

FOCUS

**SHOWBIZ REAL
ESTATE ELITE**
THE TOP AGENTS
ON *VARIETY'S* LIST
WORK WITH THE
MOST EXCLUSIVE
PROPERTIES IN THE
BUZZIEST MARKETS:
LOS ANGELES, NEW
YORK AND MIAMI



ICONIC LOOK
Josh and Matt
Altman repped
Alicia Keys
in her buy of
the Razor House.

VIDEO CLINCHES THE SALE

HIGH-QUALITY PRODUCTIONS FEATURING LUXE PROPERTIES ARE THE BEST WAY TO GAIN AN EDGE IN L.A. REAL ESTATE

■ By James McClain

LOS ANGELES COUNTY'S luxury real estate market is among the most competitive in the world; per the MLS, there are 263 homes currently available with pricetags exceeding \$10 million. To close a major sale — and to make their listings stand out — agents have increasingly turned to high-quality, immersive video experiences from specialist producers like Westlake Village-based Tri-Blend Media, SoCal's preeminent production outfit for high-dollar real estate.

Tri-Blend's owner Blake Richards fell into the business accidentally, thanks to a chance meeting with mega-developer Bruce Makowsky.

"Seven years ago, I was experimenting with drone technology at a music concert, back when nobody really knew its full capabilities," he tells *Variety*. "[Bruce's] photographer saw the drone and hired me to take some aerial real estate photos. At the property, I also shot an aerial video, showed it to Bruce, and Tri-Blend was born."

The timing couldn't have been more ideal. It was 2013, and L.A.'s spec-mansion boom was in its bright-eyed infancy. Developers were only just beginning to construct contemporary mega-homes, and they hadn't yet grasped the power that social media could wield. Makowsky, a successful businessman who cashed out of his handbag company for hundreds of millions, had just moved from New York to L.A. and was eager to make a splash in his second career: developing

ultra-high-end, bespoke real estate.

One of Makowsky's earliest projects, a 22,000-sq.-ft. mansion in Beverly Hills, debuted with a slick promotional video created by Tri-Blend. The gimmicky opulence was on a stratospheric level previously unseen — there were models sitting in a Bugatti, Bentley-branded pillows and a wall of candy. Viewers gawked, and media outlets fell over themselves covering the sexy marketing of the mansion. And it all worked — the house quickly sold to Minecraft billionaire Markus "Notch" Persson for \$70 million, easily smashing the sale price record for a Beverly Hills home. That's when Richards' phone really started to ring.

"High-quality videos provide a depth of experience that still photos just can't, and are particularly attractive to international buyers," says Richards, who directs, edits and produces all his own footage. Tri-Blend's business has boomed even as the market for luxury spec homes has grown soft; video orders from agents looking to stand out from the pack have morphed from conventional house tours into full-blown mini-movies with a storyline, models and pricey props, all in the name of grabbing online views.

Viral fame is marketing's holy grail, and Tri-Blend clients are known for outrageous video concepts. For one Lenny Kravitz-designed mansion, Richards filmed a live Bengal tiger traipsing through the property. And his latest production features a mansion with a \$1.5

million dinosaur fossil inside.

Richards doesn't attempt to put his own directorial stamp on a production; if a client has a vision, he's happy to help make it come to life. Still, "I've had to say no to a couple of really wild concepts ... you just have to draw the moral line at some point," he admits, noting he originally passed on filming *Opus*, a \$100 million estate in Beverly Hills listed with a marketing video showing nude women, covered in gold paint, cavorting in bed. (He's since filmed a PG-rated video for the property.)

And while most comments on his videos are appreciative, there are those naysayers who decry the absurdity of a \$250 million house with a non-functioning helicopter parked on its roof. "So, so gross," one simply commented.

Richards welcomes the criticism. After filming 110 homes representing a collective \$4 billion in listing volume, he says every view, even from hate-watchers, brings his videos closer to achieving viral fame, the kind that L.A.'s Realtors and developers relish. And with seven years of experience, he's now equipped with the tools to help them make that happen — a YouTube channel that's accumulated 41 million total views and 152,000 sharehappy subscribers, for starters.

"At the end of the day, I can look my client in the eye and guarantee their video will get a minimum of 200,000 views," Richards says. "That's pretty much priceless." 📺



DINO-MITE!
A Tri-Blend video featured a mansion with a \$1.5 million fossil.

LOS ANGELES

**JOSH ALTMAN AND MATT ALTMAN**

The Altman Brothers at Douglas Elliman Beverly Hills

The brothers opened their new Beverly Hills office last year and their 2019 total sales volume was \$451 million, adding to their \$3.25 billion sales volume year-to-date. With celeb clients including Kim and Kanye West, Alicia Keys and Norman Lear, the stars of Bravo's "Million Dollar Listing Los Angeles" had notable 2019 sales including the Razor House's \$24.995 million record-breaker in La Jolla (they held the listing and also repped buyer Keys); the \$39 million Norman Lear estate; and a \$19.9 million record-breaking sale in Hawaii. "It's a great time to be a buyer looking for real estate in the L.A. market in 2020. Lots of opportunity," they say.

**CINDY AMBUEHL**

The Cindy Ambuehl Group at Compass

Sold 694 Walther Way, Brentwood (listed at \$12 million), representing both buyer and seller. Client was producer-songwriter Mikkel Eriksen. "Despite all the political turmoil and trade uncertainty, not much seems to get in the way of California's immense real estate market. California is moving into the rank of fourth of the United States' largest economies, with Los Angeles home prices rising 7.4% over the last 12 months. With millennials buying and baby boomers selling in L.A., interest rates continue to remain low. A record 18.7 million Californians are employed, wages are rising, and they're ready to buy homes! Every day is a great day to buy and sell in L.A.," she says.

**BEN BACAL**

CEO/ Founder of Revel Real Estate

Biggest '19 sale was \$94 million, with Bacal representing the buyer of Bruce Makowsky's 924 Bel-Air Road. New listings include a \$49 million Holmby Hills mansion, next door to Playboy Mansion; relaunching 1231 Largo Vista at \$32 million, up from previous asking price of \$30 million; and 1895 Rising Glen Road at \$13.99 million. He also launched Rila, a free real estate listing app. "2019 ended on a record-breaking high note, setting us up for an optimistic 2020. We will see the rise of homes actually being sold on social media, and large land plots being snatched up as they become fewer and far between," he says. "Co-living is trending for millennials whereas mega-millennials are the driving force of personalized real estate transactions taking place over social media."

**SANTIAGO ARANA**

Managing partner, The Agency

Ranked No. 7 in the country, Arana has closed over \$2 billion worth of real estate, reps star clients LeBron James, Lady Gaga and Larry David. He developed a spec home opposite the house he developed and sold to James, purchased by Formula One racing heiress/socialite Petra Ecclestone. Recent sales include 23768 Malibu Road offered at \$19.5 million, a double-ender, and Windsor Smith's Brentwood house at \$36 million. "The luxury L.A. market is very healthy and we have a big influx of very affluent buyers — from London, New York, Silicon Valley, Boston — all looking in the \$10 million and up range, and we have the supply here," he says.

**ERNIE CARSWELL**

Douglas Elliman Beverly Hills

Part of Elliman's Sports & Entertainment Division, Carswell in 2019 did \$287 million-plus in sales volume with 97 transaction sides. He sold the iconic Brady Bunch home in Studio City for a record-breaking price to HGTV; Katie Perry's 7310 Mulholland Dr. mansion for \$9.4 million; Aaron Eckhart's 2320 Gloaming Way home in Beverly Hills for \$3 million-plus; handled the purchase of Armie Hammer's Hancock Park mansion at \$4.7 million; and sold one of Steve Martin's Beverly Hills homes for \$2.2 million. "The biggest trend is that developers are divorcing from the boring white stucco boxes they've built for the past five years, as no one wants them anymore. New homes now have much more warmth and interesting architecture," he says.



UNIQUE DIGS
Chris Cortazzo and Ginger Glass listed this Malibu beach house.

**JORDAN COHEN**

Re/Max

Crowned by real estate trade web site Inman as the top luxury agent of 2019, he broke two big records: the \$35 million sale of the Thousand Oaks estate of Legendary's Thomas Tull — a Ventura County record — and a \$22.2 million deal in Hidden Hills. With a deep pool of sports stars and celeb clients, he currently holds former NFL star and current Fox Sports personality Reggie Bush's Pacific Palisades listing for \$8.49 million and the Hidden Hills home of the L.A. Rams star Brandin Cooks for \$5.8 million. "As long as interest rates stay low, the market will stay very steady," Cohen says.

**CHRIS CORTAZZO**

Compass

The Malibu native and local real estate icon has over \$5 billion in sales and has been the top Malibu agent for 17 years. Active listings that include a Guy Dreier-designed beach house at 33256 Pacific Coast Highway, Malibu (listed at \$65 million); 21536 Pacific Coast Highway, Malibu (listed at \$23 million), owned by Candy Spelling; 31952 Pacific Coast Highway, Malibu (listed at \$6.95 million), owned by Cindy Crawford and Rande Gerber. "2020 is already starting off as a banner year. There are tremendous deals in Malibu and smart buyers are taking advantage of the current market conditions. I expect this to be my best year yet," he notes.

LOS ANGELES



DREW FENTON
Hilton & Hyland

Specializing in significant estates with \$4 billion-plus in sales, Fenton has sold such iconic properties as the Chartwell Estate (repping both buyer and seller), the Playboy Mansion, the Brody Estate, Rosewood and the Ennis House. Sales total for the past 12 months hit almost \$700 million. Current listings include Owlwood in Holmby Hills, for \$115 million; 330 N. Mapleton, Holmby Hills, for \$70 million; the Bellagio Estate, Bel-Air, for \$68 million; 1300 Beverly Estate Dr., Beverly Hills, for \$37.95 million; 1140 Tower Road, Beverly Hills, for \$32.5 million; and 10778 Chalon Road, Bel-Air, for \$32.5 million. "Our market of \$50 million-plus is the strongest in the nation and will continue into 2020," he notes.



SALLY FORSTER JONES
Sally Forster Jones Group

The real estate veteran sold 1091 Laurel Way, Beverly Hills (listed at \$35 million); 1966 Carla Ridge, Trousdale Estates (listed at \$46 million); 1677 N. Doheny Dr. (listed at \$25.95 million), and the highest "bird streets" sale since 2017. Active listings include the Owlwood Estate, Holmby Hills (listed at \$115 million); 521 N. Canon Dr., Beverly Hills (listed at \$39.95 million); 1108 Tower Road, Beverly Hills (listed at \$36.5 million); and 916 June St., Hancock Park (listed at \$15.95 million). "Last year, L.A. truly solidified its reputation as a leading city for real estate with several record-breaking sales," she notes. "I see that trend continuing into 2020 with both local and international buyers investing in L.A. properties."



TOMER FRIDMAN
The Fridman Group, Compass

Fridman sold 1966 Carla Ridge, Trousdale Estates, listed at \$46 million; 9601 Oak Pass Road, Beverly Hills, listed at \$27.5 million; a Noah Walker designed home for \$22.5 million that was the highest November 2019 sale for L.A.; 800 Stradella Road, Beverly Hills (\$37.5 million), the highest 2019 land sale for Los Angeles; and 1677 North Doheny Dr., in the bird streets, listed at \$25.95 million and the highest bird streets sale since 2017. Active listings include the Beverly House, Beverly Hills (listed at \$135 million). "As the top market in the nation, L.A.'s ultra-luxury real estate has evolved into an international attraction for the world's biggest players, making 2020 an exciting year, especially for listings such as my \$115 million Owlwood Estate," he says.



CARL GAMBINO
Westside Estate Agency

Clients include Jennifer Lopez and Alex Rodriguez, Joe Jonas and Sophie Turner, and Nick Jonas and Priyanka Chopra. Recent sales include repping buyers for an off-market \$20 million Encino home (the highest sale in Encino history) and a \$14.1 million Encino home (the second-highest sale in Encino history). He was sole agent for an off-market \$16.7 million sale in Brentwood Park. Current listings include Eva Chow's house for \$69.97 million, showing as a pocket listing. He just signed to sell 14 condos at the Palihouse. "The 2020 high-end market in greater Los Angeles will continue to be strong not only in core areas like the Westside but also in suburban enclaves such as Encino, Sherman Oaks and the West Valley," he notes.



GINGER GLASS
Compass

The top agent famed for her ultra-luxe properties had another big year, and current active listings include: The Wallingford Estate, Beverly Hills (listed at \$110 million); the Max Azria Estate, listed at \$78 million; 145 N. Mapleton Dr., Beverly Hills, listed at \$55 million; 33256 Pacific Coast Highway, Malibu, a Guy Dreier architectural gem, listed at \$65 million; 81307 Amundsen Ave., La Quinta listed at \$24.5 million; and 74470 Quail Lakes Dr., Indian Wells, listed at \$11.45 million. "The 2020 market is set to continue and even exceed what was experienced in the second half of 2019, with some of the largest sales in the country taking place throughout Beverly Hills, Bel-Air and Malibu," says Glass.

HONORED TO BE NAMED TO VARIETY'S
REAL ESTATE ELITE FOR 7 CONESCUIVE YEARS



PENTHOUSE 40 | THE CENTURY
GREG HOLCOMB | CASSANDRA PETERSEN
gregholcomb.com

Holcomb DRE 01347788 | Petersen DRE 01969956

COMPASS

LOS ANGELES



ELISABETH HALSTED
Berkshire Hathaway

Her recent sales include director Taika Waititi’s purchase in Studio City. She represented the buyer of an entertainment mogul’s home covered by an NDA in lower Mandeville Canyon and Maria Bello’s purchase in Studio City. Current listings include Jim Belushi’s home in Brentwood Park for \$38 million and Heather Graham’s house in Beachwood Canyon. “California housing is trending as more desirable for homeowners. There are more people who want to live here than housing, and that means strong homes are selling,” she says. “A key word to keep in mind for 2020 is ‘unique’ — distinctive properties in interesting, desirable locations are going to find the right buyer, as long as the price is fair.”



JAMES HARRIS AND DAVID PARNES
Directors, The Agency

The “Million Dollar Listing Los Angeles” stars had another banner year, with sales in excess of \$400 million. They broke six records in 2019, including repping the seller in the \$120 million sale of 594 S. Mapleton in Holmby Hills, which is the second highest sale ever in L.A. County; they represented the seller in a \$72.5 million sale in the Trousdale area — the highest sale in Beverly Hills history; and a sale in the Hollywood Hills/Sunset Strip area for \$35.5 million. “The high end has seen an abundance of activity in all areas,” they report. “The Sunset Strip is finally experiencing an upswing with a handful of sales in the \$20 million-plus range. The market continues to be very strong in 2020.”



JEFF HYLAND
President, Hilton & Hyland

Hyland had the highest sale in L.A. history, the Chartwell Estate in Bel-Air, for \$150 million, and the second-highest, the Manor in Holmby Hills, for \$119.75 million (it’s the former Spelling Manor). Hyland also sold Villa Sarbonne in Bel-Air for \$75 million; the Beverly West Penthouse, bought by the Weeknd for \$21 million; and Lindsey Buckingham’s Brentwood estate for \$28 million. Current listings include Villa Frenze in Beverly Park for \$165 million and the Enchanted Hill (the late Paul Allen’s estate), in Beverly Hills, for \$110 million. “In the last three years, our office has represented clients on four sales over \$100 million. L.A.’s become the blue chip art of real estate,” he says.



AARON KIRMAN
Compass

The star of CNBC’s “Listing Impossible” had a huge year: he sold 281 and 201 Bentley Circle, Bel-Air, for \$52.2 million and two Santa Monica penthouses for \$12.5 million. He also repped seller Toni Ko, who created NYX Cosmetics, and buyer in a transaction; sold 12921 Marlboro St., Brentwood Park, for \$14.47 million; sold 1281 Stone Canyon Road, Bel-Air, \$12.35 million — the seller was the NBA’s Chandler Parsons, and the buyer was high-profile entertainment attorney Aaron Rosenberg. He also sold 1506 Sorrento Dr., Pacific Palisades, for \$10.6 million. “I wasn’t that optimistic about 2020 last year, but feel far more so now, what with low interest rates, the booming stock market and new trade deals,” Kirman says.



BRETT LAWYER
Hilton & Hyland

Lawyer repped seller Drew Barrymore on a Hollywood Hills midcentury compound, asking \$17 million; repped seller on J.B. Leonis estate in Hancock Park, asking \$10.9 million; repped seller art dealer Margo Leavin on a Hollywood estate, asking \$8.8 million; repped buyer and seller Carole Black of Lifetime TV on a gated Beverly Hills home, asking \$7.5 million; and repped seller landscape designer Jay Griffith on the former Eddie Albert estate in Pacific Palisades, asking \$19.5 million. “2020 is off to a great start. The economy is really strong, the stock market is at record levels and we are in an election year. Confidence is evident throughout the market and the demand for unique properties is incredible,” he says.



LINDA MAY
Hilton & Hyland

May’s recent mega-sales include 6962 Wildlife Road, Malibu, the home of Sidney and Caroline Kimmel and Johnny Carson’s former home, at \$65.2 million; 2 Oakmont Dr., Brentwood, at \$42 million; 9431 Sunset Blvd., Beverly Hills, at \$17.3 million; 901 N. Roxbury Dr., Beverly Hills, at \$10.9 million; and 603 N. Bedford Dr., Beverly Hills, at \$15.9 million. “A super-charged January has delivered incredible listings, rejuvenated buyers/sellers and the continuous influx of global influencers wanting a presence in L.A.,” she says. “Opportunity and promise await in the new year ahead.”



JADE MILLS
Coldwell Banker
Residential Broker

It was another huge year for Mills, whose top sales for 2019 (listing price noted for each) include 875 Nimes Road, Bel-Air, for \$195 million; 594 S. Mapleton Dr., Bel-Air, for \$160 million; 10539 Bellagio Road, Bel-Air, for \$34 million; 1006 Laurel Way, Beverly Hills, at \$31.95 million; 299 N. Saltair Ave., Brentwood, at \$29.5 million; and 11951 Crest Place, Beverly Hills Post Office, for \$22.5 million. “The outlook for 2020 is absolutely fabulous,” Mills says. “We have started this year with a bang! I have already closed about \$50 million in real estate in the first 15 days of January and I am extremely busy. It seems everyone has come out and is ready to buy and the sellers are definitely more reasonable. I feel this will be a record-breaking year.”



DAVID OFFER
Berkshire Hathaway
HomeServices

Well-known for his service and confidentiality, Offer has sold 980 homes totaling almost \$3.5 billion in sales over the past 28 years. In 2019, his total sales volume exceeded \$265 million, and his clients include movie stars, directors, producers, musicians, professional athletes and Fortune 500 company executives. In 2018, he was named the No. 1 producing agent for Berkshire Hathaway HomeService’s entire national network, and recognized by Real Trends as the No. 11 producing agent in the entire U.S. “Buyers are motivated to buy and are frustrated about the lack of inventory, but are unwilling to compromise and buy something that does not check all the boxes and offer good value,” he says.



JASON OPPENHEIM
The Oppenheim Group

The top agent racked up huge sales in 2019, ranging from luxe properties including 8408 Hillside Ave. for \$35 million, 9362 Nightingale for \$16.25 million and 1233 N. Doheny Dr. for \$9.15 million. Not to mention that he’s one of the stars of Netflix series “Selling Sunset.” “I expect the market to remain relatively stable in 2020, with sellers adjusting their aspirational pricing in response to the more careful and discerning buyer. We will likely see some buyer conservatism leading to a decrease in volume as we near the election,” he says.



TAMI PARDEE
Founder and CEO, Halton Pardee + Partners

Pardee has more than \$4.3 billion in sales, over 2,826 transactions, and has donated over \$1.3 million to local charities including her own foundation, Life Change Warriors. Top listings and transaction in 2019 included the sale of the beach-front home of former William Morris CEO Walter Zifkin; she listed the home of former Scis-sor Sister singer Jake Shears, and a classic Venice bungalow property at 826 Woodlawn Ave. that belonged to producer-writer Gary Auerbach. “People want to live with their tribe and feel connected. We need connection more than we need things in a home. The location and community should be an extension of our personality,” she says.



What’s as good as an Oscar?
...A Trophy Estate



940 OAKMONT DRIVE EAST | BRENTWOOD

NEW LISTING | OFFERED AT \$16,900,000



BRANDEN & RAYNI WILLIAMS
310.691.5935
THEWILLIAMSESTATES.COM
DRE# 01774287 | DRE# 01496786



MICK PARTRIDGE
310.990.6425
MICK@HILTONHYLAND.COM
DRE# 02015130



INTO THE WOODS
Tomer Fridman
recently listed Oak
Pass House, which
sold for \$22.5 million.



**CASSANDRA PETERSEN
AND GREG HOLCOMB**
Compass

Well-known for working with movie stars, pro athletes and international business professionals, the team head the Community Giving Fund, which last donated to more than 25 local Southern California organizations including Pasadena Symphony and Youth Orches-

tra and the Southeast Community Foundation. They also work on a grassroots level to educate local youth, and with human rights, animal rights and environmental organizations. In 2019 they sold a penthouse for over \$13 million, and currently list a penthouse for over \$14 million, and a full-floor penthouse in the exclusive Century for \$35 million. “2020 has started with a promising surge of activity,” says Holcomb, “but election years historically slow down after summer, as voting day approaches — and this is going to be an election year like no other. ”



THE HOUSE WHEEL OF FORTUNE™ & JEOPARDY™ BUILT

This iconic gathering place for TV industry titans of the 80s presents a rare opportunity to own a piece of Hollywood history.

927 N Whittier Dr
Beverly Hills

Offered at \$9,950,000
927Whittier.com

JUDY FEDER
310.858.5464
DRE 01250325



LOS ANGELES



KURT RAPPAPORT
Westside Estate Agency

Repped both buyer and seller, Ron Meyer and Jan Koum, in a \$100 million Malibu sale; sold Petra Ecclestone's Holmby Hills estate for \$120 million; repped both Adam Levine (seller) and Ellen DeGeneres (buyer) on sale of \$45 million Beverly Hills estate; repped Harry Styles on sale of his \$7 million Hollywood Hills home; sold Bob Evans' legendary Beverly Hills estate to Discovery Networks CEO David Zaslav; and sold David Geffen a \$30 million lot in Trousdale Estates. "Demand isn't for brand-new houses or massive square footage. It's for very well-architected homes designed by the likes of Paul Williams, Wallace Neff, John Woolf, James Dolena, John Lautner and Richard Neutra that have today's modern amenities," he says.



STEPHEN RESNICK & JONATHAN NASH
Hilton & Hyland

The duo repped the buyer of mega-mansion 630 Nimes Road, which sold for \$56 million; repped the buyer of 1110 Maytor Place, which went for \$15.5 million; and repped the seller in the \$46.5 million deal for 1155 Angelo Dr. in Beverly Hills. They also represented buyer Sebastian Maniscalco for a \$21.65 million purchase. Says Resnick: "Any high-quality, well thought-out product will sell; the 2020 L.A. market will not only be about 'location, location, location,' but also 'product, product, product.'" Adds Nash, "2019 was a record-breaking year demonstrating that above all, quality sells. 2020 is anticipated to be another exciting year with demand still at an all-time high."



JOYCE REY
The Joyce Rey Team

Coldwell Banker Global Luxury Coldwell Banker Residential Brokerage

Record-breaking 2019 sales include the storied Chartwell Estate at 875 Nimes Road, Bel-Air, formerly owned by Jerry Perenchio. It was reportedly snapped up by Lachlan Murdoch for \$150 million, the highest price in California history. Other mega sales included 800 Nimes Road, at \$21.5 million; 1244 Moraga Dr., Bel-Air, at \$19.5 million; and 912 Hillcrest Road, Beverly Hills, for \$19 million; "The luxury market is one of the strongest sectors right now because of the stock market strength," she says. "2019 started poorly, but ended with record sales, and 2020 has begun very strong."



BILLY ROSE
Founder and president, The Agency

Rose has repped high-net-worth and celebrity clients for more than 25 years. Notable transactions and listings in the last year include 717 N. Las Palmas, listed by James Tupper and Anne Heche; 7651 Willow Glen, sold by Chris Pratt and Anna Faris; and 4143 Hayvenhurst, a confidential sale for an entertainment legend. "Though the number of sales is down, pricing is actually flat or somewhat appreciating. Good, well-priced homes/opportunities sell quickly and/or go in to bidding wars," he says. "Reductions are not necessarily a sign of declining market."



STEPHEN SHAPIRO
Westside Estate Agency

The co-founder of uber high-end luxury brokerage WEA had recent top sales including the Brad Grey estate at \$70 million and the Anderson estate at \$25 million. He is currently representing Casey and Laura Wasserman for the Foothill Estate in Beverly Hills offered at \$82.5 million. "We all read that the luxury market was hard hit in 2019, but then during the last quarter there was a run on super-luxury, all the way up to \$150 million, followed by quite a few in the \$20 million-\$30 million range," he notes. "The flurry of very expensive homes means that buyers are comfortable spending money. This, through osmosis, gives others below them confidence to buy because the 'smart people' are buying."



MARC & SARA SHEVIN
Berkshire Hathaway

Averaging \$200 million in yearly sales and specializing in Calabasas and Hidden Hills, the powerhouse father and daughter team sold every listed property in Hidden Hills that closed for over \$10 million in 2019. The most notable sale included a new home at 5521 Paradise Valley Road, which closed for \$22.2 million and set a new record in Hidden Hills. Other top sales include 24051 Long Valley Road for \$15 million; 24400 Little Valley Rd. for \$14.6 million; and 25220 Walker Road for \$14.58 million. "We anticipate that 2020 will be another strong year for Calabasas and Hidden Hills. Our buyers continue to move here for the relaxed lifestyle, guard gated developments and comparative values that drive our market," they say.



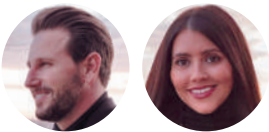
TRACY TUTOR
Douglas Elliman, Beverly Hills

The first woman and star of Bravo's "Million Dollar Listing Los Angeles" was chosen to represent the tony West Hollywood Edition Hotel and Residences, which launched in early 2018. She also beat out competitors to become the U.S. ambassador for the Royal Atlantis Resort and Residences in Dubai — a prestigious role as she reps the luxury property in the U.S. In 2019, she handled sales/marketing of Scott Gillen's Malibu Series Portfolio, 13 architecturally significant residences with a combined asking price of \$500 million. She recently sold a home in Brentwood for \$19.66 million and ended the year with a sales volume of \$180 million. "We had an amazing 2019 in Los Angeles with record breaking sales and a strong start to the year with great closings in January so we are hopeful that we will keep up the same momentum in 2020," they say.



THE UMANSKY TEAM: MAURICIO UMANSKY, EDUARDO UMANSKY AND FARRAH BRITTANY
The Agency

The Agency founder/CEO Mauricio Umansky, father Eduardo Umansky and daughter Farrah Brittany — has sold the most U.S. homes priced above \$20 million. Recent notable sales include 822 Sarbonne (\$75 million). Mauricio also makes appearances on "The Real Housewives of Beverly Hills" as his wife, Kyle Richards, is one of the stars. "We had an amazing 2019 in Los Angeles with record breaking sales and a strong start to the year with great closings in January so we are hopeful that we will keep up the same momentum in 2020," they say.



BRANDEN & RAYNI WILLIAMS
Williams & Williams Estates Group

With another record-setting year in 2019, they became the country's top producing team, clearing over \$700 million in sales, including the highest sale of a Frank Lloyd Wright home ever — the Ennis House for \$18 million. New listings include Jason Statham's mid-century Malibu beach house for \$19.9 million. They're exclusive listing agents for The One in Bel Air, the country's most expensive house, and are launching Williams & Williams Designs. "L.A.'s luxury market will break records in 2020 as we continue to see foreign investment in L.A. real estate return even during an election year. We also predict more cannabis entrepreneurs putting their green rush dollars into solid property assets," they say.



JONAH WILSON
Hilton & Hyland

Wilson grew up in showbiz (father Carl Wilson co-founded the Beach Boys) and over the past 30 years he's forged a highly successful career in ultra-luxe real estate, repping celeb clients and deals including Pharrell Williams' purchase from Tyler Perry in Beverly Hills; Priscilla Presley's sale of a family home in Brentwood; and Ted Sarandos and Nicole Avant in a Malibu sale of \$21.25 million. "Demand for true top-tier properties is incredibly strong. But only the highest quality properties are going straight up, while the garbage is being weeded out. Ultra-high-net-worth individuals are benefiting from incredible gains in their investment portfolios," he says.



Designed & Built by Ami Konjevic

2419 El Contento

2419ElContento.com



AS SEEN ON TV
"Million Dollar Listing" hit Bravocon (left) Tracy Tutor, Fredrik Eklund, Ryan Serhant, Josh Flagg and Tyler Whitman; the L.A. "Million Dollar Listing" crew.

MILLION DOLLAR LISTING: HEDD GUTMAN/BRavo; MILLION DOLLAR LISTING L.A. MAARTEN DE BOER/BRavo



eric lavery
+ PARTNERS

310.908.6800 | ericlavery.com

Sotheby's International Realty and the Sotheby's International Realty logo are registered (or unregistered) service marks used with permission. Operated by Sotheby's International Realty, Inc. Real estate agents affiliated with Sotheby's International Realty, Inc. are independent contractor sales associates and are not employees of Sotheby's International Realty, Inc. Equal Housing Opportunity. Eric Lavery DRE: 151292

Sotheby's
INTERNATIONAL REALTY

NEW YORK



OREN AND TAL ALEXANDER
The Alexander Team at Douglas Elliman, New York and Miami

Celebrity clients include the Weeknd, Kanye West, Timbaland and Tommy Hilfiger. They broke more records in 2019, including repping billionaire Ken Griffin on a sale of a New York penthouse for \$238 million, the most expensive U.S. home purchase ever, and selling the most expensive home in Miami at 3 Indian Creek Island Road for \$50 million. “Miami is booming in the luxury market and we’ve broken our own records for homes and condos in the past year,” reports Oren. “New York’s also seeing a lot of transactions at the top of the market, as clients see a great opportunity, but more than ever they need to trust your judgment.”



CARRIE CHIANG
Corcoran

With 36 years experience, the pre-eminent N.Y. broker and Corcoran’s salesperson of the year, which she has won several times, had another impressive year, with top sales including a deluxe townhouse at 134 E. 74th St. for \$25.5 million; another townhouse at 3 East 89th St., for \$22.3 million; a condo at 1 Central Park South, for \$19.6 million; and a condo at 155 West 11th St., for \$18.8 million. Her current listings include 12 East 63rd St. (\$67 million); 2 East 82nd St. (\$32 million); 10 East 76th St. (\$29.95 million); 7 Sutton Square (\$29.5 million); a luxury penthouse at 30 East 85th St (\$28.5 million); and 3 East 95th St., another penthouse (\$25 million).



RAPHAEL DE NIRO
The De Niro Team at Douglas Elliman New York

In addition to his successful resale business, has overseen marketing and sales for top new developments in New York City, including The Pearlline Soap Factory, 76 Madison, the TriBeCa Fairchild, 150 Charles Street and 27 Wooster, all of which have achieved sold-out status. The penthouse at 565 Broome was the biggest recent sale for \$36.415 million. He is currently representing several new projects that are active, including a \$40 million penthouse at 111 Murray St., and a \$19.95 million residence at 60 Bethune St. “The New York City real estate market has an acute oversupply of new condominium inventory,” he says. “2020 will be the year of sober pricing. As a buyer, the world is your oyster!”



FREDRIK EKLUND AND JOHN GOMES
The Eklund | Gomes Team at Douglas Elliman

The team has more than \$14 billion in sales in the past decade. Eklund is the star of Bravo’s “Million Dollar Listing New York.” The national team is currently overseeing sales for New York City and Miami’s top new developments, as well as 8899 Beverly in Los Angeles. Highlights of 2019 include expanding to the South Florida market. Celebrity clients include Jennifer Lopez, Bruce Willis, Gigi Hadid and Daniel Craig. “We are now a strong 80-member team in four cities and feel well-positioned for 2020 where we are already witnessing sellers pricing properties more realistically, making it a great opportunity for buyers,” they say.



ALEXA LAMBERT
Compass

The agent, whose clients include Bob Iger, Willow Bay, Katie Couric, Mariska Hargitay and Julia Roberts, racked up big sales last year including 80 Columbus Circle, unit 74AB, at the Mandarin Oriental, for \$29 million; and the New York City mansion at 807 Park Ave. that once belonged to rapper Sean “Diddy” Combs for \$24 million in December. Lambert currently has listed and put into contract 15 East 26th St., unit 12E, for \$4.2 million. “Manhattan is an especially diverse and magical little island. Because it’s an island, there is limited availability and property has increased in value dramatically over time,” she says. “There is nothing like New York and if you have an apartment here you get to be a New Yorker and what’s better than that?”

MIAMI

CHRISTIAN ANGLE
Christian Angle Real Estate

Specializing in luxury residences and commercial properties in Palm Beach and South Florida, Angle & Co. take a boutique-style approach to selling, buying or leasing, and was nationally ranked No. 2 among the top 250 real estate professionals in the Real Trends/ Wall Street Journal and No. 1 in Florida in 2019. In 2018 the firm closed over \$570 million in sales. Top recent sales include 608 Island Dr., Palm Beach, at \$15.48 million; 130 Chilean Ave., Palm Beach, at \$8 million; 160 Spyglass Lane, Jupiter, at \$7.95 million; 100 Royal Palm Way, Palm Beach, at \$5.24 million; 238 Plantation Rd., Palm Beach, at \$4.2 million; and 330 S. Ocean Boulevard D-1, Palm Beach, at \$4.14 million.



ELOY CARMENATE & MICK DUCHON
Douglas Elliman Real Estate in Miami Beach

In 2019, the team closed on \$72.6 million specifically in Miami Beach with an additional \$18.6 million in pending sales to close after the first of the year. High-profile clientele and sales include Bruce Eichner, the New York/Miami developer whose Continuum penthouse was listed for \$39.9 million. “Mick and I are experiencing momentum in the high-end \$20 million-plus market for single family homes with high-profile hedge fund managers, entertainers and athletes. With pricing now meeting buyers’ expectations, we feel bullish about the Miami market, especially Miami Beach,” says Carmenate.

CRISTINA CONDON
Sotheby’s Intl. Realty

The top agent, who began her real estate career with Sotheby’s Intl. Realty in 1982, has racked up over a billion dollars of residential sales in Palm Beach over the past 10 years. Key luxe sales include 60 Blossom Way, Palm Beach, with a final price of \$81 million, in which she represented the seller; 589 N. County Road, Palm Beach, with a sold price of \$50 million, in which she represented the buyer; and a Palm Beach mansion, last asking \$59 million, in which she represented the seller. “The market here is really growing because of all the tax increases in such states as New York, Connecticut, Illinois and California, and people are moving here as there’s no state tax, and most want brand-new construction,” she notes.



THE JILLS ZEDER GROUP: JILL EBER, JILL HERTZBERG, JUDY ZEDER
Coldwell Banker Residential Real Estate

Last year saw two major players in the luxury market, the Jills and the Zeder Team, combine to form a new powerhouse team and rack up mega-sales totaling \$665 million-plus “Miami’s luxury market has always had international flight and clients, but now we’re also seeing strong domestic flight, especially from the high-tax high-tech states like New York and California. There’s also an upwards trend in clients from Brazil and other Latin American countries,” says Eber.

LAWRENCE MOENS
Lawrence A. Moens Associates

Established in 1982, the industry leader in luxury real estate has since closed transactions totaling several billion. Current high-end listings include 1820 S. Ocean Blvd., Palm Beach — a historic landmark Addition Mizner compound with substantial interior renovations now complete, and a private underground tunnel to the beach, priced at \$52 million. Other top listings include 640 S. Ocean Blvd., Lake Worth, a new oceanfront compound, priced at \$41.75 million; 12510 Seminole Beach Road, North Palm Beach, at \$29.5 million; and 930 S. Ocean Blvd., Palm Beach, a landmark residence, meticulously restored, priced at \$22.95 million.



DESIGNER DELIGHT

Eloy Carmenate and Mick Duchon rep this Miami Beach mansion.



RYAN SERHANT
Nest Seekers Intl.

The star of Bravo’s “Million Dollar Listing New York” and spin-off “Sell It Like Serhant” and his team closed nearly \$800 million in 2019, including the No. 1 sale in the Hamptons for \$39.25 million; a home in Sag Harbor for \$14 million; and multiple new development projects, including deals for three new towers in Long Island City. “We also sold our first house through YouTube, for \$13 million, and now we do a significant number of deals through YouTube and it’s probably our biggest lead generator. It’s pretty crazy but that’s how the world’s changed. I’m very optimistic about 2020. Low interest rates make buying more affordable than ever, depending where you’re looking,” says Serhant.

DE NIRO: MICHAEL MCWENNEY; MIAMI BEACH MANSION: CHRISTIAN SANTAGO



Steven Bruns **Diana Armstrong-Bruns**
CALL 407.989.9635 CALL 407.989.9664
(818) 536.3509 (818) 536.3508
bruns2009@gmail.com HomesToDiFor@kw.com | www.HomesToDiFor.kw.com



Homes to Di for
Luxury Real Estate

UP NEXT



BEN BELACK
The Agency

Represented Twitter/Square founder Jack Dorsey on the buy of 2660 Skywin (he sold it in multiples for over \$400,000 more a year later); represented Serge Azria (brother of BCBG founder Max Azria and designer of Joie Equipment and Current/Elliott) on the sale of 1816 Laurel Canyon to director Len Wiseman; sold 125 S. Sweetzer for Lynnewood Bibbens, CEO and co-founder of ReachTV Network. Belack currently represents Joseph Gordon Levitt and Tasha McCauley's home in Los Feliz. "While many think our market's cooling, it's certainly stabilized. Homes priced well are flying, and at all price points," he says.



FARRAH BRITTANY
The Agency

A key member of the Agency team, which has sold the most U.S. homes priced above \$20 million. Clients include entertainment industry honchos, DJs, producers and models. Recent notable sales include 822 Sarbonne (\$75M), 1627 E. Valley Road, 11507 Orum, 979 Bel-Air, 1307 Sierra Alta, 837 Greenway, 8590 Hollywood (the team represented the buyer) and 634 Pinnacle Crest sold with Jane Weintraub in April 2019. "While the market feels more unpredictable these days, we still had some gigantic, record-breaking deals go down in 2019. The demand to live in Los Angeles is at an all-time high, and I'm pretty optimistic that momentum will carry into 2020," she notes.



SMITH CHO
Compass

The California native has had a great year with top deals including 9061 Thrasher Avenue, in the famed "bird streets," listed at \$6.95 million — she represented buyer Bobby Flay in that transaction. Other deals included 15253 De Pauw, Pacific Palisades, which sold off-market for \$7 million. She represented seller Giada de Laurentiis in that deal. She again repped de Laurentiis as a buyer for a Pacific Palisades home listed at \$5 million. Celeb clients also include Natasha Lyonne. "There will be more vertical integration occurring. And with the power of digital omnipresence, people will look to agents even more for hyper-focused guidance, knowledge and situational awareness," she says.



IKEM CHUKUMERIJE

Specializes in luxe properties for pro athletes and celebs. Recent closings include repping buyers Dallas Cowboy Robert Quinn and wife Christina for 1662 Courtland Dr., Frisco, Texas, at \$1.8 million; repping buyers of a \$4.45 million Encino estate and a \$10 million Los Angeles home. Represented buyers for Sherman Oaks homes sales of \$1.52 million, \$2 million and \$1.85 million. "The San Fernando Valley luxury market is at an all-time high and continues to break records. Encino specifically has been a huge part of those records. In 2020, I don't see any slowdowns. I'm in escrow now with two properties over \$9 million that are off-market. They will close in the first quarter if all goes well," he says.



NEYSHIA GO
Compass

A co-star of CNBC's "Listing Impossible," Go's notable sales included 223 Ashdale Place in Bel-Air for \$8.2 million; 126 Westgate in Brentwood for \$5.6 million; 25330 Prado De Ambar in Calabasas for \$3.8 million; 351 N. La Jolla Ave. in West Hollywood for \$3.55 million; and 1444 Queens Road in Sunset Strip/Hollywood Hills for \$2.5 million. Her top listings for sale include 1162 Sunset Hills, in the Hollywood Hills, for \$6.49 million; 7405 Pyramid Place, in the Hollywood Hills, for \$4.7 million; and 3321 Bonnie Hill Dr., in the Hollywood Hills, for \$2.9 million. "As it's an election year I see the market staying about the same, especially in the \$5 million-\$7 million range, but in '21 we may see a softening," she says.



HIGHLIGHT
Fredrik Eklund and John Gomes rep this Gotham pad with Central Park views.



COOPER MOUNT
The Agency

Top 2019 sales included 31504 Victoria Point, for \$12.15 million (represented buyer Anthony Zuiker, creator of television franchise "CSI." Seller was NBA star Kevin Durant); 38 Malibu Colony Road, for \$12.32 million (represented seller Eric Roth, Oscar-winning writer of "Forrest Gump"); and 24051 Long Valley Road, for \$15 million. Mount's new listings include 33014 Pacific Coast Highway, at \$30 million (previously owned by Nicolas Cage), off-market; 3250 Serra Road, at \$18.75M (formerly owned by Kelsey Grammar); and 26060 Pacific Coast Highway, at \$7.19 million. "Los Angeles continues to be one of the most desirable places to live, period," he says. "Special properties will continue to hold their value and when priced right will continue to sell quickly. I'm looking forward to another incredible year."



MICK PARTRIDGE
Hilton & Hyland

Celebrity clients include former NBA great Scottie Pippen, MySpace co-founder Aber Whitcomb, showrunner/exec producer of "Conan Show," Jeff Ross, and French Laundry and Per Se chef/owner Thomas Keller and partner Laura Cunningham, who runs Keller's businesses. Notable recently sold listings include new construction in Serra Retreat, sold for \$10 million (he double-ended the deal); 232 Avondale Ave. in Brentwood, sold for \$7.75 million; 1273 Stone Canyon Road in Bel-Air that sold for \$7.5 million; 339 18th St. in Santa Monica that sold for \$6.23 million; and 500 N. Bristol Ave. in Brentwood, which sold for \$5.77 million. "Even though the overall market has cooled slightly, well-developed properties remain in high demand and the luxury market looks to continue breaking records this year," he says.



ANGEL SALVADOR
The Agency

It's been a huge year for the young agent, with highlights from 2019 that include the \$21 million sale of Penthouse Beverly West as well as the \$25 million recent listing in ultra-desirable Hidden Hills for client the Weeknd. Other big deals included a \$4.5 million transaction for Lil Pump; a \$3.5 million Woodland Hills mansion for rapper Swae Lee sold by actors Jonathan Frakes and Genie Francis; a \$3.3 million home for Dooney Battle, Lil Pump's manager; a \$2.45 million home for Nick Jarjour, Starrah's manager. "The trend in 2020 is going up — literally — as clients are leaving houses and moving into high-end luxury condos, especially in the Westside corridor and Century City," Salvador says.

—Profiles by Iain Blair