

LHSPACES  | CØMPASS


Life *by* DESIGN

#LifeByDesign

#LHspaces

Life *by* DESIGN

LHspaces at Compass approach real estate with a fresh philosophy that’s different than other companies or agents.

We value our clients not only as their agent - but as a trusted advisor, friend and advocate. We want to help you design a life, a life that you love. 

LHSPACES.COM

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A Los Angeles Real Estate Guide
by LHSPACES

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OUR TEAM

LHspaces is a vibrant, forward thinking team of real estate professionals with a shared synergy, vision and work ethic. Approaching our work with a sense of humor and a belief that work should be fun, we see our role as more than just an agent. We’re trusted advisors, friends and advocates. A person’s home is their most intimate space, an oasis where they regain their strength, re-energize; the central space of their life. It is our privilege to be entrusted with this great honor.

TARA HOTCHKIS	<i>Chief Executive Officer, Founding Partner</i>
DOMINIC LABRIOLA	<i>Chief Operating Officer, Founding Partner</i>
SHAM NOORISTANI	<i>Head of Client Care</i>
BRENT FUCHS	<i>Senior Associate Partner</i>
BRIAN GRIFFIN	<i>Senior Associate Partner</i>
MIKE SULLIVAN	<i>Associate Partner</i>
KEVIN MITCHELL	<i>Associate Partner</i>
ALEX GRIFFIN	<i>Associate Partner</i>
RACHEL PRETORIUS	<i>Associate Partner</i>

TARA
HOTCHKIS

Chief Executive Officer
Founding Partner

Los Angeles native, Tara Hotchkis, has been a top producing real estate agent for over a decade, with recent sales of more than \$300 million in residential real estate. Together with her business partner, Dominic Labriola, Tara Hotchkis leads the Compass Beverly Hills based real estate team, LHspaces. In 2017 the partners represented Major League Baseball Player, Ichiro Suzuki in the sale of his Downtown Los Angeles Arts District Penthouse Loft, setting a new price per square foot record in Downtown Los Angeles’ Boomtown. In addition to representing celebrities and high profile individual and corporate clients from DTLA to Malibu, the team also represents fine estates internationally.

In addition to real estate, Tara is passionate about contemporary art and design. She supports several non-profit arts organizations including PS Arts, serves as an Ambassador for the Los Angeles Public Library Foundation’s Young Literati, is a Leadership Circle member of the Los Angeles Museum of Contemporary Art (MOCA). Tara is also a member of SAG-AFTRA, having appeared in numerous television shows and commercials.

Tara is a contributing writer and member of Forbes Real Estate Council, has been featured in Angeleno Magazine’s 2017 and 2018 Los Angeles Power Players Issue, is a former NCAA Division I tennis player, a Graduate of REALTOR® Institute, a member of the Urban Land Institute, a member of the Los Angeles World Affairs Council and holds a Bachelor’s degree from the University of California, Irvine.

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310.890.6654
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DOMINIC
LABRIOLA

Chief Operating Officer
Founding Partner

A glance at Dominic’s life and career reveals a resilient drive that is core to his being. From managing his family’s business through hardship, to diving back into the real estate industry after the market shift, he takes no opportunity for granted and perseveres to achieve the best for his clients, many of whom have become his friends. Dominic’s determination and dedication to his clients has led to notable success in real estate. He is proud to represent influential, leading Angelenos from film & television, professional sports, technology and medical industries.

Dominic co-founded and served as Chief Operating Officer of a boutique real estate brokerage. During that time, Dominic oversaw the day-to-day workings and implementation of the systems which grew the company to 55 agents and over \$1 Billion in annual sales.

With his business partner, Tara Hotchkis, the duo leads the real estate team LHspaces, a dynamic team with a fresh philosophy and vast experience, taking the time to understand their client’s needs and objectives. Dominic brings an innate understanding of the industry and a broad spectrum of experiences to LHspaces. He is also the host of the Real Shift Radio podcast, which features stories of inspiring people who Dominic has encountered throughout his years in real estate, as they share their successes, challenges, best practices, and moments of discovery.

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SHAM NOORISTANI

Head of Client Care

Sham Nooristani is the Head of Client Care for LHspaces. Sham is the former assistant to the top real estate agent in the country, Ken DeLeon, completing numerous transactions at every price point. She enjoys working with all types of clients, from first-time buyers to overseas clients and all-cash offers. Sham prides herself on referring more business than she accepts and treating clients with the highest level of respect. "People never forget how you treat them," Sham says. "Be loving and gentle in all of your ways." Outside of her real estate career, Sham loves meeting friends for juice or coffee, preferably in the outdoors.

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BRENT FUCHS

Senior Associate Partner

Brent Fuchs is an Estates Agent at Compass, specifically a Senior Associate Partner with LHspaces. With nearly a decade of real estate experience, Brent has had the opportunity to collaborate with high-end building companies not only in sales, but also as a designer. Brent's experience of running a successful team team of five has established him as a hands-on agent who is caring, persistent, and knowledgeable about luxury real estate.

When it comes to Los Angeles, Brent is passionate about the city's endless opportunities. "I love the history and endless possibilities in real estate here," he says. "Working in Los Angeles real estate has allowed me to meet some of the most interesting individuals. I'm constantly surrounded by such talented people. I can't help but learn and be inspired by each of them." With his clients, Brent is passionate about building lifelong relationships.

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BRIAN GRIFFIN

Senior Associate Partner

Brian Griffin is a Senior Associate Partner with LHspaces at Compass. With more than a decade of experience in real estate, Brian has completed more than 150 transactions, representing over \$100 million in business. Above everything, Brian prioritizes relationship building with his clients. "Open and honest communication is paramount," Brian says. "If we do one deal, we will do more. I'm in it for the long haul. Being a part of most people's largest life decisions and handling them with integrity keeps me coming back for more."

Outside of real estate, Brian is very dedicated to giving back to the Los Angeles community. Six years ago, he founded Align LA, a network that connects volunteers with non-profits and community service opportunities.

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MIKE SULLIVAN

Associate Partner

Mike Sullivan is an Estates Agent at Compass and Associate Partner with LHspaces. Having been a licensed agent in Massachusetts, Nevada and California, Mike has enjoyed success in some of the most competitive real estate markets in the country: Boston, Las Vegas and Los Angeles. During his time in Las Vegas, Mike founded Top Vegas Condos and quickly established the company as a top resource for sales and rentals in the region.

When it comes to his clients, Mike follows a philosophy of trust and transparency. "I always see my clients as family. I treat them as I would like to be treated if I were in their shoes. Exceeding my client's expectations by finding them the best possible deal is always my priority. Buying a home should be an exciting experience, so I love to keep up that standard."

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**KEVIN
MITCHELL**

Associate Partner

Kevin Mitchell is an Estates Agent at Compass and Associate Partner with LHspaces. Hailing from a family involved in real estate – both Kevin’s mother and step-mother practice real estate – Kevin’s exposure to the industry led him into the path of real estate as his own career having spent time around those who he respects and admires. He prides himself on a discerning analytical side which he says he gets from his Father who is a Civil Engineer and very much a humanitarian. Kevin’s family and experience in life have shaped his love of the human connection. Kevin especially loves the negotiation process, he calls it the heart and soul of the buying and selling process. Kevin’s service mindset is an invaluable asset that sets him apart as he negotiates his clients the best deal in regards to their needs.

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**ALEX
GRIFFIN**

Associate Partner

Alex Griffin is an Estates Agent at Compass and an Associate Partner with LHspaces. Within months of earning his real estate license, Alex had fallen in love with Los Angeles real estate after closing his first deal. Working closely with his brother Brian Griffin, Alex has quickly gained an intimate knowledge of the city, its micro-neighborhoods, and burgeoning communities.

With his clients, Alex follows a mantra of “education and service above all else.” His favorite part of the buying and selling process is building a relationship with his clients and helping them to realize their real estate goals. “Everyone has a dream of success, and that usually involves owning their own home,” he explains. “For me, there’s nothing more fulfilling than helping my clients turn that dream into a reality.”

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**RACHEL
PRETORIUS**

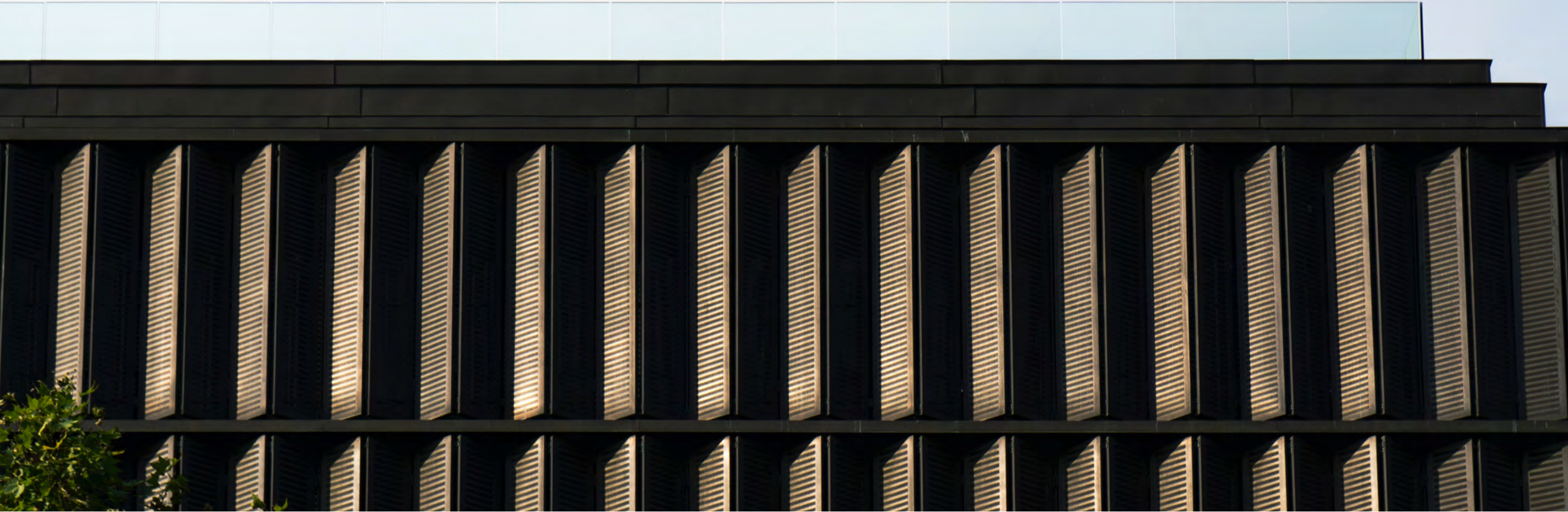
Associate Partner

Rachel Pretorius is an Estates Agent at Compass and an Associate Partner with LHspaces. With a successful career in the fashion industry spanning over 25 years, Rachel brings a wealth of design knowledge and expertise to the LHspaces Team.

With her clients, Rachel deeply values honesty and transparency above all else. She is especially passionate about helping first-time owners wade through the home buying process. “I know what it’s like to buy a house for the first time and not know what to expect. I never want my clients to feel like they’re in the dark at any point in the buying or selling process.”

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A CREATIVE PARTNERSHIP

Our exclusive relationship with Trestle Creative – an innovative creative agency – allows us to offer world-class branding, graphic design, filmmaking and copywriting services all in-house, providing our clients with the most sophisticated marketing material available to showcase their homes with the intention of garnering the highest price-per-square foot value possible.

trestle.

© @TrestleCreative
TrestleCreative.com

We are a creative and passionate team of friends who came together to bring beautiful and functional design that attracts an audience, adds value to a company and helps it grow. We believe that every brand tells a story and we love to help craft the message that people experience. More than a creative agency - we are storytellers. We have a classic sensibility with a modern aesthetic.

DIGITAL
EXPOSURE



Websites

LHspaces.com
MovetoDTLA.com
DialDominic.com
Compass.com



Zillow, Trulia & RealEstate.com

We are premier agents, our listings get priority placement and more views than those of our competitors.

Realtor.com

Company showcase puts our contact info directly on our listings and gives our listings maximum exposure on the site.

ListHub

We have partnered with the nation’s top listing syndication platform which exposes our listings to over 900 websites.

Curbed LA

Dominic and Tara are the featured agents in a monthly open thread FAQ where curbed readers ask the experts about buying and selling in Los Angeles.



Podcasts: Real Shift Radio



Dominic is the host and creator of this Radio Show rooted in Real Estate which brings the most inspiring people sharing their insights and best practices for living your best life.



Social

200k + Followers in Aggregate



LHspaces
MovetoDTLA
DialDominic
Compass



LHspaces
MovetoDTLA
DialDominic
Compass



LHspaces
DialDominic
Compass



LHspaces
MovetoDTLA
DialDominic
Compass



LHspaces
Dominic Labriola
Tara Hotchkis
MoveToDTLA
Compass



LHspaces
DialDominic



LHspaces
Compass



INTERNATIONAL
EXPOSURE

With international buyers accounting for almost \$1B in domestic sales, marketing to this audience is more crucial than ever before. Here’s how we’ll position your property on today’s global market.



3.8B

Our international impressions per year

40

Countries to which Compass syndicates listings

1.7M

Unique international users on Compass.com per year

50

International real estate syndication portals

1.8M

Potential international social impressions each year

800+

Partner websites to which your listing is automatically syndicate for maximum digital coverage

1.9M+

Average monthly page views on Compass.com, where your property’s critical selling points are represented via an intuitive, searchable platform

15K

Luxury agents worldwide who recive our monthly Compass connect newsletter featuring our highest-end exclusives

STRATEGIC
PUBLIC RELATIONS
CAMPAIGNS



Our broad presence in the press ensures that your home will be featured in the most prestigious applicable publications. Our work has been featured in over 20 major publications throughout the Los Angeles area and beyond.

Advertising opportunities in sources such as LA Times, Luxe, and LA Confidential ensure that your listing will be promoted in some of the most prestigious publications.

19,144,000 *Combined Print Circulation*
79,598,000 *Combined Readership Numbers*
\$200K+ *Average Household Income*

Forbes
Los Angeles Times
THE WALL STREET JOURNAL.
THE Hollywood REPORTER *VARIETY*
LOS ANGELES CONFIDENTIAL CURBED Blau Journal
ELLE DECOR YAHOO! AD
MANSION GLOBAL VANITY FAIR luxe.
interiors + design
CNBC DIGS ca
Angeleno WIRED
GO
VOGUE



THE COMPASS
ADVANTAGE

Compass takes a tech-driven, personalized approach, combining a collaborative agent community, in-house creative services, and the industry’s most featured leadership team. Compass listings spend 19 fewer days on market than the industry average. A swifter sale means a more seamless seller experience and greater value for you.



#1
Our rank in average agent sales volume among national brokerages

\$2.2B
Our company valuation, with \$775M in financing raised to date

1.9M+
Average monthly page views on Compass.com

150+
Compass designers, creative producers, and marketing strategist hailing from top brands

Our leaders hail from the world’s most innovative companies:



Marketing Resume

CONDÉ NAST

L’ORÉAL

ROLEX

Neiman Marcus

TIFFANY & CO.

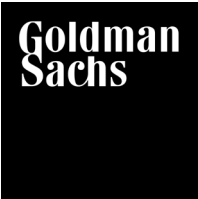
INFLUENTIAL
INVESTORS

Compass has raised \$775 million in capital using a model supported by prestigious backers from across the globe—from prominent venture capital firms to real estate leaders to high-net-worth private partners.

Our investors have a track record of supporting world-class technology companies, including Instagram, Facebook, Twitter, Airbnb, Uber, and Lyft.

With this financing, we have been able to invest in the best technology and recruit top talent across every discipline to build a once-in-a-generation company that is revolutionizing real estate—and do so while remaining debt-free to this day.

Financial Investors



FOUNDERS FUND



Strategic Investors



Real Estate Developers



A NATIONWIDE NETWORK

11000+

Number of Compass agents nationwide

20

Number of our major markets

Top 1

Our brokerage rank amongst national independent real estate firms

266+

Number of Compass offices

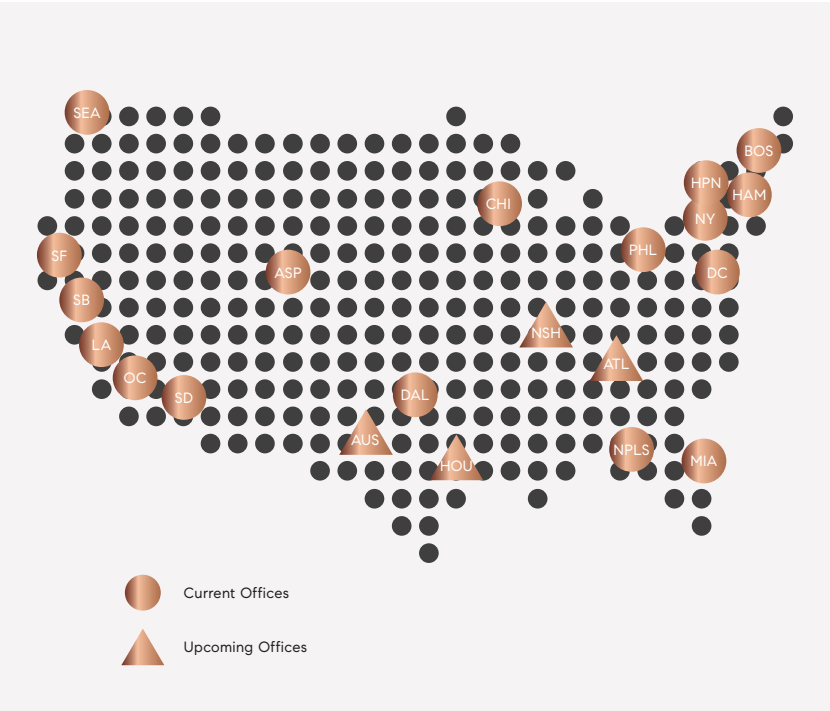
\$30B

Total sales volume to date

\$6.8B

Value of current Compass exclusives

Since our launch in 2012, we’re aimed to simplify the real estate process, one market at a time. With 80+ offices across 14 regions, Compass is the country’s fastest-growing, most innovative brokerage.



PRE-MARKETING YOUR HOME

Drive buyer interest and buzz with Compass Coming Soon, which affords prospective buyers a glimpse of your home before it officially comes on the market.

Create Early Demand

Listing your property first on Compass Coming Soon can build anticipation among potential buyers, drive up its value, and shorten the sales timeline.

Drive Buyer Excitement

By creating visibility for your home early on, you can start engaging buyers. 2.4x more potential buyers will attend the open house of a Compass Coming Soon listing.

Get More Exposure

Build momentum by launching your home twice: first on compass.com; then to the rest of the market, taking advantage of a strategic promotional phase of marketing.



THE COMPASS CONCIERGE PROGRAM

The latest in a suite of services designed to prepare your home for the market. From deep-cleaning to cosmetic improvements, we will work together to assess opportunities to elevate your home’s value.

How it works

- Our team will develop a tailored project plan with suggested home improvements and updates to prepare your home for the market. The plan may include staging, painting, deep cleaning, landscaping and decluttering costs.
- You will contract directly with home improvement service providers.
- Compass Concierge will pay the associated cost for home improvement work performed subject to your agreements with home service providers.
- At the closing of the property, Compass Concierge will collect a fee that covers the cost of the work performed.

Key Eligibility Criteria & Restrictions

- The program is available to all sellers with an exclusive Listing Agreement with Compass.
- Prospective sellers interested in participating in the Compass Concierge program must review and execute the Compass Concierge Service Agreement outlining the program services.

Payment for Services

- Invoices should be sent to your Compass Agent for payment by Compass.
- When your property closes during the term of the Listing Agreement, Compass Concierge will issue an invoice reflecting the total cost of services rendered.
- Payment for the program services will be collected using your preferred payment method at the earlier of (a) the actual closing of the property or (b) the one-year anniversary of your participation in the program.
- In the event that your property does not sell or the Listing Agreement is terminated for any or no reason (including the property going off market), Compass Concierge will collect any actual costs incurred by the home improvement work performed (within 15 days).



BRIDGE
LOANS

How many more homeowners would sell if they knew they had a new home waiting for them—and the capital they needed to buy it? With this program, we will allow you to confidently buy your next home while waiting to sell your current one.



The best part? Not only do well-staged, empty homes sell for more, but your family will be spared the inconvenience of having to show the listing while you’re still living in it.

COMPASS
CARES

“100% of transactions result in Compass making a donation back to the community.”

Robert Reffkin
Compass Founder and CEO



As a company committed to helping everyone find their place in the world, giving back to our communities is central to our mission.

How does it work?

Over the next year, we anticipate contributing more than \$10 million to better the neighborhoods we serve.

For more information visit:
COMPASS.COM/COMPASS-CARES

INNOVATIVE
SIGNAGE

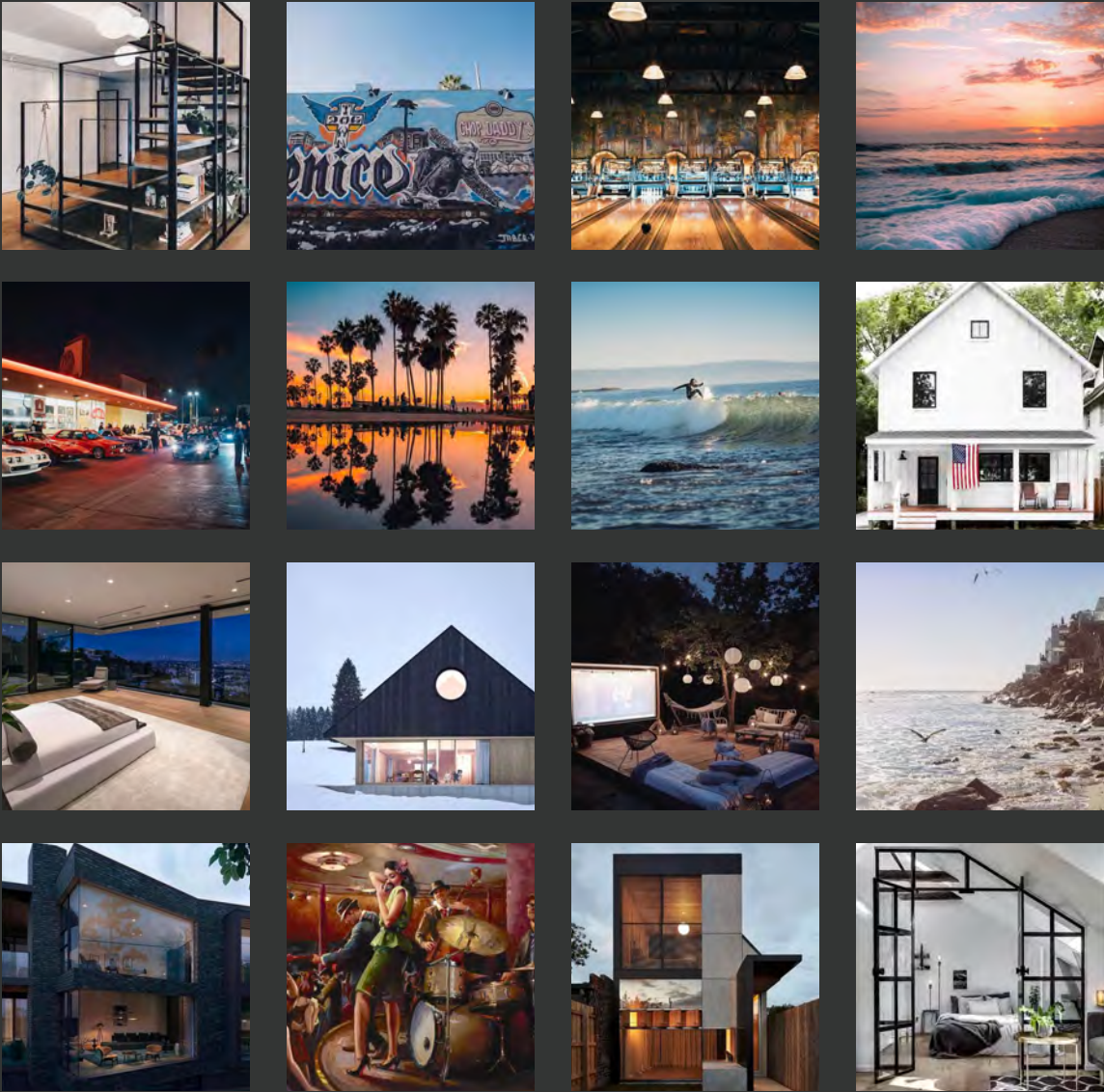
Illuminating and interactive, our reimagined real estate sign engages prospective buyers and surfaces the most resonant information regarding your listing.



Communicate critical selling points with strategically-curated content.

Access live data on consumer engagement.

Know how many people requested more detail via QR code.



WE CREATE A LIFESTYLE AROUND YOUR HOME

PRINT
COLLATERAL

Marketing Materials

Our team will create hand-tailored marketing pieces showcasing the unique features of your home. Our promotion services include one-sheets, brochures, neighborhood postcards, local magazine and newspaper advertisements.

from One Page Brochures
to Coffee Table Books

LHSPACES

1260

LAGO VISTA DR
BEVERLY HILLS

\$ 7,900,000

5 BED 8 BATH

Dominic Labriola
Tara Hotchkis

Home@LHspaces.com
323.746.4554

LHSPACES.COM

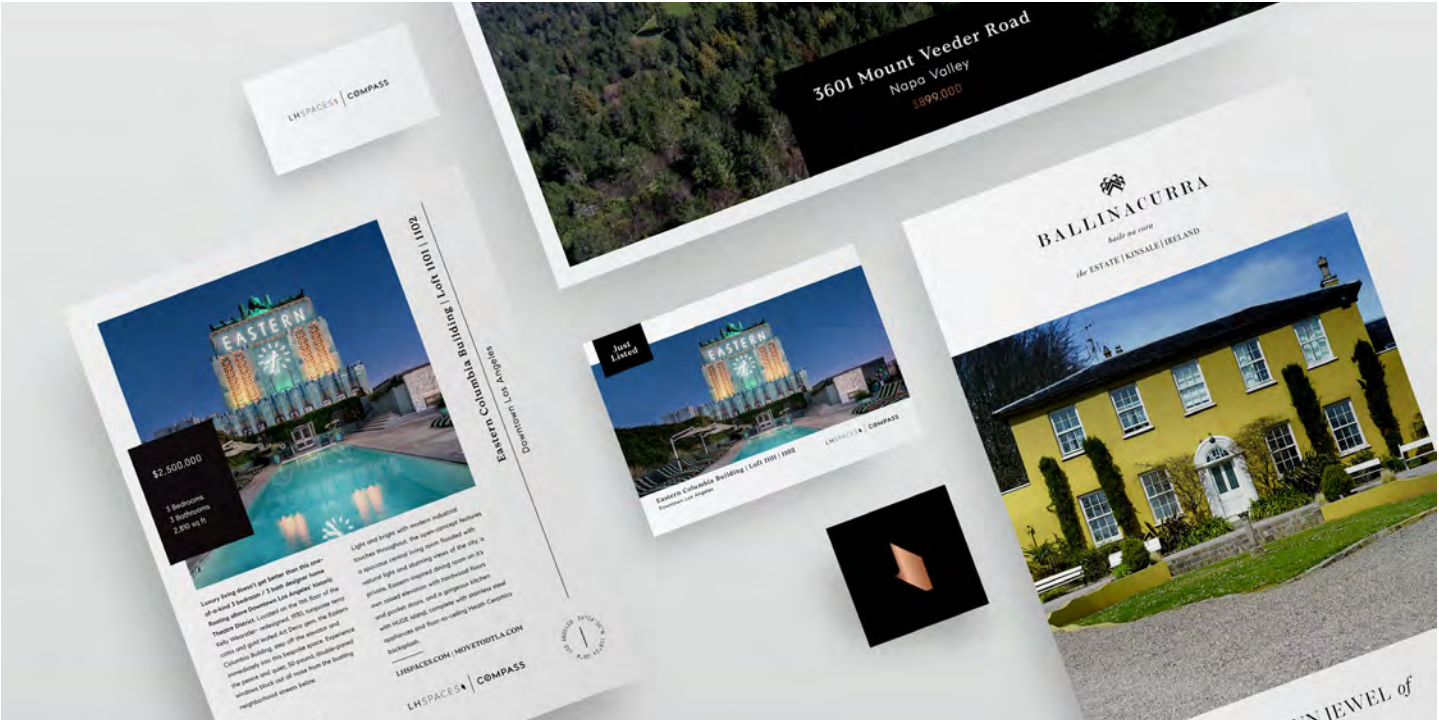
DRE# DL 01905889 | TH 01377779

10721 STRADELLA CT | BEL AIR
Designed by global architecture & design firm SAOTA

Dominic Labriola
Tara Hotchkis
Home@LHspaces.com
323.746.4554

\$ 19,995,000
UNOBSTRUCTED PANORAMIC VIEWS
PLANS FOR APPROX 21,000 sq ft
Architectural Rendering

LHSPACES.COM
DRE# DL 01905889 | TH 01377779







DIGITAL COLLATERAL

With more than 90% of home buyers beginning their search on the internet, and 51% of buyers finding their home online*, we understand the importance of digital marketing. Our team will expertly create films, newsletters, eBlasts and digital advertisements to bring the maximum amount of exposure possible to your property.

**Source: National Association of Realtors, 2018*



FILMS	<i>Bespoke High-End Lifestyle Showcase</i>
NEWSLETTER	<i>Bi-Weekly Newsletter</i>
EMAIL CAMPAIGNS	<i>Properties eBlast (Just Listed, Sold, etc)</i>
INSTAGRAM	<i>Instagram Stories</i>

FILMS

Bespoke High-End Lifestyle Showcase



The Ballinacurra Estate, Kinsale



Eastern Columbia Building, Downtown Los Angeles



Biscuit Company Lofts, Downtown Los Angeles



1420 Laurel Way, Beverly Hills

Platforms



Our team produces high-end bespoke lifestyle films with drone footage and virtual walk through which showcase not only the property, but the community in which the property is located, giving the viewer a true sense of the lifestyle they would enjoy as owners of the home.

Life *by* DESIGN

Week of JUNE 11, 2018 | ISSUE 1 | 2:54 read time



We're ecstatic to share with you the inaugural issue of our LHspaces Life By Design eNewsletter! We are passionate about helping people to live their best life. We want to help you design a life, a life that you love! Each newsletter will bring something new which will help you to live a rich, full life - whether that be a new home, a travel tip, the hottest dining spot or a neighborhood gem. We understand your inbox is already full of tons of other mail, so we promise to only send things that we think you'll find of value. When designing this, we did so with the thought "what kind of newsletter would we want to receive ourselves?". We're very proud to present what we've put together, and we hope that you love it!

DIGITAL
NEWSLETTER

Biweekly



Read This



LHspaces Team Honored in Angeleno Magazine
Power Players:

Dominic Labriola, Tara Hotchkis and their LHspaces Team are honored to have again been named amongst Angeleno Magazine's Power Players for the second year in a row. Congratulations to all of the other 2018 Honorees whose drive, tenacity, creativity and empathy provide a powerful example of what it means to make a difference and effect lasting change in the world!



Live Here
Current Listings



Ballinacurra
Kinsale, Ireland
€12,000,000
28 BED | 24,000 + SQFT

Tucked away within the rolling landscape of the coastal town of Kinsale is the crown jewel of Ireland: The Ballinacurra House. A historic Georgian mansion, Stone Cottage, Coach House and Lodge situated on over 25 Acres | 4 Residences totalling 28 Bedrooms over 24,000 square feet.

To watch the breathtaking film, visit www.ThePasturesGreen.com/film
Password: Kinsale

Subscribers to our digital eNewsletter enjoy lifestyle articles, notable properties, travel and dining tips and our insights for living your best life.

#FunFact

The California Association of Realtors found that in 2016 only 13% of residential home buying was for the purposes of investment; the remainder of purchasers claimed either primary or secondary residences. California proudly boasts the largest GDP of any U.S. state and annually ranks between the sixth- and eleventh-largest GDP in the world by national standards. California (as a state) ranks just behind countries like China, Japan, Germany and the U.K.



Visit Here

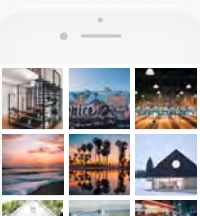


Culture Cue - Jemaa El Fna by Night

Arguably the single most mythical place in Morocco, Djema El Fna comes to life every night in Marrakech. Everything from fortune tellers to snake charmers to acrobats entertain wide-eyed tourists and locals alike in this long-standing symbol of the city founded in the 11th century. Word of advice, always barter with the street vendors. Start haggling at ten percent of the asking price, never pay more than half, and be firm when you say no.



Check Out What We Are Up To
On Instagram



Meet the Team



Dominic Labriola
Founding Partner
COO



Tara Hotchkis
Founding Partner
CEO



Sasha Maxim
Vice President
Business Development



Sham Nooristani
Head of Client Care



Brent Fuchs
Senior Associate Partner



Kyran Konen
Associate Partner



Mike Sullivan
Associate Partner

10,000+
Subscribers

PROPERTY
EBLAST

Just Listed, Just Sold
& Coming Soon

LHSPACES | COMPASS

Eastern Columbia Building
Loft 1101 | 1102
Downtown Los Angeles

\$2,500,000 | 3 Bedrooms | 3 Bathrooms | 2,810 sq ft

About this Property

Luxury living doesn't get better than this one-of-a-kind 3 bedroom / 3 bath designer home floating above Downtown Los Angeles' historic Theatre District. Located on the 11th floor of the Kelly Wearstler- redesigned, 1930, turquoise terra cotta and gold leafed Art Deco gem, the Eastern Columbia Building, step off the elevator and immediately into this bespoke space. Experience the peace and quiet; 50-pound, double-paned windows block out all noise from the bustling neighborhood streets below.

SCHEDULE VIEWING

11k

Proprietary database of
leading luxury agents

Dominic Labriola

Founding Partner | COO
DRE# 01905889

Tara Hotchkis

Founding Partner | CEO
DRE# 01377779

323.746.4554

Home@LHspaces.com

SUSCRIBE

Sign up for our Life By Design eNewsletter for the latest to help you live a life that you love!

INSTAGRAM
STORIES

MOVE TO
DTLA

#LHspaces #MoveToDTLA

Presenting

BISCUIT
COMPANY
LOFTS

Penthouse 701

LHSPACES

1850 Industrial Street
Penthouse #701
Downtown Los Angeles

\$2,349,000
2,030 sq ft

Tara Hotchkis Dominic Labriola

Founding Partner & CEO
LHspaces

Location 9454 Wilshire Blvd, Ground Floor,
Beverly Hills, CA 90212

Phone 323.746.4554

Web LHspaces.com

Photography by Vincent Vallejo

Specializations

Tara Hotchkis and Dominic Labriola prove that outstanding individuals can make a powerful pair. The Founding Partners at LHspaces introduced their vibrant, forward-thinking agency to L.A.'s luxury real estate market in 2015 after working together at a Beverly Hills brokerage. "We recognized our shared synergy, vision and work ethic immediately," Hotchkis says. "We also shared a sense of humor and a belief that work should be fun," Labriola adds. "Creating LHspaces has been the ultimate rewarding experience, it has given us the chance to help people design their lives."



An early affinity for real estate is key to their partnership. Dominic Labriola's father, a general contractor, taught him every aspect of design and construction, which led him to get his real estate license at 19 and broker's license just a few years later. "I started out selling the houses we were building and fell in love with the brokerage business," says Labriola. Tara Hotchkis shares a similar story, "My uncle is a real estate developer in L.A.. As a girl I fell in love with the big, beautiful houses he built and became obsessed with architecture. I was a senior in college when I bought my first condo and became fascinated with the transactional side. I love helping people feel the joy that I felt buying my first place."

LHspaces is a powerful reflection of Hotchkis and Labriola's ideals and enthusiasm. One of the group's greatest strengths is the collaborative environment they've created. "Our team is our family," Hotchkis declares. "We want them to feel supported and that they are part of something bigger. It's all of our team." Another asset is creative digital marketing and social media. Labriola hosts Real Shift Radio, a podcast featuring people he has met through real estate who inspire him. "It is vital to recognize that there are real people on both sides of any transaction and that bringing back what is personal is most important."

“
Creating LHspaces
has been the
ultimate rewarding
experience, it has
given us the chance
to help people
design their lives.”





LHSPACES



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LHSPACES.COM

