

CUSTOM CONTENT
AUGUST 18, 2025

LEADERS OF INFLUENCE: Residential Real Estate



THE RESIDENTIAL REAL ESTATE MARKET IN LOS ANGELES IS A COMPLEX LANDSCAPE TO SAY THE LEAST. WHETHER you are buying or selling, having the right expert in your corner can be the difference-maker in terms of getting a good deal, landing in the right location for your specific needs, and navigating the process painlessly.

In an attempt to shine a light on those hard-working professionals who have the knowledge, skills and dedication to go the extra mile for their clients, we welcome you to the Los Angeles Business Journal's annual "Leaders of Influence: Residential Real Estate" special section.

Congratulations to each of the professionals described in these pages...and thank you for your contributions to the thriving LA residential real estate community and our local economy.

Methodology: The professionals featured in these pages did not pay to be included. Their profiles were drawn from nomination materials submitted to the Los Angeles Business Journal. Those selected for inclusion were reviewed by the editorial department. The professionals were chosen based on a demonstration of impact made on the profession and on the Los Angeles community.

LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



JUSTIN ALEXANDER
Hilton Hilton

With over \$25 million in closed volume over the past year – including a record-setting \$13 million sale at 555 E. Channel Road in Pacific Palisades – Justin Alexander continues to set the bar for white-glove client service and market expertise. A Southern California native with over two decades of experience in high-level residential sales and finance, Alexander’s track record includes some of LA’s most iconic deals, such as the highest sale ever in Venice Beach and top price-per-square-foot on Rockingham Avenue in Brentwood. Alexander is deeply trusted by a clientele that includes executives, celebrities and entrepreneurs. As leader of The Alexander Group (TAG), he personally mentors a team of five rising agents, providing hands-on guidance, strategic insight and support that extends far beyond the deal.



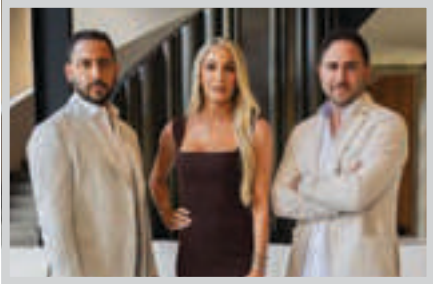
TREY ALLIGOOD
Douglas Elliman

Trey Alligood is the lead agent at The Alligood Real Estate Group in Los Angeles, specializing in residential real estate with a particular emphasis on Beverly Hills, Santa Monica, Venice, Malibu, Bel Air and West Hollywood. As an 18-year resident of Los Angeles, Alligood provides his clients with a personalized experience that keeps every transaction smooth and seamless. Whether navigating the complexities of residential transactions or orchestrating commercial deals, his expertise serves as a guiding light, ensuring his clients make informed decisions that align with their goals. Prior to being a top real estate agent, Alligood was a fashion CEO overseeing several multimillion-dollar companies. His extensive social media and internet marketing knowledge are instrumental in effective-ly marketing and selling properties.



ROSEMARY ALLISON
Coldwell Banker Realty

Rosemary Allison is a powerhouse in Ventura and Los Angeles County real estate, widely recognized for unwavering dedication to client success. A recognized expert in luxury estates, equestrian and ranch properties, and high-profile transactions, Allison is known for her meticulous discretion, strategic marketing, and concierge-level client care. Since December 2023, Allison has achieved over \$133 million in listed, pending, and closed sales volume. Her total career volume has now surpassed \$1 billion. Additionally, she was named “Woman of the Year” by California State Senator Henry Stern (District 27) in recognition of her long-standing civic service and philanthropy. Her efforts include championing veterans’ housing, supporting local youth programs, and leading as a board member of the Conejo Simi Valley Association of Realtors.



**JOSH ALTMAN, MATT ALTMAN
and HEATHER ALTMAN**
The Altman Brothers Team
Douglas Elliman

With over \$1 billion of commercial real estate sold in 2024 and over \$8.5 billion sold throughout their career, The Altman Brothers Team, led by Josh Altman, is constantly shattering records and taking the game to the next level. The Altmans specialize in selling and marketing some of the world’s most iconic properties to their connections and network of high-net-worth individuals. The brothers currently have over \$1.4 billion in active/off market listings, and are currently selling 410 Trousdale Place for \$68 million, which is owned by the founder of Oakley. The Altman brothers have worked with numerous high-profile Hollywood figures including Kim Kardashian, Justin Bieber, Spencer Rascoff, Mr. Chow, Scooter Braun, Rick Caruso, Daymond John, James Cameron, and Britney Spears, among others.



CINDY AMBUEHL
Christie’s International Real Estate
Southern California

Cindy Ambuehl stands as one of Los Angeles’ most accomplished and respected luxury real estate professionals. With over 17 years of experience, she has consistently ranked among the top agents in the nation, earning accolades for her exceptional sales performance, client dedication and community leadership. In the past 12 months, Ambuehl achieved over \$315 million in closed sales, and her career sales have surpassed \$2 billion. Ambuehl specializes in high-end properties across Brentwood, Pacific Palisades, Santa Monica and Beverly Hills. With an expertise in marketing and selling homes with unique architectural value, she serves as a trusted advisor to entertainment industry figures, leveraging her background as an actress to connect with clients.



SANTIAGO ARANA
The Agency

Consistency and a commitment to continuous learning have been key to Santiago Arana’s success in an increasingly competitive and evolving real estate market. Known for staying ahead of industry trends, he leverages the latest tools, including AI-driven technology that is transforming how properties are marketed, communicated and priced. Arana specializes in new construction and development – both as an agent and as a developer – which provides a unique advantage when advising clients on ultra high-end projects. He is also recognized for his strong negotiation skills and ability to navigate complex transactions involving business managers, attorneys and financial advisors. Over the past 12 months, Arana has closed over \$158 million in total sales volume, including several high-profile luxury deals.



**ANTHONY BARILLO &
JAMES MATHER**
The Beverly Hills Estates

Now entering his 14th year in real estate, Anthony Barillo began his career in New York City, starting from the ground up and methodically building a thriving bi-coastal business through relentless work and strategic vision. With a B.A. in labor relations and a decade of labor management experience prior to transitioning into real estate, James Mather understands the complexities of drafting and interpreting intricate contracts and leading critical negotiations. Together, Mather and Barillo excel at collaboration and leveraging their professional network to connect buyers and sellers off-market – two out of their four largest sales in the past 12 months were from off-market listings. Their total transaction volume in the last 12 months is \$70,571,140 million, with a lifetime sales volume of \$800 million.



BEN BELACK
The Agency

Ben Belack leads a team of more than ten agents at The Agency’s Beverly Hills office, where he has been a top-producing agent since 2014. Over the course of his career, Belack has surpassed \$1 billion in total sales throughout the Los Angeles area. His notable clientele includes high-profile individuals such as Diana Ross, billionaires Serge and Max Azria, as well as Twitter co-founder Jack Dorsey. During the Palisades fires, Belack emerged as a leading voice in the real estate community and co-authored a formal letter to the mayor and governor, outlining critical changes needed to support victims of the disaster. He currently holds a \$23.5 million listing in the flats of Beverly Hills and is bringing a \$59 million property to market in Malibu this year.

COMPASS PROUDLY CONGRATULATES OUR HONOREES

NAMED AMONG LABJ'S LEADERS OF INFLUENCE

CHRIS CORTAZZO

DRE 01190363

JOSH FLAGG

DRE 01470467

SALLY FORSTER JONES

DRE 00558939

CARL GAMBINO

CARL GAMBINO GROUP
DRE 01971890

GINGER GLASS

DRE 01478465

DAVID KRAMER

DAVID KRAMER GROUP
DRE 00996960

SMITH & BERG
PROPERTY GROUP

DRE 01478465

TRACY TUTOR

TRACY TUTOR TEAM
DRE 01326769

#1

BROKERAGE IN THE U.S.
BY SALES VOLUME*

#1

BROKERAGE BY SALES
VOLUME IN LOS ANGELES*

COMPASS



GINGER GLASS

HONORED TO BE RECOGNIZED ON THE LOS ANGELES BUSINESS JOURNAL'S 2025
LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE BROKERS LIST

2025 REALTRENDS THE THOUSAND | \$470M IN 2024 SALES VOLUME



1535 BLUE JAY WAY \$29,950,000 | HOLLYWOOD HILLS WEST - BIRD STREETS
10,682 SQ FT | 36,423 SF LOT



9951 LIEBE DR \$29,995,000 | BEVERLY HILLS POST OFFICE
13,261 SQ FT | 58,105 SF LOT



1108 WALLACE RIDGE \$53,000,000 | BEVERLY HILLS
18,169 SQ FT | 24,915 SF LOT



901 OXFORD WAY \$35,000,000 | BEVERLY HILLS
12,664 SQ FT | 28,747 SF LOT



15210 ANTELO PL \$35,998,000 | BEL AIR - HOLMBY HILLS
15,042 SQ FT | 140,136 SF LOT



GINGER GLASS
BROKER | AGENT | ATTORNEY

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DRE 01478465



A man in a dark blue suit and light blue shirt is sitting on a modern, curved, light-colored wooden bench. He is looking directly at the camera with a slight smile. The background features large glass windows and doors, revealing a modern building with a balcony and some greenery. A large, abstract painting is visible on the wall to the left. The floor is made of wide, light-colored wooden planks.

DKG

Top 0.01% Agents Nationwide

BY REALTRENDS



1101 BEL AIR PLACE | BEL AIR | 24,920 SF | \$59,995,000



355 S BRISTOL AVE | LOS ANGELES | 1.32 ± ACRES | \$29,999,000



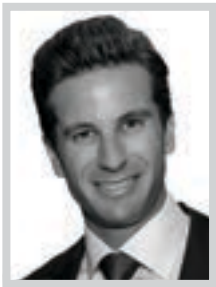
10386 STRATHMORE DRIVE | LOS ANGELES | 12,789 SF | \$21,995,000

DAVID KRAMER
310.691.2400 | DRE 01748879

COMPASS

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LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



FRED BERNSTEIN
Westside Estate Agency

As a long-time partner at Westside Estate Agency, Fred Bernstein is a fixture in the ultra-luxury market, where he has closed over \$44 million in sales in the last year, including the \$25 million sale at 706 N. Canon in Beverly Hills.

Bernstein has been an advisor and broker to clients for more than a decade. He negotiated and handled the sales of both the most expensive home ever sold in Los Angeles and the most expensive home ever sold in Malibu. When asked about what drives his tremendous success, Bernstein has simply stated: “Loyalty, discretion and dedication.”



LORI HASHMAN BERRIS
Sotheby’s International Realty

Lori Berris has been the top agent across Southern California for Sotheby’s International Realty for the past two years—a title she continues to hold through the first half of 2025. Berris’ success is driven by her unmatched work ethic, integrity, and deep commitment to her clients. She operates as a one-woman powerhouse, managing every detail of the transaction process with precision and care. Her genuine relationships with clients often span generations.

Specializing in luxury homes and condominiums in Beverly Hills, Century City and surrounding areas, Berris brings expert knowledge of the high-end market and delivers optimal service tailored to each client’s needs. Her total sales volume for the last 12 months exceeds \$109 million.



ERNIE CARSWELL
Carswell & Associates
Sotheby’s International Realty

With over 25 years of experience, Ernie Carswell’s market expertise spans Beverly Hills, Bel Air, the Sunset Strip, Hollywood Hills, Brentwood, Encino, Pasadena, and into California’s wine country. Carswell has been consistently ranked among the top 1,000 agent teams in America by RealTrends Verified and has earned high-profile recognition in The Hollywood Reporter’s “Hollywood’s Top 25 Real Estate Agents,” Variety’s “Showbiz Real Estate Elite,” and Billboard’s “Top 15 Real Estate Agents Representing Musicians Today.”

Among his most notable achievements are the record-breaking \$25 million sale of the University of Southern California president’s mansion – which set a price record for Pasadena – and the sale of the iconic “Brady Bunch” house. Carswell’s total transaction volume for the last 12 months is over \$139 million.



BLAIR CHANG
The Agency

Blair Chang specializes in design-centric homes, representing exceptional properties from the Sunset Strip to Santa Barbara. Over the years, he has consistently listed and sold some of the most significant estates in Los Angeles. Chang currently holds the record for the highest-priced home ever sold in Brentwood – a \$65 million listing he successfully represented. So far this year, he has achieved the highest sale in Brentwood once again.

Chang’s current listing portfolio includes several premier properties on LA’s Westside, ranging from \$15 million to \$47 million. He has a deep understanding of each micro-market – on-market sales and discreet, off-market transactions – and a grasp of who is buying, selling, and quietly moving within coveted neighborhoods, allowing him to deliver strategic, data-driven guidance to his clients.



DENNIS CHERNOV
The Agency

Dennis Chernov began his journey in real estate through the operation of his own property loan business in the early 2000s, building a foundation in the transactional processes necessary to buy and sell a property and developing a keen aptitude to qualify potential buyers quickly. Currently, with nearly two decades of experience in the field, Chernov has consistently ranked as a top-producing real estate agent in LA County year after year.

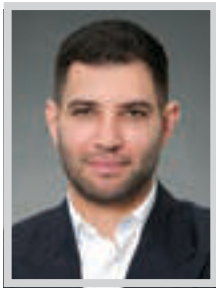
In 2024, Chernov’s team achieved over \$329 million in sales volume. Chernov’s notable sales in the past 12 months include 4301 Valley Meadow Road, Encino, which sold for \$12,425,000, and 4830 Louise Avenue, Encino, which sold for \$11,850,000.



CHRIS CORTAZZO
Compass

Since arriving at Compass, Chris Cortazzo’s impressive sales reflect his legendary status as a real estate leader. He has amassed \$10 billion in career sales, achieving over \$1 billion in sales in 2021. During his time at Coldwell Banker, he was ranked as the number one top-performing sales associate nationally and internationally out of more than 92,000 sales professionals for 10 years in a row.

A Malibu native, Cortazzo has unsurpassed knowledge of the local market, enabling him to instinctively match clients – including businesses, financial publications, and broadcast media – with their ideal properties. Cortazzo’s very first multimillion-dollar transaction was for a prominent celebrity, and since then, he has attracted some of the biggest names in entertainment and business.



JACOB DADON
Sotheby’s International Realty

Jacob Dadon is a top-producing agent in the Beverly Hills office and across the Southern California region for Sotheby International Realty. His expert negotiation skills and client-first approach have consistently set him apart in the competitive Los Angeles real estate market, and he has been recognized multiple times by RealTrends Verified and Los Angeles Magazine as one of the city’s top realtors.

Dadon’s standout transactions include the sale of Penthouse 39 at The Century for \$39,125,000 and 11865 Ellice Street for \$25 million – both exemplifying his ability to navigate high-value, complex deals with precision. Dadon’s sales volume over the last 12 months exceeds \$94 million.



SANDRO DAZZAN
The Agency

Born and raised in Malibu, Sandro Dazzan grew up watching his mother’s real estate business thrive, giving him firsthand exposure to the nuances of the market from an early age. His intimate local knowledge, easygoing nature and reputation as a skilled negotiator have made him the go-to advisor for luxury buyers and sellers along the coast.

In 2024, Dazzan achieved an impressive \$235 million in total sales volume, including the record-breaking sale of The Edge at 24186 Case Court, which closed for \$61 million – one of Malibu’s most significant transactions. Dazzan’s strong grasp of technology, natural ability to connect with people, and constant presence in the Malibu community continually translate into new listing opportunities and long-lasting relationships.

LOS ANGELES BUSINESS JOURNAL
LEADERS OF INFLUENCE
IN RESIDENTIAL REAL ESTATE

#26

NATIONWIDE RANKED
BY SALES VOLUME

#10

IN CALIFORNIA

\$2B+

TOTAL SALES VOLUME

\$315M+

2024 SALES

CINDY AMBUEHL | CINDY@CINDYAMBUEHL.COM | 818.489.0282 | DRE 01821934

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LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



TIMOTHY DI PRIZITO
Christie’s International Real Estate
Southern California

Timothy Di Prizito is a distinguished luxury real estate professional with a career spanning nearly two decades. As the CEO of The Di Prizito Group and estates director at Christie’s International Real Estate Southern California, he has established a significant presence in the competitive real estate market. Di Prizito specializes in high-end properties across Beverly Hills, Bel Air, Montecito and Los Angeles, serving as a trusted advisor to entertainment industry figures and business leaders.

With over \$1 billion in career sales, Di Prizito’s notable transactions include the sale of 531 Barnaby Road in Bel Air for \$28.1 million, and the sale of 771 Garden Lane in Montecito, formerly owned by Rob Lowe, for \$19.1 million.



GINA DICKERSON
Westside Estate Agency

Born and raised on the East Coast, Gina Dickerson is an expert in luxury real estate sales. Dickerson is passionate about redefining real estate by offering a superior level of service, innovative marketing, and a highly personalized, boutique-style experience to her clientele.

With an aptitude for problem solving, Dickerson’s strength is the ability to navigate her clients through a transaction with clarity and ease. Her focus has always been to establish long-standing client relationships based on commitment and results. Dickerson’s sales last year totaled \$19 million, including an \$11 million sale in Santa Monica.



TRACY DO
Coldwell Banker Realty

Starting in 2002 at a brokerage in Los Feliz, Tracy Do introduced aspiring homebuyers to neighborhoods on LA’s burgeoning “Eastside” including Silver Lake, Echo Park, Highland Park, Eagle Rock and surrounding communities. Her expertise grew from experience, and with over 2,000 successful sales to her name, Do has become a reliable source of knowledge for consumers, residential developers, and individuals seeking insight into LA real estate.

Do’s notable recent sales include 3845 Lavell Terrace, which earned a record price for a residential listing in Glassell Park, and 1030 Canon Dr., an iconic mid-century residence in San Marino. Do is a Southern California native, USC graduate and competitive tennis player who supports numerous charitable causes, including Los Feliz-based Santé D’Or Foundation, advocating for animals in need of loving homes.



MICHAEL EDLEN
Michael Edlen Team
Coldwell Banker Realty

Michael Edlen specializes in the Pacific Palisades, where his deep market knowledge and community connections provide clients with unparalleled insights. Edlen offers expertise to seniors navigating real estate transitions, and compassionate guidance to individuals during challenging life changes. He also provides sophisticated underwriting and analysis services for real estate investors. Edlen has frequently ranked in the top 1% of US real estate professionals by sales volume and has been a member of Coldwell Banker’s prestigious Society of Excellence for more than 25 years.

Edlen’s recent notable transactions include the sale of a fire-damaged lot in Huntington Palisades for \$5 million, the sale of a vintage 1920s home north of Palisades Village for \$7 million, and successful purchases of luxury properties valued at \$6.2 million and \$6.5 million.



IVAN ESTRADA
Douglas Elliman

Ivan Estrada is a highly successful real estate agent based in Los Angeles, with over 14 years of experience and more than \$500 million in sales. Estrada’s expertise in business, finance and marketing, combined with his tailored approach to each client, has allowed him to work with a diverse range of clientele, from luxury sellers and buyers to international investors and first-time homebuyers.

As an international best-selling author and TEDx speaker, Estrada is a widely sought-after branding expert for high-end luxury homes that require a more in-depth marketing approach. He has been featured on ABC, NBC, CBS, and Fox 11 news, as well as Bravo’s “Million Dollar Listing,” HGTV’s “House Hunters,” and NBC’s “Open House.”



MICHAEL FAHIMIAN & JACK HARRIS
The Beverly Hills Estates

Michael Fahimian and Jack Harris had a passion for residential real estate in LA from a young age. As teenagers, they would drive the streets of Beverly Hills, Holmby Hills, Bel Air and The Bird Streets every night, learning the ins and outs of each neighborhood, analyzing comparable and recent sales.

Fahimian and Harris have been named the number one agents at The Beverly Hills Estates since joining the firm in 2023, for two consecutive years. They were also named the winner of the Rising Star award at the Hollywood Reporter’s “Power Broker” awards in 2023. With a transaction volume of \$255 million, Fahimian and Harris have closed several sizeable deals, including 521 N. Canon Dr. for \$56 million.



BJORN FARRUGIA
Carolwood Estates

Bjorn Farrugia is a recognized Westside real estate professional specializing in the representation of luxury properties and residential real estate. Farrugia’s primary focus is the prestigious North of Montana enclave within Santa Monica, where he has closed over \$80 million in deals within the first half of 2025 alone.

Farrugia’s career sales volume exceeds \$2 billion and includes the sale of NBA superstar Russell Westbrook’s \$25 million Brentwood Park mansion, the \$15 million Falconview Estate in Bel Air, and a \$12 million Santa Monica villa sold to billionaire Steve Sarowitz. Farrugia recently closed a \$9 million deal off the Venice boardwalk and represented the highest sale of Sherman Oaks last year with an off-market trade of \$11.3 million.



JOSH FLAGG
Compass

With over a decade of high-end deals in the real estate industry, Josh Flagg has sold well over \$3 billion worth of property. Flagg has continuously broken industry records, including the sale of one of Holmby Hills’ largest estates at \$120 million. He also facilitated the sale of the late Betsy Bloomingdale’s estate listed for \$40 million, which was purchased by renowned fashion designer Tom Ford.

Flagg is the listing agent of 10644 Belagio Road (Casa Encantada), which is the most expensive house on the market in Los Angeles. He has also sold homes to various notable figures, including Adam Levine, Steve Aoki, Shonda Rhymes, the Getty family and the DeBartolo family.



Congratulations to our honorees

We're proud to honor our agents who are recognized as 2025 Leaders of Influence in Residential Real Estate by the Los Angeles Business Journal.

Lori
Hashman Berris
BEVERLY HILLS

Jacob
Dadon
BEVERLY HILLS

Steven
Moritz
BRENTWOOD

Michael J.
Okun
SHERMAN OAKS

Alexandra
Pfeifer
BEVERLY HILLS

Shen
Shchulz
MALIBU

Ernie Carswell
(*Carswell & Associates*)
BEVERLY HILLS

Neyshia Go
(*The Go Group*)
BEVERLY HILLS



Featured: Rancho Dos Pueblos | \$65,000,000

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LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



STEVE FRANKEL
Coldwell Banker Realty

Steve Frankel is consistently ranked in the top 1% of real estate agents locally, nationally and internationally and has more than \$2.4 billion in residential sales over a distinguished 31-year career. An award-winning luxury residential real estate agent at Coldwell Banker Realty’s Beverly Hills office, Frankel has received numerous awards from the brokerage over the years. Over the last 12 months, Frankel is responsible for numerous significant sales, including 28 Beverly Park Terrace, Beverly Hills for \$22.3 million.

Frankel’s commitment to the community is integral to his success. He serves on the national board of the American Friends of the Hebrew University in Jerusalem, where he established an endowment for students from around the world.



TOMER FRIDMAN
Christie’s International Real Estate
Southern California

Tomer Fridman stands as a leading authority in luxury real estate, with a career marked by over \$8 billion in sales and a reputation for discretion, innovation and global reach. As the founder of The Fridman Group and co-chairman of Israel Sotheby’s International Realty, he has consistently set records and redefined excellence in the ultra-luxury market.

Fridman specializes in high-end properties across Beverly Hills, Bel Air, Calabasas and Hidden Hills. He has achieved over \$412,152,500 in closed sales, and represented Kim Kardashian’s \$70 million purchase of Cindy Crawford’s former Malibu home. He was named among Hollywood’s Top 35 Real Estate Agents by The Hollywood Reporter and was featured in Variety’s Showbiz Real Estate Elite.



CARL GAMBINO
Gambino Group
Compass

With over \$2 billion in sales, Carl Gambino has continually broken real estate industry records while representing the most reputable names in business, sports and entertainment. Gambino has also earned the distinction of being the sole agent named in The Hollywood Reporter’s Top 30 Real Estate Agents in Los Angeles, New York, and Miami.

Gambino’s team, Gambino Group, operates in six distinguished markets – New York, Los Angeles, Miami, New Jersey, North Fork and the Hamptons – and is renowned for privacy and discretion. Among many notable sales, he represented the seller in the \$55 million transaction for 71 Beverly Park, Beverly Hills. Beyond his role as an agent, Gambino is also a savvy real estate investor, art collector and motivational speaker.



KIRBY GILLON & BRYCE LOWE
Christie’s International Real Estate
Southern California

Kirby Gillon and Bryce Lowe are esteemed leaders in Los Angeles’ luxury real estate market, serving as co-directors of the Luxury Estates Division at Christie’s International Real Estate Southern California. Their partnership, founded on complementary skills and a shared vision, has propelled them to the forefront of high-end property sales, particularly in the Los Angeles area.

In 2024, Gillon and Lowe achieved over \$393,609,360 in total transaction volume. They were instrumental in the sale of 10721 Stradella Court in Bel Air, which closed for \$112 million, marking LA’s largest residential transaction of the year. Their portfolio also includes the sale of the historic Barrymore Estate in Beverly Hills for \$14.7 million, which had lingered on the market for six years before their involvement.



GINGER GLASS
Compass

Ginger Glass is a licensed broker in California with a track record of over 600 real estate transactions and more than \$3.5 billion in sales. She is a licensed attorney in six states and has 20 years of combined legal experience, serving as former counsel for the Trump Taj Mahal, Tropicana Casino-Resort in Atlantic City, and later Aramark Corporation.

Glass personally handles every aspect of the marketing and sale of a property. Having worked since she was ten years old for a family-owned and operated business, Glass prides herself on an extraordinary work ethic and maintaining the confidentiality of her clients. She has achieved numerous record-breaking sales in many local markets across Greater Los Angeles. Glass represents listings ranging from \$500,000 to \$150 million.



NEYSHIA GO
The Go Group
Sotheby’s International Realty

Specializing in new development sales and listing takeovers, Neyshia Go (with The Go Group) leads as the number 1 Sotheby’s International Realty team in Los Angeles and has ranked among the Top 10 teams nationwide for the firm. Recognized by RealTrends Verified for “Medium Teams,” Go’s team boasts a 94% conversion rate and has surpassed \$1 billion in total sales.

With over 14 years in real estate and 4.5 years at Sotheby’s International Realty, Go has established a reputation for tenacity, ethical leadership, and a solution-driven approach, consistently delivering exceptional results in the highly competitive markets of Greater Los Angeles and Santa Barbara. The Go Group’s total sales volume for the last 12 months is \$140,873,329.



ZACH GOLDSMITH
The Agency

Zach Goldsmith has built a reputation as one of Los Angeles’ most trusted and distinctive real estate advisors by blending personalized service with an artful, storytelling-driven approach to every client and property.

In today’s rapidly evolving market, Goldsmith embraces AI-driven technology to enhance results while maintaining the high-touch, boutique level of service that has become his hallmark. His business is intentionally curated around quality over quantity, representing select, A-list properties so that buyers and agents alike recognize his listings as among the most desirable on the market. Over the past year, Goldsmith has continued to handle some of the region’s most significant trophy estates, including the prestigious compound at 1013 N. Roxbury Drive, Beverly Hills, which sold for \$23 million.



JON GRAUMAN
Resident Group

Jon Grauman, co-founder of Resident Group, is a nationally recognized real estate professional known not only for his sales record but for redefining what luxury service means in today’s market.

Grauman is widely considered an expert in luxury residential sales, architectural estates, and new developments. In the past 12 months alone, Grauman has closed over \$300 million in residential real estate transactions, including several of the city’s most distinctive and high-value properties. Notable recent deals include a \$26 million off-market estate in Beverly Park, a stately new development in Encino, a historic revival in Fremont Place in Hancock Park, and a new construction in the Bird Streets.



Congratulations

Alexandra Pfeifer

for being recognized by the 2025 Los Angeles Business Journal Rankings honoring the Leaders of Influence in Residential Real Estate

#1 Individual Agent for Sotheby's International Realty in Southern California Year-to-Date



31201 BAILARD ROAD | MALIBU

Sotheby's
INTERNATIONAL REALTY

Alexandra Pfeifer

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Congratulations to Our Agents and Teams Chosen for
LA Business Journal's Leaders of Influence | Real Estate

JAMES HARRIS & DAVID PARNES

COOPER MOUNT

LINDA MAY

BJORN FARRUGIA

NICHOLE SHANFELD

ZAC MOSTAME

JONATHAN NASH & STEPHEN RESNICK

MARCI KAYS & JONATHAN MOGHARRABI

CAROLWOOD
ESTATES

32%

32% of our deals sold above \$10M in 2025 YTD were conducted in-house between agents at Carolwood Estates.



60

Our agents closed 60 transactions priced \$10 Million and above in 2025 YTD.



\$7.8B

Carolwood has closed \$7.8 billion in sales since our late 2023 inception.



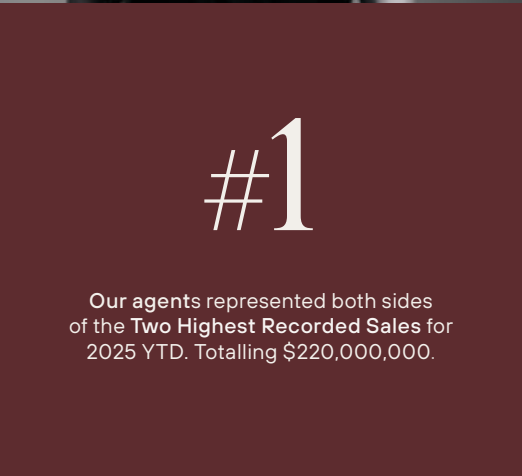
\$1B

Carolwood Estates currently holds ~\$1 Billion in off-market inventory in our exclusive app.



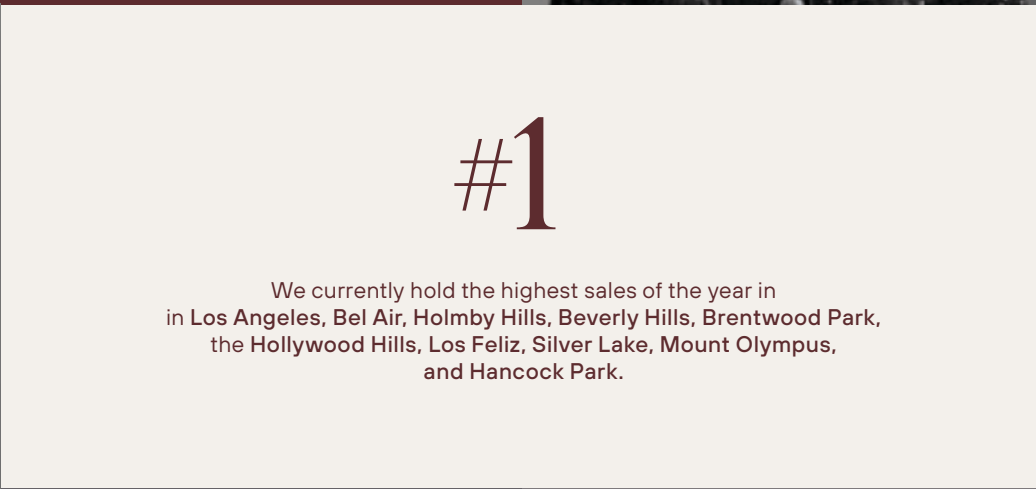
#1

Our agents represented both sides of the Two Highest Recorded Sales for 2025 YTD. Totalling \$220,000,000.



#1

We currently hold the highest sales of the year in Los Angeles, Bel Air, Holmby Hills, Beverly Hills, Brentwood Park, the Hollywood Hills, Los Feliz, Silver Lake, Mount Olympus, and Hancock Park.



80%

Carolwood was involved in 4 of the 5 highest brokered sales in Los Angeles as of mid-2025, handling 80% of all brokered transactions with a sales price above \$50 million.



\$3B

Carolwood's mid-year volume totalled \$3 Billion, almost matching our impressive \$3.2 Billion in total sales for 2024.



Forbes
GLOBAL PROPERTIES

LOS ANGELES' EXCLUSIVE AFFILIATE

©2025 Carolwood Estates Inc. Market statistics are based on listings reported in The MLS, public records and include off-market sales, at the time of ad submission. 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, James Harris DRE 01909801, David Parnes DRE 01905862, Bjorn Farrugia DRE 01864250, Cooper Mount DRE 01956287, Jonathan Nash DRE 01943888, Stephen Resnick DRE 01241282, Zac Mostame DRE 02110196, Nichole Shanfeld DRE 02093007.



DREW FENTON

LA Business Journal's
LA 500

CEO, CAROLWOOD ESTATES



SOLD

The Manor
HOLMBY HILLS
\$137,500,000

REPRESENTED THE BUYER



\$4.5B+
CAREER SALES



SOLD

942 N Alpine Dr
BEVERLY HILLS
\$62,000,000

REPRESENTED THE SELLER

“I am incredibly honored to be recognized by the Los Angeles Business Journal As a Leader of Influence” – Linda May



SOLD

218 Strada Corta Rd
BEL AIR
\$31,500,000

REPRESENTED THE SELLER



SOLD

227 N Tigertail Rd
BEL AIR
\$22,995,000

REPRESENTED THE BUYER

Linda May
LINDAMAY.COM

\$218M
2024 SALES VOLUME

LINDA MAY
PROPERTIES GROUP

CAROLWOOD
ESTATES

Forbes
GLOBAL PROPERTIES

310.623.3650 | LINDA@LINDAMAY.COM

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CAROLWOODRE.COM



BJORN FARRUGIA

\$2,100,000,000+

IN CAREER SALES VOLUME

#1

CONSISTENTLY RANKS AS THE #1 AGENT
IN SANTA MONICA BY BOTH TRANSACTIONS AND
SALES VOLUME

50

TRANSACTIONS
JULY 2024 - JULY 2025

\$285,730,000

JULY 2024 - JULY 2025 SALES VOLUME

CAROLWOOD
ESTATES

Forbes
GLOBAL PROPERTIES

BJORN@BJORNFARRUGIA.COM | BJORNFARRUGIA.COM | 310.998.7175 | CAROLWOODRE.COM

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C. Zac Mostame

'Leader of Influence' | Los Angeles Business Journal

NOTABLE SALES

\$65,000,000
Highest Sale in Beverly Hills 2024

CONFIDENTIAL SALE
REPRESENTED BUYER | OFF-MARKET

\$42,000,000
Brentwood Park's Highest Sale in 2025

CONFIDENTIAL SALE
REPRESENTED SELLER & BUYER | OFF-MARKET

\$39,995,000
2023 HOLMBY HILLS HIGHEST SALE
10350 WYTON DRIVE
REPRESENTED SELLER

\$39,975,000
2022 HIGHEST SALE NON-BEACH SIDE IN CARBON BEACH
5012 CARBON BEACH TERRACE
REPRESENTED BUYER

\$47,500,000
2022 HIGHEST SALE IN THE RIVIERA
CONFIDENTIAL SALE
DOUBLE LOT - REPRESENTED SELLER

FOR SALE

1362 BELLA OCEANA VISTA, PACIFIC PALISADES | \$19,995,000

CAROLWOOD
ESTATES

Forbes
GLOBAL PROPERTIES

424.527.8899 | ZMOSTAME@CAROLWOODRE.COM | @ZACMOSTAME

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C.
Nichole Shanfeld

'Leader of Influence' | Los Angeles Business Journal

NOTABLE SALES

SOLD OFF MARKET
CORONA DEL MAR
\$25,000,000
PACIFIC PALISADES

SOLD OFF MARKET
CONFIDENTIAL
\$23,000,000
BRENTWOOD

SOLD OFF MARKET
SUMMIT DRIVE
\$22,800,000
BEVERLY HILLS

SOLD OFF MARKET
ALTATA DRIVE
\$19,700,000
PACIFIC PALISADES

SOLD
THE GARCIA HOUSE
\$16,000,000
HOLLYWOOD HILLS

SOLD
PALISADES AVE
\$12,895,000
SANTA MONICA



FOR SALE
1030 SOMERA ROAD, BEL AIR

CAROLWOOD
ESTATES

Forbes
GLOBAL PROPERTIES

NICHOLE@NICHOLESHANFELD.COM | NICHOLESHANFELD.COM | 310.499.8064 | CAROLWOODRE.COM

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LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



ALEXANDER HARDEN
Hilton Hilton

With \$11.1 million in closed volume over the past year, including a stand-out \$5,094,375 sale at 1300 Dover Hill Road in Santa Barbara, Alexander Harden brings a deeply personalized, globally informed approach to luxury real estate. His experience spans both private equity and hands-on investing, having co-founded Harlow Partners with his family and built a substantial portfolio of high-end properties across Southern California.

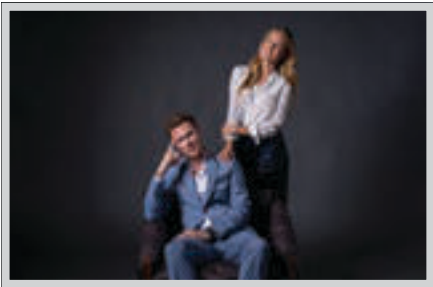
Harden draws from more than a decade of personal acquisition and development experience, giving his clients a strategic, empathetic lens into both the opportunities and the intricacies of any transaction. Having lived in cities including Singapore, Hong Kong, London, and now Los Angeles, he brings a sophisticated global perspective to every deal.



EMIL HARTOONIAN
The Agency

Emil Hartoonian has built a reputation as a leading individual agent in Calabasas, known for his client-first approach, consistent record-breaking sales, and deep knowledge of the local market. Over the years, Hartoonian has repeatedly surpassed his own benchmarks, particularly within The Oaks of Calabasas, one of the area's most prestigious guard-gated communities, where his work has directly contributed to rising home values.

In 2024, Hartoonian closed over \$111.1 million in personal sales, earning recognition as the #62 ranked agent in California and #194 nationally. His recent record-breaking sales include a \$4.75 million transaction, achieving the highest price per square foot ever in The Oaks, and a \$7.8 million sale – the highest sales price ever recorded in the community's history.



BARRON and TESSA HILTON
Hilton Hilton

Barron and Tessa Hilton have quietly reshaped the high end of the Los Angeles luxury market through a rare combination of market fluency, strategic precision and refined aesthetic judgment. In the past 12 months, they have closed over \$250 million in luxury sales, including the landmark \$63.1 million transaction of 71 Beverly Park – a Richard Landry-designed estate and one of the most significant closings in recent Beverly Hills history.

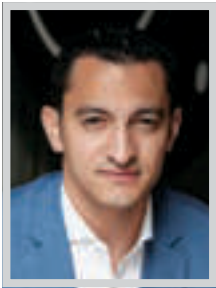
The Hiltons specialize in the sale and acquisition of premier estates across Beverly Hills, Bel-Air, Brentwood, Malibu and the Valley. Their clientele includes leaders in entertainment, tech, and international private wealth, many of whom rely on their complete discretion and off-market access.



JULIETTE HOHNEN
Douglas Elliman

Juliette Hohnen is one of The Hollywood Reporter's "Top 30 Hollywood Real Estate Agents," specializing in luxury residential real estate in Southern California. A British-born former MTV journalist, Hohnen has a diverse clientele that includes musicians, celebrities, entertainment industry professionals, entrepreneurs and creatives from around the world.

Leveraging her extensive network and more than 17 years' experience selling real estate in Los Angeles, Beverly Hills, Bel Air, Pacific Palisades, Venice, Santa Monica, Hollywood Hills, Ojai and beyond, she is an expert negotiator and excels at "off-market" deals. In addition to providing all her clients concierge-level white glove service, Hohnen utilizes her background in interior design and house flipping to help her sellers maximize sale price and to find properties that make smart investments for her buyers.



ANDRES HOYOS
Sync Brokerage Inc.

Andres Hoyos is the founder and CEO of Sync Brokerage, a non-traditional, technology-driven real estate boutique of over 550 agents. The company uses a unique hybrid business model that seamlessly blends cutting-edge technology with innovative luxury marketing tools, empowering real estate professionals by allowing them to achieve rapid growth.

Hoyos has continued to expand the Sync Brokerage footprint outside of LA County, opening offices in Ventura County and Antelope Valley, and completing a major acquisition in South Florida – bringing over 200 new agents into the Sync family. As of May 2025, Hoyos has grown his company revenue to \$13 million, with nearly \$1 billion in yearly sales.



KIRSTI JANE
House Of Luxury LLC

Kirsti Jane is a powerhouse in the world of off-market ultra-luxury real estate, specializing in highly exclusive transactions. As the CEO & founder of House of Luxury Group, she has built an international reputation for securing rare, high-value assets for ultra-high-net-worth individuals, celebrities, and elite clientele – quietly brokering deals that exist beyond the public market.

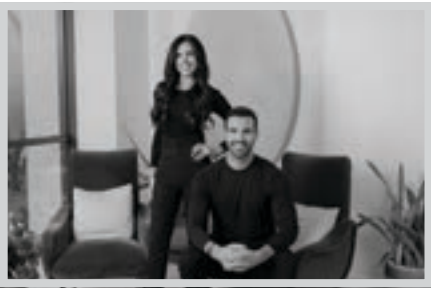
Jane is regularly sought after for her insights, and has been featured in Forbes, MIT Sloan Management Review, and Addicted 2 Success. In the past 12 months, Jane has closed over \$160 million in luxury real estate transactions across California, including record-breaking estates in Beverly Hills and Malibu. Her largest deal of 2024 was a €400 million chateau sale in France.



SALLY FORSTER JONES
Forster Jones International
Compass

Top real estate broker in Southern California, Sally Forster Jones has closed more than 6,000 transactions totaling over \$11 billion in career sales. Her annual sales volume for June 2024 through June 2025 was \$598,846,706. As founder and CEO of Forster Jones International, she leads a team that has been a constant fixture on the Real Trends "The Thousand" list, ranking among the nation's top real estate teams year after year.

Jones' landmark sales – including a \$70 million estate to her client Markus Persson, the creator of Minecraft, and the Spelling Manor, which set the record for the highest-priced residential property listed for sale at the time – have garnered international media attention from The Wall Street Journal, The Los Angeles Times, Bloomberg, CNN, and Forbes.



MARCI KAYS and
JONATHAN MOGHARRABI
Kays & Mogharrabi
Carolwood Estates

With a combined 30 years of experience, Marci Kays and Jonathan Mogharrabi joined their efforts to form a partnership at Carolwood Estates to incredible success. With over \$550 million in career sales, Kays and Mogharrabi currently rank among the Top 15 small teams in Beverly Hills per RealTrends. Since partnering at Carolwood, their sales have totaled over \$210 million.

Most recently, Kays and Mogharrabi closed the highest residential sale in Silver Lake history for \$10 million; a mid-century Miller Fong design reimaged by Johnston Marklee, Project Room and Terremoto. Their passion and dedication have won them the loyalty of a diverse and distinguished clientele that includes celebrities, professional athletes, Grammy award-winning artists, as well as top talent agents and business managers at CAA and WME.



C.
Just Sold
\$6,495,000

4106 LONGRIDGE AVE, LONGRIDGE ESTATES
REPRESENTED THE BUYER

Kevin Dees

KEVINDEES.COM



TOP 100

L A AGENTS + TEAMS
BY VOLUME IN 2024

LABJ'S 'THE LIST'

DEES
REAL ESTATE GROUP

CAROLWOOD
ESTATES

Forbes
GLOBAL PROPERTIES

213.514.5002 | KEVIN@KEVINDEES.COM

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and the Equal Opportunity Act. DRE 0220000 | Kevin Dees DRE 01915567

C.

CAROLWOODRE.COM

LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



BRAD KEYES
Keyes Real Estate

With over 16 years of experience as a licensed real estate broker and practicing attorney, Brad Keyes brings a rare combination of legal acumen, entrepreneurial insight and brokerage expertise to every deal. He has closed more than \$1.5 billion in residential and commercial transactions, representing clients ranging from first-time buyers to institutional investors.

In 2024, Keyes’ closed sales volume was approximately \$73 million, and over the past 12 months, he has completed over 125 transactions totaling approximately \$107 million. His approach is hands-on, strategic, and multifaceted – leveraging his experience not only as a broker but also as an attorney and principal investor. In addition to transactional success, Keyes has made significant investments in growing his firm’s physical presence across Los Angeles.



AARON KIRMAN
Christie’s International Real Estate
Southern California

An accomplished figure in luxury real estate, Aaron Kirman is the founder and CEO of Christie’s International Real Estate Southern California. He leads a powerhouse team that consistently ranks among the top in the nation. With over \$1.6 billion in closed sales in the past 12 months and \$22 billion in total career sales, Kirman has redefined what success looks like in one of the world’s most competitive markets.

In the past year alone, Kirman and his team handled over \$1.6 billion in real estate transactions. He specializes in properties above \$20 million, often representing celebrities, tech founders and global elites. He is frequently consulted during planning phases by developers to ensure design and product-market fit for the luxury sector.



CRAIG KNIZEK
The Agency

As managing partner and founder of The Agency’s three San Fernando Valley offices, Craig Knizek has been instrumental in driving the region’s growth and cementing the company’s dominant presence in the area’s booming luxury market, where athletes, entertainers and high-net-worth individuals continue to flock. Under his leadership, the more than 120 agent team has closed nearly \$2 billion in sales, with Knizek himself representing 23 sides and over \$155.8 million in transaction volume between June 2024 and today.

Known for his expertise in high-end real estate and record-breaking sales, Knizek has been involved in some of the most significant transactions in the Valley’s history. In 2025, he orchestrated the sale of the iconic “Frank Sinatra” estate at 9361 Farralone in Chatsworth.



DAVID KRAMER
David Kramer Group
Compass

Named to The Hollywood Reporter’s Top 30 LA Agents (2024), David Kramer stands at the pinnacle of luxury real estate with over \$1.7 billion in career sales. His standout achievements include representing the buyer of the \$85 million Spelling Manor and currently listing Quincy Jones’s iconic Bel Air estate at \$59.995 million. Additionally, he has closed about \$120 million in sales over the past 12 months.

For more than 30 years, Kramer has guided high-net-worth clients through landmark transactions across Los Angeles – from Beverly Hills and Bel Air to the Hollywood Hills and beyond. Dedicated to his clients and community, Kramer currently represents Cedar Sinai, several reputable law firms, corporations, and other institutions in the selling of residential income assets.



WESTON LITTLEFIELD & ALEX HOWE
Christie’s International Real Estate
Southern California

Weston Littlefield and Alex Howe are a dynamic duo in the luxury real estate market, known for their innovative strategies and impressive sales record. As estates directors at Christie’s International Real Estate Southern California, they have successfully combined traditional real estate practices with modern marketing techniques to serve a discerning clientele.

In 2024, the team achieved over \$104,672,500 in notable transactions, include the sale of a \$39 million estate on Saint Pierre Road in Bel Air, and a \$17.5 million property on North Rexford Drive in Beverly Hills. Littlefield and Howe specialize in in marketing and selling high-end properties and homes with unique architectural value, often utilizing social media platforms like Instagram to connect with clients effectively.



ADI LIVYATAN
Christie’s International Real Estate
Southern California

Adi Livyatan is a distinguished luxury real estate professional with over two decades of experience. With over \$300 million in annual sales, Livyatan has consistently ranked among the top agents nationally, specializing in high-end properties across Encino, Sherman Oaks, Beverly Hills and Greater Los Angeles. She has represented hundreds of buyers and sellers across a wide range of price points and is particularly known for her expertise in development and new construction.

Livyatan has successfully represented numerous luxury properties, including a \$36 million estate at 25079 Jim Bridger Road in Hidden Hills, and a \$12.995 million property at 2321 Castilian Drive in Los Angeles.



CHAD LUND
Douglas Elliman

Chad Lund has risen to the top of the residential sales industry, handling over 1,000 transactions throughout his 20 years of experience. He specializes in single-family residences, condominiums and investment properties, and his territories range throughout the Westside, specifically in Cheviot Hills, Rancho Park and Westwood.

Lund has successfully closed complex estate, land-value, income property, single-family home and condominium sales transactions utilizing the same attention to detail and ethics that have made up his reputation. His comprehensive real estate expertise includes property management, commercial leasing and asset management, benefiting clients in efficiently valuing, marketing and executing the sale or purchase of a property.



LINDA MAY
Carolwood Estates

Linda May has spent more than three decades selling some of LA’s most prestigious estates, amassing over \$4.5 billion in sales. She has emerged as a prominently recognized luxury household name for discerning sellers and buyers of LA’s historical, pedigreed, architectural estates and sought-after development opportunities.

May’s 2024 sales volume reached \$218 million, currently ranking her among the top 50 agents in the nation and the top 15 agents in LA County per RealTrends.

Some of May’s most prominent deals throughout her career include the Brad Grey Estate at \$70 million, the Enchanted Hill at \$65 million, and the Beverly House at \$63 million. May currently represents over \$130 million of inventory, including the Beverly Park estate of fashion moguls Mel and Susan Geliebter.



CONGRATULATIONS TO OUR EXCEPTIONAL AGENTS

Douglas Elliman is proud to honor our outstanding agents
named among the Los Angeles Business Journal's
2025 Leaders of Influence: Residential Real Estate Brokers.



**TREY
ALLIGOOD**



**THE ALTMAN
BROTHERS TEAM**



**IVAN
ESTRADA**



**HEATHER &
LEARKA TEAM**



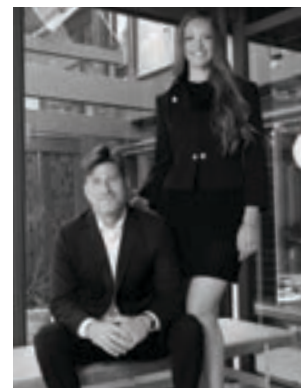
**JULIETTE
HOHNEN**



**CHAD
LUND**



**THE SHEVIN
TEAM**



**TYBERG DUFFY
GROUP**

THE PERFECT
YOU'LL
KNOW WHEN
YOU ARRIVE.
SETTING

HER AFTERPARTIES
are LEGENDARY.

SHE NEEDS SPACE TO HOST WITH EASE.

LUXURY REAL ESTATE



THEAGENCYRE.COM

When You Lead with Purpose *People Notice.*

CONGRATULATIONS TO OUR AGENTS RANKED ON
THE LOS ANGELES BUSINESS JOURNAL'S

Leaders of Influence List 2025

THE TOP 100 RESIDENTIAL REAL ESTATE AGENTS IN L.A. COUNTY



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Dennis Chernov

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Ben Belack

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Craig Knizek

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Blair Chang

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Sandro Dazzan

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310.908.6860 | LIC. #01454329



Emil Hartoonian

EHartoonian@TheAgencyRE.com
310.990.0063 | LIC. #01796925



16144 High Valley Place
Encino, CA

OFFERED AT \$11,385,000
BEST VALUE IN ENCINO'S LUXURY MARKET
10 BEDS | 11 BATHS | 12,500 SQ. FT. | 29,734 SQ. FT. LOT



4009 Valley Meadow Road
Encino, CA

ENCINO | OFFERED AT \$15,999,999
6 BEDS | 9 BATHS | 12,465 SQ. FT. | 25,934 SQ. FT. LOT
4009VALLEYMEADOW.COM

CRAIG KNIZEK

CKNIZEK@THEAGENCYRE.COM
818.618.1006 | LIC. #01377932



16401 MULHOLLAND DRIVE

LOS ANGELES | OFFERED AT \$19,990,000
6 BEDS | 8 BATHS | 12,500 SQFT | 3.47-ACRE LOT

The Back Nine Is In Your Backyard.

So is the tennis court, security guard shack, movie theater, vineyard, orchard, wellness center, and of course epic panoramic views.

See More At RejoiceMulholland.com



THEAGENCYRE.COM

LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



DREW MEYERS
Westside Estate Agency

Born and raised in Los Angeles and a graduate of Loyola Marymount University, Drew Meyers has successfully sold luxury real estate from city to sand over the past 15 years. After interning at WME, Meyers became enamored with the art of making a deal and soon went to work at Paradigm Talent Agency. In 2012, Meyers joined Westside Estate Agency, and effectively brought his contacts into the world of real estate.

Meyers has advised some of Hollywood's most prominent names, including Bruce Willis and Pharrell Williams. He has also represented some of the biggest names in the tech industry, along with many entrepreneurs. Over the last year, Meyers reached a total sales volume of \$38 million.



JADE MILLS
Coldwell Banker Realty

Renowned among colleagues and clients alike in the luxury real estate market, Jade Mills works at a multi-billion-dollar level with high-profile clients and agents. Mills has achieved the highest sales volume on record of any agent in Coldwell Banker history, surpassing \$9 billion in career sales.

Sought out by A-list celebrities, tech founders and business leaders, Mills has realized several unique career achievements, including five consecutive \$100 million sales in a single year. Mills' expertise is regularly featured on national media, and she has become a sought-after keynote speaker at real estate conferences around the globe. Over the past year, Mills has dedicated significant time to helping fire victims find housing.



STEVEN MORTIZ
Sotheby's International Realty

Los Angeles native with deep community roots, Steven Mortiz brings a unique blend of local insight and financial expertise to his real estate practice. His background as a CPA at an international firm allows him to guide clients through complex transactions with confidence and precision. Specializing in the Westside – including Beverly Hills, Bel Air, Westwood, Brentwood, Santa Monica and Pacific Palisades – Mortiz has consistently ranked as the top agent in the Sotheby's Brentwood office.

Mortiz has accomplished over \$84 million in sales volume in the last 12 months. His current listing of Ranchos Dos Pueblos at \$65 million reflects his experience at the highest levels of the market.



ZAC MOSTAME
Carolwood Estates

As one of the most in-demand young agents in the Los Angeles luxury market, Zac Mostame specializes in off-market and discreet deals on the exclusive Westside of Los Angeles. Notably, Mostame recently represented both sides of the highest sale ever in Brentwood Park – an off-market deal valued at \$42 million. He also represented the buyer of a \$65 million off-market mansion in Beverly Hills by luxury developer Mohamed Hadid.

Zac Mostame currently ranks in the top 40 real estate agents in California per RealTrends, with a 2024 sales volume of \$153 million. He currently represents \$115 million in luxury inventory, including the \$25 million Brentwood mansion of former Turner CEO John Martin.



COOPER MOUNT
Carolwood Estates

As a Malibu native, Cooper Mount maintains relationships with builders, developers, buyers and sellers across the area. He joined Carolwood Estates in 2022 from The Agency's Malibu office, where he was a top producer for six years with a career sales volume of over \$1 billion.

Mount has closed over \$660 million in sales since joining Carolwood and has closed \$323 million in sales in 2024 alone. He currently ranks among the top 25 agents in the nation and among the top ten residential agents in LA County according to RealTrends. Mount represented the \$70 million purchase of The Edge – an estate in Scott Gillen's ultra-exclusive Unvarnished collection known as The Case – last year's highest on-market sale in Malibu.



JONATHAN NASH & STEPHEN RESNICK
Resnick & Nash
Carolwood Estates

With over 40 years of combined experience across three continents, Stephen Resnick and Jonathan Nash formed Resnick & Nash in 2014 with a determined focus on servicing their combined elite clientele of developers, designers, celebrities, business managers and financiers. They have amassed over \$3 billion in career sales, while consistently ranking among the top 1% of agents and teams nationally.

Notably, Nash and Resnick recently represented the seller of the Bel Air estate known as Le Belvedere (sold to Australian billionaire James Packer) for a record \$110 million. The deal marks the highest sale of the first half of 2025 for all of LA. The property was formerly owned by developer Mohamed Hadid and was the childhood home of supermodels Gigi and Bella Hadid.



CLAIRE and SAM O'CONNOR
O'Connor Estates

Clients who work with O'Connor Estates don't only have an industry experts on their side, but also friends who advocate for them. Primarily serving Los Angeles' Westside neighborhoods, Claire O'Connor has years of experience connecting clients to their dream homes while helping them navigate one of California's most competitive real estate markets.

The O'Connor sisters keep their fingers on the pulse on local market trends while educating clients on the most important factors of their house hunt. Organized and resourceful, Claire and Sam go above and beyond to serve clients' needs. Whether clients are searching for an upgrade in their current neighborhood or relocating to a new area in the city, the O'Connors guide their clients through every step of the transaction, from the first meeting to the closing table.



MICHAEL J. OKUN
Sotheby's International Realty

Born in the Midwest, Michael Okun exemplifies the "Midwest work ethic." An award-winning broker associate at Sotheby's International Realty, Okun is an expert in the marketing and sale of property in and around Los Angeles, with a primary focus on Studio City, Valley Village and Sherman Oaks.

A consistent accolade recipient for his business acumen, creativity, effective marketing strategies, and high level of success, Okun is continually ranked among the top agents in the country and as the #1 Sotheby's International Realty agent in the San Fernando Valley year after year. Okun's total sales volume in the last 12 months is \$101,375,756.

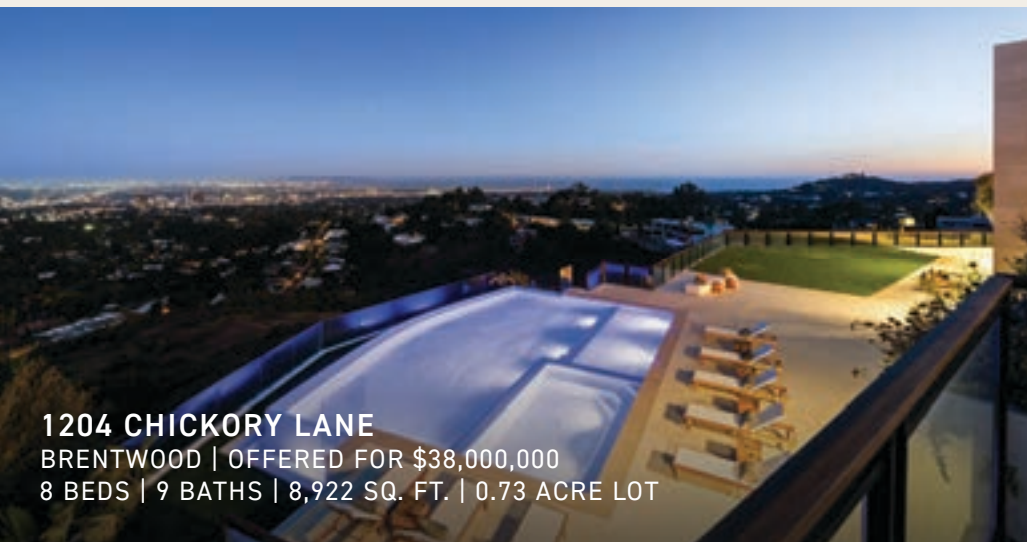
Proud To Be Recognized As One Of

LOS ANGELES BUSINESS JOURNAL'S 2025 LEADERS OF INFLUENCE:

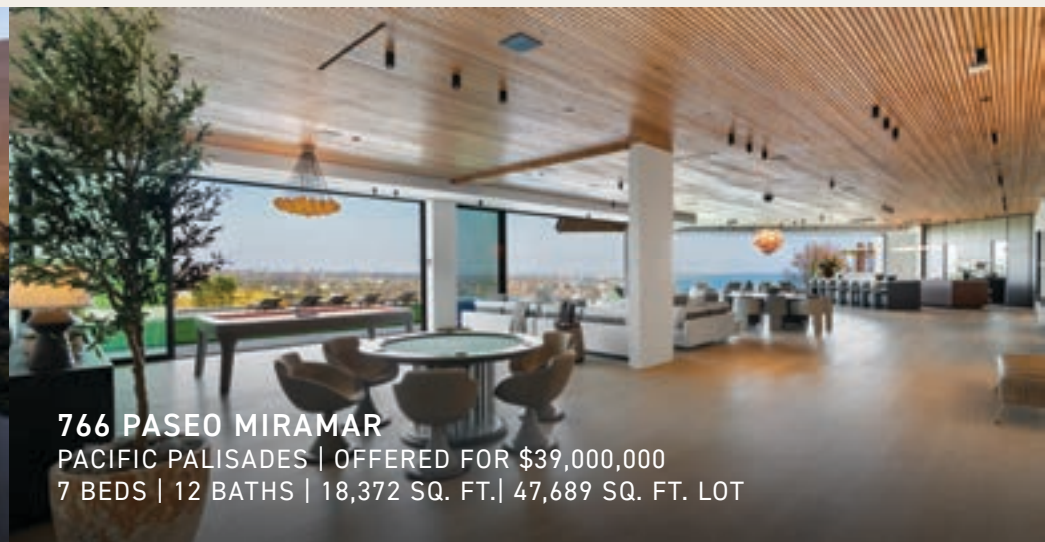
RESIDENTIAL REAL ESTATE



CURRENT LISTINGS



1204 CHICKORY LANE
BRENTWOOD | OFFERED FOR \$38,000,000
8 BEDS | 9 BATHS | 8,922 SQ. FT. | 0.73 ACRE LOT



766 PASEO MIRAMAR
PACIFIC PALISADES | OFFERED FOR \$39,000,000
7 BEDS | 12 BATHS | 18,372 SQ. FT. | 47,689 SQ. FT. LOT



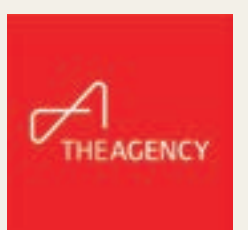
380 TROUSDALE PLACE
BEVERLY HILLS | OFFERED FOR \$29,995,000
8 BEDS | 9 BATHS | 8,922 SQ. FT. | 43,087 SQ. FT. LOT



1600 CASALE ROAD
PACIFIC PALISADES | OFFERED FOR \$18,995,000
6 BEDS | 10 BATHS | 9,000 SQ. FT. | 13,914 SQ. FT. LOT

The Santiago Standard

SANTIAGO ARANA
PRINCIPAL AND MANAGING PARTNER
SANTIAGO@THEAGENCYRE.COM
310.926. 9808 | LIC. #01492489



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HILTON  HILTON

LEGACY OF LUXURY

WHILE HONORING OUR HERITAGE, HILTON HILTON LOOKS
FORWARD WITH A MODERN VISION, PURPOSEFUL CREATIVITY,
AND PROFESSIONALISM IN EVERY TRANSACTION



BEVERLY HILLS COMPOUND | \$63,000,000
BARRON N. HILTON & TESSA HILTON | BUYER REPRESENTATION

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CONGRATULATIONS

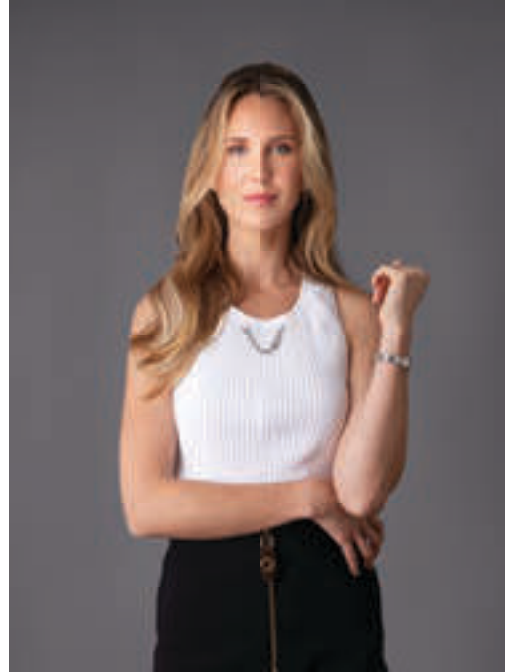
TO OUR 2025 LEADERS OF INFLUENCE

Hilton Hilton Real Estate talent ranks among LA Business Journal's 2025 Leaders of Influence—a prestigious recognition reserved for the visionaries, dealmakers, and market leaders shaping the future of Los Angeles real estate. From negotiating momentous deal to redefining what exceptional service means, our agents continue to set the standard for success at the top of the industry.



BARRON N. HILTON

310.777.1317
BARRON@HILTONHILTON.COM



TESSA HILTON

310.777.1217
TESSA@HILTONHILTON.COM



JUSTIN ALEXANDER

970.710.1665
JUSTIN@HILTONHILTON.COM



MARY SWANSON

310.497.6508
M.SWANSON@HILTONHILTON.COM



ALEX HARDEN

310.993.8786
A.HARDEN@HILTONHILTON.COM

DEFINE YOUR LEGACY

HILTONHILTON.COM

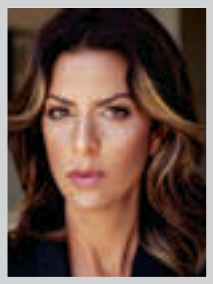
LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



DAVID PARNES and JAMES HARRIS

Bond Street Partners
Carolwood Estates

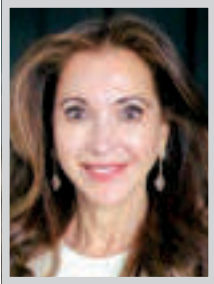
Longtime collaborators David Parnes and James Harris recently brought Bond Street Partners’ wealth of experience to Carolwood Estates. Parnes and Harris handled \$940 million in sales last year, bringing their lifetime total to \$4 billion, which currently has them ranked as the #1 medium team in the nation per RealTrends. Last year, Parnes and Harris represented both the buyer (Afterpay co-founder Nick Molnar) and the seller (singer Robbie Williams) in the off-market \$67.5 million sale of the Holmby Hills estate, once owned by comedian Fanny Brice. The duo also recently represented the seller of the Bel Air estate known as Le Belvedere (sold to Australian billionaire James Packer) for a record \$110 million.



ALEXANDRA PFEIFER

Sotheby’s International Realty

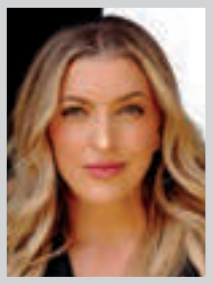
A fourth-generation Los Angeles native, Alexandra Pfeifer brings a deep-rooted understanding of the city’s diverse neighborhoods, with a focus on the West-side, Bel Air, Beverly Hills and the Santa Barbara/Montecito markets. In 2024, Pfeifer was the #1 overall producing agent at Sotheby’s Pacific Palisades office. She has been recognized as a Real Estate All-Star by Los Angeles Magazine, a Real Trends Verified Professional for over a decade, and a Luxury Leader award recipient, ranking in the top 0.5% of agents at both Sotheby’s and Berkshire Hathaway. Her notable transactions include the \$30 million sale of 1500 Corona Del Mar, the \$16 million sale for 14924 Camarosa Drive, and the \$11 million sale for 500 Alma Real Drive.



LEA PORTER

The Beverly Hills Estates

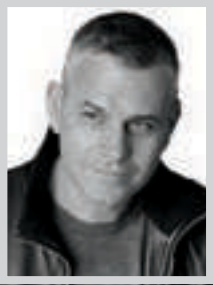
Lea Porter is a dynamic agent in the in the top echelon of luxury real estate professionals worldwide. In the past 12 months, she has closed over \$150 million in sales, including a record-breaking \$49 million off-market estate in Beverly Hills, the high-profile Jennifer Lopez sale at \$34 million, and, most recently, Gwyneth Paltrow’s \$22 million estate in January 2025. Porter’s approach to real estate is shaped by a global perspective – having lived in London, Shanghai and Paris, she brings an international sensibility to every deal. Combined with a degree in accounting and an MBA in finance, her experience building and investing in real estate offers her clients a strategic insider’s understanding of the process from the ground up.



COURTNEY POULOS

ACME Real Estate

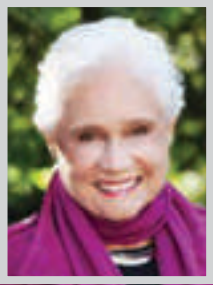
Courtney Poulos is the founder and CEO of ACME Real Estate, a trailblazing boutique brokerage that has carved out a space for itself in a competitive industry dominated by big-box firms. A visionary entrepreneur, nationally recognized real estate expert and champion for women in business, Poulos has built a brand that provides a high-touch, client-first approach combined with aesthetic and strategic marketing. Poulos has achieved \$59 million in 44 transactions in past 12 months. She is the author of “Break Up With Your Rental,” a book aimed at empowering first-time professional women homebuyers to transition from renting to owning. Additionally, she is a recognized speaker and industry leader, with speaking appearances at major conferences such as Inman Connect, WomanUP!, and California Association of Realtors.



KURT RAPPAPORT

Westside Estate Agency

Born and raised in Los Angeles, Kurt Rappaport started his real estate career at Merrill Lynch, quickly becoming a top agent before co-founding Westside Estate Agency, one of the largest privately held residential brokerage firms in the country. Rappaport has carefully guided a prestigious range of clients, including Larry Ellison, David Geffen, Jeffrey Katzenberg, Ellen DeGeneres, Bono, Dr. Dre, Tom Cruise, Brad Pitt, Adele, Tom Brady, Ryan Seacrest, Rich Paul and LeBron James. Rappaport is well known for owning, building and restoring “best in class” residential and commercial properties. In 2018, he sold his concrete and glass home in Malibu for \$120 million – a Malibu record at the time, which he has since broken.



JOYCE REY

The Joyce Rey Team
Coldwell Banker Realty

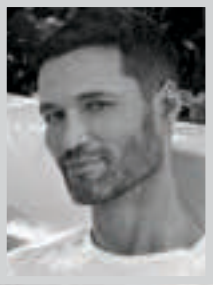
Joyce Rey is a record-breaking, award-winning realtor specializing in Beverly Hills, Bel Air, Brentwood, Sunset Strip, Malibu and Santa Barbara/Montecito. Her impressive portfolio features some of the most prestigious properties in these markets, including Owlwood Estate, Pickfair, La Belvedere, Green Acres, and the Chartwell Estate. With over \$6 billion in career sales, Rey has earned recognition from local and international publications as “The Grande Dame of Real Estate” and “The First Lady of Luxury Real Estate.” Her distinguished clientele includes Fortune 500 executives and celebrities such as Sonny and Cher, Lionel Richie, and Taylor Swift. Rey’s top sales over the last 12 months include 10702 Levico Way in Bel Air, listed for \$21.5 million, and 227 N. Tigertail Rd. in Brentwood, listed for \$22.995 million.



ASH RIZK

Coldwell Banker Realty

With nearly 20 years of experience in the Southern California residential real estate market, Ash Rizk has built a reputation on his personal involvement throughout every transaction. His deep knowledge of the local market – particularly in the San Gabriel Valley – has made him a trusted resource for buyers and sellers alike. In tune with neighborhood dynamics, buyer behavior and architectural appeal, Rizk is recognized for his precise pricing and creative marketing strategies. Rizk is consistently ranked among the top individual agents in both sales volume and units within the Coldwell Banker Realty Arcadia office and across the broader San Gabriel Valley. He has been honored year after year with the company’s Society of Excellence Award, reserved for the top 1% of agents nationwide.



ADAM ROSENFELD

Resident Group

Co-founder of Resident Group Adam Rosenfeld plays a key leadership role for the company – both internally, where he mentors emerging agents, and externally, where he serves as a trusted advisor to clients and developers alike. Rosenfeld has brokered an impressive array of pedigreed estates and new developments in some of the most exclusive neighborhoods in Los Angeles, including Beverly Hills, Holmby Hills, Bel Air and Hollywood Hills. In addition to his expertise in luxury residential sales, Rosenfeld has extensive experience in real estate development, working closely with clients to guide them through the complex process of acquisitions, design and execution. He been named a Power Broker by the Hollywood Reporter, “Showbiz Elite” from Variety, and a Real Estate All Star by Los Angeles Magazine.

Jade Mills

INTEGRITY
PASSION



COLDWELL BANKER REALTY

JADE MILLS

310.285.7508 | HOMES@JADEMILLS.COM

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STEVE FRANKEL
LUXURY ESTATES GROUP

310.508.5008
STEVEFRANKEL.COM
DRE#01195571



MAGNIFICENT MEDITERRANEAN ESTATE
28 BEVERLY PARK TERRACE | BEVERLY HILLS
SOLD \$22,360,000



CELEBRITY COMPOUND
300 N TIGERTAIL ROAD | BRENTWOOD
SOLD \$10,825,000



SPANISH VIEW ESTATE
6950 OPORTO DRIVE | HOLLYWOOD HILLS
SOLD \$7,800,000



COLDWELL BANKER
REALTY

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Elevating the Art of
LUXURY REAL ESTATE



IN ESCROW

**1019 FOOTHILL BLVD.
ARCADIA**

7 BEDS | 10 BATHS | 13,250 SF
PRICE: \$11,800,000



IN ESCROW

**28 W LA SIERRA DRIVE
ARCADIA**

6 BEDS | 5 BATHS | 5,219SF
PRICE: \$4,398,000



IN ESCROW

**1480 OLD MILL ROAD
SAN MARINO**

5 BEDS | 4 BATHS | 5,593 SF
PRICE: \$5,980,000



IN ESCROW

**1300 RANCHO RD
ARCADIA**

6 BEDS | 8 BATHS | 7,367 SF
PRICE: \$4,998,000



Ash Rizk

#1 INDIVIDUAL Agent at Coldwell Banker Realty, Arcadia

HONORED TO BE RECOGNIZED AS AN LA BUSINESS JOURNAL

LEADER OF INFLUENCE

Ash Rizk is a top-producing luxury real estate agent with nearly 19 years of experience in the Arcadia luxury market.

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

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.

- 626.393.5695
- Ash@AshRizk.com
- AshRizk.com
- DRE#: 01503342



LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



HEATHER T. ROY and
LEARKA BOSNAK

Douglas Elliman

Heather Roy and Learka Bosnak officially partnered up in 2006 and have since sold properties totaling hundreds of millions in value. The duo started their careers at Coldwell Banker, were recruits #5 and #6 at Teles Properties, and were there until Teles was acquired by Douglas Elliman a few weeks shy of their tenth anniversary. They have many happy clients resulting from their work throughout California, New York, Australia, Hawaii, the Coastal Carolinas, South Africa ... and of course Los Angeles

Outside of real estate, the duo’s passion for the community shines bright. They collected thousands of toys for Hollywood Fire Station 27, picked up several pounds of trash on the beach with Heal the Bay, and have championed causes and political candidates.



SHEN SCHULZ
Sotheby’s International Realty

For the past 13 years, Shen Schulz has led Malibu in gross sales volume at Sotheby’s International Realty, a testament to his expertise and enduring presence in the luxury real estate market. With over 25 years of experience and deep roots in the community, Schulz is widely regarded as the go-to expert for Malibu real estate.

Schulz not only grew up in Malibu but also raised his family there—his twin sons now work alongside him on his team. His intimate knowledge of the local market, combined with a collaborative approach to working with fellow agents, has elevated both client outcomes and the standard of professionalism within the real estate community. His total transaction volume for the last 12 months includes \$92,153,293 of production.



NICHOLE SHANFELD
Carolwood Estates

Nichole Shanfeld currently ranks among the top one hundred real estate agents in the nation per RealTrends with a 2024 sales volume of \$163 million. In just six years, Shanfeld’s career sales total over \$650 million. Shanfeld earned a Rising Star nomination from The Hollywood Reporter in 2023 and a spot on LA Weekly’s list of the Top 15 Women Entrepreneurs in 2022.

Shanfeld represents \$75 million in current inventory including a \$14 million James Perse-inspired design by HEH in collaboration with Von Studnitz Architects and Studio Preveza, as well as a \$6.25 million Spanish Revival in Beverly Hills owned by cinematographer Mikael Salomon. Recently, she handled both sides of a \$23 million off-market deal in Brentwood.



MAX SHAPIRO
Westside Estate Agency

A partner at Westside Estate Agency with over 21 years of experience in luxury real estate, Max Shapiro is widely respected for his deep market knowledge, strategic thinking and ability to deliver under pressure. Born and raised in Beverly Hills, he operates with the kind of local fluency and discretion that only comes from a lifetime spent in the neighborhoods he represents. His expertise lies in navigating complex, high-value deals – often off-market – and serving as a trusted advisor to clients who demand total discretion, clear guidance and long-term value.

In the past year, Shapiro has sold \$41 million in real estate, including a \$10 million condominium transaction.



STEPHEN SHAPIRO
Westside Estate Agency

Stephen Shapiro has worked in the prime Los Angeles real estate market for over 40 years. In 1999 Shapiro partnered with Kurt Rappaport and created Westside Estate Agency, which has now grown to be the number one luxury real estate agency in Los Angeles and one of the top agencies in the country.

With over \$62 million in sales over the last year, Shapiro has worked with many of Los Angeles’ elite and completed sales totaling several billion dollars. He has been featured in numerous media outlets including 48 Hours, 20/20, the Today Show, CNN, the New York Times Sunday Magazine, Los Angeles Magazine, and the Hollywood Reporter.

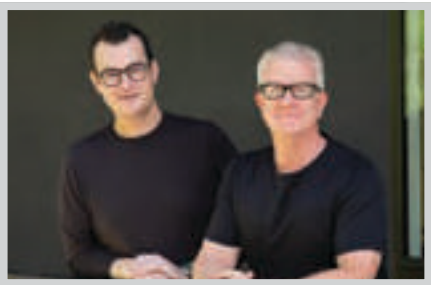


MARC SHEVIN, SARA SHEVIN
and HANNA SHEVIN

The Shevin Team
Douglas Elliman

Marc Shevin, Sara Shevin and Hanna Shevin have been quietly dominating the Calabasas and Hidden Hills real estate market for years. With over 50 years of combined experience and over \$3.2 billion in closed residential real estate sales, they consistently rank as one of the top teams in California and nationwide.

The Shevin team specializes in selling homes of all price ranges in Calabasas and Hidden Hills. Representing a wide range of clients from local families to numerous high-profile sports and entertainment industry professionals, entrepreneurs and custom home developers, the Shevin team has demonstrated a unique ability to connect and communicate with their extensive client base.



F. RON SMITH and DAVID BERG
Smith & Berg Property Group
Compass

F. Ron Smith and David Berg lead the Smith & Berg Property Group at Compass, a team of leading Southern California real estate experts, covering the entire Los Angeles area, from the hills to the sea. The team has sold more than \$6.5 billion in real estate since forming. With a focus on new construction and architectural homes, they have been recognized as the go-to team for Los Angeles developers.

With a shared command over the LA market, Smith and Berg represent business leaders, celebrities and residential developers, as well as individual buyers and sellers. They have brokered some of the most notable transactions on the Westside, including 538 Chautauqua Blvd in the Pacific Palisades, which sold for \$32,300,000.



MARY SWANSON
Hilton Hilton

For the past 18 years, Mary Swanson has been a cornerstone of the Los Angeles real estate scene, exemplifying a combination of sharp market insight and quiet excellence. In the past 12 months, she has closed over \$30.6 million in sales, including her record-breaking \$11.7 million transaction at 13153 Rivers Road in Brentwood. Swanson is known for her discretion, having earned the trust of high-profile clientele – including celebrities and public figures – who rely on her for both representation and complete confidentiality. She is a go-to resource in the Westside market – especially Brentwood, Pacific Palisades and Beverly Hills.

Beyond her sales volume, Swanson is deeply invested in the real estate community. She mentors new agents, teaches classes, and has personally guided many through their first full transactions.

LOS ANGELES BUSINESS JOURNAL

2025 Leaders of Influence:

Residential Real Estate

Rosemary Allison

No one has more Expertise, Deeper Roots or Better Results!
Call Rosemary Today for a free Confidential Appraisal of your Home

Over \$1 BILLION IN SALES VOLUME

Best Realtor® in L.A. and Ventura Counties

Voted Best Realtor by the readers of the Ventura County Star, VC Reporter, Thousand Oaks Acorn and the Los Angeles Daily News.

Conceierge Level Service

White glove service tailored to the needs of sophisticated buyers and sellers.
Every detail managed with care and discretion.

Free Creative Staging Team

First impressions matter—and ours last. Rosemary's expert staging transforms every room into a luxurious, move-in-ready showcase that captivates buyers and reveals your home's full potential. It's one of the key reasons her listings consistently sell faster—and for a higher price.

A Legacy of Trust

A reputation built on referrals, results, and unshakable commitment to client success and community integrity.

Recognized Success

With a proven track record of industry awards and countless satisfied clients, Rosemary's success is recognized throughout Ventura and Los Angeles Counties

LOS ANGELES BUSINESS JOURNAL
THE LIST
Residential Real Estate Agents

2025

Leader of Influence:
Residential
Real Estate

LOS ANGELES BUSINESS JOURNAL
READERS' CHOICE
2025

2025

Voted Daily News
Readers Choice
"BEST" Agent

BEST
2025
Acorn

2025

Thousand Oaks
Acorn Best
Real Estate Agent

WINNER
2024

2024

Voted #1 Best
Real Estate Agent
in Ventura County

2024
Los Angeles
Magazine

2024

"Real Estate All-Star"

2024
Coldwell Banker

2024

#1 Coldwell Banker
Selling Agent

2024
Woman
of the year

2024

Named "Woman
of the year" by
CA Senator Stern

THOUSAND
REALTRENDS
VERIFY

2024

RealTrends &
Tom Ferry
Thousand List!

RosemaryAllison@aol.com | 805.479.7653 | www.callrosemary.com

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COLDWELL BANKER | REALTY

LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE



BOBBY SYED
Coldwell Banker Realty

Bobby Syed brings over 20 years of specialized experience representing the prestigious estates of Beverly Hills. Syed is frequently called upon for his expert opinion, evaluation and pricing expertise on Beverly Hills properties. His experience includes representing international dignitaries and heads of state – requiring the highest levels of discretion, cultural sensitivity, and sophisticated transaction management.

Syed holds the distinction of completing the highest off-market sale in Beverly Hills in 2013, and his consistent performance has earned him membership in the prestigious Society of Excellence in 2013, 2019, and 2020. Over the last 12 months, Syed completed the sale of 710 N. Rexford Drive in Beverly Hills for \$12,200,000, and 723 N. Oakhurst Drive in Beverly Hills for \$9,625,000.



TRACY TUTOR
Tracy Tutor Team
Compass

Tracy Tutor is a top agent at Compass in Beverly Hills and the first and only female star of Million Dollar Listing Los Angeles. She has represented prestigious architects, consulted on over \$400 million in branded real estate, and serves as an ambassador for world-class developments like the Royal Atlantis in Dubai and Costa Palmas in Los Cabos. She is also a representative of the West Hollywood EDITION Hotel and Residences, designed by British architect John Pawson and created by visionary hotelier Ian Schrager.

With a powerful global brand and a massive social media following, Tutor has been at the forefront of redefining luxury real estate marketing, using digital platforms to showcase elite properties and connect with high-net-worth buyers worldwide.



RICK TYBERG
Tyberg Duffy Group, Douglas Elliman

Rick Tyberg has lived and worked in Los Angeles for 25 years, building an impressive roster of sales driven by effective negotiation skills. Motivated by his strong love of design, Tyberg is known as a go-to expert for his ability to choreograph challenging deals – whether it concerns a development opportunity, a luxury estate, a multifamily building, or a first-time homebuyer’s purchase. He has an expertise in the nuances of LA real estate, with a specialized focus in Beverly Hills, West LA and the San Fernando Valley.

With a sales volume exceeding \$700 million in residential real estate, Tyberg and has broken multiple price-per-square foot records. As a member of Douglas Elliman, he ranks in the top 1% of agents nationally per RealTrends.



STUART VETTERICK
Westside Estate Agency

Stuart Vetterick merges financial acumen with emotional intelligence, consistently garnering high-level referrals and repeat clientele. His mastery of the intricate workings of the financial sector coupled with a deep understanding of real estate positions him as an ultimate authority in navigating complex transactions.

Vetterick boasts an impressive track record, having orchestrated multiple nine-figure deals that have propelled both individuals and corporations toward new heights. Beyond his expertise, he understands that success stems from a relentless pursuit of knowledge and preparedness. In addition to selling storied Bel-Air compound “The One” in 2022 – one of the world’s most expensive listings – in the past 12 months, Vetterick has sold over \$45 million worth of real estate, including guiding the recent purchase of a \$32 million estate.



SHAUNA WALTERS & NICOLE PLAXEN
The Beverly Hills Estates

Shauna Walters and Nicole Plaxen lead luxury real estate team that as closed over \$170 million in sales the past 12 months in Los Angeles and South Florida, with more than \$200 million in signed listings and a clear trajectory toward \$400 million by year’s end.

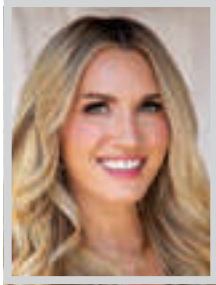
Walters & Plaxen are recognized for high-touch service and consistent results across Los Angeles’ most exclusive neighborhoods. Through market-shifting campaigns, their listings have been featured in Architectural Digest, Dwell, Better Homes & Gardens, and on Selling Sunset, Million Dollar Listing, and FOX 11 News. The team’s headline deals include the off-market sale of 1047 N. Bundy Dr. in Brentwood for \$44 million, and the sale of 521 N. Canon Dr. in Beverly Hills Flats for \$24 million.



BRENT WATSON & MARCO SALARI
The Beverly Hills Estates

With a combined 37 years of experience, Brent Watson and Marco Salari of the Watson Salari Group have built a reputation for delivering results in the most competitive and discerning markets. In the last 12 months, the team has closed over \$120 million in residential sales, consistently extracting top value for their clients and setting records across LA.

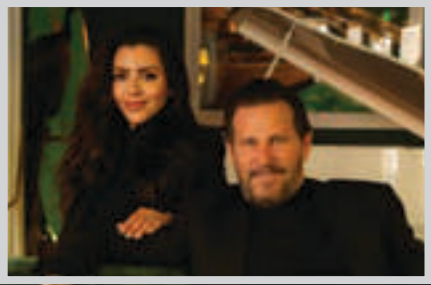
Watson and Salari specialize in luxury properties and are considered experts from Malibu to Pasadena. Their reach spans the city’s most sought-after neighborhoods, including Trousdale Estates, Hancock Park, Beverly Hills and Bel Air – making them uniquely positioned to guide clients in both the Westside and Eastside high-end markets. Their total transaction volume in the last 12-months is \$120 million, with career sales totaling \$2.8 billion.



SHELTON WILDER
Christie’s International Real Estate
Southern California

As the CEO of The Shelton Wilder Group and estates director at Christie’s International Real Estate Southern California, Shelton Wilder has established a remarkable presence in the luxury real estate market. Wilder has achieved over \$650 million in career sales, and her average sales price through 2024 stands at \$3.6 million, reflecting her focus on high-end properties.

She utilizes her background in fashion and marketing to stage and present homes effectively, ensuring maximum appeal to potential buyers. Her notable transactions include the sale of a \$17.5 million estate in Santa Monica and multiple high-value properties across Brentwood, Pacific Palisades and Beverly Hills.



BRANDEN & RAYNI WILLIAMS
The Beverly Hills Estates

Over the past year, Branden and Rayni Williams have solidified The Beverly Hills Estates as a gold standard for boutique luxury real estate. The husband-and-wife duo specialize in historic properties in Malibu, Trousdale, Beverly Hills and Los Feliz. The duo’s hyper-focused, geographically driven strategy has allowed them to excel in an unpredictable market. They have expanded their brokerage’s presence, closing record-breaking deals despite shifting economic headwinds, and remained a trusted force for high-net-worth clients seeking discretion, curation and white-glove service.

The duo’s volume of sales exceeded \$1.3 billion in 2024. With a career sales volume exceeding \$17 billion, they have worked with several prominent figures in the entertainment industry, including Jeremy Renner, Jennifer Lopez, Bruce Willis, Angelina Jolie and Max Martin.