














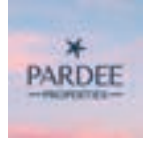

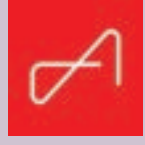







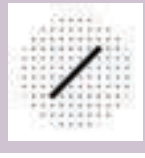



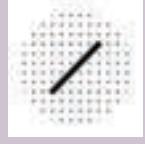
# THE LIST

## RESIDENTIAL REAL ESTATE AGENTS

Ranked by 2023 L.A. County sales volume

**▶ NEXT WEEK**

Chambers of Commerce;  
Business Groups

Rank	Agent	L.A. County Sales Volume	L.A. County Units Sold	Brokerage Firm
	<ul style="list-style-type: none"> <li>• name</li> <li>• email</li> <li>• phone</li> <li>• website</li> </ul>	<ul style="list-style-type: none"> <li>• 2023</li> <li>• 2022</li> <li>(in millions)<sup>1</sup></li> </ul>	<ul style="list-style-type: none"> <li>• 2023</li> <li>• 2022</li> </ul>	<ul style="list-style-type: none"> <li>• name</li> <li>• address</li> <li>• phone</li> <li>• website</li> </ul>
1	 <p><b>Kurt Rappaport</b> kr@weahomes.com (310) 995-3214 weahomes.com/agent/kurt-rappaport</p>	<p><b>1,844</b> 1,693</p>	<p>39 47</p>	<p><b>Westside Estate Agency Inc.</b> 460 N. Canon Drive Beverly Hills 90210 (310) 247-7770 weahomes.com</p> 
2	 <p><b>Aaron Kirman</b> aaron@aaronkirman.com (310) 994-9512 aaronkirman.com</p>	<p><b>1,232</b> 1,785</p>	<p>302 478</p>	<p><b>AKG   Christie's International Real Estate</b> 433 N. Camden Drive, Suite 600 Beverly Hills 90210 (310) 893-8300 akgre.com</p> 
3	 <p><b>Branden Williams (Williams &amp; Williams Estate Group)</b> brandenwilliams@mac.com (310) 691-5935 thewilliamsestates.com</p>	<p><b>1,200</b> 1,258</p>	<p>124 83</p>	<p><b>The Beverly Hills Estates</b> 8878 W. Sunset Blvd. West Hollywood 90069 (310) 626-4248 thebeverlyhillsestates.com</p> 
4	 <p><b>Josh Altman (Altman Brothers Team)</b> josh@thealtmanbrothers.com (323) 610-0231 thealtmanbrothers.com</p>	<p><b>1,100</b> 1,076</p>	<p>277 299</p>	<p><b>Douglas Elliman Real Estate</b> 150 El Camino Drive, Suite 150 Beverly Hills 90212 (310) 595-3888 elliman.com</p> 
5	 <p><b>Ginger Glass</b> ginger@gingerglass.com (310) 927-9307 gingerglass.com</p>	<p><b>593</b> 460</p>	<p>65 37</p>	<p><b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com</p> 
6	 <p><b>Chris Cortazzo</b> chris@chrisortazzo.com (310) 457-3995 chrisortazzo.com</p>	<p><b>441</b> 809</p>	<p>37 64</p>	<p><b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com</p> 
7	 <p><b>Tami Pardee</b> tami@pardeeproperties.com (310) 600-7217 pardeeproperties.com/team/tami-pardee/</p>	<p><b>404</b> 619</p>	<p>212 307</p>	<p><b>Pardee Properties</b> 1524 Abbot Kinney Blvd. Venice 90291 (310) 907-6517 pardeeproperties.com</p> 
8	 <p><b>Dennis Chernov (Chernov Team)</b> dennis@dennischernov.com (818) 355-2461 https://www.theagencyre.com/agent/dennis-chernov</p>	<p><b>400</b> 419</p>	<p>179 162</p>	<p><b>The Agency Real Estate</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com</p> 
9	 <p><b>Carl Gambino (Gambino Group)</b> carl.gambino@compass.com (646) 465-1766 carlgambino.com</p>	<p><b>375</b> 351</p>	<p>132 57</p>	<p><b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com</p> 
10	 <p><b>Jon Grauman</b> jgrauman@theagencyre.com (424) 238-2484 theagencyre.com/agent/jon-grauman</p>	<p><b>350</b> 576</p>	<p>135 211</p>	<p><b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 www.theagencyre.com</p> 
	 <p><b>Drew Fenton</b> drew@drewfenton.com (310) 858-5474 drewfenton.com</p>	<p><b>350</b> 978</p>	<p>21 31</p>	<p><b>Carolwood Real Estate</b> 9440 Santa Monica Blvd., Penthouse Beverly Hills 90210 (310) 623-3600 carolwoodre.com</p> 
12	 <p><b>Stephanie Younger (Stephanie Younger Group)</b> stephanie.younger@compass.com (310) 499-2020 stephaniyounger.com</p>	<p><b>339</b> 389</p>	<p>203 230</p>	<p><b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com</p> 
13	 <p><b>Jade Mills</b> homes@jademills.com (310) 285-7508 jademillsestates.com</p>	<p><b>337</b> 650</p>	<p>39 41</p>	<p><b>Coldwell Banker Realty</b> 301 N. Canon Drive, Suite 200 Beverly Hills 90210 (310) 777-6200 coldwellbankerhomes.com</p> 
14	 <p><b>David Berg (Smith &amp; Berg Partners)</b> team@smithandberg.com (310) 569-4889 smithandberg.com</p>	<p><b>323</b> 395</p>	<p>113 84</p>	<p><b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com</p> 

<sup>1</sup> Some agents are credited with their team's entire sales volume  
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. 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

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Researched by Deepanjali Batra



# Leading *the Way*

Congratulations to our outstanding agents  
honored on The Los Angeles Business Journal's  
"The List – Residential Real Estate Agents."

---

Josh Altman

*The Altman Brothers Team*

Ernie Carswell

*Ernie Carswell & Associates*

Chad Lund

Marc Shevin

*The Shevin Team*

David Solomon

*Solomon Property Group*

 Douglas Elliman

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

CONGRATULATIONS  
**DAVID KRAMER**

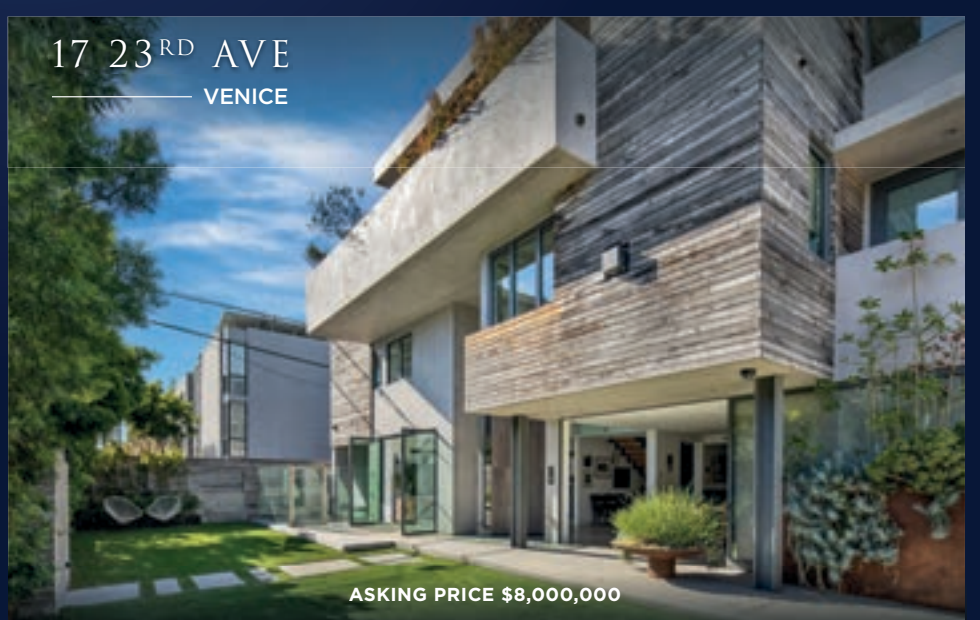
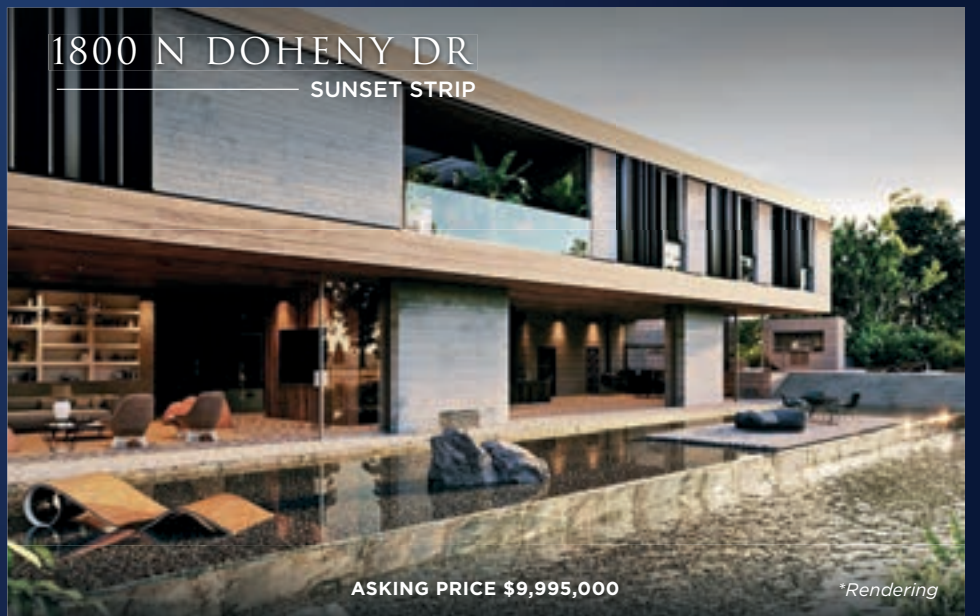
“

THRILLED TO BE AMONG  
THE LA BUSINESS JOURNAL'S  
TOP 100 REAL ESTATE AGENTS...  
A TRUE HONOR





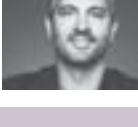






16036 WOODVALE RD | ENCINO | SOLD \$18,400,000  
*Represented Buyer*

# ACTIVE PREMIER REAL ESTATE OFFERINGS



**RESIDENTIAL REAL ESTATE AGENTS** *Continued from page 38*

Rank	Agent	L.A. County Sales Volume	L.A. County Units Sold	Brokerage Firm
	<ul style="list-style-type: none"> <li>• name</li> <li>• email</li> <li>• phone</li> <li>• website</li> </ul>	<ul style="list-style-type: none"> <li>• 2023</li> <li>• 2022</li> </ul> (in millions) <sup>1</sup>	<ul style="list-style-type: none"> <li>• 2023</li> <li>• 2022</li> </ul>	<ul style="list-style-type: none"> <li>• name</li> <li>• address</li> <li>• phone</li> <li>• website</li> </ul>
15	 <p><b>Santiago Arana</b> santiago@theagencyre.com (424) 231-2399 theagencyre.com/agent/santiago-arana</p>	<p><b>313</b> 451</p>	<p>30 47</p>	<p><b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 www.theagencyre.com</p> 
16	 <p><b>David Parnes (Bond Street Partners)<sup>2</sup></b> dparnes@carolwoodre.com (310) 623-6531 https://carolwoodre.com/agent/david-parnes</p>	<p><b>291</b> 786</p>	<p>61 115</p>	<p><b>Carolwood Real Estate</b> 9440 Santa Monica Blvd., Penthouse Beverly Hills 90210 (310) 623-3600 carolwoodre.com</p> 
17	 <p><b>Tomer Fridman (Fridman Group International)</b> tomer.fridman@compass.com (310) 919-1038 https://www.compass.com/agents/tomer-fridman/</p>	<p><b>264</b> 612</p>	<p>72 46</p>	<p><b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com</p> 
18	 <p><b>Linda May</b> Linda@LindaMay.com (310) 492-0735 lindamay.com</p>	<p><b>262</b> 335</p>	<p>16 11</p>	<p><b>Carolwood Real Estate</b> 9440 Santa Monica Blvd., Penthouse Beverly Hills 90210 (310) 623-3600 carolwoodre.com</p> 
19	 <p><b>Tyrone McKillen (Plus Real Estate Group)</b> tyrone.mckillen@compass.com (949) 212-8721 plusrealestategroup.com</p>	<p><b>239</b> 264</p>	<p>22 17</p>	<p><b>Official</b> 700 N. San Vicente Blvd, G-498 West Hollywood 90069 (310) 388-0071 officialpartners.com</p> 
20	 <p><b>Sally Forster Jones (Sally Forster Jones Group)</b> sally@sfjgroup.com (310) 691-7888 sallyforsterjones.com</p>	<p><b>235</b> 453</p>	<p>137 232</p>	<p><b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com</p> 
21	 <p><b>Mauricio Umansky (Umansky Team)</b> mumansky@theagencyre.com (424) 230-3701 mauricioumansky.com</p>	<p><b>227</b> 402</p>	<p>39 53</p>	<p><b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 www.theagencyre.com</p> 
22	 <p><b>Bjorn Farrugia (Alphonso &amp; Bjorn)</b> bjorn@bjornfarrugia.com (310) 998-7175 bjornfarrugia.com</p>	<p><b>214</b> 374</p>	<p>37 71</p>	<p><b>Carolwood Real Estate</b> 9440 Santa Monica Blvd., Penthouse Beverly Hills 90210 (310) 623-3600 carolwoodre.com</p> 
23	 <p><b>Zac Mostame<sup>3</sup></b> zmostame@carolwoodre.com (424) 527-8899 https://carolwoodre.com/agent/zac-mostame</p>	<p><b>195</b> 134</p>	<p>16 7</p>	<p><b>Carolwood Real Estate</b> 9440 Santa Monica Blvd., Penthouse Beverly Hills 90210 (310) 623-3600 carolwoodre.com</p> 
24	 <p><b>David Offer</b> info@davidoffer.com (310)820-9341 https://www.davidoffer.com/</p>	<p><b>193</b> 222</p>	<p>21 25</p>	<p><b>Berkshire Hathaway HomeServices California Properties</b> 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhscalifornia.com</p> 
25	 <p><b>Brett Lawyer</b> brett@brettlawyer.com (310) 278-3311 brettlawyer.com</p>	<p><b>188</b> 129</p>	<p>12 14</p>	<p><b>Carolwood Real Estate</b> 9440 Santa Monica Blvd., Penthouse Beverly Hills 90210 (310) 623-3600 carolwoodre.com</p> 
	 <p><b>Michael Fahimian (HF Estates)<sup>4</sup></b> mf@thebeverlyhillsestates.com (310) 882-0064 thebeverlyhillsestates.com/</p>	<p><b>188</b> NA</p>	<p>46 NA</p>	<p><b>The Beverly Hills Estates</b> 8878 Sunset Blvd. West Hollywood 90069 (310) 626-4248 thebeverlyhillsestates.com</p> 
27	 <p><b>Ari Afshar (VOYAGE)</b> ari@voyagerealestate.com (310) 780-3180 voyagerealestate.com</p>	<p><b>187</b> 201</p>	<p>115 62</p>	<p><b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com</p> 

<sup>1</sup> Some agents are credited with their team's entire sales volume

<sup>2</sup> Previously with The Agency.

<sup>3</sup> Previously with The Agency.

<sup>4</sup> 2022 data unavailable.

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# THE LIST

# RESIDENTIAL REAL ESTATE AGENTS

Congratulations to these 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



**TRACY DO TEAM**

**323.842.4001**

CALRE #01350025



**MCGLASHAN GROUP**

**818.949.5230**

CALRE #01041976



**ASH RIZK**

**626.393.5695**

CALRE #01503342



**ROSEMARY ALLISON**

**805.479.7653**

CALRE #00545184



**HEALEY GAVIN GROUP**

**310.903.1876**

CALRE #01887933



**THE JOYCE REY TEAM**

**310.285.7529**

CALRE #00465013



# Thinking of SELL



LOS ANGELES BUSINESS JOURNAL

## THE LIST 2024

### Residential Real Estate Agents

I am thrilled and honored to announce my inclusion in the Los Angeles Business Journal's esteemed The List - Residential Real Estate Agents for 2024. This prestigious recognition highlights my dedication to excellence within the Ventura and Los Angeles County residential real estate markets. It underscores the strong trust and relationships I've cultivated with my clients through my unwavering commitment to understanding and fulfilling their unique needs and aspirations.

This accolade celebrates not just my professional acumen and expertise in navigating the dynamic complexities of our local market, but also my deep-seated commitment to serving each client's individual visions. Being acknowledged by the Los Angeles Business Journal alongside such respected colleagues motivates me further to break new ground, champion my clients' best interests, and make meaningful contributions to our communities.

My sincerest appreciation goes out to the Los Angeles Business Journal for this distinguished honor. More significantly, I am profoundly grateful to my clients and peers for their enduring trust and support. Together, we are not merely facilitating transactions; we are fostering dreams and crafting enduring legacies in Ventura and Los Angeles Counties.

Whether you're considering selling your current home or searching for the home of your dreams, I'm here to assist you every step of the way. Feel free to reach out to me at (805) 479-7653 or via email at [RosemaryAllison@aol.com](mailto:RosemaryAllison@aol.com). Let's explore how I can support you on your journey!

*Rosemary Allison*

# ING your home?

Let Rosemary Allison use her proven track record of success and expertise to get you the highest sales price for your home  
See what everyone is talking about

Rosemary Allison is a one-of-a-kind real estate agent; and human. There is no one like her. Rosemary combines her extensive knowledge of everything real estate, with her stellar attention to detail and work ethic... and gives her clients the most hands on full-service experience you could ever imagine. Whether selling your family home, or buying a new one... Rosemary will do everything in her power, working tirelessly from morning till night, to make sure you are protected, informed, and reassured. Truly, any situation that could come up, Rosemary can and will handle. The strength and energy of this remarkable woman is only surpassed by her passion and dedication to her clients. Yes, she is THE expert in Santa Rosa Valley, Westlake, Camarillo, Calabasas, North Ranch, Wood Ranch, Simi Valley, Moorpark, Thousand Oaks areas, however, her knowledge and expertise go far beyond. She knows people. She graciously extends her guidance on every single aspect of your journey, helping to guide and support your entire transition. Her team, including her son, Joe Markiewicz, are just as fabulous, always available, and can handle anything you need.



“Rosemary Allison is the most caring, attentive, and incredibly honest real estate agent you could ever hope to have”

*Darrin & Suzanne Prescott*

Rosemary Allison is the most caring, attentive, and incredibly honest real estate agent you could ever hope to have. Over the past 12 years, we've been blessed to have Rosemary help us sell two homes, purchase one beautiful home where our kids grew up, and become a lifelong friend who we will always treasure. Rosemary's INCREDIBLE contract & negotiating skills... and knowledgeable marketing... getting 2 well-qualified, above-ask offers on the first showing day!! Such an invigorating ride with you!

**DARRIN & SUZANNE PRESCOTT OWNERS**  
12760 ROSEDALE CT.

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.

**2024 Los Angeles Magazine  
“Real Estate All-Star”**

Selected to 2024 Los Angeles Magazine Real Estate All-Star list

**2023 Voted “BEST” Agent  
by the Daily News**

2023 Daily News Readers Choice Awards

Rosemary has won this award 6 years in a row!

**2023 RealTrends “America’s Best”**

Top 300 individual by volume in USA by RealTrends Top Real Estate

**2023 Voted #1 Best Real Estate  
Agent in Ventura County**

2023 Ventura County Star Readers Community Choice Awards

**2023 #1 Coldwell Banker Selling Agent**

#1 Top Selling Agent Coldwell Banker in Ventura County

**2020 Named “Woman of the year”**

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

Rosemary Allison

**COLDWELL BANKER REALTY**

**805.479.7653 RosemaryAllison@aol.com**

**www.callrosemary.com | CalRE #00545184**





**RESIDENTIAL REAL ESTATE AGENTS** *Continued from page 42*

Rank	Agent • name • email • phone • website	L.A. County Sales Volume • 2023 • 2022 (in millions) <sup>1</sup>	L.A. County Units Sold • 2023 • 2022	Brokerage Firm • name • address • phone • website	
28	 <b>George Ouzounian (Gina Michelle &amp; George Ouzounian Team)</b> george.oz@theagencyre.com (818) 900-4259 theagencyre.com/agent/george-ouzounian	185 202	102 136	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 www.theagencyre.com	
29	 <b>Cindy Ambuehl</b> cindy@cindyambuehl.com (310) 321-9148 cindyambuehlgroup.com	184 220	21 36	<b>AKG   Christie's International Real Estate</b> 433 N. Camden Drive, Suite 600 Beverly Hills 90210 (424) 249-7162 akgre.com	
30	 <b>Ernie Carswell (Ernie Carswell &amp; Associates)</b> ernie@carswellandpartners.com (310) 345-7500 carswellandpartners.com	182 258	98 115	<b>Douglas Elliman Real Estate</b> 150 El Camino Drive, Suite 150 Beverly Hills 90212 (310) 595-3888 elliman.com	
31	 <b>Ed Kaminsky (Kaminsky Real Estate Group)</b> ek@itzsold.com (310) 427-2414 itzsold.com	178 235	100 112	<b>eXp Realty California Inc.</b> 1117 5th St Suite B Manhattan Beach 90266 (310) 341-2205 exprealty.com	
32	 <b>Rob Kallick (Take Sunset)</b> rob.kallick@compass.com (323) 775-6305 takesunset.com	173 185	96 109	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 www.compass.com	
33	 <b>Richard Schulman (Richard Schulman Team)</b> schulmanrd@gmail.com (310) 482-0173 richardschulman.com	169 306	255 240	<b>KW Advisors</b> 11812 San Vicente Blvd., Suite 100 Los Angeles 90049 (310) 826-8200 kwsantamonica.com	
34	 <b>Tracy Do (Tracy Do Team)</b> tracy@tracydo.com (323) 842-4001 tracydo.com	163 205	116 59	<b>Coldwell Banker Realty</b> 301 N. Canon Drive, Suite 200 Beverly Hills 90210 (310) 777-6200 coldwellbankerhomes.com	
35	 <b>Bill Ruane</b> bill@billruane.net (310) 877-2374 www.remax.com	160 245	105 149	<b>Re/Max Estate Properties</b> 63 Malaga Cove Plaza Palos Verdes Estates 90274 (310) 378-9494 eplahomes.com	
36	 <b>James Heckenberg</b> jimmyheck@hrgestates.com (310) 650-1116 jimmyheckenberg.rodeore.com	157 191	35 53	<b>Rodeo Realty Inc.</b> 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com	
37	 <b>Lea Porter</b> leaporteresates.com (310) 701-9212 https://thebeverlyhillsestates.com/agents/lea-porter/	154 140	22 13	<b>The Beverly Hills Estates</b> 8878 Sunset Blvd. West Hollywood 90069 (310) 626-4248 www.thebeverlyhillsestates.com	
	 <b>Sandro Dazzan</b> sandro@theagencyre.com (424) 249-7040 dazzanestates.com	154 201	41 15	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 www.theagencyre.com	
39	 <b>Joe Reichling (Bryant/Reichling Team)</b> joe.reichling@compass.com (323)395-9084 https://www.compass.com/agents/joe-reichling/	152 151	81 80	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
40	 <b>Dave Caskey (Caskey Real Estate Group)</b> dave@caskeyrealestategroup.com (310) 200-1960 www.caskeyrealestategroup.com	150 160	59 55	<b>eXp Realty California Inc.</b> 1117 5th St Suite B Manhattan Beach 90266 (310) 341-2205 www.exprealty.com	

<sup>1</sup> Some agents are credited with their team's entire sales volume  
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Researched by Deepanjali Batra

**It is an honor to be listed among Los Angeles Business Journal's  
Top 100 Residential Real Estate Agents in LA County.**

**My team and I at Westside Estate Agency take tremendous pride in  
representing some of Los Angeles' most prominent names, exclusive  
properties, and one-of-a-kind development opportunities.**

**- DREW MEYERS**



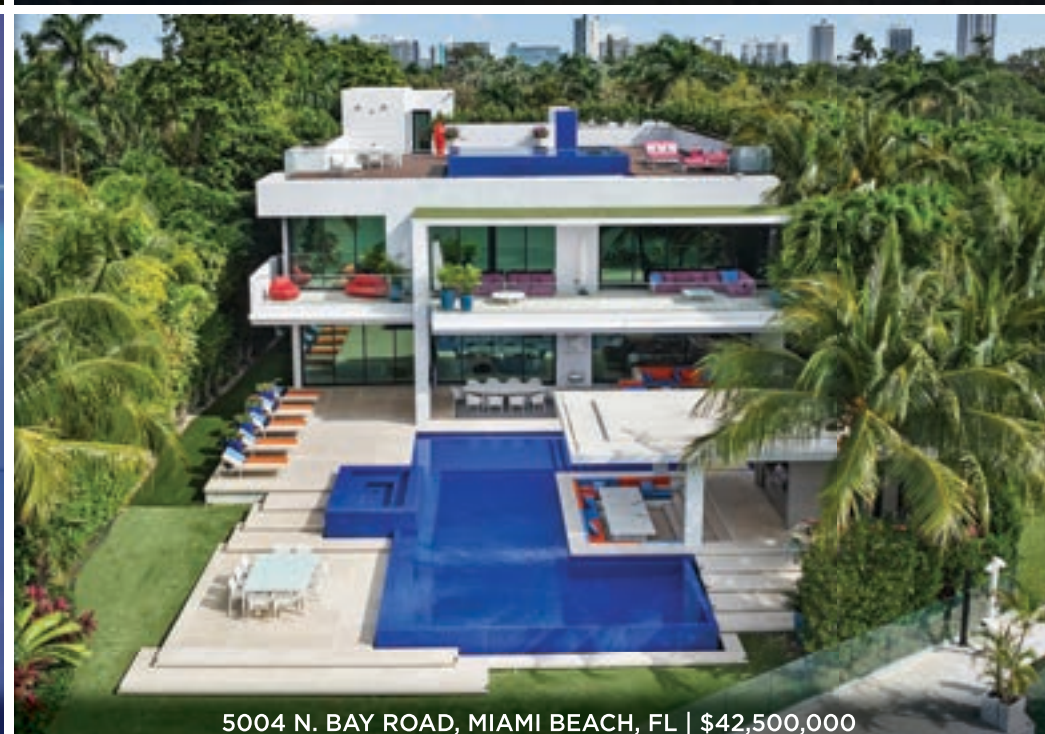
1210 BENEDICT CANYON DRIVE, BEVERLY HILLS | \$75,000,000



23921 MALIBU ROAD, MALIBU | \$18,995,000



510 ARKELL DRIVE, BEVERLY HILLS | \$15,995,000



5004 N. BAY ROAD, MIAMI BEACH, FL | \$42,500,000



YOUR WISH LIST IS OUR COMMAND.

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2400 INVERNESS AVENUE | OFFERED AT \$15,900,000

RITA WHITNEY | 626.755.4988 | LIC. #01209004

# The Los Angeles Business Journal revealed the Top 100 Agents of 2024.

---

*And we're thrilled to be named.*

SANTIAGO ARANA

ERIC HASKELL

BEN BELACK

CRAIG KNIZEK

BLAIR CHANG

JOSH MYLER

DENNIS CHERNOV  
CHERNOV TEAM

GEORGE OUZOUNIAN  
& GINA MICHELLE TEAM

SANDRO DAZZAN

BILLY ROSE

ZACH GOLDSMITH

MAURICIO UMANSKY  
UMANSKY TEAM

JON GRAUMAN

RITA WHITNEY

**WHEREVER YOU'RE GOING, WE CAN TAKE YOU THERE.**

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AS PART OF THE  
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lori.berris@sothebys.realty  
LoriBerris.com



## Joe Cilic

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lori.berris@sothebys.realty  
loriberris.com

**Sotheby's**  
INTERNATIONAL REALTY

**RESIDENTIAL REAL ESTATE AGENTS** *Continued from page 46*

Rank	Agent	L.A. County Sales Volume	L.A. County Units Sold	Brokerage Firm
	<ul style="list-style-type: none"> <li>name</li> <li>email</li> <li>phone</li> <li>website</li> </ul>	<ul style="list-style-type: none"> <li>2023</li> <li>2022</li> <li>(in millions)<sup>1</sup></li> </ul>	<ul style="list-style-type: none"> <li>2023</li> <li>2022</li> </ul>	<ul style="list-style-type: none"> <li>name</li> <li>address</li> <li>phone</li> <li>website</li> </ul>
	 <p><b>Jonathan Mogharrabi (Kays &amp; Mogharrabi)</b> jonathan@kaysandmogharrabi.com (310) 734-4492 kaysandmogharrabi.com</p>	150 61	24 36	<b>Carolwood Real Estate</b> 9440 Santa Monica Blvd., Penthouse Beverly Hills 90210 (310) 623-3600 carolwoodre.com 
42	 <p><b>Marc Shevin (Shevin Team)</b> info@theshevins.com (818) 251-2456 theshevins.com</p>	145 271	38 49	<b>Douglas Elliman Real Estate</b> 150 El Camino Drive, Suite 150 Beverly Hills 90212 (310) 595-3888 elliman.com 
43	 <p><b>Joe Cilic (Cilic Group)</b> Joe.Cilic@Sothebys.Realty 310.454.0080 <a href="https://www.sothebysrealty.com/eng/associate/180-a-1196-61530380/joseph-cilic">https://www.sothebysrealty.com/eng/associate/180-a-1196-61530380/joseph-cilic</a></p>	142 62	36 25	<b>Sotheby's International Realty Inc.<sup>2</sup></b> 9665 Wilshire Blvd., Suite 400 Beverly Hills 90212 (310) 724-7000 sothebys homes.com 
44	 <p><b>Jenna Cooper (Jenna Cooper LA)</b> inquiries@jennacooperla.com (323) 481-0644 jennacooperla.com</p>	141 218	71 56	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com 
45	 <p><b>Teresa Fuller (Teresa Fuller Team)</b> teresa.fuller@compass.com (626) 483-0710 compass.com/agents/teresa-fuller/</p>	127 164	96 154	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com 
	 <p><b>David Solomon (Solomon Property Group)</b> ds@elliman.com (310) 279-7759 solomonpropertygroup.com</p>	127 108	81 75	<b>Douglas Elliman Real Estate</b> 150 El Camino Drive, Suite 150 Beverly Hills 90212 (310) 595-3888 elliman.com 
47	 <p><b>Kurt Wisner (The Local Real Estate Group)</b> kurt@localregroup.com (323) 841-3839 localregroup.com</p>	123 203	82 137	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com 
48	 <p><b>John Hathorn (Pence Hathorn Silver   Luxury Property Group)</b> john.hathorn@compass.com (310) 924-4014 <a href="https://www.compass.com/agents/john-hathorn/">https://www.compass.com/agents/john-hathorn/</a></p>	122 129	110 37	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com 
49	 <p><b>Jen Caskey (Jen Caskey Group)</b> jen@jencaskeygroup.com (310) 372-2200 jencaskeygroup.com</p>	119 123	43 40	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com 
	 <p><b>Stephen Shapiro</b> ss@weahomes.com (310) 991-6115 weahomes.com/agent/stephen-shapiro</p>	119 85	9 NA	<b>Westside Estate Agency Inc.</b> 460 N. Canon Drive Beverly Hills 90210 (310) 247-7770 weahomes.com 
51	 <p><b>Adi Livyatan</b> adilivyatan@yahoo.com (818) 919-4060 <a href="https://www.rodeore.com/real-estate-agent/371/adi-livyatan">https://www.rodeore.com/real-estate-agent/371/adi-livyatan</a></p>	117 119	22 14	<b>Rodeo Realty Inc.</b> 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com 
52	 <p><b>Rory Posin (Results Real Estate Group)</b> rory@roryposin.com (310) 839-8500 roryposin.com</p>	116 132	38 48	<b>Re/Max Estate Properties</b> 63 Malaga Cove Plaza Palos Verdes Estates 90274 (310) 378-9494 eplahomes.com 
53	 <p><b>Janice McGlashan (McGlashan Group)</b> janice.mcglashan@camoves.com (818) 949-5230 janicemcglashan.com</p>	113 129	41 53	<b>Coldwell Banker Realty</b> 301 N. Canon Drive, Suite 200 Beverly Hills 90210 (310) 777-6200 coldwellbankerhomes.com 

<sup>1</sup> Some agents are credited with their team's entire sales volume

<sup>2</sup> Acquired Wish Sotheby's International Realty  
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1001 Bel Air Road, Bel Air	\$24,950,000	1575 Carla Ridge, Beverly Hills	\$10,995,000	7729 Granito Drive, Hollywood Hills	\$4,900,000
1785 Summitridge Drive, Beverly Hills	\$16,950,000	9233 Swallow Drive, Sunset Strip	\$10,495,000	6851 Sunny Cove, Hollywood Hills	\$2,390,000

**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"> <li>• name</li> <li>• email</li> <li>• phone</li> <li>• website</li> </ul>	<ul style="list-style-type: none"> <li>• 2023</li> <li>• 2022</li> </ul> (in millions) <sup>1</sup>	<ul style="list-style-type: none"> <li>• 2023</li> <li>• 2022</li> </ul>	<ul style="list-style-type: none"> <li>• name</li> <li>• address</li> <li>• phone</li> <li>• website</li> </ul>	
54	 <b>Ryan Jancula (Jancula Group)<sup>2</sup></b> info@ryanandtreavor.com (310) 729-6852 ryanandtreavor.com	112 NA	71 NA	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
55	 <b>Mark Gruskin</b> mark@malibumark.com (310) 924-5769 malibumark.com	111 73	12 NA	<b>Westside Estate Agency Inc.</b> 460 N. Canon Drive Beverly Hills 90210 (310) 247-7770 www.weahomes.com	
	 <b>Shana Tavangarian (Tavangarian Team)</b> Shana@thebeverlyhillsestates.com (310) 740-4982 thebeverlyhillsestates.com/	111 50	64 21	<b>The Beverly Hills Estates</b> 8878 W. Sunset Blvd. West Hollywood 90069 (310) 626-4248 thebeverlyhillsestates.com	
57	 <b>Lauren Forbes (Lauren Forbes Group)<sup>2</sup></b> lauren.forbes@compass.com (310) 901-8512 laurenforbesgroup.com	110 NA	66 NA	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
58	 <b>Tony Mark (Mark &amp; Grether Group)</b> russellandtony@compass.com (310) 230-5771 malibuluxuryrealty.com	108 167	19 28	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
	 <b>Benjamin Illulian (Illulian Realty)<sup>2</sup></b> benjamin@illulianrealty.com (310) 867-0474 illulianrealty.com	108 NA	37 NA	<b>KW Advisors</b> 11812 San Vicente Blvd., Suite 100 Los Angeles 90049 (310) 826-8200 kwsantamonica.com	
60	 <b>Larry Young (Larry Young &amp; Associates)</b> larry@larryyoungwestside.com (310) 777-2879 larryyoungwestside.com	107 158	34 48	<b>Berkshire Hathaway HomeServices California Properties</b> 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhhsocalifornia.com	
	 <b>Jonathan Nash (Resnick &amp; Nash)</b> jonathan@resnickandnash.com (424) 230-6088 resnickandnash.com	107 385	31 35	<b>Carolwood Real Estate</b> 9440 Santa Monica Blvd., Penthouse Beverly Hills 90210 (310) 623-3600 carolwoodre.com	
62	 <b>Chris Adlam</b> chris@chrisadlam.com (310) 493-7216 chrisadlam.com	106 173	36 40	<b>Vista Sotheby's International Realty</b> 2501 N. Sepulveda Blvd., Second Floor Manhattan Beach 90266 (310) 541-8271 vistasir.com	
	 <b>Lori Berris</b> Lori.Berris@Sothebys.Realty (310) 724-7000 www.sothebyrealty.com	106 87	37 28	<b>Sotheby's International Realty Inc.<sup>3</sup></b> 9665 Wilshire Blvd., Suite 400 Beverly Hills 90212 (310) 724-7000 sothebyshomes.com	
64	 <b>Rita Whitney</b> rjwhitney@theagencyre.com (626) 755-4988 https://www.theagencyre.com/agent/rita-whitney	103 101	17 26	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
	 <b>Tony Accardo (Accardo Real Estate Associates)</b> tony.accardo@compass.com (310) 855-3557 accardorealestate.com	103 68	56 46	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
66	 <b>Drew Meyers</b> dm@weahomes.com (310) 359-3879 weahomes.com	101 124	8 NA	<b>Westside Estate Agency Inc.</b> 460 N. Canon Drive Beverly Hills 90210 (310) 247-7770 www.weahomes.com	

<sup>1</sup> Some agents are credited with their team's entire sales volume

<sup>2</sup> 2022 data unavailable.

<sup>3</sup> Acquired Wish Sotheby's International Realty  
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**JACK HARRIS & MICHAEL FAHIMIAN**

*\$187,500,000 SOLD IN 2023*



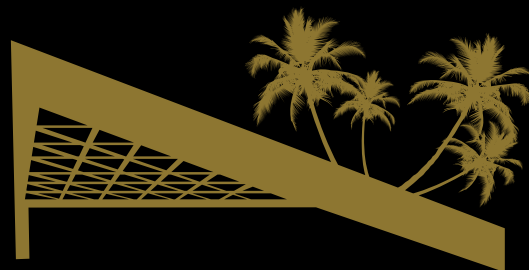
**LEA PORTER**

*\$154,000,000 SOLD IN 2023*



**EMILA & SHANA TAVANGARIAN**

*\$111,000,000 SOLD IN 2023*



**THE BEVERLY HILLS ESTATES**

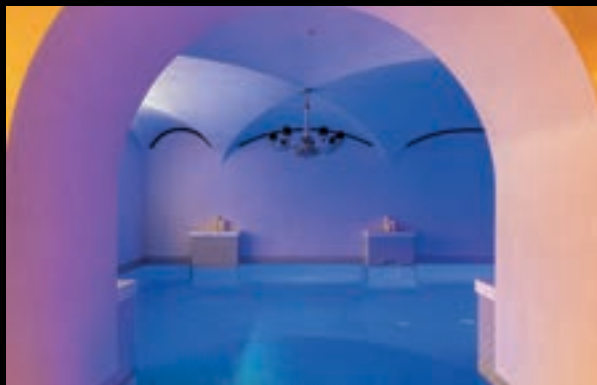
— LEGENDS —

# JACK HARRIS & MICHAEL FAHIMIAN

*\$187,500,000 SOLD IN 2023*



FEATURED ACTIVE LISTING



271 S MAPLETON DR | HOLMBY HILLS | \$62,500,000

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MICHAEL FAHIMIAN  
310.882.0064  
MICHAEL@THEHFESTATES.COM

# HF ESTATES

## FEATURED SALES



**COLLINGWOOD PLACE | SUNSET STRIP**  
SP \$37,440,000 | REPRESENTED BUYER



**TANGER WAY | BIRD STREETS**  
SP \$23,700,000 | REPRESENTED SELLER



**MALIBU RD | MALIBU**  
SP \$17,500,000 | REPRESENTED BUYER

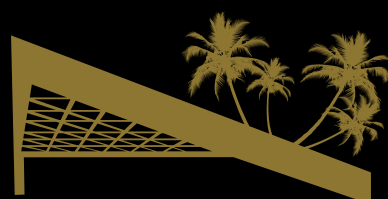


**N DOHENY DR | BIRD STREETS**  
LP \$5,950,000 | REPRESENTED SELLER



**SIERRA TOWERS #1901 | WEST HOLLYWOOD**  
SP \$5,695,000 | REPRESENTED SELLER

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**THE BEVERLY HILLS ESTATES**

LEGENDS

# SHANA & EMILA TAVANGARIAN

*\$111,000,000 SOLD IN 2023*



## FEATURED SALES



**THE STRAND | MANHATTAN BEACH**  
SP \$8,250,000 | REPRESENTED SELLER



**BIENVENIDA AVE | PACIFIC PALISADES**  
SP \$8,000,000 | REPRESENTED BUYER & SELLER

**SHANA TAVANGARIAN**

310.740.4982

SHANA@THEBEVERLYHILLSESTATES.COM



**EMILA TAVANGARIAN**

310.466.5287

EMILA@THEBEVERLYHILLSESTATES.COM

# LEA PORTER

*\$154,000,000 SOLD IN 2023*



## FEATURED SALES



**WYTON DR | HOLMBY HILLS**  
SP \$34,550,000 | REPRESENTED SELLER



**STONE CANYON RD | BEL-AIR**  
SP \$33,950,000 | REPRESENTED BUYER

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**LEA PORTER**

310.701.9212

LEA@LEAPORTER.COM



**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"> <li>name</li> <li>email</li> <li>phone</li> <li>website</li> </ul>	<ul style="list-style-type: none"> <li>2023</li> <li>2022</li> </ul> (in millions) <sup>1</sup>	<ul style="list-style-type: none"> <li>2023</li> <li>2022</li> </ul>	<ul style="list-style-type: none"> <li>name</li> <li>address</li> <li>phone</li> <li>website</li> </ul>	
	 <b>Tori Horowitz (Canyonhaus)<sup>2</sup></b> canyonhaus@compass (323) 203-0965 canyonhaus.com	<b>101</b> NA	51 NA	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
68	 <b>Dan Urbach</b> dan@danurbach.com (310) 367-9865 danurbach.com	<b>99</b> 147	38 35	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
69	 <b>Richard Stearns (Stearns + Associates)<sup>2</sup></b> richard.stearns@thepartnerstrust.com (310) 850-9284 stearnspartners.com	<b>96</b> NA	38 NA	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
	 <b>Suzanne Dyer (Dyer Group)</b> suzannedyer@gmail.com (310) 528-7480 strandhill.com	<b>96</b> 68	39 25	<b>Strand Hill</b> 1131 N. Morningside Drive Manhattan Beach 90266 (310) 545-0707 strandhill.com	
71	 <b>Lauren Ravitz</b> lauren@laurenravitz.com (310) 600-4581 <a href="https://www.bhhsocalifornia.com/real-estate-agent/lauren-ravitz/1770">https://www.bhhsocalifornia.com/real-estate-agent/lauren-ravitz/1770</a>	<b>95</b> 61	30 19	<b>Berkshire Hathaway HomeServices California Properties</b> 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhhsocalifornia.com	
72	 <b>Craig Knizek</b> cknizek@theagencyre.com (424) 230-3718 <a href="https://www.theagencyre.com/agent/craig-knizek">https://www.theagencyre.com/agent/craig-knizek</a>	<b>93</b> 126	21 28	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 www.theagencyre.com	
	 <b>Josh Myler</b> jmyler@theagencyre.com (323) 333-0301 <a href="https://www.theagencyre.com/agent/josh-myler">https://www.theagencyre.com/agent/josh-myler</a>	<b>93</b> 95	21 24	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 www.theagencyre.com	
74	 <b>Zach Goldsmith</b> zach.goldsmith@theagencyre.com (310) 908-6860 zachgoldsmith.com	<b>92</b> 117	11 15	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 www.theagencyre.com	
75	 <b>Jordana Leigh</b> jordana769@gmail.com (424) 239-8725 jordanaleigh.rodeore.com	<b>90</b> 287	12 32	<b>Rodeo Realty Inc.</b> 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com	
76	 <b>Orah Nassir</b> NA (310) 497-2261 www.weahomes.com	<b>89</b> 43	11 NA	<b>Westside Estate Agency Inc.</b> 460 N. Canon Drive Beverly Hills 90210 (310) 247-7770 www.weahomes.com	
	 <b>Craig Michael Strong</b> info@strongrealtor.com (818) 930-4050 strongrealtor.com	<b>89</b> 150	51 94	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
78	 <b>Billy Rose</b> brose@theagencyre.com (424) 230-3702 theagencyre.com/agent/billy-rose	<b>88</b> 151	23 31	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 www.theagencyre.com	
	 <b>Fred Bernstein</b> fjb@weahomes.com (310) 300-0599 <a href="http://www.w-e-agency.com/agents/agent/?id=158">http://www.w-e-agency.com/agents/agent/?id=158</a>	<b>88</b> 58	5 NA	<b>Westside Estate Agency Inc.</b> 460 N. Canon Drive Beverly Hills 90210 (310) 247-7770 weahomes.com	

<sup>1</sup> Some agents are credited with their team's entire sales volume

<sup>2</sup> 2022 data unavailable.

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— MR. —

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TOP AGENT NATIONWIDE

17

YEARS IN REAL ESTATE

#57

IN THE NATION TOTAL SALES  
RANKED BY SALES VOLUME

\$2B

TOTAL SALES VOLUME

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AKG | CHRISTIE'S INTERNATIONAL REAL ESTATE  
COMMENDS THE FOLLOWING AGENTS ON AN AMAZING 2023

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AARON KIRMAN

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[aaronkirman.com](http://aaronkirman.com)

---

DALTON GOMEZ

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[akgre.com](http://akgre.com)

---

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[cindyambuehl.com](http://cindyambuehl.com)

---

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[akgre.com](http://akgre.com)

---

WESTON LITTLEFIELD

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[westonjamesgroup.com](http://westonjamesgroup.com)

---

ALEX HOWE

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[alex-howe.com](http://alex-howe.com)

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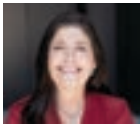












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**RESIDENTIAL REAL ESTATE AGENTS** *Continued from page 62*

Rank	Agent	L.A. County Sales Volume	L.A. County Units Sold	Brokerage Firm
	<ul style="list-style-type: none"> <li>name</li> <li>email</li> <li>phone</li> <li>website</li> </ul>	<ul style="list-style-type: none"> <li>2023</li> <li>2022</li> <li>(in millions)<sup>1</sup></li> </ul>	<ul style="list-style-type: none"> <li>2023</li> <li>2022</li> </ul>	<ul style="list-style-type: none"> <li>name</li> <li>address</li> <li>phone</li> <li>website</li> </ul>
	 <p><b>Nancy Sanborn (Sanborn Team)</b> nancy@sanbornteam.com (310) 777-2858 sanbornteam.com</p>	88 79	60 62	<b>Berkshire Hathaway HomeServices California Properties</b> 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhscalifornia.com
	 <p><b>Ash Rizk</b> arizk@coldwellbanker.com (626) 393-5695 ashrizk.com</p>	88 130	44 64	<b>Coldwell Banker Realty</b> 301 N. Canon Drive, Suite 200 Beverly Hills 90210 (310) 777-6200 coldwellbankerhomes.com
82	 <p><b>Dalton Gomez<sup>2</sup></b> dalton@aaronkirman.com (424) 249-7162 akgre.com</p>	87 NA	16 NA	<b>AKG   Christie's International Real Estate</b> 11911 San Vicente Blvd. Los Angeles 90049 (424) 249-7162 www.christiesrealestate.com
	 <p><b>Blair Chang</b> bchang@theagencyre.com (424) 230-3703 theagencyre.com/agent/blair-chang</p>	87 97	7 11	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 www.theagencyre.com
	 <p><b>Rosemary Allison</b> rosemaryallison@aol.com (805) 479-7653 www.coldwellbanker.com</p>	87 65	47 38	<b>Coldwell Banker Realty</b> 301 N. Canon Drive, Suite 200 Beverly Hills 90210 (310) 777-6200 coldwellbankerhomes.com
85	 <p><b>Maggie Ding</b> maggie@maggieding.com (310) 937-2027 maggieding.com</p>	86 97	60 76	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com
	 <p><b>Jacqueline Chernov (Jacqueline Chernov Team)</b> jacchernov@gmail.com (310) 403-7557 jacquelinechernov.com</p>	86 150	21 36	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com
87	 <p><b>Ron Wynn (WSA)</b> ron@ronwynn.com (310) 963-9944 ronwynn.com</p>	85 176	49 65	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com
88	 <p><b>Donovan Healey (Healey Gavin Group)</b> donovanhealey@gmail.com (310) 903-1876 https://healeygavingroup.com/</p>	84 51	39 19	<b>Coldwell Banker Realty</b> 301 N. Canon Drive Ste E Beverly Hills 90210 (310) 777-6200 www.coldwellbankerhomes.com
	 <p><b>Lydia Gable (Lydia Gable Realty Group)<sup>2</sup></b> lydia.gable@compass.com (818) 383-4335 lydiagable.com</p>	84 NA	66 NA	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com
90	 <p><b>Daria Greenbaum<sup>2</sup></b> daria.greenbaum@compass.com (917) 940-9043 https://www.compass.com/agents/daria-greenbaum/</p>	80 NA	22 NA	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com
	 <p><b>Weston Littlefield (Weston Littlefield &amp; Alex Howe Group)<sup>2</sup></b> weston@aaronkirman.com (949) 230-4515 https://akgre.com/agent/weston-littlefield/</p>	80 NA	10 NA	<b>AKG   Christie's International Real Estate</b> 433 N. Camden Drive, Suite 600 Beverly Hills 90210 (424) 249-7162 akgre.com
	 <p><b>Joyce Rey (Joyce Rey Team)</b> joyce@joycerey.com (310) 285-7529 joycerey.com</p>	80 201	26 32	<b>Coldwell Banker Realty</b> 301 N. Canon Drive, Suite 200 Beverly Hills 90210 (310) 777-6200 coldwellbankerhomes.com

<sup>1</sup> Some agents are credited with their team's entire sales volume

<sup>2</sup> 2022 data unavailable.

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. 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

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BJORN FARRUGIA

RANKED

#1

IN TOTAL  
TRANSACTIONS

&

TEAM SALES  
VOLUME

AT CAROLWOOD ESTATES  
FOR 2023



BJORN FARRUGIA  
310.998.7175

BJORNFARRUGIA.COM | BJORN FARRUGIA DRE 01864250  
Based on sides of transactions of single family residences recorded in the Multiple Listing Service from Jan 1st to Dec 31st 2023.

CAROLWOOD  
ESTATES



Congratulations to Our Agents and Teams Chosen for  
LA Business Journal's The List | Residential Real Estate Agents

DREW FENTON

JAMES HARRIS & DAVID PARNES

LINDA MAY

BJORN FARRUGIA

ZAC MOSTAME

BRETT LAWYER

MARCI KAYS & JONATHAN MOGHARRABI

JONATHAN NASH & STEPHEN RESNICK

COOPER MOUNT

KEVIN DEES

NICHOLE SHANFELD

CAROLWOOD  
ESTATES

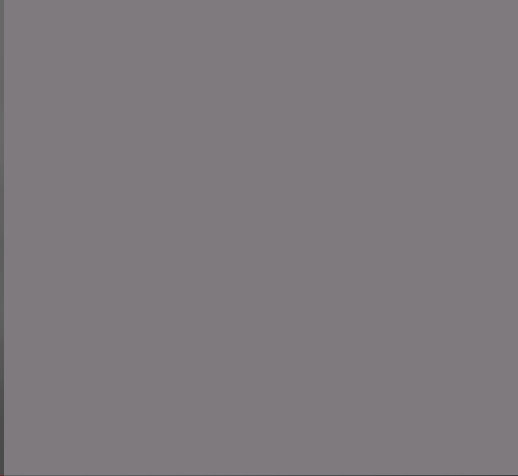
# 44

Our agents closed 44 deals priced \$10 Million and above by the year's end.



# 30%

30% of our agents' deals priced \$11M+ in 2023 were conducted with fellow associates at Carolwood Estates



# \$2B

Carolwood Estates currently represents ~\$2 Billion in luxury inventory; including Casa Encantada, The Manor, and The Reserve.



# #1

Our agents collectively achieved a dominant 26% Market Share of the \$20M+ LA residential market in 2023.



# #1

Our agents represented the highest sales in the City of Los Angeles, BHPO, Holmby Hills, Brentwood, Santa Monica, Point Dume, Broad Beach, Los Feliz, the Valley, and the Hollywood Hills in 2023












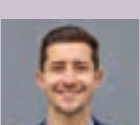











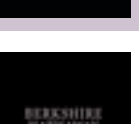
# \$1.6B

Carolwood Estates took in an impressive \$1.6 Billion in total sales volume in 2023. Our first year in business.



©2024 Carolwood Partners Inc. Market statistics are based on listings reported in The MLS, public records and include off-market sales. The accuracy of all information, regardless of source, is deemed reliable but is not guaranteed. The statistics displayed herein include past sales by real estate agents currently licensed at Carolwood Estates prior to them joining Carolwood Estates. Carolwood Estates was not the broker of record for those transactions, but agents currently at Carolwood Estates were the agents of record for those transactions. Carolwood Estates fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. DRE 02200006. Drew Fenton DRE 01317962. Linda May DRE 00475038. Bjorn Farrugia DRE 01864250. Brett Lawyer DRE 00897489. Cooper Mount DRE 01956287. Jonathan Nash DRE 01943888. Stephen Resnick DRE 01241282. David Parnes DRE 01905862. James Harris DRE 01909801. Kevin Dees DRE 01915567. Zac Mostame DRE 02110196. Nichole Shanfeld DRE 02093007. Marci Kays DRE 01397539. Jonathan Mogharrabi DRE 2009871.

## RESIDENTIAL REAL ESTATE AGENTS *Continued from page 68*

Rank	Agent • name • email • phone • website	L.A. County Sales Volume		L.A. County Units Sold		Brokerage Firm • name • address • phone • website
		• 2023 • 2022 (in millions) <sup>1</sup>		• 2023 • 2022		
93	 <b>Cooper Mount</b> cmount@carolwoodre.com (310) 351-9002 coopermountestates.com	79 159		17 16		<b>Carolwood Real Estate</b> 9440 Santa Monica Blvd., Penthouse Beverly Hills 90210 (310) 623-3600 carolwoodre.com 
	 <b>Kevin Dees (Dees Real Estate Group)</b> kevin@kevindees.com (818) 414-3404 https://carolwoodre.com/agent/kevin-dees	79 17		14 18		<b>Carolwood Real Estate</b> 9440 Santa Monica Blvd., Penthouse Beverly Hills 90210 (310) 623-3600 carolwoodre.com 
	 <b>Ben Belack</b> bbelack@theagencyre.com (424) 233-0922 https://www.theagencyre.com/agent/ben-belack	79 71		25 35		<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 www.theagencyre.com 
96	 <b>Michael J. Libow</b> michael.libow@compass.com (310) 691-7889 https://www.compass.com/agents/michael-j-libow/	78 160		43 30		<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com 
	 <b>Eric Haskell</b> eric.haskell@theagencyre.com (805) 570-7243 https://www.theagencyre.com/agent/eric-haskell	78 210		42 14		<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 www.theagencyre.com 
98	 <b>Matthew Adamo</b> <sup>2</sup> matt.adamo@aaronkirman.com (310) 990.4060 https://akgre.com/agent-detail/Matt-Adamo/191980/	77 NA		10 NA		<b>AKG   Christie's International Real Estate</b> 433 N. Camden Drive, Suite 600 Beverly Hills 90210 (424) 249-7162 akgre.com 
	 <b>Brittney Austin (Cari &amp; Britt Properties)</b> contact@cariandbritt.com (310) 704-4014 https://www.sothebysrealty.com/eng/associate/180-a-df19081921081036142/britt-austin	77 74		30 32		<b>Vista Sotheby's International Realty</b> 2501 N. Sepulveda Blvd., Second Floor Manhattan Beach 90266 (310) 541-8271 vistasir.com 
	 <b>Chad Lund</b> chad.lund@elliman.com (424) 202-3295 https://www.elliman.com/california/associate/512-a-df18011211015266531136/chad-lund	77 117		57 90		<b>Douglas Elliman Real Estate</b> 150 El Camino Drive, Suite 150 Beverly Hills 90212 (310) 595-3888 elliman.com 
101	 <b>Kirby Gillon (Bryce Lowe &amp; Kirby Gillon Luxury Estates)</b> <sup>2</sup> bryce@brycelowehomes.com (424) 303-1751 https://akgre.com/agent/bryce-lowe/	76 NA		72 NA		<b>AKG   Christie's International Real Estate</b> 433 N. Camden Drive, Suite 600 Beverly Hills 90210 (310) 893-8300 akgre.com 
	 <b>Nichole Shanfeld</b> nichole@nicholeshanfeld.com (310) 499-8064 nicholeshanfeld.com	76 85		12 26		<b>Carolwood Real Estate</b> 9440 Santa Monica Blvd., Penthouse Beverly Hills 90210 (310) 623-3600 carolwoodre.com 
103	 <b>Peter Maurice (Maurice &amp; Rustad)</b> peter@petermaurice.com (310) 623-8819 mauricerustad.com	75 159		37 53		<b>Rodeo Realty Inc.</b> 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com 
	 <b>David Kramer</b> david@davidkramer.com (310) 691-2400 davidkramer.group	75 169		11 16		<b>Hilton &amp; Hyland Real Estate Inc.</b> 257 N. Canon Drive Beverly Hills 90210 (310) 278-3311 hiltonhyland.com 
	 <b>Justin Feil (Feil Group)</b> intel@thefeilgroup.com (310) 230-3752 thefeilgroup.com	75 119		25 29		<b>Berkshire Hathaway HomeServices California Properties</b> 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhhsocalifornia.com 

<sup>1</sup> Some agents are credited with their team's entire sales volume<sup>2</sup> 2022 data unavailable.

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SOLD

1580 Sorrento Drive  
PACIFIC PALISADES  
\$16,900,000



SOLD

5012 Carbon Beach Ter  
MALIBU  
\$39,975,000



SOLD

13158 Boca de Canon Ln  
BRENTWOOD  
\$17,325,000

FOR SALE

755 Napoli Drive  
PACIFIC PALISADES  
\$21,250,000

SOLD OFF MARKET

Spoieto Estate  
PACIFIC PALISADES  
\$55,000,000

SOLD

15000 Corona Del Mar  
PACIFIC PALISADES  
\$39,995,000

SOLD OFF MARKET

1301 Amalfi Drive  
PACIFIC PALISADES  
\$22,000,000



SOLD

10350 Wyton Drive  
HOLMBY HILLS  
\$39,995,000

FOR SALE

1741 Correa Way  
BRENTWOOD  
\$24,995,000

SOLD

201 S Bristol Avenue  
BRENTWOOD  
\$13,250,000

Zac Mostame  
ZACMOSTAME.COM



\$195,000,000

2023 SALES VOLUME



“Thank you,  
Los Angeles  
Business Journal  
for the recognition  
on The List 2024”

ZAC MOSTAME DRE 02110196

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C.  
CAROLWOOD  
ESTATES

CAROLWOODRE.COM



# Kevin Dees

DEES REAL ESTATE GROUP | KEVINDEES.COM

“Honored to be included in the  
Los Angeles Business Journal’s  
The List - 2024”

THE HOPE ESTATE

# \$29,000,000

#1 HIGHEST SALE IN THE VALLEY | 2023

KEVIN DEES REPRESENTED THE SELLER  
KEVIN DEES & SEBASTIAN SPADER REPRESENTED THE BUYER

CAROLWOOD  
ESTATES

CAROLWOODRE.COM | KEVIN DEES DRE 01915567 | SEBASTIAN SPADER DRE 02013827  
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but who are now licenced at Carolwood Estates. Therefore Carolwood Estates was not the broker of record for those transactions.  
Equal Housing Opportunity. DRE 02200006

DEES  
REAL ESTATE GROUP