

September 14, 2017

<http://www.hollywoodreporter.com/lists/hollywoods-top-30-real-estate-agents-1038560/item/stephen-shapiro-realtors-1038741>

Hollywood's Top 30 Real Estate Agents

By Peter Kiefer

What goes up ... keeps going up in L.A.'s high-end home market, say the brokers the industry trusts of the year's biggest sales, from Geffen's Malibu compound to Angie's DeMille estate to the Playboy Mansion and beyond.

Between Jay Z and Beyonce's purchase of an \$88 million Bel Air spec house and Angelina Jolie's \$24.5 million buy of the Cecil B. DeMille estate in Los Feliz, there were plenty of headlines coming out of L.A.'s white-hot luxury real estate market the past year, and signs point to more of the same. In the second quarter of 2017, the median sales price of a luxury home reached \$9.5 million — a 3 percent increase from the same period last year, according to Douglas Elliman. Meanwhile, the number of luxury sales in the second quarter jumped 26 percent from a year ago, even though those homes are staying on the market longer (seven days). *THR's* annual list of top real estate pros — 25 solo artists plus five top teams — reveals how these movers and shakers close the deal, plus what they really think of how their profession is portrayed onscreen.

**FORGET
\$100 MILLION.
WHEN WILL
L.A. SEE A
\$1 BILLION
HOME SALE?**

35%

of *THR's* top brokers predict that a \$1 billion sale in L.A. likely will happen in the next 10 years — if not sooner. "Without question," says Josh Oppenheim of The Oppenheim Group. "It'll have to be a place with a lot of land, so not the Hollywood Hills; probably Brentwood." WEA's Kurt Rappaport says it's "inevitable" and that the billion-dollar threshold will be breached soon enough in the fine art and super-yacht markets as well. Twenty percent said it could happen, just not so fast — and then there are the skeptics. "That's masturbation," says WEA's Stephen Shapiro. "I wouldn't imagine it in my lifetime."

Tracy Tutor Maltas



Douglas Elliman



Courtesy of subject

In October, Maltas sold a Frank Gehry-designed home in Brentwood for \$8.1 million to developer Tom Safran. In July, she brokered the \$11.8 million sale of the John Lautner-designed Stevens House in Malibu to Ed Norton, and she currently has a stunning \$12 million Pierre Koenig-designed listing on Malibu's Point Lechuza. "I really love working with houses that have an architectural story behind them," says Maltas, who has represented stars including Channing Tatum but likes to "fly under the radar."

Best Hollywood depiction of a real estate agent "*American Beauty*, when Annette Bening's character announces, 'I am going to sell that house today.' We all have had houses that we walk in that aren't great, but it's our job, so you pull up the curtains, put on your fancy heels and sell."



Courtesy of Douglas Elliman

\$11.8M: Ed Norton bought this Malibu Colony home, listed by Tracy Tutor Maltas, in July.
