

LEADERS OF INFLUENCE: RESIDENTIAL REAL ESTATE BROKERS



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

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

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

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

LOI: RESIDENTIAL REAL ESTATE BROKERS



MEREDITH SCHLOSSER
Meredith Schlosser Team
Berkshire Hathaway HomeServices
California Properties

Meredith Schlosser, backed by her dedicated team of staff and agents, can be recognized as an industry leader for her experience and passion. Her tireless work ethic and tenacity set her apart, as she goes above and beyond to achieve tangible and intangible results for her clients. With over \$650 million in sales and consistently ranking among the top 1% of Berkshire Hathaway HomeServices agents worldwide, Schlosser has a successful track record.

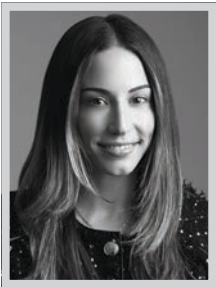
Schlosser's expertise in navigating the competitive LA market is remarkable, thanks to her deep knowledge of the neighborhoods and negotiation skills which have helped her and the team achieve over 219 five-star Zillow reviews. She has closed sales volume of \$71,916,815 in the past 12 months, with her highest priced deal coming in at \$8,100,000. She is involved in charitable organizations such as Susan G. Komen, the Michael J. Fox Foundation, and START Animal Rescue.



SHEN SCHULZ
Sotheby's International Realty

Shen Schulz is the Malibu leader in gross sales volume for past 12 years with Sotheby's International Realty. Schulz believes in collaboration rather than competition with his fellow agents which ultimately serves both the clients for their goals, and the real estate community to raise the bar for service and professionalism.

Schulz knows the Malibu area intimately, having grown up there, he also raised his family there – his twin sons now work with him on his sales team. For the past 45 years, Schulz has been intimately involved in the community, and for the past 24 years, he is the go-to expert for Malibu luxury real estate. Notable transactions for Schulz include 6901 Wildlife Road, 31508 Victoria Point Road, 23038 Pacific Coast Highway, among many more. His current active listing portfolio is close to \$100 million. In the last 12 months he has closed over \$64 million in sales.



NICHOLE SHANFELD
Carolwood Estates

Nichole Shanfeld currently ranks among the top 1% of real estate agents in the nation (per RealTrends). She also earned a Rising Star nomination from The Hollywood Reporter in 2023 and a spot in LA Weekly's list of the Top 15 Entrepreneurs of 2022. Shanfeld currently represents an \$11.5 million collaboration between HEH and BO.SHI architects off the Sunset Strip, a \$10 million Beverly Hills mid-century once owned by Frank Sinatra's lifelong manager, and Earthsong by Chase Revel; a \$5 million Palisades architectural. Most recently, Shanfeld closed an off-market deal in the Beverly Hills flats for \$10 million along with the William Greene Residence (1959) by architect David Freedman for nearly \$5 million.

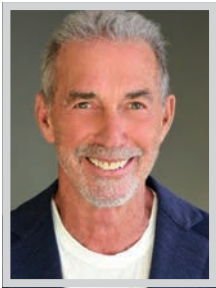
Outside of her real estate work, Shanfeld is passionate about giving back to the communities she serves. Shanfeld contributes significantly to Baby2Baby and is a member of Visionary Women.



MAX SHAPIRO
Westside Estate Agency

Growing up in Beverly Hills and mentored by his legendary father, Stephen Shapiro, Max Shapiro segued from a fine wine and luxury dining background to a successful luxury real estate career. His disarming personality and expert problem-solving skills have made him an invaluable asset to his discerning clientele and allowed him to sell over 75 million worth of property over the last year, including a \$48 million Holmby Hills estate.

Having sold nearly a billion dollars in real estate in his career to date, Shapiro is still as passionate about representing buyers and sellers as he was on day one. He has been featured in numerous publications. He has also been interviewed many times on live television. What makes him stand apart is his responsiveness, diligence, and understanding of how to work for the client, not the commission.



STEPHEN SHAPIRO
Westside Estate Agency

Shapiro has worked in the prime Los Angeles real estate market for over 40 years. Originally from Philadelphia, Shapiro relocated to Los Angeles in 1969 and started his first real estate company by thinking outside the box and offering potential renters photo and video tours of apartments, rather than the typical newspaper advertisement. This trend caught on and Shapiro's success helped him transition from the leasing market into the luxury sales sector. In 1999 he left his previous firm to partner with Kurt Rappaport and created Westside Estate Agency, which has now grown to be the number one luxury real estate agency in Los Angeles and one of the top agencies in the country.

An expert in nine-digit price points and the histories behind the iconic estates he deals in, Shapiro is a legend among legends of the local real estate elite.



**MARC SHEVIN, SARA SHEVIN
and HANNA SHEVIN**
The Shevin Team
Douglas Elliman Realty

The Shevin Team has been quietly dominating the Hidden Hills and Calabasas real estate market for decades. The team consists of Marc Shevin and his two daughters, Sara and Hanna Shevin. Ranked year over year as the top producing agents in the area, they are renowned by colleagues and clients alike for their integrity, loyalty, and professionalism. With over 40 years of combined experience and over \$3 billion dollars in closed residential real estate sales, they consistently rank as one of the top teams in California and nationwide.

The Shevin Team represents many high-profile sports and entertainment clients looking to make their homes in the guard gated communities of Hidden Hills and Calabasas. They currently hold the record for the highest price sale in the city of Hidden Hills at \$25,950,000 breaking the record that they previously set in 2019. In 2023, they closed over \$240 million in sales.



SUSAN SMITH
Carolwood Estates

With over \$250 million in sales since 2022, Susan Smith of Carolwood Estates has completed some of the largest record sales in Beverly Hills and Bel-Air. Her career sales total over \$800 million and consistently rank her among the top 1% of agents in the nation. Her recent notable sales include two adjacent off-market Beverly Hills parcels owned by MacKenzie Scott which sold for \$55 million, a \$27 million Bel Air estate owned by Yvonne Niami, a \$11 million Outpost Estates compound owned by actor Johnny Galecki and an \$11 million Beverly Hills mansion owned by model Kate Upton and MLB star Justin Verlander.

From the moment she first ventured into real estate, Smith knew she wanted to help her clients. She uses her legal background to make the process easier, and she prides herself on being energetic and loyal while also having a competitive edge.



F. RON SMITH and DAVID BERG
Smith & Berg Partners | Compass

F. Ron Smith and David Berg's mantra for success consistently rings true: "One Team. One Purpose: Our Clients." Their enthusiastic spirit, along with the utmost care, compassion, confidentiality, and high level of white-glove, concierge-style service, continues to distinguish them. The team's more than five decades of collective experience informs their ability to successfully navigate the market.

The Smith & Berg Partners team at Compass covers the entire Los Angeles area, from the hills to the sea. The team has sold more than \$6.5 billion worth of real estate since first forming and are regularly ranked as top real estate professionals in the region. Led by Smith and Berg, each member of the team is uniquely qualified with the expertise, relationships and focus to represent buyers, sellers, developers, investors, business and entertainment managers, and all others interested in the opportunity to be a part of the Los Angeles real estate dream.