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SUMMER

REAL ESTATE GUIDE



DOUGLAS ELLIMAN REAL ESTATE

Spectacular beachfront home in Malibu features a 180-degree view of the water and custom details throughout.

Previewing Luxury Residential Real Estate

If the listings in the *Variety* Summer Real Estate Guide are any indication, prestigious dream homes are flourishing across the country, from the forests of Mt. Hood in Oregon to the streets of TriBeCa in New York City. Douglas Elliman Los Angeles showcases one Malibu home with stunning architecture on the beach, and also highlights its agents and global network. Sotheby's International Realty presents six properties in California and New York, with each home offering classic elegance and modern amenities alike. Berkshire

Hathaway HomeServices California Properties touts a pair of lavishly appointed architectural masterpieces in the Pacific Palisades and Hidden Hills. Elsewhere, Joyce Rey and Stacy Gottula of Beverly Hills' Coldwell Banker Previews International reveal why they are one of the most prolific real estate teams in Los Angeles, while Village Properties Realtors offers a Santa Ynez estate with brilliant design features and 116 acres of secluded open space. Discover those homes, and much more, in this guide to the county's top real estate gems.

Global Vision. Local Expertise.

DOUGLAS ELLIMAN REAL ESTATE LOS ANGELES, CA



DOUGLAS ELLIMAN LOS ANGELES

Clockwise from top left: Elliman's West Coast Headquarters in Beverly Hills; top performers in 2015, Michelle Oliver, Juliette Hohnen, Connie Blankenship, Matt Altman, Tracy Tutor Maltas, Jim Crane, Josh Altman; a Frank Lloyd Wright, Jr. sold by Hohnen in Brentwood; The Wealth Report 2016, jointly published by Douglas Elliman and Knight Frank Residential.

Opposite page: Key properties in Elliman's portfolio: John Lautner's Stevens Residence in Malibu Colony; the 1926 Sowden House by Lloyd Wright; Pierre Koenig's Case Study House (CSH #21) for Michael La Fetra; and the Schnabel House in Brentwood by Frank Gehry.



In a city known for attracting iconoclasts, including the founders of the Entertainment Industry, we live amid leaders of global influence and renown. A lucky few actually live *within the works* of such innovators – homes designed by revered architects including Eames, Gehry, Lautner, Neutra, Wright, Koenig and Kappe to name a few. Marketing such exceptional properties calls for exceptional capabilities. In Los Angeles, real estate firm Douglas Elliman has raised the bar on brokerage performance to sell the Southland's finest homes.

Located at the former William Morris Agency's El Camino address, Elliman's Beverly Hills flagship houses agents of another kind. Most of the firm's 80 agents are real estate legacies with deep market knowledge and longtime relationships. Michelle Oliver, whose great-uncle is renowned architectural photographer Julius Shulman, will tell you many sales are transacted without even a formal listing (a specialty of the firm's Sports and Entertainment division). Others, namely the Altman brothers, are known for both reality stardom and the *serious credentials* of having sold over \$2 billion in property.

Elliman takes its talented team to the next level with strategic partnerships and market insight tools. "Our relationships aren't just

local," comments Tracy Tutor Maltas. "We regularly speak with colleagues abroad who are in direct contact with would-be buyers." Tutor Maltas refers to Elliman's global alliance with Knight Frank Residential, a worldwide network of 489 offices that gives Beverly Hills agents access to active buyers in 58 countries. That midcentury modern, city-view home in the hills may be a perfect fit for their associate's client in London or Singapore or Mumbai. Deal *done*.

The combined power of Douglas Elliman and Knight Frank further provides unrivalled access to real time data – insight that not only pinpoints an optimal list-price, but that connects the firm to active, registered buyers searching for homes based on *granular criteria* such as neighborhood, size and price.

Today, such access is imperative, especially when marketing listings such as the Doheny's 1,800-acre Las Varas Coastal Ranch or historic homes built by Lautner or Gehry. These properties are totemic in nature and, like the recently auctioned paintings of Modigliani and Picasso, call for expert handling and international exposure.

It is this combination of global vision and local expertise that makes Douglas Elliman unique in the Los Angeles market, and why the firm sold over \$22 billion in property last year alone.



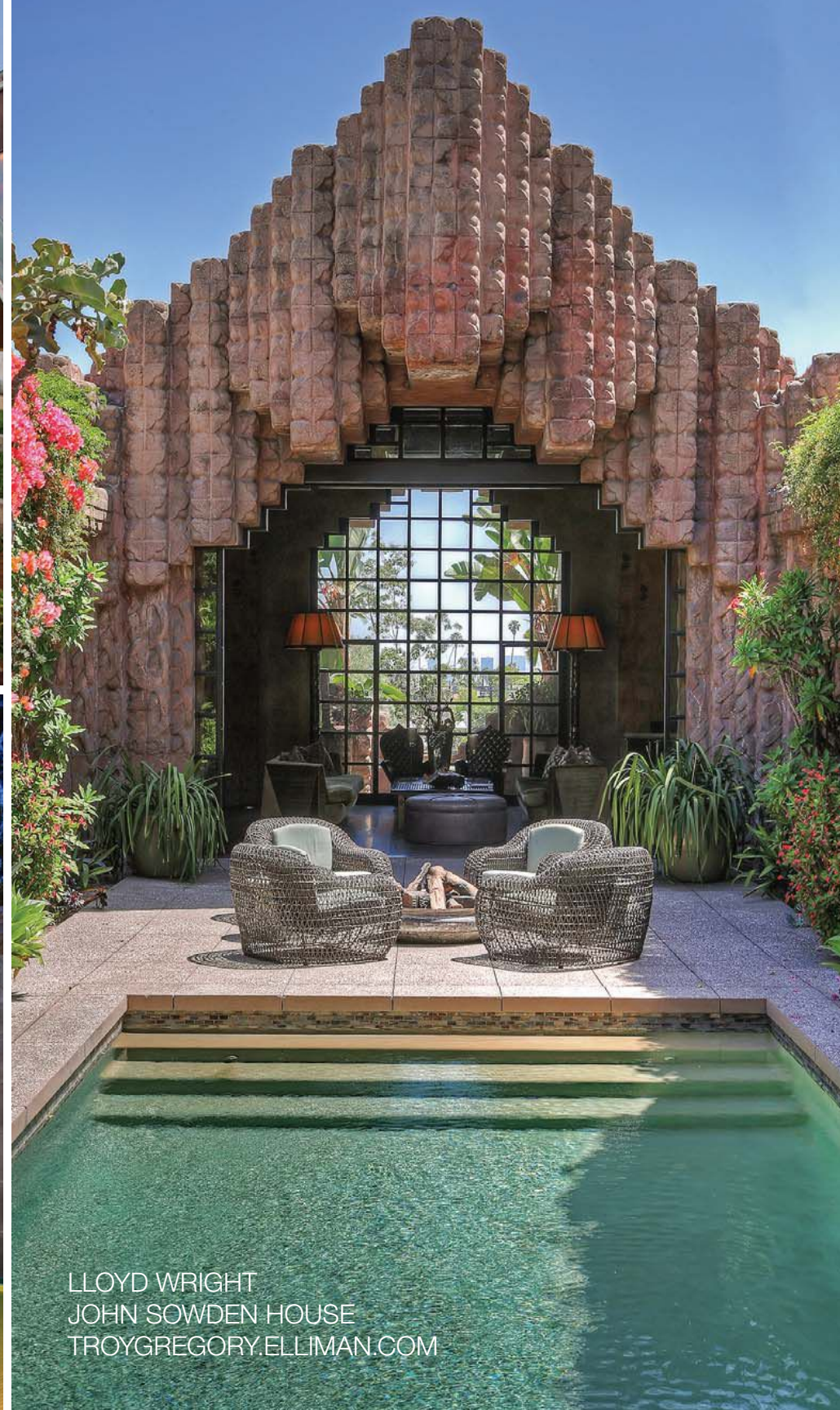
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