

August 15, 2022

CALIFORNIALISTINGS.COM

CALIFORNIA LISTINGS

Find the best California real estate agents and their listings for sale here, plus leading industry intel



\$4.899M

5370 Los Feliz Blvd., Los Angeles
Listing by Ernie Carswell





>> ON THE COVER

5370 Los Feliz Blvd., Los Angeles, CA 90027

6 bedrooms, 8 bathrooms | **\$4.899M**

Expressive Spanish Hacienda meets vintage Hollywood Glamour customized and furnished by renowned Hollywood fashion designer Sue Wong. "Villa Feliz" is a 1928 walled and gated trophy estate positioned on a park-like 15,000 Sq Ft corner lot moments away from the beautiful Griffith Park. Boasting 6 bedrooms, 8 bathrooms and over 6,000 sq ft of detailed, artistic living space throughout. Custom-designed "Tree of Life" stained-glass arch window, inspired by Viennese artist Gustav Klimt, oversees the voluminous and elegant living room. Specialized, hand-picked Talavera tiles and Moroccan influences are displayed among the substantial chef's kitchen, 6 En-Suite bedrooms, galleried staircase, distinctively tiled bathrooms and exterior living space. The vibrant backyard presents a private oasis with enchanting succulent gardens, sun-soaked pool, outdoor kitchen and BBQ. Property is available to be purchased completely furnished.

Listing by Ernie Carswell

CarswellAndAssociates.com

Welcome to the Third Issue of California Listings Magazine

Call us bias but when it comes down to the best locations to live, it simply doesn't get better than California. From the mountains of Tahoe and the beautiful Bay Area to coastal cool Santa Barbara and luxurious Beverly Hills, the Golden State has every style of home for every type of lifestyle.

But with so many real estate options and thousands of agents and brokers in California, deciding where to look and who to work with can be a daunting task.

That's where we come in!

California Listings is an innovative online platform showcasing the best real agents—and their listings—in each neighborhood in the Golden State. Simply put: We're reinventing not only how buyers shop for homes, but also how they shop for agent.

In addition to thousands of listings across Southern and Northern California, California Listings is also the industry and consum-

er one-stop shop for daily content, featuring local housing market updates, regional and national news, data, trends, insider interviews and more!

California Listings Magazine is the latest extension of our website, bringing featured listings and special editorial content right to your inbox—twice a month. Whether you're in the market to buy, sell or you're looking for a true market expert, California Listings Magazine is your resource for all things real estate in the Golden State.

So flip around, check out some of the incredible properties available throughout the state and let us know what you think! Drop up a line at hello@californialistings.com to share your feedback, questions and even agent suggestions.

And be sure to check out **CaliforniaListings.com** for daily news, features, new listings and more!



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>> FEATURED CONTENT

Data Report: July Inventory Up At Record Pace

Not only are listings sticking on the market for longer, but there's more of them to shop. Realtor.com's latest monthly report found that July saw a huge uptick in inventory, setting new records for the company's data division—even as new listings fell slightly.

In July, the U.S. inventory of active listings increased 30.7 percent year-over-year, building on record-breaking paces in June (+18.7 percent) and in May (+8.0 percent). Relative to the national rate, active inventory grew at a faster annual pace (+41 percent) across the 50 largest U.S. metros in July, on average. Phoenix, Austin and Raleigh notched the largest gains.

Nationally, newly listed homes were down 2.8 percent annually, with the biggest drops in the northeast (-14.3 percent) and midwest (-11 percent).

"The U.S. housing market continues to move toward more evenly balanced supply and demand compared to the 2021 frenzy. Our July data shows elevated mortgage rates left many buyers tightening their budgets and sellers

responding with price reductions, while home shoppers who kept searching saw more available options," said Danielle Hale, Chief Economist for Realtor.com. "At the same time, new listings declined in July, suggesting that some prospective sellers are wondering what recent market shifts mean for their plans to list. But data indicates that homeowners grappling with this decision are still in a good position in many markets, with buyer interest keeping well-priced homes selling quickly. Plus, many sellers have a substantial equity cushion to leverage, thanks to the past decade of rising prices. Whether or not they take advantage of these opportunities will be key to inventory trends moving forward."

In Los Angeles, the active listing count was up 36.5 percent last month, while new listings fell 13.8 percent, annually. In Riverside and San Bernardino, active listings were up 76.5 percent as new listings were down 8.8 percent.

San Diego saw active listings increase 45.4 percent. New listings were down 11.7 percent compared to July 2021.

\$4,880,000 | 31555 Peppertree Bend, San Juan Capistrano, CA 92675 | Listing by Lee Ann Canaday



3928 Hayvenhurst Drive

ROYAL OAKS COLONY



Encino

NEWLY PRICED AT \$11,295,000
10,617 SQ. FT. | 44,851 SQ. FT. LOT
7 BEDS | 9 BATHS

4430 Hayvenhurst Avenue

CLASSIC CALIFORNIA SPANISH



Encino

NEWLY PRICED AT \$8,995,000
8,794 SQ. FT. | 31,308 SQ. FT. LOT
8 BEDS | 9 BATHS

14755 Sutton Street

ULTIMATE PRIVATE ESTATE



Sherman Oaks

OFFERED AT \$5,450,000
5,600 SQ. FT. | 10,740 SQ. FT. LOT
4 BEDS | 6 BATHS

17647 Belinda Street

GRAND PRIVATE TUSCAN ESTATE



Encino

OFFERED AT \$4,999,000
8,134 SQ. FT. | 21,342 SQ. FT. LOT
6 BEDS | 8 BATHS

CRAIG KNIZEK

CKNIZEK@THEAGENCYRE.COM

818.618.1006

LIC. #01377932



2233 MARTIN #400



IRVINE PENTHOUSE
OFFERED AT \$595,000
835 SQ. FT.
1 BED | 1 BATH

3359 WILLOW PARK



OASIS IN CORONA
OFFERED AT \$1,050,000
3008 SQ. FT. | 16,117 SQ. FT. LOT
6 BED | 3 BATH

2731 SAN CARLOS



MESA DEL MAR
OFFERED AT \$1,175,000
1741 SQ. FT. | 6975 SQ. FT. LOT
3 BED | 2 BATH

1480 CHERRYWOOD CIR



CORONA
OFFERED AT \$790,000
1822 SQ. FT. | 8,276 SQ. FT. LOT
4 BED | 3 BATH

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Ben Affleck Lists Palisades Mansion For \$29.995 Million

Presumably moving into his new marital home with Jennifer Lopez, Ben Affleck has just listed his Pacific Palisades mansion for nearly \$30 million. The gated property next to the prestigious Riviera Country Club features seven bedrooms, nine bathrooms and an impressive 13,452-square-foot floorplan.

Sitting on more than a half-acre, the grand facade and lush front yard make quite the impression, as does the home's columned front porch, and a motor court. Inside, ceilings soar overhead and a curved staircase flank the foyer. Amenities and design details include a sitting room with box beamed ceilings and bay windows, a formal dining room with a statement chandelier and an enticing family room with a fireplace and a wall of glass that opens

to the outdoor space.

Outdoors, one can dine al fresco under the covered patio (complete with heaters, a fireplace and a flatscreen), cook in the outdoor kitchen, lounge poolside, soak in the spa or have a splash of fun with the waterslide.

Additional property features include a guesthouse with a kitchenette and bathroom, a wellness room, upstairs lounge, laundry room with four machines, home theater, lower level rec room with a full bar, a temperature-controlled, walk-in wine cellar and a gym.

Santiago Arana and Amir Mostame of The Agency hold the listing.

[See more photos of the inside HERE.](#)



HOLLYWOOD EXPERT OVER \$100M LIFETIME SOLD

It's my firm belief that every real estate transaction should be stress-free & FUN! I love what I do and treat everyone with the same honesty, respect & love that I like to receive.

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SOLD!

\$1,612,000
HOLLYWOOD
REPRESENTED BUYER

SEAN GALLIGAN
REALTOR | DRE 01997766

AVENUE 8



LEASED!

\$8,000
HOLLYWOOD HILLS
REPRESENTED LANDLORDS & TENANTS

SEAN GALLIGAN
REALTOR | DRE 01997766

AVENUE 8



IN ESCROW!

ASKING \$1,750,000
HOLLYWOOD DUPELX
REPRESENTED BUYER

SEAN GALLIGAN
REALTOR | DRE 01997766

AVENUE 8



SOLD!

\$825,000
HOLLYWOOD HILLS
REPRESENTED SELLER

SEAN GALLIGAN
REALTOR | DRE 01997766

AVENUE 8



SOLD!

\$689,000
HOLLYWOOD HILLS
REPRESENTED SELLER

SEAN GALLIGAN
REALTOR | DRE 01997766

AVENUE 8



SOLD!

\$755,000
HOLLYWOOD HILLS
REPRESENTED SELLER

SEAN GALLIGAN
REALTOR | DRE 01997766

AVENUE 8



SEAN GALLIGAN
REALTOR®

323.332.9070
Sean@SeanGalligan.com
DRE 01997766

>> FEATURED CONTENT



[\\$2,395,000](#) | [315 Artemisia Ave., Ventura, CA 93001](#) | Listing by [Fred Evans](#)

Homeowner Equity Reached Record Level in Early 2022

As home prices steadily rose in cities large and small over the course of the last two years, homeowners had one thing on their mind: equity. And new data out from CoreLogic now gives a glimpse into just how profitable real estate has been for the average homeowner over the course of the pandemic.

As of the end of Q1 of 2022, homeowner equity hit record levels with the average borrower having \$280,000 in home equity. That's a gain of \$64,000 over the past year and \$125,000 over the past five years.

When mortgage rates hit record lows in 2021, many homeowners who wanted to extract equity from their properties opted to refinance their entire mortgage and take the cash out. As a result, cash-out refinance dollar amounts increased by 35 percent from 2020 to 2021, according to CoreLogic.

Borrowers also increased their use of home equity loans. After decreasing from 2018-2020, the dollar amount of approved lines of credit reached its highest level since 2007 when it increased by 23 percent last year.

Many homeowners turned to their equity to make home improvements and renovations, opting to stay in their property rather than shop among limited inventory. In fact, remodeling expenditures rose to \$391 billion in Q1 2022, the largest figure in more than 25 years.

Analysts at CoreLogic predict that while the increases in mortgage rates could slow the rate of home equity extraction, the already-high amounts of home equity and low supply of homes on the market means that remodeling activity should remain strong through the next year.

ULTRA-MODERN PRIVATE OASIS



652 BROADWAY STREET | \$5,295,000

Inside, floor-to-ceiling windows and hallway skylights envelop the 4 bed, 5 bath home with natural light. Fleetwood floor-to-ceiling sliding doors in the living room, den, and master bedroom seamlessly pair the luxury within with the refreshing outdoors. The well-appointed smart home offers designer features throughout. Large kitchen with quartz countertops, and gourmet Miele appliances which can be remote controlled. The open floor plan home extends to the tranquil courtyard with a water feature in the center of the home. Sonos system and built-in speakers in the living room, kitchen, dining room, den, master bedroom, roof, and larger secondary bedroom. A luxurious main owner's king-sized suite features a large veranda accessed by Fleetwood doors, overlooking the tranquil courtyard and enjoys a walk-in steam shower with remote control and dual custom master closets. The luxury experience extends to the rooftop deck, which is perfect for relaxing or entertaining, while enjoying the fresh coastal air.

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MIAMI | 2980 MCFARLANE ROAD, MIAMI, FL 33133 (305) 447-1471





Fine Coastal Orange County Properties

California coastal real estate is some of the most dramatic and beautiful in the world.
And, often, the most confusing to understand.

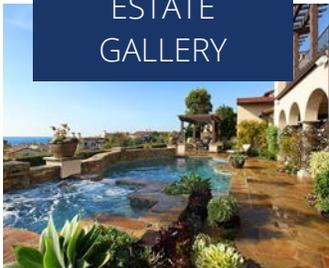
The **Mike Johnson Group**—Mike along with Paulo Prietto, Nick Hooper, Inge Bunn, Sylvia Ames, Kristine Flynn, Andrew Graff and Lilly Tabrizi—bring a **depth of experience** unparalleled by most real estate professionals with more than **80 years** of combined coastal Orange County experience and more than **\$1 billion** in local real estate transactions.

With that experience comes an uncanny ability to unravel this confusing marketplace for our clients. With **varied talents** on tap, every client—no matter which member of the team they are working with—has access to the **expertise** of every team member.

949.207.3735

mikejohnsongroup.com

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Meet Lee Ann REALTOR® BROKER | OWNER CDPE, CIPS, IRES, GRI, CFP, CPRES, SFR, CPM

The heart of the Canaday Group, Lee Ann Canaday is an award-winning REALTOR® and expert in all aspects of real estate and realty marketing. Owner, a Broker, licensed REALTOR®, Lee Ann is also a Certified Financial Planner, a Certified Home Sales Professional, and Certified Residential Specialist.

With AS, BA, and MA degrees, she is well-known for her team's ability to provide comprehensive services for all of her clients. She is a qualified International Real Estate Specialist as well as a Professional Community Association Manager. Her accomplishments include winning RE/MAX Highest Achievement Platinum Award, RE/MAX Circle Of Legends, as well as multiple accolades for her contributions to the community.

Her energy and leadership have made the Canaday Group the #1 RE/MAX team in Orange County, and after more than three decades of experience and over \$2 billion in sales, her knowledge and expertise in residential sales and marketing have made her one of the most respected women in the industry.

OVER \$2 BILLION IN REAL ESTATE SOLD

- 35+ Years in the Real Estate Profession
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- Member of Chamber of Commerce
- Member of CA Realty Chairman's Circle
- Member of D.A.R.
- Member of Sales and Marketing Council
- Winner of "Woman Of The Year In Business 2012" from OCBJ
- Contributor to Register "Real Estate" Column
- Contributor to DuPont Registry Magazine's CA Real Estate
- Member of United Way Million Dollar Round Table

OUR MISSION

- To aggressively market your property in the most effective and profound manner using all marketing means available to achieve the highest possible price in the shortest possible time



**LET'S WORK TOGETHER
TODAY!**
Lee Ann Canaday
949.249.2424

CANADAY GROUP



RE/MAX
FINE HOMES

>> FEATURED CONTENT



[\\$1,350,000 | 31615 Avenida Del Reposo, Temecula, CA 92591 | Listing by Tyson Robinson](#)

“Stale” Inventory Sees Major Uptick

Are the days of homes flying off the market in under a week behind us? The tide certainly appears to be turning based on new numbers out from Redfin.

A just-released report found that homes on the market for 30 or more days (aka “stale” inventory) increased by 12.5 percent in July 2022 when compared to the same period last year. Put another way, roughly two-thirds (61.2 percent) of for-sale homes were on the market for at least 30 days, up from 54.4 percent a year earlier.

That’s the first year-over-year increase in “stale” housing supply since the beginning of the pandemic.

“People want to know whether we’ve officially shifted from a seller’s market to a buyer’s market. While there’s not a clear line separating

those two ideas, homes sitting on the market longer is a point in buyers’ favor,” said Redfin Deputy Chief Economist Taylor Marr. “Buyers can take their time making careful decisions about homes without worrying so much about bidding wars, offering over the asking price and waiving contingencies. It’s a different story for sellers, who have spent the last two years hearing about their neighbors’ homes getting multiple offers the day they go on sale. Now they need to price lower and get back to the basics of selling a home, like staging and sprucing up painting, to get buyers’ attention.”

Redfin also found that the share of homes listed for two weeks or longer was up 7.6 percent year over year in July. The share of for-sale homes on the market for 60 days or longer was up 6.8 percent to 33.5 percent, also the first increase since the beginning of the pandemic.

14700 Corkwood Drive, Moorpark



Libby Hare
Cell: 805-208-2143
email: lhare@c21everest.com
CalDRE#: 01782418
hareassociates.com

Welcome to this stunning 5 bedroom, 4 bathroom, 3,165 sq ft home located in the gated Toscana neighborhood in South Moorpark. Beautiful curb appeal, incredible VIEWS of the Conejo Valley from your entertainers' backyard and high-quality turf installed in the front yard and backyard for care-free maintenance and low water usage. As you walk inside, you will notice a nice-sized formal living room with beautiful Versailles-pattern travertine flooring that continues throughout the living areas downstairs. Just down the hall, there is a gorgeous CUSTOM WINE ROOM that can store hundreds of bottles! The large kitchen offers stainless steel appliances, large built-in wine fridge, center island, a large walk-in pantry and spacious breakfast nook. The kitchen is open to a beautiful family room with a cozy fireplace. There is a DOWNSTAIRS BEDROOM with an ensuite bathroom, ideal as a guest room or mother-in-law suite. There is an additional powder room downstairs and direct garage access. The upstairs features a large built-in desk area, perfect for homeschooling or crafting, three spacious secondary bedrooms, a hallway bathroom with dual sinks and separate tub/shower combo. The laundry room is conveniently located upstairs. The MASTER SUITE is tucked away in the back of the house and offers a nice-sized sitting area to enjoy the beautiful views. Ensuite master bathroom has dual vanities, separate tub, walk-in shower and a large walk-in closet. Beautifully landscaped backyard has a built-in bbq with stainless-steel appliances, ample sitting area and views that you have to see to believe! Fantastic location close to award-winning schools, great parks, shops, restaurants and easy freeway access. Don't miss this one!

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2630 HUTTON DRIVE

BEVERLY HILLS | 6 BEDS | 6.5 BATHS | 6,947 SQ. FT. | 21,005 SQ. FT. LOT



ACTIVE

1035 N VISTA STREET | WEST HOLLYWOOD



ACTIVE

11630 BELLAGIO ROAD | LOS ANGELES



ACTIVE

16375 SLOAN DRIVE | LOS ANGELES



ACTIVE

19138 STARE STREET | NORTHRIDGE



ACTIVE

12750 LANDALE STREET | STUDIO CITY



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12412 RYE STREET | STUDIO CITY



IN ESCROW

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5822 Natick Avenue	Sherman Oaks	\$5,200/mo	Landlord
4363 Hayvenhurst Avenue	Encino	\$6,500/mo	Landlord
11629 Huston Street	Valley Village	\$11,500/mo	Landlord
11300 Foothill Boulevard #94	Sylmar	\$555,555	Buyer
25405 Calcutta Pass Lane	Saugus	\$665,000	Buyer
8300 Sedan Avenue	Canoga Park	\$694,179	Buyer
13454 Moorpark Street #1	Sherman Oaks	\$848,000	Buyer & Seller
2201 Crespi Lane	Westlake Village	\$850,000	Buyer
20808 Oklahoma Court	Chatsworth	\$865,000	Buyer & Seller
20802 Oklahoma Court	Chatsworth	\$915,000	Seller
4240 Laurel Canyon Boulevard #101	Studio City	\$1,150,000	Seller
19144 Kingsbury Street	Northridge	\$1,300,000	Buyer
5843 Natick Avenue	Sherman Oaks	\$1,399,000	Seller
11150 Hortense Street	North Hollywood	\$1,420,000	Buyer
12117 Maxwellton Road	North Hollywood	\$1,700,000	Buyer & Seller
5715 Troost Avenue	North Hollywood	\$1,910,000	Buyer & Seller
4115 Weslin Avenue	Sherman Oaks	\$2,637,500	Buyer
301 S Mansfield Avenue	Los Angeles	\$2,874,000	Buyer
4453 Gentry Avenue	Studio City	\$2,900,000	Buyer & Seller
656 California Avenue	Venice	\$3,000,000	Seller
13200 Otsego Street	Sherman Oaks	\$3,095,000	Buyer
4330 Beck Avenue	Studio City	\$3,165,000	Buyer
4907 Valjean Avenue	Encino	\$3,840,000	Seller
4517 Lemp Avenue	Studio City	\$4,100,000	Buyer
11755 Canton Place	Studio City	\$4,115,000	Seller
12123 Maxwellton Road	Studio City	\$4,600,000	Seller
17600 Tarzana Street	Encino	\$5,300,000	Seller
12075 Mound View Place	Studio City	\$6,350,000	Seller
249 S Westgate Avenue	Los Angeles	\$8,000,000	Buyer

the Chernov Team

>> FEATURED CONTENT



Snapchat CEO Closes \$120M Deal On Holmby Hills Estate

Construction may still be ongoing, but Snapchat CEO Evan Spiegel has finally closed the deal on a massive Holmby Hills estate—more than a year after first making an offer to purchase.

According to Dirt, the \$120 million sale has been finalized with the ownership transfer. The sale now officially ranks as one of the largest ever in California.

Plans call for a 28,950 square foot home by award-winning architect Woods + Danganran. The park-like and expansive grounds include 1.4 acres designed by Christine London.

The property hosts two structures: The main residence features five family bedrooms and two staff rooms, while the guest residence enjoys two bedrooms. The estate is complete with a large gym, yoga studio, treatment rooms, spa facilities, and a 200 foot lap pool.

Last May, Spiegel paid an additional \$25 million for a smaller parcel of land next door to the main property, brining his overall total for the property to \$145 million.

Stephen Resnick and Jonathan Nash of Hilton & Hyland held the listing, while Drew Fenton, also of Hilton & Hyland, reprped the buyer.

The Rock



4627 El Camino Corto | LA Cañada, 91011

4 BD | 2.5 BA | 2,222 SQFT | 12,738 LOT | ASKING \$1,795,000

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How I Presented My Sold Listings...

Here are some of my *Fremont, CA* closings from he last year - please visit their property websites to see how I presented my listings:

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www.4133MattosDr.com

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www.5124EggersDrive.com

www.4887SterlingDr.com

www.4842RogersAve.com

www.38647GlenmoorDr41975.f8re.com

www.35606WoodbridgePl.com

www.38721FarwellDr42313.f8re.com

www.5364TanglewoodParkDr.com

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www.4817ClaremontParkCt.com

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All the best,

Everett C. Eslinger, Jr

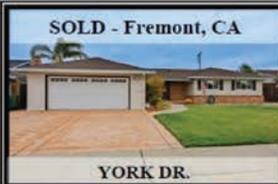
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Opendoor

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Submit home information
View preliminary offer EXPIRES DEC 17
This is based on comparable home sales, market trends, and your home details.
View offer

Video walkthrough
Preview selling options
Get exact offer price

Your preliminary offer
\$249,205

\$235k \$265k

VALUE BASED ON
5 comps Market trends Home details

NEXT
Get your exact offer price
Show us your home with a video walkthrough so we can account for its features and make our best offer. Don't worry, there's no obligation to sell.

Preview your options

Sell to Opendoor		List with C	
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Opendoor offer	\$265,000	Est. list price	
Service charge	5% \$13,250	Listing charge	
Closing costs	1% \$2,650	Closing costs	
Repairs	Pending	Repairs	
Est. net proceeds	\$244,100	Est. net proceeds	

Opendoor Settles FTC Lawsuit For \$62 Million

Opendoor has settle a lawsuit alleging deceptive business practices—a claim the company still refutes.

According to the Federal Trade Commission, Opendoor pitched potential sellers using misleading and deceptive information, and in reality, most people who sold to Opendoor made thousands of dollars less than they would have made selling their homes on the open market. Under a proposed administrative order, Opendoor will have to pay \$62 million and stop its deceptive tactics.

“Opendoor promised to revolutionize the real estate market but built its business using old-fashioned deception about how much consumers could earn from selling their homes on the platform,” said Samuel Levine, Director of the FTC’s Bureau of Consumer Protection. “There is nothing innovative about

cheating consumers.”

The complaint states that the vast majority of consumers who sold to Opendoor actually lost thousands of dollars compared with selling on the traditional market, because the company’s offers have been below market value on average and its costs have been higher than what consumers typically pay when using a traditional realtor.

According to the New York Times, execs at Opendoor refute the FTC’s claims, regardless of the settlement reached earlier this month.

“While we strongly disagree with the F.T.C.’s allegations, our decision to settle with the commission will allow us to resolve the matter and focus on helping consumers buy, sell and move with simplicity, certainty and speed,” the company said in the statement.



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MANHATTAN BEACH

LUXURY PROPERTY SPECIALIST

Over a 38 year career, Bryn Stroyke has demonstrated an aptitude for shifting markets and making deals others never thought possible. A large number of his record sales have directly shaped the local market as you know it today!

For example:

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\$13M RECORD SALE WHEN THE
ALL TIME HIGH WAS \$7.35M

177% OVER THE NEXT RECORDED COMP!

MANHATTAN BEACH WALKSTREETS

\$12M RECORD SALE WHEN THE
ALL TIME HIGH WAS \$6.9M

174% OVER THE NEXT RECORDED COMP!

MANHATTAN HILL SECTION

\$16M RECORD SALE WHEN THE
ALL TIME HIGH WAS \$9.85M

162% OVER THE NEXT RECORDED COMP!

HERMOSA STRAND

\$11M RECORD SALE WHEN THE
ALL TIME HIGH WAS \$2.5M

440% OVER THE NEXT RECORDED COMP!

HERMOSA HILL SECTION

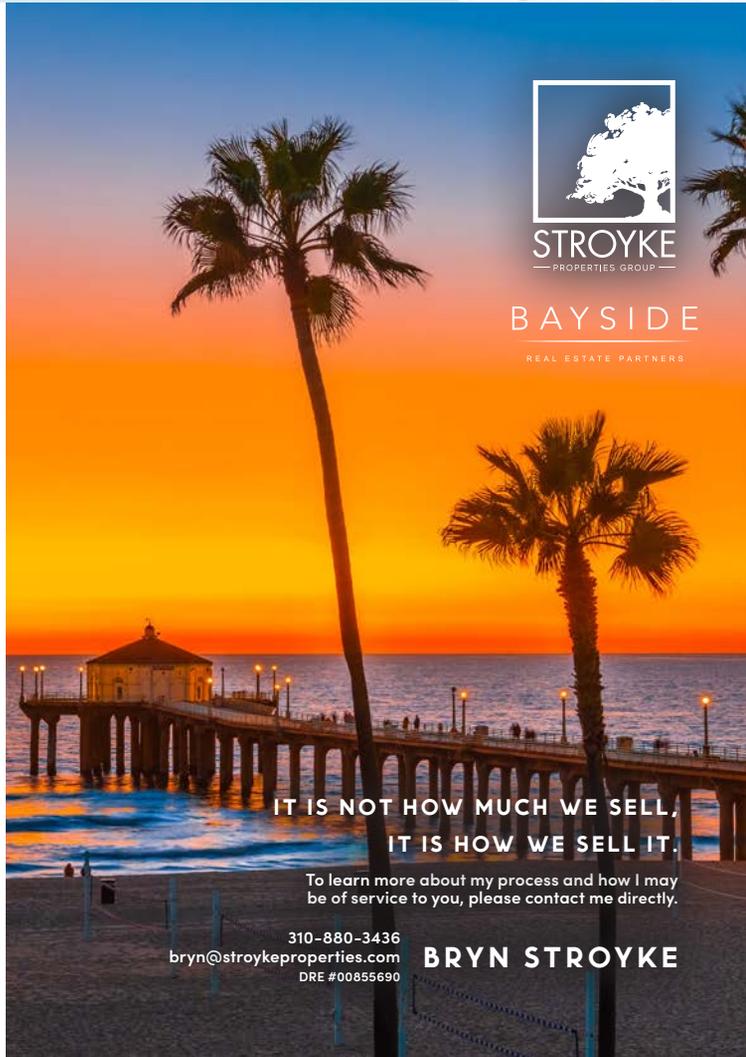
\$16M RECORD SALE WHEN THE
ALL TIME HIGH WAS \$8.170M

196% OVER THE NEXT RECORDED COMP!

While many agents can set an occasional high sale, market makers are few and far between.



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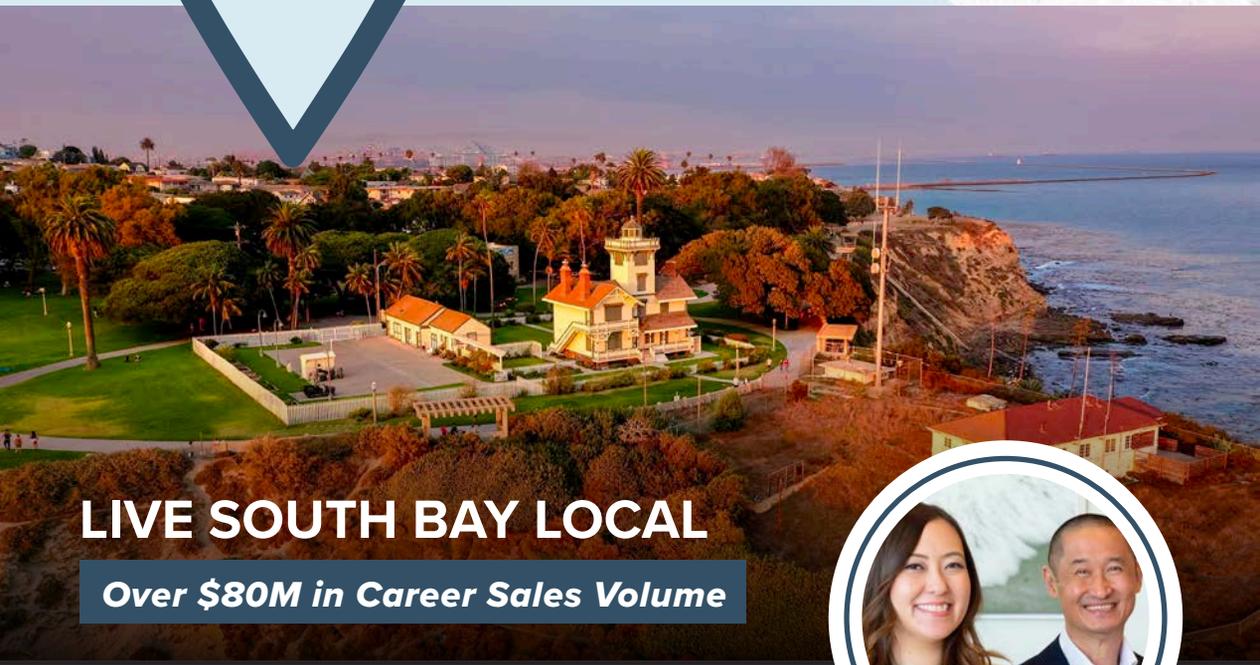
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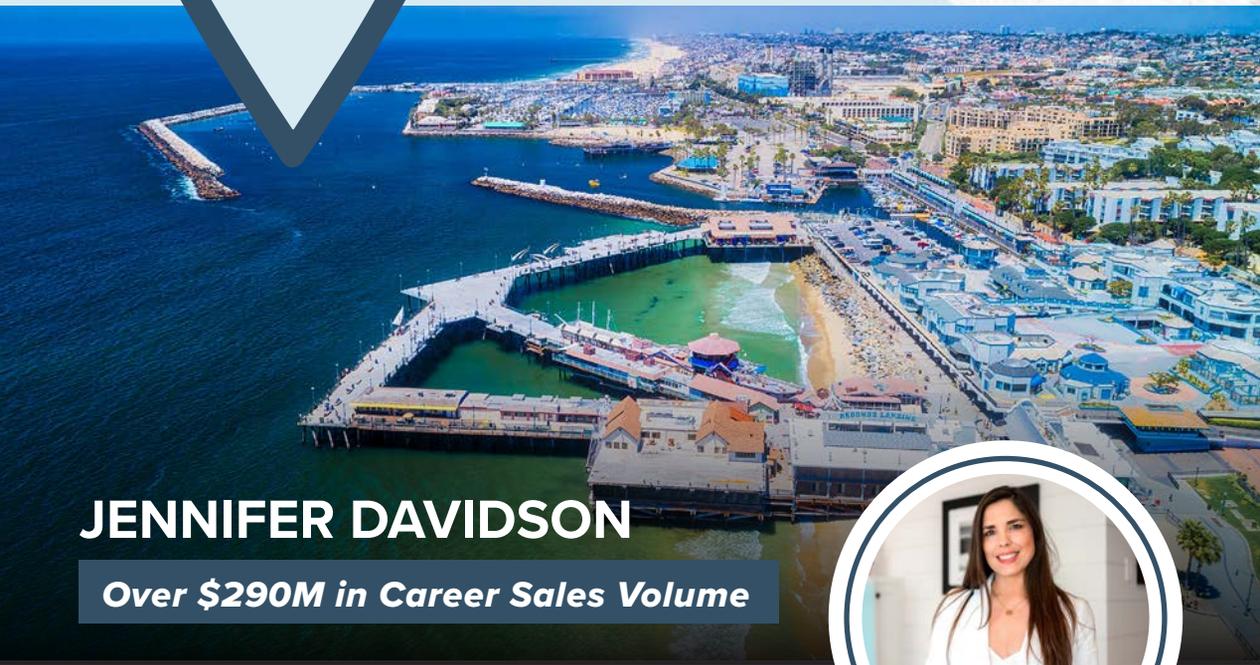
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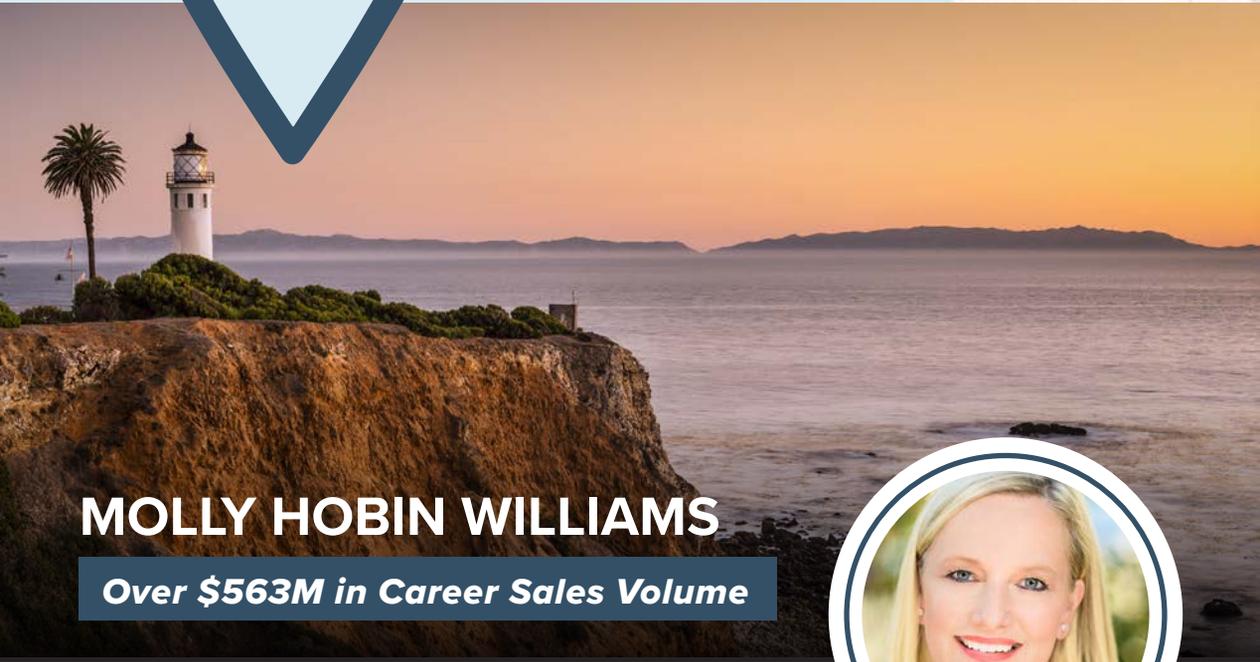
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>> FEATURED CONTENT



Katy Perry Gets \$18 Million For BHPO Mansion

It may have been a bit under asking, but ultimately Katy Perry got an offer that would at least help her break even. The popstar and American Idol judge has just sold her Hidden Valley Road home for \$18 million after asking \$19.5 million just four months ago.

According to the listing, the contemporary Regency-style home is surrounded by a forest of parkland and nature elements. Inside, you'll find five bedrooms and five-and-a-half baths across 5,400 square feet of living space.

Amenities includes an infinity pool, outdoor dining room, media room, private hiking trails, wood paneled library, home gym, sauna, cold plunge and shower. The master suite features a fireplace, marble bath, double closets and large garden terrace.

According to Dirt, Perry paid a bit over the \$18 million in 2017. Brett Lawyer of Hilton & Hyland held the listing, while Peter Maurice and Tregg Rustad of Rodeo Realty reped the buyer.

[See more photos of the inside HERE.](#)

1301 DEVLIN DR

Hollywood Hills, 90069

4 BED | 4.5 BATH | 3,744 SF | \$6,500,000



New construction modern home perfectly positioned in the Hollywood Hills is ready for its first owner. Just two blocks north of the Sunset Strip, with all of the access minus the noise, and adjacent to the Bird Streets, this modern home has an abundance of architectural warmth and sits on a promontory style corner lot. Features include four ensuite bedrooms, plus a separate office with adjacent bathroom, two living areas, heated pool and a private roof deck. No expense spared, with everything from mahogany wood doors, wide-plank white oak flooring, Caesarstone Quartz counters, honed absolute black granite counters, a honed basalt mantel and roman clay accent wall in the living room. Accordion doors in the living areas, office and primary bedroom unleash a true indoor/outdoor feel. Enjoy the city views from your bedroom or the privacy from the motorized Lutron shades. The primary bathroom features a water room with a solid surface tub and switch light windows. Outdoor living does not disappoint, with a heated pool and spa off the main level, and the roof deck above with views from downtown to the ocean. Sonos home automation and a security system give the owner ease of use and peace of mind. All within minutes from restaurants, shopping, entertainment and more!

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Villa Firenze Gets A \$41M Trimming

Maybe it was too much appreciation... The storied sales of the Beverly Hills estate known as Villa Firenze is getting a massive price cut—just two months after being listed for an astronomical \$120 million!

are foot home at auction last year for \$60 million, biotech entrepreneur Roy Eddleman listed the trophy property for \$120 million in May of this year. Then, the sixth most-expensive residential listing in Los Angeles, Villa Firenze got plenty of media attention but apparently no takers.

Now, Eddleman appears to be doing what any reasonable seller would do: a price cut. Except this is no typical listing.

In all, the property makes up 9.85 mostly flat acres across three lots. In all, there are 12 bedrooms and 16 bathrooms, but the real selling point are the amenities, naturally. There's the two-story rotunda library with a secret passage to the master suite, the lavish home bar, screening room and gift wrapping room.

For self care, there's a home spa and fully equipped gym, while outside offers a lighted tennis court, half basketball court, soccer field, child's maze and a jogging trail.

Across the motor court, a separate guest house includes two ensuite bedrooms, a kitchen, private patio and spa. Additionally, the pool house includes two additional bedrooms, a cabana with an open-air kitchen and entertainment area and pool baths and dressing rooms.

So, what's the new asking price for Villa Firenze? \$79,500,000.

That means Eddleman still stands to make a profit off his investment, but with narrowing margins. If you've got sticker shock from the new asking price, just remember the previous owner at one time asked \$165 million for the palatial home.

Richard Klug of Sotheby's International Realty holds the listing.



Active Listings by Ivan Estrada

IVAN ESTRADA
— PROPERTIES TEAM —
at Douglas Elliman Real Estate



3611 Ellsworth Street, Silver Lake | Offered at \$1,949,000 | 3BR, 3 BA | Web ID# 22164295

A sleek, private, and stylish modern architectural oasis with a bright open floor plan, dramatic nine-foot-high ceilings, beautiful French oak hardwood floors, oversized windows, a gourmet kitchen with stainless steel appliances, incredible city light views, and unique and creative designer details.



418 Wren Drive, Mount Washington | Offered at \$1,995,000 | 3 BR, 3 BA | Web ID# 22187405

This home is an architectural, new construction located in a prime pocket of Mount Washington. With the outdoor terraces, natural light, and balconies at both levels, this home allows for the Mt. Washington vistas to be enjoyable from all angles. The open floor concept plan features a dual fireplace for indoor and outdoor use.



Ivan Estrada

Realtor® | DRE# 01882046

M 323.574.2317 | O 424.389.8106

ivan.estrada@elliman.com

 Douglas Elliman

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

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>> FEATURED CONTENT



[\\$9,195,000 | 217 Larkspur Ave., Corona del Mar, CA 92625 | Listing by Tim Tamura of Valia Properties](#)

Douglas Elliman's Quarterly Income and Revenue Declines

Numbers may be down at Douglas Elliman, but following the astronomical heights of the last two years, the fall apparently hasn't been as tough to handle in terms of corporate spin.

According to the company's latest earnings report, Douglas Elliman pulled in \$10.2 million in income in Q2 of 2022, compared to net income of \$39.5 million a year earlier. Consolidated revenues hit \$364.4 million, a decline of \$27.6 million (or 7 percent) compared to the prior year period.

For the second quarter of 2022, the company recorded operating income of \$14.6 million in the second quarter of 2022, compared to operating income of \$43.2 million in the second quarter of 2021. Douglas Elliman's real estate brokerage segment achieved gross transaction value of approximately \$13.6 billion,

compared to approximately \$15.1 billion for the second quarter of 2021.

"Douglas Elliman delivered the second highest quarterly revenue total in our company's history this past quarter—and achieved a record-setting revenue for the six months ended June 30, 2022," said Howard M. Lorber, Chairman and Chief Executive Officer of Douglas Elliman. "We are extremely proud of our team for delivering another successful quarter and we look forward to accelerating our momentum as we capitalize on significant opportunities in the U.S. residential real estate market."

Given the record-setting year Douglas Elliman had in 2021, a decline was all but inevitable in a cooling market. Seems as if that makes a \$25 million-plus income and revenue drop easier to swallow...



2681 COUNTRY RIDGE RD | CALABASAS

7 Bed | 9 Bath | 9,108 Sqft | 11.11 Acre Lot | Offered at \$10,000,000

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818.900.4259 | DRE 01948763

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Resort Like Encino Entertainers Oasis



4609 LOUISE AVE, ENCINO 91316

5 BED | 5.5 BATH | 5,885 SQFT | 25,581 | LOT OFFERED AT \$5,750,000



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Duplex

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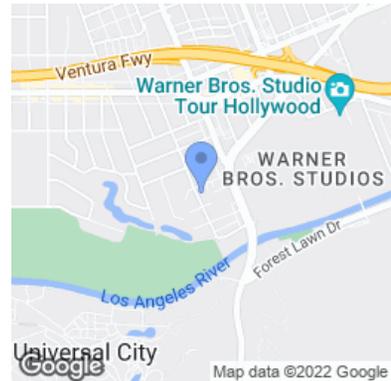
 1 Full Bath



BILL TOTH
Broker/Owner
DRE #01023622

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Burbank, CA 91505

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Bill@BillToth.com



This gorgeous duplex is on the Burbank side of Toluca Lake and near all of the quaint shops and restaurants in The Village. It features 2 one bed/one bath units with hardwood floors, crown moldings, and updated kitchens and bathrooms. The rear yard has a patio and is very private. There is a shared 2 car garage which includes a shared laundry. Note the large size of the units!

- 5,153 SqFt Lot
- 1,672 SqFt Building
- View: Neighborhood
- Built in 1945



[\\$1,459,000](#) | [30034 Trail Creek Drive, Agoura Hills, CA 91301](#) | Listing by [Mark Moskowitz](#)

eXp Reports Revenue And Profit Growth In Q2

Brokerages and lenders are rolling out their second quarterly earnings statements, giving a preview of how the cooling market is hitting the bottom line. eXp World Holdings is out with their report, pushing revenue and profit growth.

According to its Q2 earnings report, eXp saw a 42 percent increase in revenue annually to \$1.4 billion, while gross profits increased 34 percent to \$107.3 million.

Net income, however, was down more than \$27 million annually to \$9.4 million. In Q2 of 2021, eXp reported net income at \$37 million.

“During the second quarter, eXp continued to increase its market share and revenue to record levels, reinforcing that our model was built for all market conditions and that our agent value proposition resonates around the world,” said Glenn Sanford, Founder, Chair-

man and CEO of eXp World Holdings. “We are focused on strengthening our platform to provide even better support to our agents through technology, operations, training, coaching and community. In the third quarter, we acquired Zoocasa, providing an exponential boost to Canadian agents that we expect to expand to a broader group of agents and real estate customers. We also further strengthened our management team with world-class hires focused on affiliated services and innovation of our proprietary technologies. We are leveraging our core strengths of agent satisfaction and innovation as we continue to redefine the real estate industry.”

Also of note, in Q2, agents and brokers on the eXp Realty platform increased 42 percent to 82,856 as of June 30, 2022. Those team members closed 150,032 transactions—up 30 percent. Real estate transaction volume also increased some 44 percent to \$57.9 billion.

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Jeffrey Star Sells In Hidden Hills

It looks like the relisting and price adjustment did the trick for Jeffrey Star! After more than a year on the market, the controversial influencer and makeup mogul has sold his Hidden Hills mansion for \$16.7 million—following a \$4.5 million cut off the original asking price.

After initially listing his huge Hidden Hills mansion for \$20 million in June of 2021, Star started over. The mansion was relisted with Aaron Kirman and repriced at \$15.5 million earlier this year.

The home itself features seven bedrooms, 13 bathrooms, a 10-car garage, two-story gym with steam and sauna, a complete

home spa, and a wine tasting room and refrigerated wine cellar.

Sitting on nearly three acres, the grounds feature a sparkling pool, spa, fire pit, two barbecue centers, two covered patios and an outdoor kitchen. The 2.8 acre lot also includes a 3,700 square-foot detached barn and two guest houses.

Star bought the Hidden Hills estate in 2019 for \$14.6 million.

Aaron Kirman of Compass held the new listing, while Yewmeng Lee of Global Home Networks repriced the buyer

[See more photos of the inside HERE.](#)



849 Shadow Lake Dr, Thousand Oaks, CA 91360

3 Bedroom | 2.5 Bathroom | 1,950 Square Feet | **\$799,900**

Welcome to 849 Shadow Lake, a stellar mid-century gem located in the Racquet Club villas in Thousand Oaks. This amazing home is nothing short of sensational, ranging from its Euro-sleek tiger grain walnut cabinetry, to the wispy spiral staircase and the curved kitchen island, this home is just waiting for the retro enthusiast to make it their own. The secret park within this neighborhood is just yet another part of this home that makes it truly special and unique, so do not miss out!



Tim Freund
ESTATES DIRECTOR | ASSOCIATE BROKER

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NorCal Inventory Up At Record Pace

Not only are listings sticking on the market for longer, but there's more of them to shop. Realtor.com's latest monthly report found that July saw a huge uptick in inventory, setting new records for the company's data division—even as new listings fell slightly.

In July, the U.S. inventory of active listings increased 30.7 percent year-over-year, building on record-breaking paces in June (+18.7 percent) and in May (+8.0 percent). Relative to the national rate, active inventory grew at a faster annual pace (+41 percent) across the 50 largest U.S. metros in July, on average. Phoenix, Austin and Raleigh notched the largest gains.

Nationally, newly listed homes were down 2.8 percent annually, with the biggest drops in the northeast (-14.3 percent) and midwest (-11 percent).

"The U.S. housing market continues to move toward more evenly balanced supply and demand compared to the 2021 frenzy. Our July data shows elevated mortgage rates left many buyers tightening their budgets and sellers

responding with price reductions, while home shoppers who kept searching saw more available options," said Danielle Hale, Chief Economist for Realtor.com. "At the same time, new listings declined in July, suggesting that some prospective sellers are wondering what recent market shifts mean for their plans to list. But data indicates that homeowners grappling with this decision are still in a good position in many markets, with buyer interest keeping well-priced homes selling quickly. Plus, many sellers have a substantial equity cushion to leverage, thanks to the past decade of rising prices. Whether or not they take advantage of these opportunities will be key to inventory trends moving forward."

In the Sacramento area, active listings were up 72.3 percent while new listings fell 12 percent in July. San Francisco and Oakland saw active listings more than double as new listings fell 18.6 percent.

In neighboring San Jose, active listings were up 42.8 percent as new listings dropped 21.7 percent, annually.

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- ✓ 15,300 Lot Sqft
- ✓ RV parking
- ✓ Entertainer's Backyard With Spectacular View
- ✓ Largest Lot In Tract With Orchard



30034 TRAIL CREEK DR, AGOURA HILLS

OFFERED AT \$1,459,900

- ✓ 4 Bedrooms
- ✓ 3 Bathrooms
- ✓ 2,895 Sqft Living Space
- ✓ 7,379 Lot Sqft
- ✓ 2 Car Garage
- ✓ Private Pool
- ✓ Incredible Oversized Backyard

5 LA CAM RD, NEWBURY PARK

Offered At \$2,200,000

- ✓ 4 Bedrooms
- ✓ 4 Bathrooms
- ✓ 3,825 Sqft Living Space
- ✓ 44,867 Lot Sqft
- ✓ 3 Car Garage
- ✓ High Ceiling and Lots of Natural Sunlight
- ✓ Beautiful Huge Backyard



14840 LILAC ROAD, PANORAMA CITY

Offered At \$699,900

- ✓ 3 Bedrooms
- ✓ 4 Bathrooms
- ✓ 1,901 Sqft Living Space
- ✓ 1,247 Lot Sqft
- ✓ Large Balcony
- ✓ Spacious and Ample Storage
- ✓ Private Playground For Kids





28873 BONIFACE DRIVE
\$7,450,000 | \$30,000/month | 4 Bed | 3 Bath



23907 MALIBU ROAD
\$6,500,000 | Approx. 4.36 Acres | Rendering



33340 MULHOLLAND HIGHWAY
\$5,995,000 | 4 Bed | 5 Bath



42450 PACIFIC COAST HIGHWAY
\$4,999,999 | Approx. 1.065



30099 HARVESTER ROAD
\$3,750,000 | Approx. 0.414 Acres | Rendering



6445 LATIGO CANYON ROAD
\$2,495,000 | Approx. 5.196 Acres



31864 SEA LEVEL DRIVE
\$1,995,000 | Approx. 0.158 Acres



3525 ENCINAL CANYON ROAD
\$1,795,000 | Approx. 3.42 Acres | Rendering



19901 PACIFIC COAST HIGHWAY
\$1,499,000 | Approx. 2.75 Acres



SOUTH FOOSE ROAD
\$950,000 | Approx. 5.05 Acres



33740 PACIFIC COAST HIGHWAY
\$275,000/month | 6 Bed | 8 Bath



23402 MALIBU COLONY ROAD
\$250,000/month | 6 Bed | 7 Bath



30962 BROAD BEACH ROAD
\$200,000/month | 7 Bed | 7 Bath



206 N CAROLWOOD DRIVE | LOS ANGELES
\$195,000/month | 10 Bed | 10 Bath



24434 MALIBU ROAD
\$175,000/month | 5 Bed | 6 Bath



25236 MALIBU ROAD
\$175,000/month | 4 Bed | 4 Bath



28981 CLIFFSIDE DRIVE
\$125,000/month | 5 Bed | 10 Bath



32554 PACIFIC COAST HIGHWAY
\$125,000/month | 4 Bed | 5 Bath



6238 BONSALE DRIVE
\$100,000/month | 8 Bed | 9 Bath



28946 CLIFFSIDE DRIVE
\$100,000/month | 5 Bed | 6 Bath



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24230 MALIBU ROAD
\$49,900/month | 3 Bed | 4 Bath



22148 PACIFIC COAST HIGHWAY
\$45,000/month | 2 Bed | 5 Bath



31952 1/2 PACIFIC COAST HIGHWAY
\$45,000/month | 4 Bed | 3 Bath



7157 BIRDVIEW AVENUE
\$40,000/month | 3 Bed | 4 Bath



3000 DECKER CANYON ROAD
\$40,000/month | 5 Bed | 6 Bath



32008 PACIFIC COAST HIGHWAY
\$40,000/month | 2 Bed | 3 Bath



31824 BROAD BEACH ROAD
\$35,000/month | 6 Bed | 6 Bath



22440 PACIFIC COAST HIGHWAY
\$35,000/month | 5 Bed | 4 Bath



6463 SURFSIDE WAY
\$35,000/month | 3 Bed | 4 Bath



6702 WILDLIFE ROAD
\$35,000/month | 6 Bed | 5 Bath



6270 ZUMIREZ DRIVE
\$34,500/month | 4 Bed | 4 Bath



27070 MALIBU COVE COLONY DRIVE
\$30,000/month | 2 Bed | 2 Bath



27400 PACIFIC COAST HIGHWAY #105
\$30,000/month | 3 Bed | 3 Bath



6750 FERNHILL DRIVE
\$29,500/month | 4 Bed | 3 Bath



24216 MALIBU ROAD
\$28,500/month | 3 Bed | 2 Bath



29848 HARVESTER ROAD
\$25,000/month | 3 Bed | 3 Bath



29912 CUTHBERT ROAD
\$20,000/month | 3 Bed | 3 Bath



677 SAN LORENZO STREET | SANTA MONICA
\$15,500/month | 3 Bed | 3 Bath



33461 PACIFIC COAST HIGHWAY
\$12,000/month | 3 Bed | 2 Bath



29233 HEATHERCLIFF ROAD #4
\$9,000/month | 2 Bed | 2 Bath



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In business

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Lifetime sales

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Expert

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CORONA DEL MAR

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EL SERENO

Expert

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In business

\$43.6M

Lifetime sales

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JERRY ARMEN

GLENDALE

Expert

22 years

In business

\$1B

Lifetime sales

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GARY KESHISHYAN

GRANADA HILLS

Expert

22 years

In business

\$650M

Lifetime sales

[GO TO FULL PROFILE](#)



ROBB STROYKE

HERMOSA BEACH

Expert

28 years

In business

\$1.1B

Lifetime sales

[GO TO FULL PROFILE](#)



SEAN GALLIGAN

HOLLYWOOD

Expert

5.5 years

In business

\$78M

Lifetime sales

[GO TO FULL PROFILE](#)



MIKE JOHNSON

LAGUNA BEACH

Expert

17 years

In business

\$1.3B

Lifetime sales

[GO TO FULL PROFILE](#)



BLAIR NEWMAN

LAKEWOOD

Expert

17 years

In business

\$132.5M

Lifetime sales

[GO TO FULL PROFILE](#)



CHRIS CORTAZZO

MALIBU

Expert

25 years

In business

\$7B

Lifetime sales

[GO TO FULL PROFILE](#)



BRYN STROYKE

MANHATTAN BEACH

Expert

29 years

In business

\$1.5B

Lifetime sales

[GO TO FULL PROFILE](#)



RANDY SOLAKIAN

MONTECITO

Expert

40 years

In business

\$2B

Lifetime sales

[GO TO FULL PROFILE](#)



TINA HARE

MOOPARK

Expert

32 years

In business

\$1.2B

Lifetime sales

[GO TO FULL PROFILE](#)



GINA MICHELLE

MULHOLLAND DR., SHERMAN OAKS

Expert

16 years

In business

\$1B

Lifetime sales

[GO TO FULL PROFILE](#)



LEE ANN CANADAY

NEWPORT COAST

Expert

35 years

In business

\$2B

Lifetime sales

[GO TO FULL PROFILE](#)



DAVID FELDBERG

NORTH TUSTIN

Expert

18 years

In business

\$142M

Lifetime sales

[GO TO FULL PROFILE](#)



ANTHONY MARGULEAS

PACIFIC PALISADES

Expert

27 years

In business

\$1.7B

Lifetime sales

[GO TO FULL PROFILE](#)



MOLLY HOBIN WILLIAMS

PALOS VERDES ESTATES

Expert

40 years

In business

\$563M

Lifetime sales

[GO TO FULL PROFILE](#)



KOFI NARTEY

PLAYA VISTA

Expert

18 years

In business

\$500M

Lifetime sales

[GO TO FULL PROFILE](#)



COLLIN ST. JOHNS

PORTER RANCH

Expert

23 years

In business

\$1B

Lifetime sales

[GO TO FULL PROFILE](#)



JENNIFER DAVIDSON

REDONDO BEACH

Expert

20 years

In business

\$290M

Lifetime sales

[GO TO FULL PROFILE](#)



ROBYN ROBINSON

SAN JUAN CAPISTRANO

Expert

39 years

In business

\$1B

Lifetime sales

[GO TO FULL PROFILE](#)



LIVE SOUTH BAY LOCAL

SAN PEDRO

Expert

16 years

In business

\$80M

Lifetime sales

[GO TO FULL PROFILE](#)



PHIL SCHAEFER

SANTA ANA

Expert

34 years

In business

\$100M

Lifetime sales

[GO TO FULL PROFILE](#)



TYSON ROBINSON

TEMECULA

Expert

17 years

In business

\$250M

Lifetime sales

[GO TO FULL PROFILE](#)



KRIS & STEPHANIE DENTON

TORRANCE

Expert

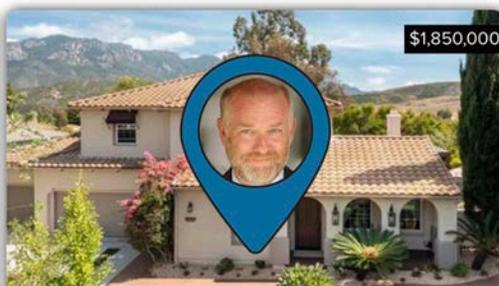
7 years

In business

\$90M

Lifetime sales

[GO TO FULL PROFILE](#)



TIM FREUND

THOUSAND OAKS

Expert

32 years

In business

\$725M

Lifetime sales

[GO TO FULL PROFILE](#)



MICHELLE HIRSCH

VALLEY VILLAGE

Expert

18 years

In business

\$720M

Lifetime sales

[GO TO FULL PROFILE](#)



GEORGE OUZOUNIAN

VENTURA BLVD., SHERMAN OAKS

Expert

10 years

In business

\$1B

Lifetime sales

[GO TO FULL PROFILE](#)



FRED EVANS

VENTURA

Expert

37 years

In business

\$1.5B

Lifetime sales

[GO TO FULL PROFILE](#)



ERIC DELGADO

WEST HILLS

Expert

14 years

In business

\$1B

Lifetime sales

[GO TO FULL PROFILE](#)



IVAN ESTRADA

WEST HOLLYWOOD

Expert

13 years

In business

\$545M

Lifetime sales

[GO TO FULL PROFILE](#)

NORCAL TOP AGENTS



BOBBY GRAVES

PLACER COUNTY

Expert

11 years

In business

\$100M

Lifetime sales

[GO TO FULL PROFILE](#)



IMAGINE YOUR NAME HERE

YOUR NEIGHBORHOOD HERE

Expert

17 years

In business

\$1.3B

Lifetime sales

[GO TO FULL PROFILE](#)



EVERETT ESLINGER

FREMONT

Expert

40 years

In business

\$600M

Lifetime sales

[GO TO FULL PROFILE](#)



RANDY
SOLAKIAN
ESTATES GROUP



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