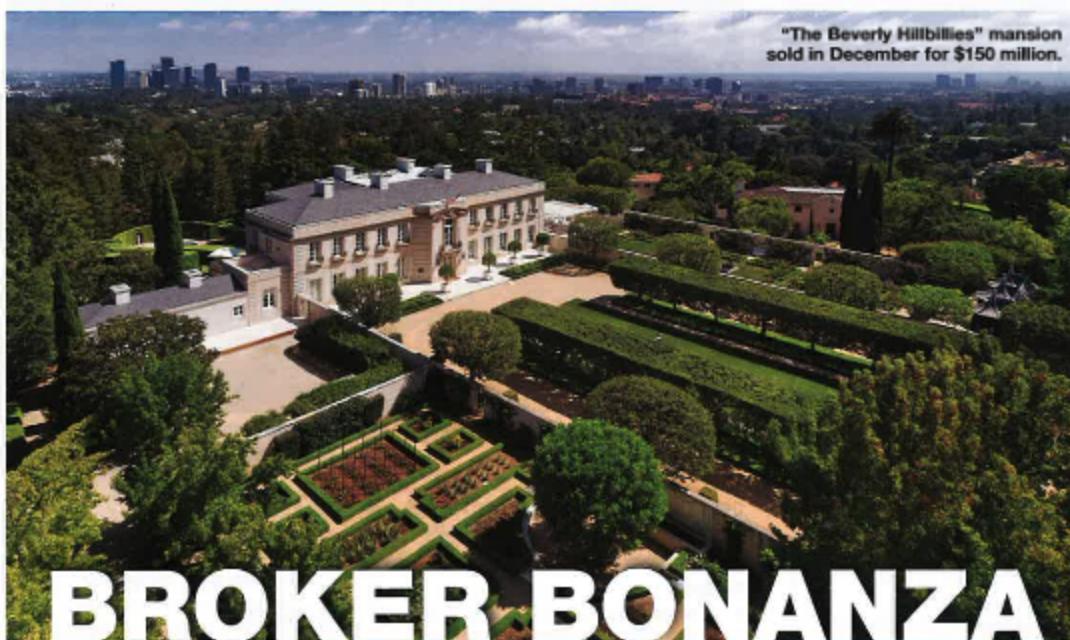


# LOS ANGELES BUSINESS JOURNAL

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"The Beverly Hillbillies" mansion sold in December for \$150 million.

## BROKER BONANZA

Record sales, foreign buyers boosted residential market in 2019

**By HANNAH MADANS** Staff Reporter

For the leading residential real estate brokers in Los Angeles, the past year brought an uncertain start, a robust finish and unprecedented results.

The top five agents ranked by sales volume sold a combined \$3.22 billion of real estate in L.A. in 2019.

That's a 15% increase from 2018, when the top five agents sold a total of \$2.8 billion, according to data compiled by the Business Journal.

Westside Estate Agency Inc.'s Kurt Rappaport was L.A.'s top real estate agent in 2019, selling 34 units worth a combined \$909 million.

Hilton & Hyland Real Estate Inc.'s Rayni Williams took the second spot on the list, selling 82 units worth \$736 million. Mauricio Umansky of The Agency ranked third, selling 24 units for a total of \$554 million.

Halton Pardee & Partners Inc.'s Tami Pardee sold 296 units worth \$520 million. And Sally Forster Jones of Compass

was the county's fifth best-selling agent of 2019, having sold 269 units for \$502 million.

The Agency's Jon Grauman made the biggest jump on the list this year, surging 32 spots to No. 20. Zachary Frechling of Coldwell Banker Residential Brokerage moved up 32 spots to No. 32.

Compass' F. Ron Smith climbed 27 spots to No. 19. Rodeo Realty Inc.'s James Heckenberg, Kurt Wisner of Compass

*Please see BROKERS page 26*

## Beautify Is Bringing Art to Commerce

**DESIGN:** Mural platform company expands beyond LA

**By DIANE HAITHMAN** Staff Reporter

Street art, particularly murals and other sorts of wall painting, has developed a reputation as a guerrilla enterprise.

It's done by rebellious artists who go rogue on empty walls in the dead of

night, the thinking goes. Legal permission is unlikely, and financial rewards are rare.

Santa Monica-based Beautify, a platform that connects street artists with sponsors, landlords and business owners, is changing that stereotype.

The company is incorporating street art and street artists into a for-profit business model.

After a seven-month test phase that resulted in more than 1,000 murals in greater Los Angeles, Beautify is going national.

The company is scheduled to announce its official launch on March 4, when it will unveil plans to roll out in cities including Seattle, New York and Austin, Texas.

Beautify is the for-profit offshoot of the 6-year-old nonprofit **Beautify Earth**, which was conceived and originally funded by Executive Director Evan Meyer to create murals.

*Please see BEAUTIFY page 49*



Uplifting: NewMark Merrill commissioned this mural at Norwalk Town Square.



**RESIDENTIAL REAL ESTATE AGENTS**  
Ranked by 2019 L.A. County sales volume  
*See page 29*

### REAL ESTATE: In the Spotlight

The massive Crossroads Hollywood project is ready for its closeup. *Page 10*

### STYLE: Setting the Stage

Edgemar Center founder Michelle Danner is an acting coach who eschews drama. *Page 45*



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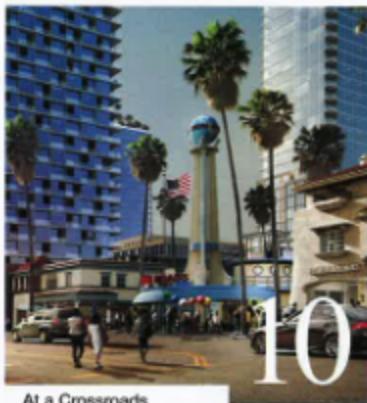
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## LOS ANGELES BUSINESS JOURNAL

MARCH 2 - 8, 2020 VOLUME 42, NUMBER 9



At a Crossroads



Clear direction

## CONSTRUCTION &amp; INFRASTRUCTURE

**6 EXPANSION** Parsons Corp. opens a new office and lab facility near Torrance.

## FINANCE

**6 FUNDING** Fifth Wall Ventures raises \$100 million to help online companies establish a brick-and-mortar presence.

**13 FUNDING** Mortgage technology startup Brace Software raises \$10 million in a Series A funding round.

**13 BEVERAGES** Liquid Death looks to expand into brick-and-mortar after raising \$9 million.

## HEALTH CARE

**6 FUNDING** Cloudbreak Health gets a \$10 million boost from Columbia Private Partners Capital.

## MANUFACTURING &amp; RETAIL

**1 TRADE** Shipping giant A.P. Moller – Maersk acquires logistics company Performance Team for \$545 million.

**3 APPAREL** Revolve Group stock takes a dive despite good fiscal news for 2019.

## MEDIA &amp; ENTERTAINMENT

**1 ART** Beautify looks to match street artists with companies looking to liven up their buildings.

**1 PERSONNEL** Bob Iger steps down as Disney CEO, House of Mouse names Bob Chapek as its new leader.

## REAL ESTATE

**3 OFFICE** Starwood Capital Group and Artisan Realty Advisors buy El Segundo office building for \$133 million.

**10 MIXED-USE** A look at Harridge Development Group's plans to redevelop Hollywood's Crossroads of the World shopping plaza.

**14 MULTIFAMILY** Nearly 4,500 residential units were added to downtown's inventory, according to the Downtown Center Business Improvement District.

**14 MULTIFAMILY** Sares-Regis Group buys The Preston Miracle Mile for \$86.8 million.

**14 OFFICE** Accounting firm Marcum joins the rush for office space downtown as it plans a move from Century City.

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**12 AEROSPACE** SpaceX launches 60 more small satellites as part of its Starlink project to expand internet access.

**12 EXPANSION** App developer Headspace expands its footprint in Santa Monica, adding 15,670 more square feet of office space.

**12 ESPORTS** Riot Games Inc. becomes the exclusive organizer of PlayVS' high school "League of Legends" championships.

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# HOME IMPROVERS

For the agents who drive L.A.'s residential real estate market, the past year was defined by escalating growth, the rising presence of international buyers and record-breaking prices for luxe estates. The pages that follow provide an in-depth look at the market's key players and top sales as well as detailed data on the city's leading brokers.

# Clear Direction

With focus on innovation and acquisitions, Compass sets a course for growth

By HANNAH MADANS Staff Reporter



Disruptive Direction:  
Compass' Kamini  
Lane aims to make  
the company's  
game-changing  
offerings the norm.

THOMAS WASPER



Shaking Things Up:  
Chris Cortazzo, a top  
10 L.A. agent, joined  
Compass after 25 years  
at Coldwell Banker.

SERGIO GARCIA/PHOTOGRAPHY

**C**ompass, a tech-driven real estate brokerage, has quickly become a dominant player in L.A.'s crowded real estate market.

In the past year alone, Compass sales in Southern California have increased 81%. Since arriving in the market in 2015, Compass has been on an acquisition binge that has included **Patterson Realty Inc.** and **Central Coast Realty Group** in 2019 and **Pacific Union International Inc.** and **Paragon Real Estate** in 2018. Pacific Union had previously acquired **Partners Trust** in 2017 and **John Aaron Group Inc.** in 2016.

The company has done 10 rounds of funding, raising more than \$1.6 billion.

"They've raised an unprecedented amount of venture capital for a real estate tech brokerage," said **Mike DelPrete**, a real estate tech expert at the **University of Colorado Boulder** who recently completed a report on Compass.

"The real estate industry was ripe for disruption and ripe for change," said Kamini Lane, Compass' regional president for Southern California. "The industry has been hungry for someone doing something different."

## Agent moves

Many of L.A.'s top agents have jumped over to Compass since the brokerage arrived on the scene.

**Chris Cortazzo**, one of the top 10 real estate agents in L.A. by sales volume according to the Business Journal's data, signed on with Compass last year after more than two decades with **Coldwell Banker Residential Brokerage**. He has handled more than \$5 billion in sales during his career.

"I'd been with Coldwell Banker for 25 years," Cortazzo said. "I had a baby five

months ago and I did a complete change in my life. I wanted to shake up everything and am very pleased with my move.

Cortazzo said a key factor in the decision to move, for him and for his staff, was Compass' tech platform.

"We are not a traditional brokerage firm," Compass' Lane said. "Agents like Chris — agents who are at the top of their game — see that Compass is a way to get to the next level. We are doing things differently. We are investing heavily in tools and technology to make them more productive."

Others to come on board include Ginger Glass of Coldwell Banker, and Cindy Ambuehl, Nikki Magliarditi, Zander Diamond, Danny Brown and David Kelmenson of The Agency.

"As more and more agents have come over to Compass and seen that we are able to make them more productive, it fuels growth," Lane said. "The agents that we have are able to be more productive because of Compass' tools and technology, and that is attractive for agents to come over as well who see their colleagues and their competition gaining a market share."

For Cortazzo, Compass' growth presents other opportunities. He said he plans to travel to Compass offices around the country and promote his Malibu listings.

## Disruptive programs

It remains to be seen, though, if Compass' tech makes agents more efficient, DelPrete cautioned.

"2018 was about massive growth (for Compass)," he said. "They just acquired brokers and aggressively recruited agents as fast as humanly possible. 2019, last year, was really about tech.

They made a couple tech company acquisitions and hired a huge amount of tech folks."

Tech, he added, "has been a big part of Compass' recruiting narrative."

In addition to the brokerage's tech story, Lane said, agents and buyers are benefiting from two new programs, Compass Concierge and Compass' bridge loans program.

Compass raised a \$370 million Series G round in 2019 to fund Compass Concierge and software for the company.

In the Compass Concierge program, Lane said, the brokerage will front money to sellers that can be used for staging or to repair a house. This helps the home sell faster and at a higher price.

It also makes agents more competitive.

"Agents say it's a complete game-changer for them," Lane said. "It allows them to win listings."

The bridge loan program, meanwhile, helps homeowners use equity from their current home to make an offer on a new one, helping them get into their next home and allowing agents to generate more sales.

Before this, Lane said, many prospective buyers couldn't move until they sold their current home. The program "unlocks inventory and creates more inventory on the market by giving people the flexibility to sell their home."

"For many people, all of their equity is locked up in their home," Lane said. "You have this incredible investment and no liquidity, and you won't get liquidity unless you sell the home. You need liquidity to sell the home."

## Building momentum

Compass is off to a positive start in 2020, Lane said.

"The market is really strong right now," she said. "We see our agents increasing in productivity. From a technology standpoint, our tools and programs and our tech are only going to get stronger throughout the year."

Lane anticipates that the recently launched bridge loans program will be a big part of Compass' offerings moving forward.

The employee count at Compass continues to grow as well. Lane anticipates the agency's numbers will grow organically and said the company has no plans to acquire brokerages in new markets this year.

"We are really focused on depth versus breadth right now, getting even better at what we do," Lane said. "We acquired two brokerages in Southern California last year — CCRG and Patterson. This year, we're focused on integrating those acquisitions and growing in the markets where we are."

Lane declined to provide Compass' current L.A. market share but said she expected it to be 20% by the end of the year.

DelPrete said Compass would likely grow at a "very healthy pace in 2020. They have a very healthy momentum."

Eventually, Lane believes the company "will get to a place where Compass really is that operating system for all agents where all of the best agents are at Compass because history has proven that this is the place to build their businesses."

But DelPrete said Compass still has something to prove.

"If you look at 2020, it's all about refining the model and getting it to work," he said. "You have massive growth and technology, and now they are going to put it together and get it to work. ... The real question is can they make this work?"

# Brokers: Market Gets Off to a Strong Start in 2020

Continued from page I

and **Craig Knizek** of The Agency jumped 26 spots each to No. 23, No. 32 and No. 41, respectively.

**Peter Maurice** of Rodeo Realty fell 38 spots from No. 28 on last year's list to No. 66 this year. **Jordana Leigh** of the same firm dropped 31 spots to No. 52 this year from No. 21 in 2019. **Nourmand & Associates' Rochelle Maize** fell 35 spots, landing at No. 61.

Some of the newcomers to the list this year included **Berkshire Hathaway Home-Services' Drew Gitlin**, who finished at No. 29 with \$181.7 million in sales, and **Amalfi Estates' Anthony Marguleas**, who landed at No. 35 with \$164.3 million in sales.

## Picking up

In the eyes of most agents, 2019 started slow but finished with a bang.

"We started to see a lull in the market (early in the year) and then the last quarter went out with a major boom," said Williams from Hilton and Hyland. "We thought the market was shifting, but it ended up being a very, very big year for luxury real estate."

Williams attributed the rise to consumer confidence in the market and people from other areas buying in L.A.

For Williams, 2019 was her largest year to date with roughly \$120 million more in sales than previous years.

The Agency's **Santiago Arana**, who finished No. 17 with \$249 million in sales, said the market is still going strong despite some concerns.

"There are a lot of houses that are not priced well and sit on the market and give the impression that housing is slowing down, and it's not," he said.

For Pardee, 2019's momentum seems to be carrying into 2020. The Venice-based broker said she just completed her best January in five years.

"It feels very strong right now, and it's because of the interest rates and lack of supply," she said.

Compass' **Chris Cortazzo**, who specializes in Malibu and ranked No. 9 with \$319 million in sales, said the beginning of 2019 was difficult as the elite coastal community felt the effects of fires in late 2018, but he said the market has since rebounded.

And Compass' **Aaron Kirman**, who was L.A.'s sixth highest-selling real estate agent with \$453 million in sales, said he sold a lot of high-priced homes in 2019 that broke records, despite some uncertainty.

"2019 was a tough year," Kirman said. "2019 and 2018 were shifting years. It was a very undefined market in 2019. Nobody really knew where we stood, and it depended city by city, house by house."

Kirman said that while his sales were strong, "they could have been a lot stronger. What affected them wasn't a lack of buyers or sellers but putting the deals together in 2019 was very difficult."

"Everybody had a different idea of where we were going. Some people thought it was a buyer's market, some people thought it was a seller's market," Kirman said.

## Bidding wars

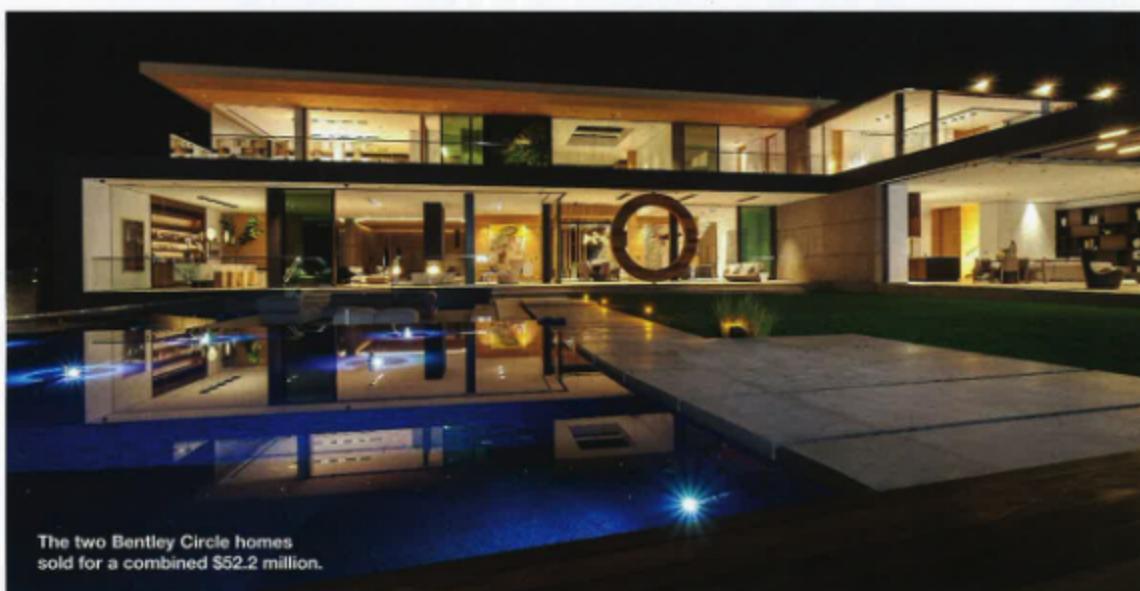
One thing most agents agreed upon during 2019 was that real estate, when it is appropriately priced, often sparked bidding wars.

"When somebody wants a house, it usually comes in twos or threes," Williams said.

She added that many buyers have increased their budget to get a home that matches their expectations. She is seeing more bidding wars for homes in the \$10 million to \$15 million range, she said.



Aaron Kirman was involved in the sale of neighboring homes on Bentley Circle in Bel-Air.



The two Bentley Circle homes sold for a combined \$52.2 million.

Kirman added that anything under \$3.5 million often brings multiple offers. Higher priced assets are very price sensitive.

Coldwell Banker Residential Brokerage's **Jade Mills**, No. 8 on the list with \$362 million in sales in 2019, said that "from November of last year until yesterday, anything under the \$4 million range sells immediately if it's priced correctly."

"All of the sudden it seems like things are priced better and more appropriately, and that is what has pushed our market through a bit or pushed our market forward," she said.

## High-dollar sales

While high-priced properties were sometimes met with resistance in the market, Los Angeles also saw a number of record-shattering home sales in 2019 and early 2020.

In 2019, Mills sold two homes for more than \$100 million.

In November, she was one of the listing

agents for the Chartwell Estate, also known as "The Beverly Hillbillies" mansion. **Fox Corp. Chief Executive Lachlan Murdoch** purchased the home for \$150 million, a record at the time of the sale.

That mark was eclipsed in February by **Amazon.com Inc. Chief Executive Jeff Bezos'** \$165 million purchase of **David Geffen's** Beverly Hills home.

Mills was a listing agent for the \$120 million sale of The Manor in Beverly Hills.

Williams was also involved in many of the county's most expensive home sales.

Some of her noteworthy sales in 2019 included the Billions home in Bel-Air which sold for \$94 million; the Ennis House in Los Feliz, designed by famed architect **Frank Lloyd Wright**, which sold for \$18 million; and a Bel-Air mansion that went for \$75 million.

And she said records could soon be broken again by The One, a home being developed in Bel-Air with a price tag of \$500 million.

"Even if there's an astronomical price tag on something, these large homes still sell for massive numbers, and it sets the bar even higher. The comfort level that these billionaires have with their wealth and spending, it has become more evident," Williams said.

Arana added that the number of properties that sold for more than \$30 million each increased 60%. Aggregate dollars paid for all these properties — known as sales volume — increased more than 100%, he said.

Kirman added that while some price points slipped a bit, "when you go to the uber high end, \$70 million plus, it was a spectacular year."

## International investment

The makeup of the buyer changed slightly in 2019.

"L.A. has become a destination for people from all over the world," Arana said, adding that last year, he saw a lot of people from the East Coast as well as Chinese and Russian

Rayni Williams was a listing agent on the Billionaire home in Bel-Air that sold for \$94 million.



The Ennis House, designed by famed architect Frank Lloyd Wright in Los Feliz, sold for \$18 million.

buyers in L.A.

The growing tech market, he added, is a big part of that.

"There have been more Chinese than ever this past year," Williams said. "We saw a resurgence of the Russian buyer that had been quiet for a while. Same thing with the Chinese. In the two years past, it had been driven by American buyers. This past year, they were outbid by the foreign buyer. But the local buyer is still pulling strong."

Pardee said areas in the Westside like Mar Vista and Culver City have seen growing interest due to the tech boom in Silicon Beach.

Kirman added that the Eastside is seeing

more interest, too. "Frogtown is on fire," he said, adding that areas like Silverlake are also performing well.

Volatility in other markets has also made L.A. a good place to be, Kirman said.

#### Upcoming changes

There are some big changes on tap for 2020. Last year, the **National Association of Realtors** voted to ban pocket listings, which are listings an agent has that never make it to the multiple listing service. Under the new rule, properties must be listed on the MLS within a day of being marketed to the public.

"A lot of brokers are up in arms about it

because a lot of brokers make their money on pocket listings," Kirman said.

The rule will take effect May 1.

"It's awesome," Pardee said. "It's so great. I think to get the highest price, everybody should know about your house. I'm so excited for that change."

But not everybody shares that enthusiasm for the new rule, which essentially eliminates off-market listings.

"Pockets listings are a vital part of our business," Arana said. "I think it's a foolish idea. I'm not happy about it. I deal with very exclusive clients that have very, very understandable reasons why they don't want to go

on the market."

Williams said she thinks homeowners will instead find other ways to sell their homes quietly.

"It may be two friends like Jeff Bezos and Jeff Bezos talked and shared a yacht experience and made a deal," Williams said. "If someone wants to do something quietly, they will."

#### Buy versus lease

Despite the upcoming presidential election, which can sometimes slow the real estate market, agents are expecting 2020 to be a strong year.

"Everything you look for in a healthy market is here," Arana said. "It's going to be a great year."

Mills said she did \$65 million worth of sales in January and expected 2020 to be even stronger than 2019.

"We're going to be extremely busy in 2020, the way the stock market is going and just the excitement in the marketplace," Cortazzo said. "There's a buzz and energy that I am really encouraged about."

One thing to keep an eye on, Mills said, is the leasing market. Most people want to buy now, she said, instead of leasing, especially because of low interest rates.

"The short-term leases are still strong," Mills said. "It's the longer-term leases that we're not seeing many of (and) that is due to people wanting to buy."

Arana agreed that there was more demand for buying than leasing.

That doesn't hold true for all areas, Cortazzo said. With the fires in Malibu, for instance, many have had to lease properties as they rebuild.

Beyond that, he said, many people lease in Malibu for a summer before deciding to buy.

He has four people on his team who only do leases.

*Roy Pankey contributed to this report.*

## THE LIST

## RESIDENTIAL REAL ESTATE AGENTS

Ranked by 2019 L.A. County sales volume

## ► NEXT WEEK

Insurance Brokerage Firms

Rank	Agent • name • email • phone • website	L.A. County Sales Volume • 2019 • 2018 (in millions)	L.A. County Units Sold • 2019 • 2018	Brokerage Firm • name • address • phone • website	
1	 <b>Kurt Rappaport</b> krt@weahomes.com (310) 995-3214 weahomes.com/agent/kurt-rappaport	<b>909</b> 940	34 38	<b>Westside Estate Agency Inc.</b> 210 N. Canon Drive Beverly Hills 90210 (310) 247-7770 weahomes.com	
2	 <b>Rayni Williams</b> rayni@thewilliamsestates.com (310) 691-5935 thewilliamsestates.com	<b>736</b> 522	82 71	<b>Hilton &amp; Hyland Real Estate Inc.</b> 257 N. Canon Drive Beverly Hills 90210 (310) 278-3311 hiltonhyland.com	
3	 <b>Mauricio Umansky</b> mumansky@theagencyre.com (424) 230-3701 mauricioumansky.com	<b>554</b> 269	24 20	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
4	 <b>Tami Pardoe</b> tami@haltonpardoe.com (310) 600-7217 haltonpardoe.com/team/tami-halton-pardoe	<b>520</b> 482	296 292	<b>Halton Pardoe &amp; Partners Inc.</b> 1524 Abbott Kinney Blvd. Venice 90291 (310) 907-6517 haltonpardoe.com	
5	 <b>Sally Forster Jones</b> sally@sfjgroup.com (310) 691-7888 sallyforsterjones.com	<b>502</b> 373	269 222	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
6	 <b>Aaron Kirman</b> aaron@aaronkirman.com (310) 994-9512 aaronkirman.com	<b>453</b> 528 <sup>1</sup>	206 181 <sup>1</sup>	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
7	 <b>Josh Altman</b> josh@thealtmanbrothers.com (310) 819-3250 thealtmanbrothers.com	<b>448</b> 447	143 105	<b>Douglas Elliman Real Estate</b> 150 El Camino Drive Beverly Hills 90212 (310) 595-3888 elliman.com	
8	 <b>Jade Mills</b> homes@jademills.com (310) 285-7508 jademillssestates.com	<b>362</b> 343	31 40	<b>Coldwell Banker Residential Brokerage</b> 190 N. Canon Drive, Suite 200 Beverly Hills 90210 (877) 317-4601 coldwellbankerhomes.com	
9	 <b>Chris Cortazzo</b> chris@chriscortazzo.com (310) 457-3995 chriscortazzo.com	<b>319</b> 554	44 60 <sup>1</sup>	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
10	 <b>Ernie Carswell</b> erne@carswellandpartners.com (310) 345-7500 carswellandpartners.com	<b>288</b> 159	98 68	<b>Douglas Elliman Real Estate</b> 150 El Camino Drive Beverly Hills 90212 (310) 595-3888 elliman.com	
11	 <b>Tracy Do</b> tracy@tracydo.com (323) 842-4001 tracydo.com	<b>284</b> 262	334 284	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
12	 <b>Joshua Flagg</b> josh@joshflagg.com (310) 623-8703 joshflagg.com	<b>266</b> 237	54 56	<b>Rodeo Realty Inc.</b> 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeorealty.com	
13	 <b>David Offer</b> doffer@davidoffer.com (310) 820-9341 davidoffer.com	<b>268</b> 303	33 35	<b>Berkshire Hathaway HomeServices California Properties - Beverly Hills</b> 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhhsocalifornia.com	
14	 <b>Joyce Rey</b> Joyce@JoyceRey.com (310) 285-7529 joycerey.com	<b>259</b> 162	37 13	<b>Coldwell Banker Residential Brokerage</b> 190 N. Canon Drive, Suite 200 Beverly Hills 90210 (877) 317-4601 coldwellbankerhomes.com	
15	 <b>Stephanie Younger</b> stephanie.younger@compass.com (310) 498-2020 stephanleyounger.com	<b>251</b> 189 <sup>1</sup>	183 156 <sup>1</sup>	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	

<sup>1</sup> 2018 numbers amended.

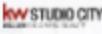
NA - Not Available Note: The information on this list was provided by representatives of the brokerages. Hilton &amp; Hyland agents are not on this year's list because the firm declined to provide numbers. Agents are ranked by their sales volume in L.A. County. Some agents are credited with their team's entire sales volume. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list,

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## RESIDENTIAL REAL ESTATE AGENTS

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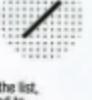
Rank	Agent • name • email • phone • website	L.A. County Sales Volume • 2019 • 2018 (in millions)	L.A. County Units Sold • 2019 • 2018	Brokerage Firm • name • address • phone • website	
16	 <b>Dennis Chernov</b> dennis@denischernov.com (818) 355-2461 chernovteam.com	251 214	132 122	<b>Keller Williams Studio City</b> 4061 Laurel Canyon Blvd. Studio City 91604 (818) 432-1500 kwstudio.city.com	
17	 <b>Santiago Arana</b> santiago@theagencyre.com (424) 231-2399 theagencyre.com/agent/santiago-arana	249 340	31 36	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
18	 <b>David Caskey</b> dave@caskeyandcaskey.com (310) 200-1960 caskeyandcaskey.com	244 199	98 86	<b>Strand Hill Properties/Christie's International Real Estate</b> 1131 Morningside Drive Manhattan Beach 90266 (310) 545-0707 strandhill.com	
19	 <b>F. Ron Smith</b> team@smithandberg.com (310) 569-4889 smithandberg.com	233 202*	81 68	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
20	 <b>Jon Grauman</b> jgrauman@theagencyre.com (424) 238-2484 theagencyre.com/agent/jon-grauman	228 94	44 36	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
21	 <b>Tomer Fridman</b> tomer.fridman@compass.com (310) 926-3777 thefridmangroup.com	225 117	48 30	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
22	 <b>Marc Shevin</b> marcshevin@gmail.com (818) 251-2456 theshevins.com	224 208	45 57	<b>Berkshire Hathaway HomeServices California Properties - Beverly Hills</b> 131 S. Rodeo Drive, Suits 100 Beverly Hills 90212 (310) 777-7800 bhshcalifornia.com	
23	 <b>James Heckenberg</b> jimmyheck@fhrestates.com (310) 650-1116 jimmyheckenberg.rodeore.com	223 96	81 50	<b>Rodeo Realty Inc.</b> 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com	
24	 <b>Ron Wynn</b> ron@ronwynn.com (310) 963-9944 ronwynn.com	222 198	125 91	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
25	 <b>Jordan Cohen</b> jordan@jordancohen.com (818) 435-5220 jordancohen.com	212 172	55 53	<b>Re/Max One</b> 11141 Tampa Ave. Northridge 91326 (818) 366-3300 maxoneproperties.com	
26	 <b>Ed Kaminsky</b> ek@itzsold.com (310) 427-2414 itzsold.com	203 187	94 79	<b>Strand Hill Properties/Christie's International Real Estate</b> 1131 Morningside Drive Manhattan Beach 90266 (310) 545-0707 strandhill.com	
27	 <b>David Barnes</b> dparnes@theagencyre.com (424) 400-5916 theagencyre.com/agent/david-barnes	196 125	19 18	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
	 <b>James Harris</b> james@theagencyre.com (424) 400-5915 theagencyre.com/agent/james-harris	196 125	19 18	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
29	 <b>Drew Gitlin</b> drew@drewgitlin.com (310) 820-9356 gitlinluxuryproperties.com	182 69	5 17	<b>Berkshire Hathaway HomeServices California Properties - Beverly Hills</b> 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhshcalifornia.com	
30	 <b>Stephen Shapiro</b> ss@weahomes.com (310) 991-6115 weahomes.com/agent/stephen-shapiro	179 196	11 13	<b>Westside Estate Agency Inc.</b> 210 N. Canon Drive Beverly Hills 90210 (310) 247-7770 weahomes.com	

\* 2018 sales volume amended this year; credited with entire sales volume of team with David Berg.  
 NA - Not Available Note: The information on this list was provided by representatives of the brokerages. Hilton & Hyland agents are not on this year's list because the firm declined to provide numbers. Agents are ranked by their sales volume in L.A. County. Some agents are credited with their team's entire sales volume. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list,

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## RESIDENTIAL REAL ESTATE AGENTS

Continued from page 30

Rank	Agent ▪ name ▪ email ▪ phone ▪ website	L.A. County Sales Volume ▪ 2019 ▪ 2018 (in millions)	L.A. County Units Sold ▪ 2019 ▪ 2018	Brokerage Firm ▪ name ▪ address ▪ phone ▪ website	
31	 <b>Cindy Ambuehl</b> cindy@cindyambuehl.com (310) 321-9148 cindyambuehlgroup.com	178 110	47 27	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
32	 <b>Zachary Freehling</b> zac.freehling@cbcnrt.com (310) 592-0833 www.pacificpartnersla.com	172 86	33 18	<b>Coldwell Banker Residential Brokerage</b> 190 N. Canon Drive, Suite 200 Beverly Hills 90210 (877) 317-4601 coldwellbankerhomes.com	
	 <b>Kurt Wisner</b> kurt@compass.com (323) 841-3839 courtneyandkurt.com	172 180 <sup>a</sup>	155 232 <sup>b</sup>	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
34	 <b>Sandro Dazzan</b> sandro@theagencyre.com (424) 249-7040 dazzanestates.com	171 155	29 28	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
35	 <b>Anthony Marguleas</b> anthony@amalfiestates.com (310) 293-9280 amalfiestates.com	164 134	51 47	<b>Amalfi Estates</b> 984 Monument St. Luxury Vessels Pacific Palisades 90272 (310) 573-4245 amalfiestates.com	
36	 <b>Stephanie Vitacco</b> stephaniev@realtor.com (818) 576-1685 stephanievitacco.com	161 112	196 171	<b>Keller Williams Encino-Sherman Oaks</b> 16820 Ventura Blvd. Encino 91436 (818) 380-5100 kwencinoshermanoaks.com	
37	 <b>Bill Ruane</b> bill@billruane.net (310) 877-2374 billruane.net	162 167	125 125	<b>Re/Max Estate Properties</b> 63 Malaga Cove Plaza Palos Verdes Estates 90274 (310) 378-9494 remaxhomes.com	
	 <b>Adi Illyatyan</b> adiillyatyan@yahoo.com (818) 919-4060 adillyatyan.com	152 128	44 39	<b>Rodeo Realty Inc.</b> 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeorealty.com	
39	 <b>Boni Bryant</b> boni.bryant@compass.com (323) 854-1780 bryantreichling.com	150 136	100 89	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
40	 <b>Carl Gambino</b> carl.gambino@compass.com (646) 465-1766 carlgambino.com	145 75	31 24	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
41	 <b>Craig Knizek</b> cknizek@theagencyre.com (424) 230-3718 theagencyre.com/agent/craig-knizek	141 82	28 29	<b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 (424) 230-3700 theagencyre.com	
42	 <b>Ben Bacal</b> ben@revelrealestate.com (310) 717-6522 benbacal.com	131 77 <sup>a</sup>	21 24 <sup>b</sup>	<b>Revel Real Estate</b> (310) 717-5522 revelrealestate.com	
	 <b>Steve Frankel</b> homes@stevefrankel.com (310) 508-5008 stevefrankel.com	131 99	28 17	<b>Coldwell Banker Residential Brokerage</b> 190 N. Canon Drive, Suite 200 Beverly Hills 90210 (877) 317-4601 coldwellbankerhomes.com	
44	 <b>Fred Bernstein</b> fb@weahomes.com (310) 701-3733 weahomes.com/agent/fred-bernstein	130 125	8 9	<b>Westside Estate Agency Inc.</b> 210 N. Canon Drive Beverly Hills 90210 (310) 247-7770 weahomes.com	
45	 <b>Ari Altshar</b> ari@compass.com (310) 780-3180 arialtshar.com	127 87 <sup>a</sup>	87 91 <sup>b</sup>	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	

<sup>a</sup> 2018 sales volume amended this year; credited with entire sales volume of team with Courtney Smith.<sup>b</sup> 2018 numbers amended.

NA - Not Available. Note: The information on this list was provided by representatives of the brokerages. Hilton &amp; Hyland agents are not on this year's list because the firm declined to provide numbers. Agents are ranked by their sales volume in L.A. County. Some agents are credited with their team's entire sales volume. To the best of our knowledge, this

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## RESIDENTIAL REAL ESTATE AGENTS

Continued from page 32

Rank		Agent • name • email • phone • website	L.A. County Sales Volume • 2019 • 2018 (in millions)	L.A. County Units Sold • 2019 • 2018	Brokerage Firm • name • address • phone • website	
46		<b>Ashraf Rizk</b> ash.rizk@camoves.com (626) 393-5695 ashrizk.com	125 129	60 60	<b>Coldwell Banker Residential Brokerage</b> 190 N. Canon Drive, Suite 200 Beverly Hills 90210 (877) 317-4601 coldwellbankerhomes.com	
		<b>Charles Pence</b> charles.pence@compass.com (310) 403-9238 phsrealty.com	125 137	34 37	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
48		<b>Daniel Dill</b> dd@weahomes.com (310) 422-6280 weahomes.com/agent/daniel-dill	124 125	8 21	<b>Westside Estate Agency Inc.</b> 210 N. Canon Drive Beverly Hills 90210 (310) 247-7770 weahomes.com	
49		<b>Richard Ehrlich</b> re@weahomes.com (310) 968-8881 weahomes.com/agent/richard-ehrlich	118 NA	12 NA	<b>Westside Estate Agency Inc.</b> 210 N. Canon Drive Beverly Hills 90210 (310) 247-7770 weahomes.com	
50		<b>Rich Johns</b> richjohns@kw.com (213) 305-9026 apartment-expert.com	114 NA	28 NA	<b>Keller Williams Studio City</b> 4061 Laurel Canyon Blvd. Studio City 91604 (818) 432-1500 kwstudiotcity.com	
51		<b>Lydia Gable</b> lydia.gable@compass.com (816) 383-4335 lydiagable.com	113 74'	84 62'	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
52		<b>Chris Adlam</b> chris@chrissadlam.com (310) 493-7216 chrissadlam.com	112 121	39 37	<b>Vista Sotheby's International Realty</b> 608 Silver Spur Road Rolling Hills Estates 90274 (310) 541-8271 vistasir.com	
		<b>Jordan Leigh</b> jordanaleigh76@gmail.com (424) 239-8725 jordanaleigh.redeore.com	112 169	31 38	<b>Rodeo Realty Inc.</b> 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2800 rodeore.com	
54		<b>Richard Schulman</b> schulmannr@gmail.com (310) 482-0173 richardschulman.com	110 NA	170 NA	<b>Keller Williams Realty Santa Monica</b> 2701 Ocean Park Blvd., Suite 140 Santa Monica 90405 (310) 482-2200 kwsantamonica.com	
55		<b>Benjamin Lee</b> ben@benleeproperties.com (310) 704-6580 benleeproperties.benleestates.com	109 158	48 58	<b>Coldwell Banker Residential Brokerage</b> 190 N. Canon Drive, Suite 200 Beverly Hills 90210 (877) 317-4601 coldwellbankerhomes.com	
56		<b>Tyrone McKillen</b> tyrone.mckillen@compass.com (949) 212-8721 plusrealstategroup.com	108 NA	9 NA	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
		<b>Greg Goldman</b> greg@southbayresidential.com (310) 251-7725 southbayresidential.com	106 63	54 44	<b>Re/Max Estate Properties</b> 63 Malaga Cove Plaza Palos Verdes Estates 90274 (310) 378-0494 eplahomes.com	
58		<b>Sherri Noel</b> sherri@sherrinoel.com (310) 994-8721 thenoelteam.net	106 NA	88 NA	<b>Keller Williams Realty Santa Monica</b> 2701 Ocean Park Blvd., Suite 140 Santa Monica 90405 (310) 482-2200 kwsantamonica.com	
59		<b>Rory Posin</b> rory@roryposin.com (310) 839-8500 roryposin.com	104 88	50 45	<b>Re/Max Estate Properties</b> 63 Malaga Cove Plaza Palos Verdes Estates 90274 (310) 378-0494 eplahomes.com	
60		<b>Craig Strong</b> craig@strongrealtor.com (310) 439-3225 strongrealtor.com	102 112	67 46	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
61		<b>Rochelle Maize</b> rochelle@rochellemaize.com (310) 968-8828 rochellemaize.com	100 155	25 31	<b>Nourmand &amp; Associates</b> 6525 Sunset Blvd., Suite 100 Los Angeles 90028 (323) 460-6360 nourmand.com	

\* 2018 numbers amended.

\*\* Not Available Note: The information on this list was provided by representatives of the brokerages. Hilton &amp; Hyland agents are not on this year's list because the firm declined to provide numbers. Agents are ranked by their sales volume in L.A. County. Some agents are credited with their team's entire sales volume. To the best of our knowledge, this

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## RESIDENTIAL REAL ESTATE AGENTS

Continued from page 34

Rank	Agent ▪ name ▪ email ▪ phone ▪ website	L.A. County Sales Volume ▪ 2019 ▪ 2018 (in millions)	L.A. County Units Sold ▪ 2019 ▪ 2018	Brokerage Firm ▪ name ▪ address ▪ phone ▪ website	
63	 Lauren Forbes lauren@forbescorrales.com (310) 901-8512 forbescorrales.com	100 119	47 60	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
64	 Rob Kallick rob@takessunset.com (323) 775-6305 takesunset.com	98 NA	99 NA	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
65	 Anthony Stellini anthony.stellini@compass.com (310) 963-4205 rsrealstate.com	96 50	68 25	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
66	 Neal Weichel neal@nealweichel.com (661) 284-5080 nealweichel.com	95 NA	134 NA	<b>Re/Max of Valencia</b> 27720 Dickason Drive Valencia 91355 (661) 255-2650 remax-valencia-ca.com	
66	 Peter Maurice peter@petermaurice.com (310) 623-8819 petermaurice.com	94 151	69 84	<b>Rodeo Realty Inc.</b> 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeorealty.com	
68	 Richard Stearns richard.stearns@thepartnerstrust.com (310) 850-9284 stearnspartners.com	94 87	33 23	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com	
68	 Larry Young larry@larryyoungwestside.com (310) 777-2879 larryyoungwestside.com	93 94	37 37	<b>Berkshire Hathaway HomeServices California Properties - Beverly Hills</b> 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 (310) 777-7800 bhhsocalifornia.com	

NA - Not Available Note: The information on this list was provided by representatives of the brokerages. Hilton & Hyland agents are not on this year's list because the firm declined to provide numbers. Agents are ranked by their sales volume in L.A. County. Some agents are credited with their team's entire sales volume. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, Los Angeles Business Journal, 11150 Santa Monica Blvd., Suite 350, Los Angeles 90025. ©2020 Los Angeles Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Media (877) 852-5295.

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REAL CAPITAL ANALYTICS

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## RESIDENTIAL REAL ESTATE AGENTS

Continued from page 36

Rank	Agent ▪ name ▪ email ▪ phone ▪ website	L.A. County Sales Volume ▪ 2019 ▪ 2018 (in millions)	L.A. County Units Sold ▪ 2019 ▪ 2018	Brokerage Firm ▪ name ▪ address ▪ phone ▪ website
69	 <b>Tiffany Rochelle</b> tiffany@compass.com (310) 210-2213 tiffanyrochellegroup.com	91 61	56 48	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com
70	 <b>Eric Delgado</b> ericdelgado@kdw.com (310) 909-3464 ericdelgado.com	89 82	142 132	<b>Keller Williams Encino-Sherman Oaks</b> 16820 Ventura Blvd. Encino 91436 (818) 380-5100 kwencinoshermanoaks.com
	 <b>Roger Perry</b> rperry@rogerperry.com (310) 600-1553 rogerperry.com	89 65	51 62	<b>Rodeo Realty Inc.</b> 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com
72	 <b>Chad Land</b> chad.land@elliman.com (424) 202-3295 chadland.com	87 70	36 51	<b>Douglas Elliman Real Estate</b> 150 El Camino Drive Beverly Hills 90212 (310) 595-3888 elliman.com
73	 <b>Tom Davis</b> showings@rarepropertiesinc.com (424) 230-7928 rarepropertiesinc.com	84 72	86 96	<b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 (310) 230-5478 compass.com
74	 <b>Lisa Hutchins</b> hutchinsdesk@gmail.com (323) 216-6938 lhutchins.cbintouch.com	80 NA	26 NA	<b>Coldwell Banker Residential Brokerage</b> 190 N. Canon Drive, Suite 200 Beverly Hills 90210 (877) 317-4601 coldwellbankerhomes.com
75	 <b>Carol Wolfe</b> carol@carowlife.com (818) 285-3688 carowlife.com	79 NA	18 NA	<b>Rodeo Realty Inc.</b> 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 (310) 471-2600 rodeore.com

NA - Not Available Note: The information on this list was provided by representatives of the brokerages. Hilton & Hyland agents are not on this year's list because the firm declined to provide numbers. Agents are ranked by their sales volume in L.A. County. Some agents are credited with their team's entire sales volume. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list,

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Researched by Joshua Nir

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