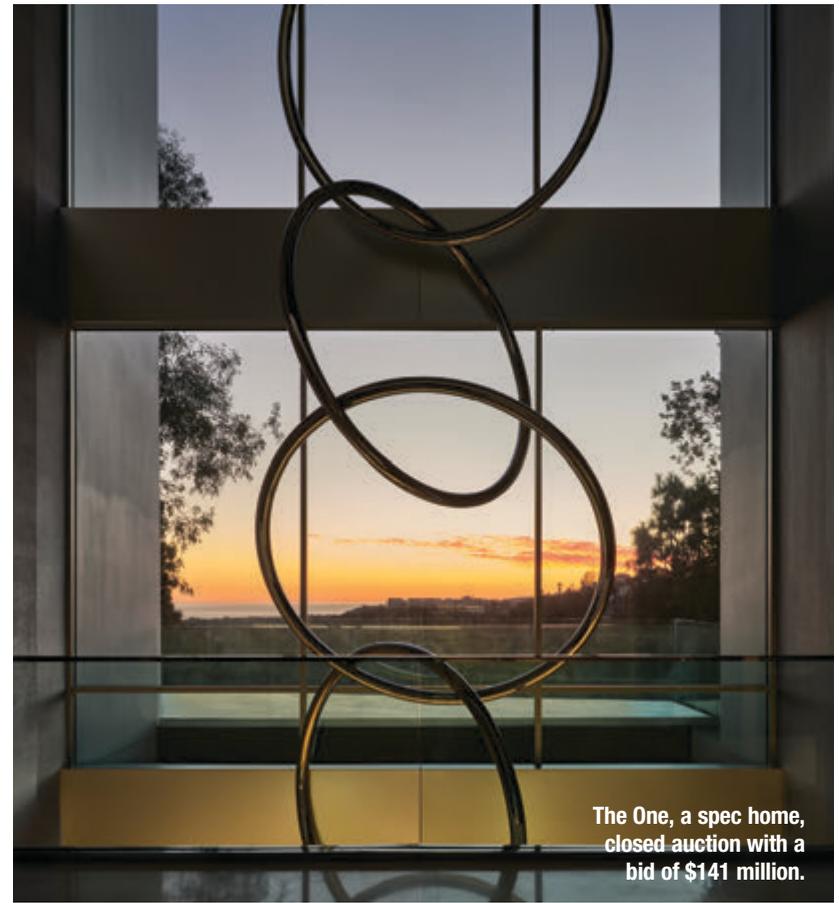
DRE #00968247





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.

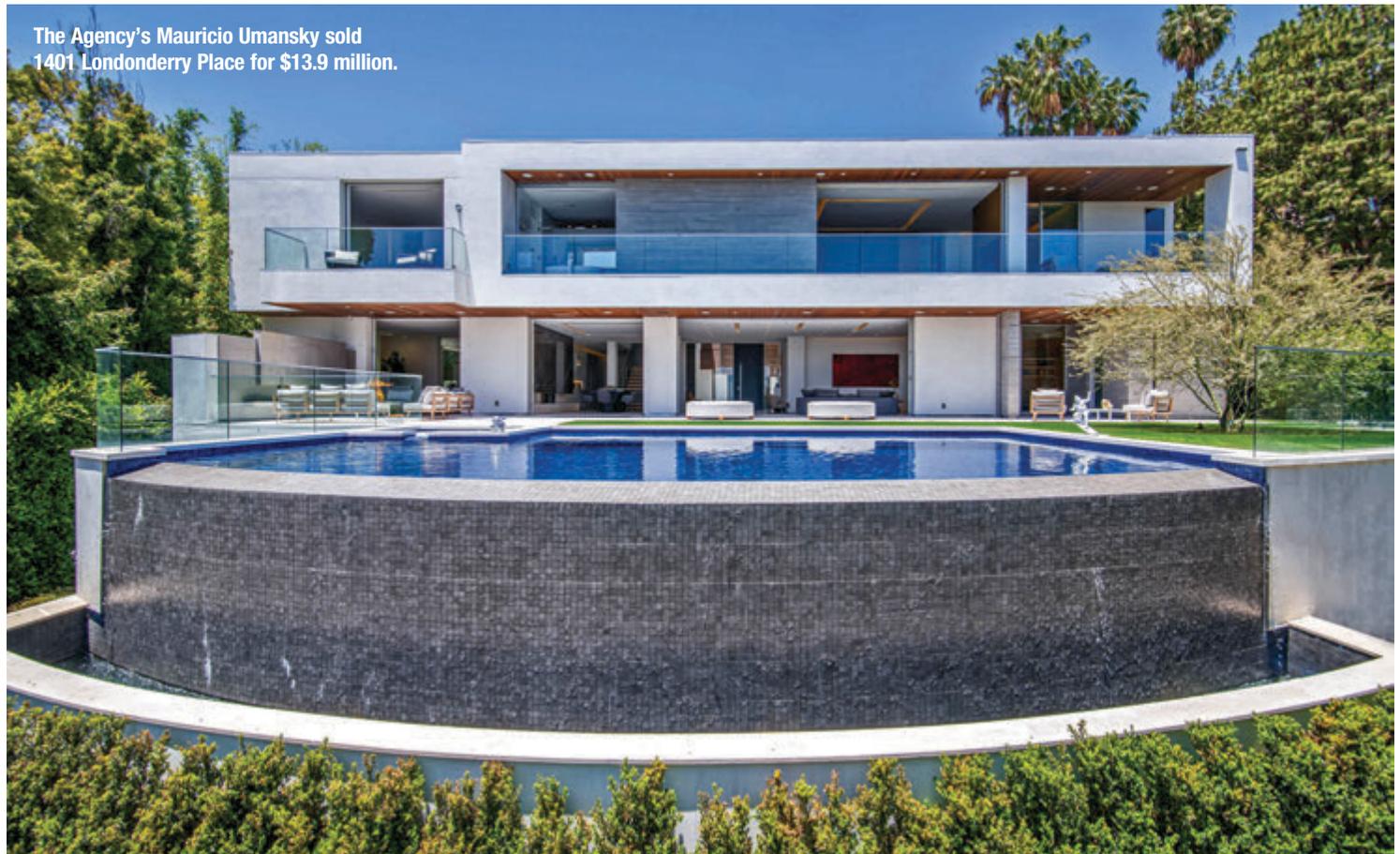
"It was a very, very intense and exciting year for real estate," Jones said. "The market was so strong on every price point but particularly, the luxury market was very, very strong — multiple offers on virtually every property and there were more buyers than sellers."

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.



Mortgage Master.

Since 1999, Mark Cohen and the team at Cohen Financial Group have closed over 22,000 loans in Southern California. Our volume and network of lenders allows us to offer a choice of loan solutions to help homebuyers quickly obtain the financing they need to be successful in this market.

- 35-year track record
- Proprietary lending sources
- Aggressive rates
- Conventional loans
- Non-conventional loans including:
 - No income documentation/bank statement loans bank
 - Funding for foreign nationals
 - Jumbo and super-jumbo-loans up to 70% financing with banking relationships

MARK COHEN
PRINCIPAL & CEO

Ranked #1 Mortgage Broker in L.A. & #1 NonQM broker in the nation.



COHEN FINANCIAL
GROUP

COHENFINANCIALGROUP.COM
MarkCohen@CohenFinancialGroup.com
310.777.5401

Specializing in **RESIDENTIAL | REFINANCE | COMMERCIAL LENDING**

'TITAN' LEAVES LEGACY

Hilton & Hyland lost one of its founders earlier this year

By HANNAH MADANS WELK Staff Reporter

Since 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."



Hilton

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."



545 S. Mapleton Drive in Westwood sold for \$42.9 million.

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

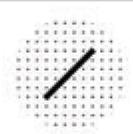
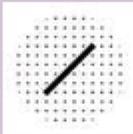
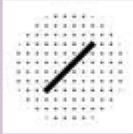
THE LIST

RESIDENTIAL REAL ESTATE AGENTS

Ranked by 2021 L.A. County sales volume

► NEXT WEEK

Law Firms

Rank	Agent • name • email • phone • website	L.A. County Sales Volume • 2021 • 2020 (in millions)	L.A. County Units Sold • 2021 • 2020	Brokerage Firm • name • address • phone • website	
1	 Kurt Rappaport kr@weahomes.com (310) 995-3214 weahomes.com/agent/kurt-rappaport	\$1,578 \$1,002	54 40	Westside Estate Agency Inc. 210 N. Canon Drive Beverly Hills 90210 (310) 247-7770 weahomes.com	
2	 Josh Altman (The Altman Brothers Team) josh@thealtmanbrothers.com (310) 819-3250 thealtmanbrothers.com	1,462 584	318 190	Douglas Elliman Real Estate 150 El Camino Drive Beverly Hills 90212 (310) 595-3888 elliman.com	
3	 Aaron Kirman (Aaron Kirman Group) aaron@aaronkirman.com (310) 994-9512 aaronkirman.com	1,200 661	584 250	Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
	 Branden Williams brandenwilliams@mac.com (310) 691-5935 thewilliamsestates.com	1,200 715	135 72	Williams & Williams Estates Group 8878 Sunset Blvd. West Hollywood 90069 (310) 626-4248 thewilliamsestates.com	
5	 Chris Cortazzo chris@chrisortazzo.com (310) 457-3995 chrisortazzo.com	1,044 625	317 96	Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
6	 Drew Fenton drew@drewfenton.com (310) 858-5474 drewfenton.com	860 782	25 36	Hilton & Hyland Real Estate Inc. 257 N. Canon Drive Beverly Hills 90210 (310) 278-3311 hiltonhyland.com	
7	 Tami Pardee tami@pardeeproperties.com (310) 600-7217 pardeeproperties.com	812 522	398 294	Pardee Properties 1524 Abbot Kinney Blvd. Venice 90291 (310) 907-6517 pardeeproperties.com	
8	 Sally Forster Jones (Sally Forster Jones Group) sally@sfjgroup.com (310) 691-7888 sallyforsterjones.com	737 559	323 165	Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
9	 Jon Grauman (Grauman + Rosenfeld) jgrauman@theagencyre.com (424) 238-2484 theagencyre.com/agent/jon-grauman	717 211	291 98	The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
10	 Tomer Fridman (The Tomer Fridman Group) tomer.fridman@compass.com (310) 926-3777 thefridmangroup.com	601 539	71 55	Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
11	 Santiago Arana santiago@theagencyre.com (424) 231-2399 theagencyre.com/agent/santiago-arana	582 333	41 39	The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
12	 David Berg (Smith & Berg Partners) team@smithandberg.com (310) 569-4889 smithandberg.com	569 183	184 63	Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
13	 Linda May Linda@LindaMay.com (310) 492-0735 lindamay.com	559 282	20 NA	Hilton & Hyland Real Estate Inc. 257 N. Canon Drive Beverly Hills 90210 (310) 278-3311 hiltonhyland.com	
14	 David Parnes (Bond Street Partners - Parnes/Harris) dparnes@theagencyre.com (424) 400-5916 bondstreetpartners.com	539 290	104 34	The Agency 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

Experience speaks for itself.



Myra Nourmand
Office: 310.274.4000
Direct: 310.888.3333

dre#:00983509
mynourmand@nourmand.com
www.myranourmand.com

 myranourmandrealestate
 @myranourmand
 @myranourmandestates



CONGRATULATIONS TO OUR AGENTS



Rochelle Atlas Maize



Myra Nourmand

LOS ANGELES BUSINESS JOURNAL TOP RESIDENTIAL REAL ESTATE AGENTS 2022



BEVERLY HILLS
Libby Shapiro | Manager
office line: 310.274.4000
421 N Beverly Dr. Suite 200

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
6525 Sunset Blvd Suite G2

NOURMAND & ASSOCIATES
CONGRATULATES

ROCHELLE ATLAS MAIZE

FOR MAKING THE LA BUSINESS
JOURNAL'S TOP RESIDENTIAL REAL
ESTATE AGENT LIST 2022

#1 AGENT IN BEVERLY HILLS

FIRST BEVERLY HILLS
LUXURY REALTOR TO SELL
METAVERSE MANSIONS

2022 WINNER OF INMAN'S
GOLDEN CLUB MARKETING
AWARD IN LUXURY REAL
ESTATE

OVER \$2.5 BILLION
IN CAREER SALES



ROCHELLE ATLAS MAIZE
310.968.8828 | dre#01365331
rochelle@rochellemaize.com

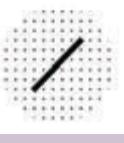
 ROCHELLE
ATLAS MAIZE



Download Beverly Hills Home Finder
Available on the
App Store
GET IT ON
Google Play
HomeStock



RESIDENTIAL REAL ESTATE AGENTS *Continued from page 40*

Rank	Agent • name • email • phone • website	L.A. County Sales Volume • 2021 • 2020 (in millions)	L.A. County Units Sold • 2021 • 2020	Brokerage Firm • name • address • phone • website	
15	 Anthony Marguleas anthony@amalfiestates.com (310) 293-9280 amalfiestates.com	\$472 \$180	177 70	Amalfi Estates 984 Monument St., Suite 105 Pacific Palisades 90272 (310) 573-4245 amalfiestates.com	
16	 Ginger Glass ginger@gingerglass.com (310) 927-9307 gingerglass.com	471 475	85 64	Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
17	 David Caskey dave@caskeyandcaskey.com (310) 200-1960 caskeyandcaskey.com	453 349	212 139	eXp Realty California Inc. 1117 5th Street, Suite A Manhattan Beach 90266 (888) 584-9427 exprealty.com	
18	 Dennis Chernov dennis@dennischernov.com (818) 355-2461 chernovteam.com	440 314	178 134	The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
19	 Marc Shevin (Marc & Sara Shevin) info@theshevins.com (818) 251-2456 theshevins.com	420 288	71 49	Berkshire Hathaway HomeServices California Properties - Beverly Hills 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhscalifornia.com	
20	 Jason Oppenheim jason@ogroup.com (310) 990-6656 ogroup.com	417 254	160 69	Oppenheim Group Real Estate 8606 Sunset Blvd. West Hollywood 90069 office@ogroup.com ogroup.com	
21	 Ernie Carswell ernie@carswellandpartners.com (310) 345-7500 carswellandpartners.com	411 185	137 73	Douglas Elliman Real Estate 150 El Camino Drive Beverly Hills 90212 (310) 595-3888 elliman.com	
22	 Stephanie Younger (Stephanie Younger Group) stephanie.younger@compass.com (310) 499-2020 stephanieyounger.com	400 353	302 256	Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
23	 Jordana Leigh jordana769@gmail.com (424) 239-8725 jordanaleigh.rodeore.com	393 200	60 26	Rodeo Realty Inc. 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com	
24	 David Offer doffer@davidoffer.com (310) 820-9341 davidoffer.com	390 245	45 32	Berkshire Hathaway HomeServices California Properties - Beverly Hills 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhscalifornia.com	
25	 James Suarez (Fineman Suarez Team) team@thesuarezteam.com (310) 862-1761 sellbuyla.com	378 287	274 267	Keller Williams Realty Inglewood 208 S. La Brea Ave. Inglewood 90301 (424) 356-5200 kwinglewood.yourkwoffice.com	
26	 Jade Mills homes@jademills.com (310) 285-7508 jademillsestates.com	351 471	60 47	Coldwell Banker Realty 301 N. Canon Drive, Suite 200 Beverly Hills 90210 (310) 273-3113 coldwellbankerhomes.com	
27	 Bjorn Farrugia (Alphonso & Bjorn) alphonsobjorn@gmail.com (424) 253-5489 alphonsobjorn.com	349 179	82 64	Hilton & Hyland Real Estate Inc. 257 N. Canon Drive Beverly Hills 90210 (310) 278-3311 hiltonhyland.com	
28	 Tracy Do (Tracy Do Team) tracy@tracydo.com (323) 842-4001 tracydo.com	342 253	345 238	Compass 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.

Researched by Joshua Niv

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



Jade Mills

RANKED **#1** AGENT
IN SOUTHERN CALIFORNIA
for COLDWELL BANKER REALTY

“ Congratulations, Jade Mills.
Your dedication, determination
and success serve as inspiration to
all in real estate as you lead the
way to greatness with another
groundbreaking year. ”

JAMIE DURAN
*President,
Southern California
Coldwell Banker Realty*

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



COLDWELL BANKER | REALTY

Affiliated real estate agents are independent contractor sales associates, not employees. ©2022 Coldwell Banker. All Rights Reserved. Coldwell Banker and the Coldwell Banker logos are trademarks of Coldwell Banker Real Estate LLC. The Coldwell Banker® System is comprised of company owned offices which are owned by a subsidiary of Realogy Brokerage Group LLC and franchised offices which are independently owned and operated. The Coldwell Banker System fully supports the principles of the Fair Housing Act and the Equal Opportunity Act.  22942J_GLA_2/22



PURVEYORS OF DISTINGUISHED LIFESTYLES

**#1 COLDWELL BANKER REALTY
LARGE TEAM
LOS ANGELES COUNTY 2021**

**ETHISPHERE®
WORLD'S MOST
ETHICAL
COMPANIES®
2012-2021**



*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



**COLDWELL BANKER
REALTY**

COLDWELL BANKER REALTY | 301 N CANON DRIVE, SUITE E | BEVERLY HILLS, CA 90210

Affiliated real estate agents are independent contractor sales associates, not employees. ©2022 Coldwell Banker. All Rights Reserved. Coldwell Banker and the Coldwell Banker logos are trademarks of Coldwell Banker Real Estate LLC. The Coldwell Banker® System is comprised of company owned offices which are owned by a subsidiary of Realty Brokerage Group LLC and franchised offices which are independently owned and operated. The Coldwell Banker System fully supports the principles of the Fair Housing Act and the Equal Opportunity Act.



STEVE FRANKEL
LUXURY ESTATES GROUP

310.508.5008
STEVEFRANKEL.COM
DRE#01195571



HIGHEST DESERT SALE OF ALL TIME
SUMMIT COVE | PALM DESERT
\$42,000,000



COVETED FLATS OF BEVERLY HILLS
ELM DRIVE | BEVERLY HILLS
\$18,000,000



DESIRABLE HUNTINGTON
ALTATA DRIVE | PACIFIC PALISADES
\$9,800,000



The property information herein is derived from various sources that may include, but not be limited to, county records and the Multiple Listing Service, and it may include approximations. Although the information is believed to be accurate, it is not warranted and you should not rely upon it without personal verification. Real estate agents affiliated with Coldwell Banker Realty are independent contractor sales associates, not employees. ©2022 Coldwell Banker Realty. All Rights Reserved. Coldwell Banker Realty fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Owned by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.



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



#1 AGENT
COLDWELL BANKER REALTY
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 | CaIRE #01503342
15 E. Foothill Boulevard, Arcadia, CA 91006



**COLDWELL BANKER
REALTY**

The property information herein is derived from various sources that may include, but not be limited to, county records and the Multiple Listing Service, and it may include approximations. Although the information is believed to be accurate, it is not warranted and you should not rely upon it without personal verification. Not intended as a solicitation if your property is already listed by another broker. Affiliated real estate agents are independent contractor sales associates, not employees. ©2023 Coldwell Banker. All Rights Reserved. Coldwell Banker and the Coldwell Banker logos are trademarks of Coldwell Banker Real Estate LLC. The Coldwell Banker® System is comprised of company owned offices which are owned by a subsidiary of Realogy Brokerage Group LLC and franchised offices which are independently owned and operated. The Coldwell Banker System fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. 10/23

Are you thinking about selling your home?

Let Rosemary use her proven expertise to help you get the highest sales price!

Rosemary can give you advice on improvements that will highlight your home's strengths, downplay its weaknesses and appeal to the greatest possible pool of prospective buyers. Although the structure itself is often the deciding factor, many steps must be taken to enhance your home's features and increase the likelihood of it selling faster.

Innately understanding the finer points of caring for clients with high net worth, and even higher expectations, Rosemary utilizes multimedia print and digital internet advertising to masterfully unite sellers of the finest homes with quality buyers from across the globe. Look what Rosemary's clients are saying:

NO ONE knows real estate marketing like Rosemary...
NO ONE sells like Rosemary...
NO ONE advertises like Rosemary...
NO ONE is connected to buyers and sellers like Rosemary!

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
11450 Highridge Court



805.479.7653
rosemaryallison@aol.com
www.callrosemary.com



Rosemary Allison

Named "Woman of the year 2020"

by the California Legislative Woman's Caucus,
awarded by the California Senate and Assembly

With over \$106,000,000 in sales in the last 12 months, call on Rosemary to use her proven expertise to help you get the highest sales price

**Recognized as
"Who's Brokering Los Angeles 2022"**

LOS ANGELES BUSINESS JOURNAL



**Voted "Best"
Agent for 2021**

Daily News Readers Choice



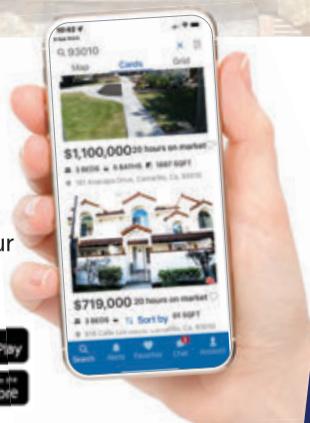
2021 "America's Best"

Professionals. Ranked #122 in volume
by REAL Trends Top Real Estate

Put the power of the MLS at your fingertips.

With Rosemary's new app, it has never been easier to search for new listings, find out what your home is worth and what your neighbors homes are listed for, plus what has sold! And unlike Zillow and Trulia, Rosemary will NEVER sell your information!

Search "ROSEMARY ALLISON" in the App Store or Google Play store and download the FREE App today!



Rosemary Allison

 COLDWELL BANKER REALTY

805.479.7653

rosemaryallison@aol.com | www.callrosemary.com

CalRE #00545184

Affiliated real estate agents are independent contractor sales associates, not employees. ©2022 Coldwell Banker. All Rights Reserved. Coldwell Banker and the Coldwell Banker logos are trademarks of Coldwell Banker Real Estate LLC. The Coldwell Banker® System is comprised of company owned offices which are owned by a subsidiary of Realogy Brokerage Group LLC and franchised offices which are independently owned and operated. The Coldwell Banker System fully supports the principles of the Fair Housing Act and the Equal Opportunity Act.



The **Valerie Fitzgerald Group** has created and developed successful relationships between **buyers, sellers, and developers** for many years throughout the **Westside** of L.A.

Valerie's in-depth **knowledge and experience** was a formidable part of the luxury high-rise developments, **The Century, The Carlyle and Latitude 33.**

Valerie's **focus and dedication** has created her career of over **\$3 Billion** in closed real estate transactions.

Valerie is a recent **TedTalk** speaker, former star of HGTV **Selling LA** and the author of Amazon's #1 **"Heart and Sold: How to Survive and Thrive in Real Estate"**. Valerie also recently launched her podcast **Real Estate, Real Laughs.**

Want the **best**?
Reach out to Valerie - even if it's
just to say hello!

VALERIE FITZGERALD

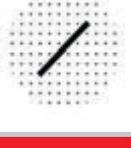
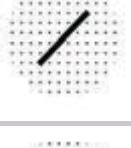
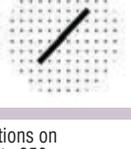
310.850.9242

VALERIE@VALERIEFITZGERALD.COM | CaIRE#00974075

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



RESIDENTIAL REAL ESTATE AGENTS *Continued from page 44*

Rank	Agent • name • email • phone • website	L.A. County Sales Volume • 2021 • 2020 (in millions)	L.A. County Units Sold • 2021 • 2020	Brokerage Firm • name • address • phone • website	
29	 Sandro Dazzan sandro@theagencyre.com (424) 249-7040 dazzanestates.com	\$333 \$310	39 30	The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
30	 Joshua Flagg josh@joshflagg.com (310) 623-8703 joshflagg.com	326 291	58 34	Douglas Elliman Real Estate 150 El Camino Drive Beverly Hills 90212 (310) 595-3888 elliman.com	
31	 Carl Gambino carl.gambino@compass.com (646) 465-1766 carlgambino.com	325 137	76 26	Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
32	 Jordan Cohen jordan@jordancohen.com (818) 435-5220 jordancohen.com	314 295	79 70	Re/Max One/Gold 11141 Tampa Ave. Northridge 91326 (818) 366-3300 maxoneproperties.com	
33	 Bill Ruane bill@billruane.net (310) 877-2374 billruane.net	311 166	185 116	Re/Max Estate Properties 63 Malaga Cove Plaza Palos Verdes Estates 90274 (310) 378-9494 eplahomes.com	
34	 David Kramer david@davidkramer.com (310) 691-2400 davidkramer.group	308 195	44 39	Hilton & Hyland Real Estate Inc. 257 N. Canon Drive Beverly Hills 90210 (310) 278-3311 hiltonhyland.com	
35	 Ed Kaminsky ek@itzsold.com (310) 427-2414 itzsold.com	301 289	129 135	eXp Realty California Inc. 1117 5th Street, Suite A Manhattan Beach 90266 (888) 584-9427 exprealty.com	
36	 Tracy Tutor tracy.tutor@elliman.com (310) 595-3889 tracytutor.com	300 70	49 21	Douglas Elliman Real Estate 150 El Camino Drive Beverly Hills 90212 (310) 595-3888 elliman.com	
37	 Cindy Ambuehl cindy@cindyambuehl.com (310) 321-9148 cindyambuehlgroup.com	298 148	66 24	Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
	 Mauricio Umansky (Umansky Team) mumansky@theagencyre.com (424) 230-3701 mauricioumansky.com	298 322	50 48	The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
39	 Adi Livyatan adilivyatan@yahoo.com (818) 919-4060 adilivyatan.com	289 219	62 46	Rodeo Realty Inc. 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com	
40	 Joyce Rey (The Joyce Rey Team) joyce@joycerey.com (310) 285-7529 joycerey.com	255 188	48 43	Coldwell Banker Realty 301 N. Canon Drive, Suite 200 Beverly Hills 90210 (310) 273-3113 coldwellbankerhomes.com	
41	 Gary Doss (SoCal Resorts Group) Gary@socalresorts.com (909) 878-0774 socalresorts.com	253 NA	438 NA	Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
42	 Tyrone McKillen (Plus Real Estate Group) tyrone.mckillen@compass.com (949) 212-8721 plusrealestategroup.com	241 161	28 19	Compass 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.

Researched by Joshua Niv



WE COULDN'T BE PROUDER.

Congratulations to The Agency agents named
among the Los Angeles Business Journal's 2022
"The List — Residential Real Estate Agents"

MAURICIO UMANSKY

BILLY ROSE

BLAIR CHANG

JON GRAUMAN

JAMES HARRIS &
DAVID PARNES

SANTIAGO ARANA

GRIFFIN RIDDLE

GINA MICHELLE &
GEORGE OUZOUNIAN

SANDRO DAZZAN

COOPER MOUNT

ERIC HASKELL

IRENE DAZZAN-PALMER

CRAIG KNIZEK

DENNIS CHERNOV

2022 Residential Real Estate Agent's List - Top 100

Los Angeles Business Journal



George Ouzounian & Gina Michelle

ESTATE DIRECTORS, THE AGENCY

OVER 1 BILLION IN CAREER SALES.

OVER 30 YEARS OF COMBINED EXPERIENCE.

TOP TEAM, THE AGENCY, VALLEY 2021

RANKED TOP 1% IN THE NATION BY REAL TRENDS - 2019, 2020, 2021.

NAMED LA BUSINESS JOURNAL'S RESIDENTIAL REAL ESTATE BROKER LEADERS OF INFLUENCE 2021.



23622 Calabasas Road, Suite 148, Calabasas | 818-850-1458 12080 Ventura Place #D, Studio City | 818-900-4259

THEAGENCYRE.COM | DRE #01503003, #01948763



1525 SAN VICENTE BLVD. | SANTA MONICA | \$79,000,000
7 BEDS | 13 BATHS | 22,640 SQ. FT. | 70,131 SQ. FT. LOT



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
6 BEDS | 7 BATHS | 9,280 SQ. FT. | 19,514 SQ. FT. LOT

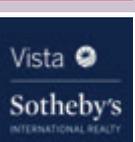
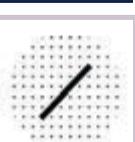
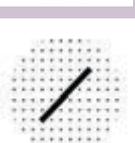
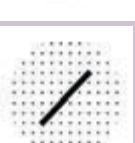
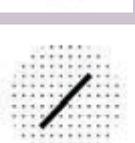


SANTIAGO ARANA
SANTIAGO@THEAGENCYRE.COM
310.926.9808 | LIC. #01492489



THEAGENCYRE.COM

RESIDENTIAL REAL ESTATE AGENTS *Continued from page 52*

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

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



Josh Altman



Ernie Carswell



Tim Durkovic



Josh Flagg



Juliette Hohnen



David Solomon



Tracy Tutor

Congratulations to Our **Exceptional Agents**

Honored in The Los Angeles
Business Journal's "The List -
Residential Real Estate Agents."

 **DouglasElliman**

[elliman.com](https://www.elliman.com)

Congratulations Mark Douglas!



SOLD

Via Cresta | Pacific Palisades
\$9,995,000

SOLD

Shadow Mtn | Pacific Palisades
\$11,500,000

SOLD

Ocampo Dr | Pacific Palisades
\$6,900,000

SOLD

Hudson Ave | Hancock Park
\$10,500,000

SOLD

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

Mark Douglas

310.968.4716

Mark@CarswellandAssociates.com

MarkGDouglas.com

DRE# 01067493

 **Douglas Elliman**



Congratulations to The Holcomb Durkovic Group

For being honored in The Los Angeles
Business Journal's *The List – Residential
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



**HOLCOMB
DURKOVIC**
THE HOLCOMB • DURKOVIC GROUP AT DOUGLAS ELLIMAN REAL ESTATE



Tim Durkovic

Realtor® | DRE# 01923778

M 310.738.8098

tim.durkovic@elliman.com

Greg Holcomb

Realtor® | DRE# 01347788

M 310.435.3711

greg.holcomb@elliman.com

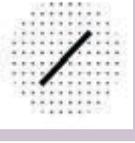
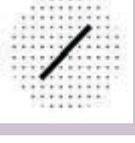
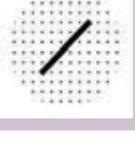
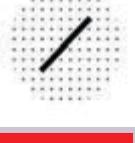
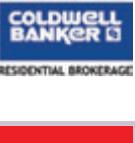


 **Douglas Elliman**

elliman.com

150 EL CAMINO DRIVE, BEVERLY HILLS, CA 90212. 310.595.3888 © 2022 DOUGLAS ELLIMAN REAL ESTATE. ALL MATERIAL PRESENTED HEREIN IS INTENDED FOR INFORMATION PURPOSES ONLY. WHILE THIS INFORMATION IS BELIEVED TO BE CORRECT, IT IS REPRESENTED SUBJECT TO ERRORS, OMISSIONS, CHANGES OR WITHDRAWAL WITHOUT NOTICE. ALL PROPERTY INFORMATION, INCLUDING, BUT NOT LIMITED TO SQUARE FOOTAGE, ROOM COUNT, NUMBER OF BEDROOMS AND THE SCHOOL DISTRICT IN PROPERTY LISTINGS SHOULD BE VERIFIED BY YOUR OWN ATTORNEY, ARCHITECT OR ZONING EXPERT. IF YOUR PROPERTY IS CURRENTLY LISTED WITH ANOTHER REAL ESTATE BROKER, PLEASE DISREGARD THIS OFFER. IT IS NOT OUR INTENTION TO SOLICIT THE OFFERINGS OF OTHER REAL ESTATE BROKERS. WE COOPERATE WITH THEM FULLY. EQUAL HOUSING OPPORTUNITY. 

RESIDENTIAL REAL ESTATE AGENTS *Continued from page 56*

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

Continued on page 62



PARDEE
— PROPERTIES —



Honored
to be among the
top 100 Residential
Real Estate Agents.

Proud
to be a woman-owned
LA Business.

Thank you,
Los Angeles Business Journal.

310.907.6517 | pardeeproperties.com

#1 LA sales team
by transactions

\$5.8+ billion
all time sales

3,388+ homes sold
to date

Ranked
#56 largest woman-owned
business in Los Angeles

1,944+ 5-star
reviews

RESIDENTIAL REAL ESTATE AGENTS *Continued from page 60*

Rank	Agent	L.A. County Sales Volume	L.A. County Units Sold	Brokerage Firm
	• name • email • phone • website	• 2021 • 2020 (in millions)	• 2021 • 2020	• name • address • phone • website
71	 Craig Knizek cknizek@theagencyre.com (424) 230-3718 theagencyre.com/agent/craig-knizek	\$163 \$128	25 17	The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com
	 Laura Brau (Laura Brau Estates) laura@laurabrau.com (310) 500-1377 laurabrauestates.com	163 NA	34 NA	Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com
	 Juliette Hohnen juliette.hohnen@elliman.com (323) 422-7147 juliettehohnen.com	163 114	54 44	Douglas Elliman Real Estate 150 El Camino Drive Beverly Hills 90212 (310) 595-3888 elliman.com
74	 Marc Noah marc@marcnoah.com (310) 968-9212 marcnoah.com	162 88	14 8	Hilton & Hyland Real Estate Inc. 257 N. Canon Drive Beverly Hills 90210 (310) 278-3311 hiltonhyland.com
	 Eric Delgado ericdelgado@kw.com (310) 909-3464 ericdelgado.com	162 88	189 123	Keller Williams Realty Encino-Sherman Oaks 16820 Ventura Blvd. Encino 91436 (818) 380-5100 kwencinoshermanoaks.com
76	 Griffin Riddle griffin.riddle@theagencyre.com (310) 890-3306 theagencyre.com/agent/griffin-riddle	161 NA	17 NA	The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com
77	 Marc Tahler (Tahler/Zeitz Group) marc@marctahler.com (818) 970-3000 marcandken.com	160 97	78 62	Rodeo Realty Inc. 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com
78	 Jenna Cooper (Jenna Cooper LA) inquiries@jennacooperla.com (323) 481-0644 jennacooperla.com	156 69	68 27	Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com
	 Blair Chang bchang@theagencyre.com (424) 230-3703 theagencyre.com/agent/blair-chang	156 142	19 15	The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com
80	 Larry Young (Larry Young & Associates) larry@larryyoungwestside.com (310) 777-2879 larryyoungwestside.com	152 126	50 44	Berkshire Hathaway HomeServices California Properties - Beverly Hills 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhscalifornia.com
	 Ryan Jancula (Ryan + Trevor) info@ryanandtrevor.com (310) 729-6852 ryanandtrevor.com	152 NA	45 NA	Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com
	 Lauren Ravitz lauren@laurenravitz.com (310) 830-9301 laurenravitz.com	152 64	48 31	Berkshire Hathaway HomeServices California Properties - Beverly Hills 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhscalifornia.com
83	 Eric Lavey el@sir.com (310) 908-6800 ericlavey.com	150 143	46 31	Sotheby's International Realty Inc. 9665 Wilshire Blvd., Suite 400 Beverly Hills 90212 (310) 786-1812 sothebyshomes.com
	 Joseph Babajian joe@joebabajian.com (310) 490-7800 joebabajian.com	150 99	32 21	Rodeo Realty Inc. 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com
85	 Susan Smith susan@susansmithrealty.com (310) 415-5175 susansmithrealty.com	147 85	13 15	Hilton & Hyland Real Estate Inc. 257 N. Canon Drive Beverly Hills 90210 (310) 278-3311 hiltonhyland.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

Continued on page 64

**After 35 years spent solving over \$1.8B in SoCal real estate puzzles,
we're pretty sure the missing piece isn't under the couch.**



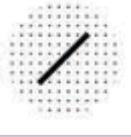
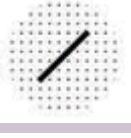
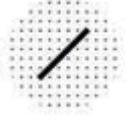
What missing pieces are keeping you from your real estate goals?
Tell us at HomeSellingHeadaches.com.

ED KAMINSKY • 310.427.2414 • EK@ITZSOLD.COM

ED KAMINSKY DRE #00958114 | EXP REALTY OF CALIFORNIA, INC. DRE #01878277. THE INFORMATION CONTAINED IN THIS DOCUMENT, INCLUDING, BUT NOT LIMITED TO, SQUARE FOOTAGE AND/OR ACREAGE, HAS BEEN PROVIDED BY VARIOUS SOURCES WHICH MAY INCLUDE THE SELLER, PUBLIC RECORDS, THE MLS OR OTHER SOURCES. BROKER HAS NOT AND WILL NOT INVESTIGATE OR VERIFY THE ACCURACY OF THIS INFORMATION.



RESIDENTIAL REAL ESTATE AGENTS *Continued from page 62*

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

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.



“

HONORED TO BE CHOSEN BY
LOS ANGELES BUSINESS JOURNAL, THE LIST 2022

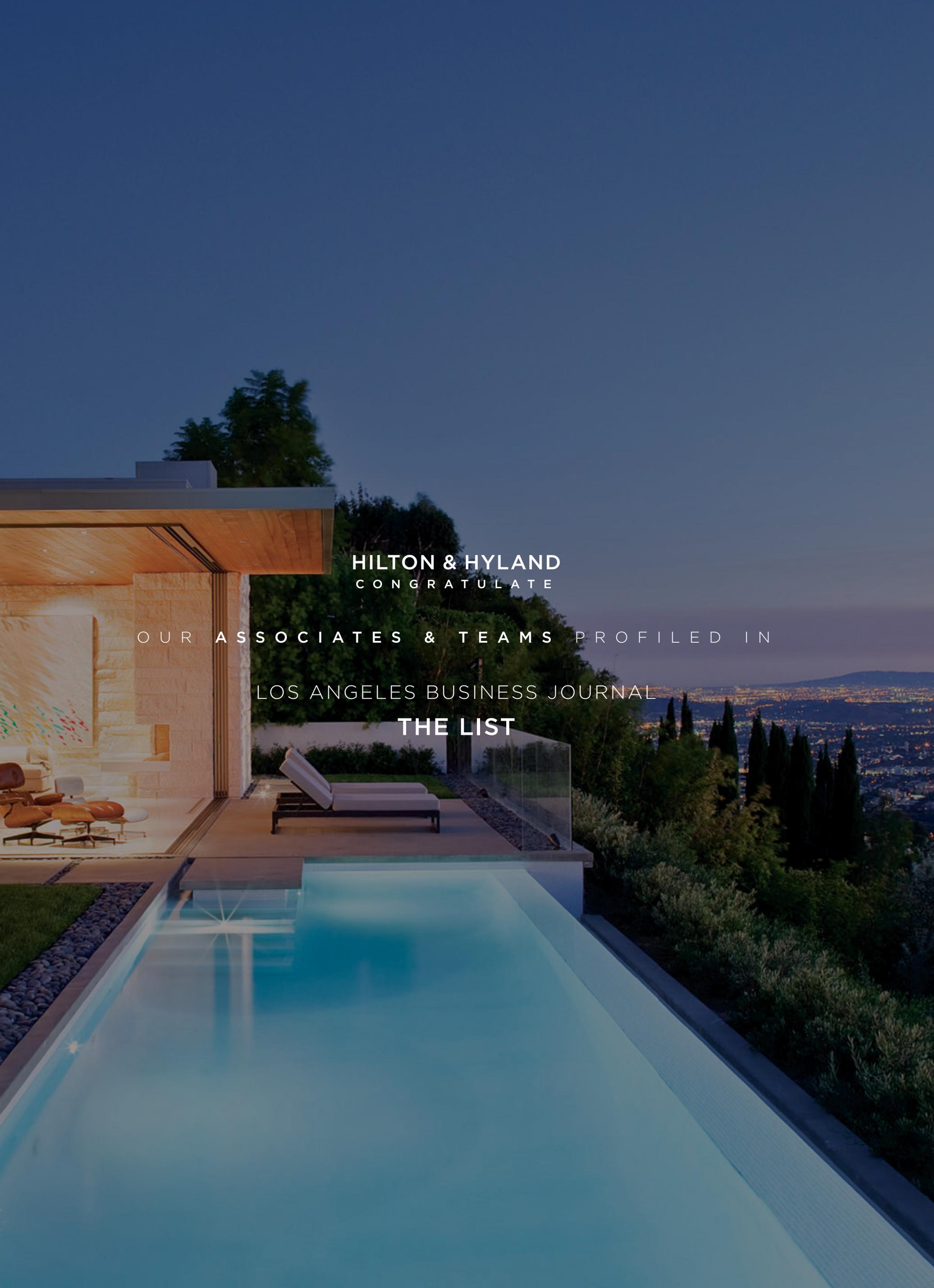
”

DREW FENTON



HH HILTON & HYLAND

Forbes
GLOBAL PROPERTIES

A photograph of a modern, minimalist house at dusk. The house features a large, covered outdoor area with a pool and lounge furniture. The interior is visible through large glass doors, showing a bright, modern living space. The exterior is made of light-colored stone or concrete. The pool is in the foreground, reflecting the sky. In the background, there are trees and a view of a city at night, with lights visible in the distance. The sky is a deep blue, suggesting twilight.

HILTON & HYLAND
CONGRATULATE

OUR ASSOCIATES & TEAMS PROFILED IN
LOS ANGELES BUSINESS JOURNAL
THE LIST

INDIVIDUALS

DREW**FENTON**

LINDA**MAY**

MARC**NOAH**

MICK**PARTRIDGE**

SUSAN**SMITH**

ZACH**GOLDSMITH**

TEAMS

DAVID**KRAMER**GROUP

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

STEPHEN**RESNICK** | JONATHAN**NASH**



“

HONORED TO BE RECOGNIZED BY
LOS ANGELES BUSINESS JOURNAL FOR THE LIST IN 2022 AND
CONGRATS TO MY FELLOW RECIPIENTS

”

SUSAN SMITH


SUSAN SMITH
REALTY

 HILTON & HYLAND


Forbes
GLOBAL PROPERTIES



THE BEVERLY HOUSE
REPRESENTED BUYER

“
THANK YOU
LOS ANGELES
BUSINESS JOURNAL
FOR THE RECOGNITION
ON THE LIST 2022
”

- LINDA MAY



545 SOUTH MAPLETON
REPRESENTED SELLER



514 CHALLETTE DRIVE
REPRESENTED SELLER

