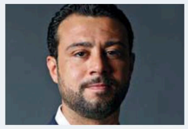
← high-end market is on *fire* in L.A.! Almost everything that has class and style is trading. L.A. isn't built vertically, there is limited land and some of the most incredible luxury estates are being born here every month. I think L.A. is extremely undervalued."

CHRIS CORTAZZO

Affiliate agent, Coldwell Banker Residential Brokerage (Malibu West)

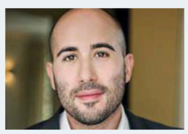
The Malibu expert's recent transactions include a Pacific Coast Highway estate for $38 million, a property at 23438 Malibu Colony Road for $18 million and 23524 Malibu Colony Road for $11.8 million. His listings include the old Johnny Carson Malibu beachfront estate for $81.5 million. "There's a renaissance happening in the greater Los Angeles area not seen since the '80s," Cortazzo says. "In the luxury market, this has translated into must-have properties and must-have addresses. There is an awareness of the value proposition Malibu offers and the lifestyle it affords."



RAPHAEL DE NIRO

The De Niro Team at Douglas Elliman Real Estate (New York)

Current listings include a $30 million luxury penthouse at 166 Perry St., a $19.5 penthouse at 169 Hudson St. and an $18 million duplex at 969 Fifth Ave. "'Right now, 'soft' is the word being used to describe the $4 million-plus end of the market in Manhattan. However, inventory in the super-high-end — sales above $15 million — is moving as those buyers are not as affected by what is happening with the tax plan or stock market volatility," he says.



DREW FENTON

Drew Fenton Estate Representations, Hilton & Hyland

Last year, Fenton's sales total was $500 million; notable transactions include a $25.5 million Crescent Dr. estate sold to boxer Floyd Mayweather; Canadian developer Cody Leibel's $20 million estate sold to Katy Perry; the former Reba McEntire estate on Delfern Drive in Holmby Hills in which he represented the seller in the $41 million deal. Current listings include The One, Bel-Air, at $500 million; the Jerry Perenchio Estate Chartwell in Bel-Air at $350 million; Opus in Beverly Hills at $85 million. "The high-end market is very strong," he says.

Gotham Guy
Raphael De Niro is listing this duplex at 969 Fifth Ave.

TOMER FRIDMAN

Global director, international markets, Compass

Breaking the $100 million mark for closed sales in a single year, he specializes in residential luxury estate properties and large-scale projects throughout Los Angeles, Israel and Europe. Has repped the Kardashian clan since 2013, and other clients include Britney Spears, Jessica Simpson and Jennifer Lopez. "The high-end real estate market in Hidden Hills and Calabasas is exceptionally healthy and growing due to the amount of new construction. The upper end of our market is selling between the $12 milion and $20 million mark."

GINGER GLASS

Agent, Coldwell Banker (Beverly Hills North)

The top agent is the No. 1 selling and leasing agent for CBBHN, the top producing office in the world, and recent high-profile sales include 301 N. Carolwood for $100 million, 9945 Beverly Grove Dr. for $28.8 million and 2572 Wallingford Dr. for $22 million. Recent listings include such luxury properties as 916 Oxford Way at $39.95 million, 10471 Sandall Lane at at $10.49 million, 10917 Savona →

TV TEAM

'MILLION DOLLAR LISTING LOS ANGELES'

Bravo's popular "Million Dollar Listing Los Angeles" stars are justifiably pumped about the current red hot market.

"The luxury real estate market is a seductive investment as many of the ultra-wealthy have doubled their fortunes by riding the bull market, cashed out, and are now putting their cash into tangible, usable investments, like real estate," says veteran cast member Madison Hildebrand, The Malibu Life (Pacific Union Malibu) citing their recent 200 Toyopa Dr. $16.3 million both-sides sale.

Josh Flagg, Rodeo Realty, with recent Beverly Hills sales in the $10 million-$16 million range and current listings such as 815 N. Whittier Dr. for $11.49 million and 811 Hillcrest for $8.49 million, agrees that the market is "very, very strong. High-end properties will continue to stay steady. I don't see a massive increase in prices, but I also don't see a tremendous potential of property value going down."

David Parnes and **James Harris**, left in photo, of The Agency report a record-breaking year "with over $520 million in sales earning us The Agency's MVP Award. Most recently we represented two $30 million sales in Holmby Hills, and the third-highest sale ever in Malibu for $69.9 million."

Josh Altman and Matt Altman of Douglas Elliman, California, Beverly Hills, who sold a Bradbury, Calif., estate for $39.9 million and represented both buyer and seller side of the Kim Kardashian/Kanye West $17.8 million deal, note: "We are seeing groundbreaking numbers in the high-end market, and we are setting records across the board. High-end buyers are more discerning than ever and require the best."

Tracy Tutor Maltas, the show's first female agent, with recent Malibu sales in the $10 million-plus range, says: "2018 is going to be all about servicing ultra-high net worth clients and new developments in Malibu. Malibu is, and always will be, one of the most exclusive, sought out neighborhoods in Los Angeles that continues to experience record-breaking sales year after year."

CORTAZZO: NICHOLAS REID; DE NIRO: MICHAEL MCWEENEY/DOUGLAS ELLIMAN; FENTON: UNLIMITED STYLE PHOTOGRAPHY; DE NIRO PROPERTY: EVAN JOSEPH; MILLION DOLLAR LISTING LA: NICOLE WEINGART/BRAVO