

#LifeByDesigr #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.

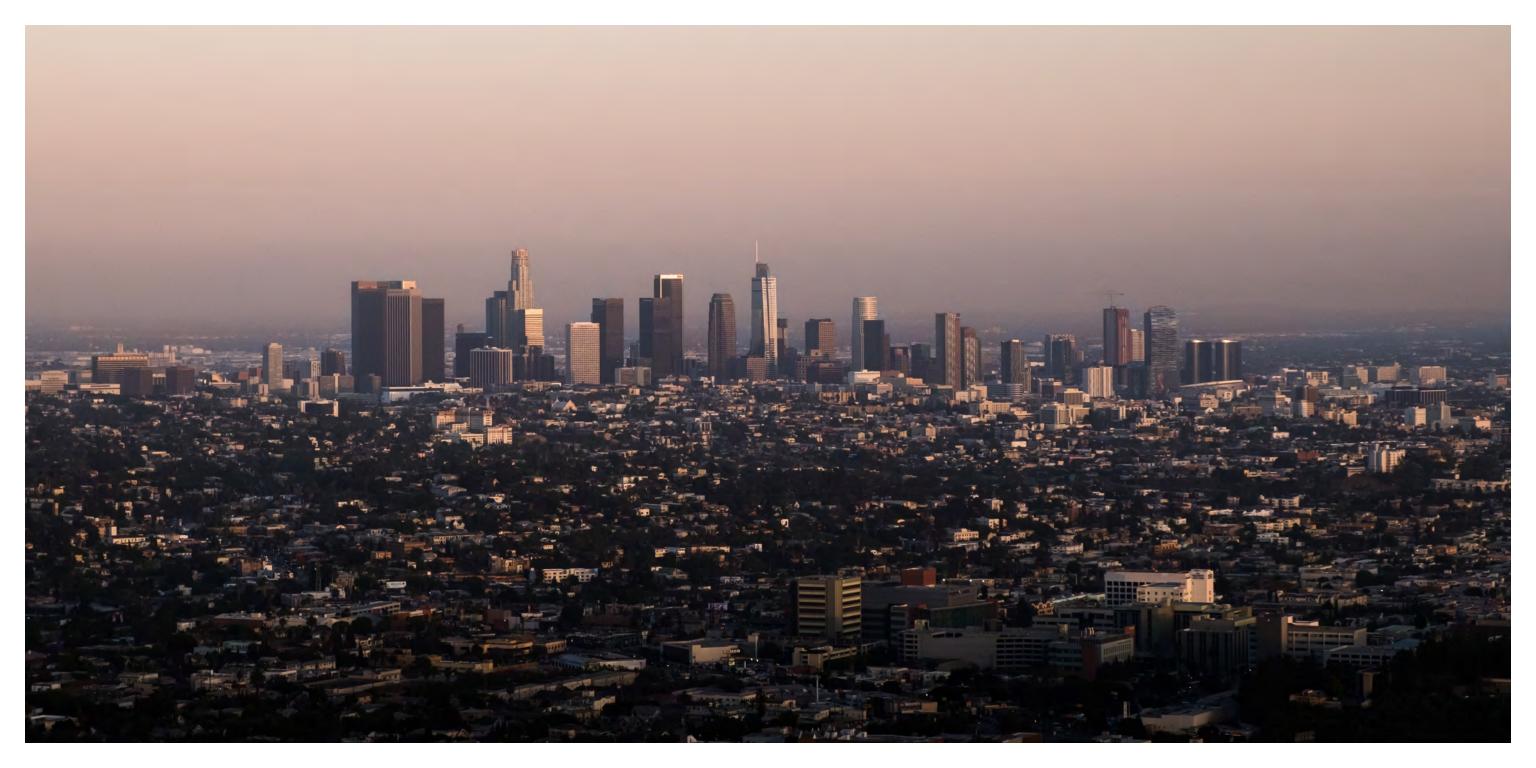
We want to help you design a life, a life that you love.

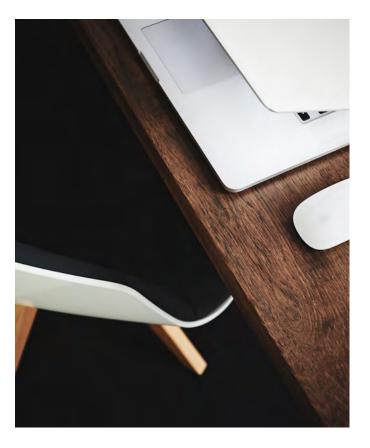
## LHSPACES.COM

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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.

ARA HOTCHKIS	Chief Executive Officer, Founding Partner
OMINIC LABRIOLA	Chief Operating Officer, Founding Partner
ham nooristani	Head of Client Care
RENT FUCHS	Senior Associate Partner
RIAN GRIFFIN	Senior Associate Partner
1IKE SULLIVAN	Associate Partner
EVIN MITCHELL	Associate Partner
LEX GRIFFIN	Associate Partner
ACHEL PRETORIUS	Associate Partner

## TARA **HOTCHKIS**

## 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.

DRE#01905889

310.926.2375 Dominic@LHspaces.com

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.

DRE#01377779

10

310.890.6654 Tara@LHspaces.com







## 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.

DRE#01736172 707.332.2936 | Brian@LHspaces.com



## 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."

DRE#02021046 310.954.6756 | Mike@LHspaces.com





## 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

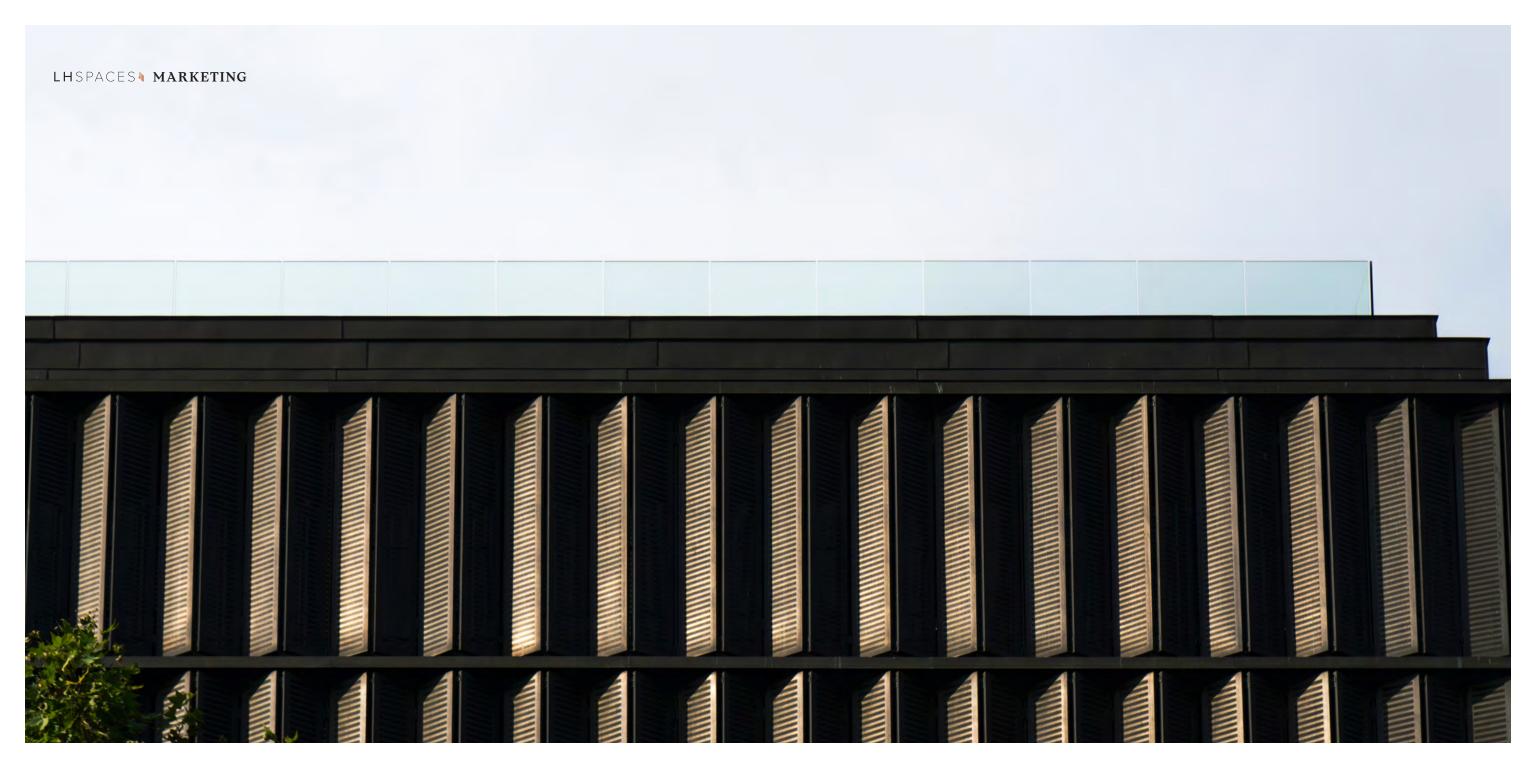
Associate Partner

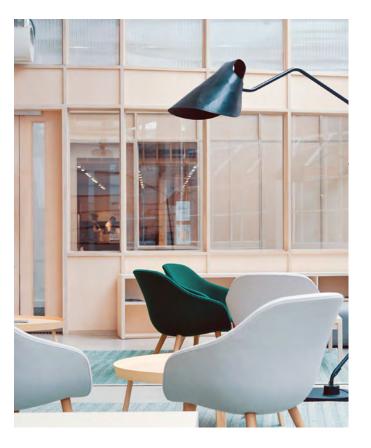
Rachel Pretorius is an Estates Agent at Compass and an Associate Partner with LHspaces. With a successful career in the fashion industry spanning over 25 years, Rachel brings a wealth of design knowledge and expertise to the LHspaces Team.

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

## 1.8M

Potential international social impressions each year

40

Countries to which Compass syndicates listings

## +008

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

## 1.7M

Unique international users on Compass.com per year

## 1.9M +

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

## 50

International real estate syndication portals

## 15K

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

## STRATEGIC PUBLIC RELATIONS CAMPAIGNS





23

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

22 PRESS PUBLIC RELATIONS

**Forbes** Los Angeles Times

THE WALL STREET JOURNAL.

Hollywood VARIETY





Blau Journal







MANSION GLOBAL

WANTYFAR Luxe.









**Angeleno** WIRED

GQ 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:



Google

facebook

Microsoft



Marketing Resume

CONDÉ NAST

ĽORÉAL

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 debtfree to this day.

## **Strategic Investors**









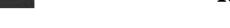




## **Financial Investors**

















27







26 COMPASS ADVANTAGE INVESTORS

# 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

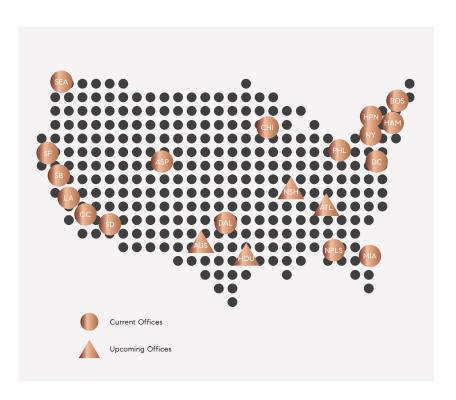
\$30B

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

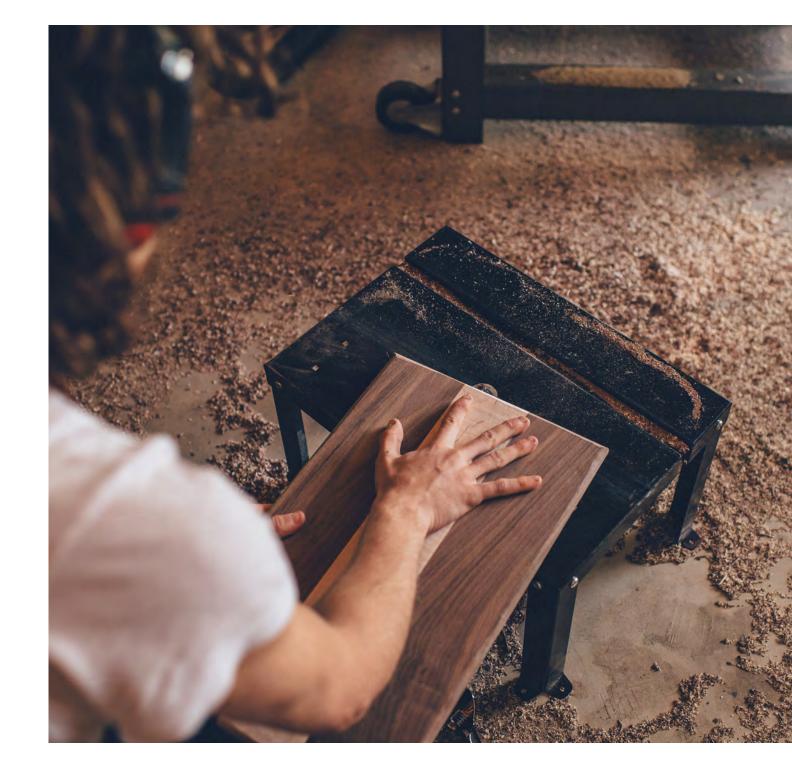
- Our team will develop a tailored project plan with suggested home improvements and updates to prepare your home for the market. The plan may include staging, painting, deep cleaning, landscaping and decluttering costs.
- You will contract directly with home improvement service providers.
- Compass 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 inconvienence 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.



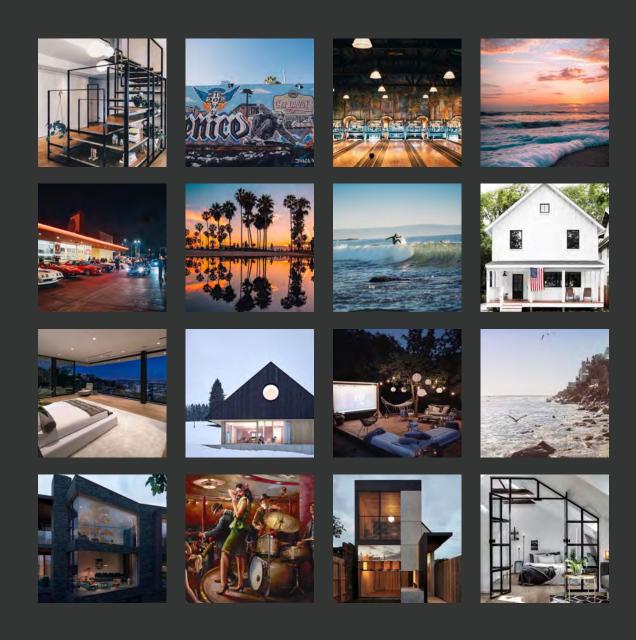
Communicate critical selling points with strategically-curated content.

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

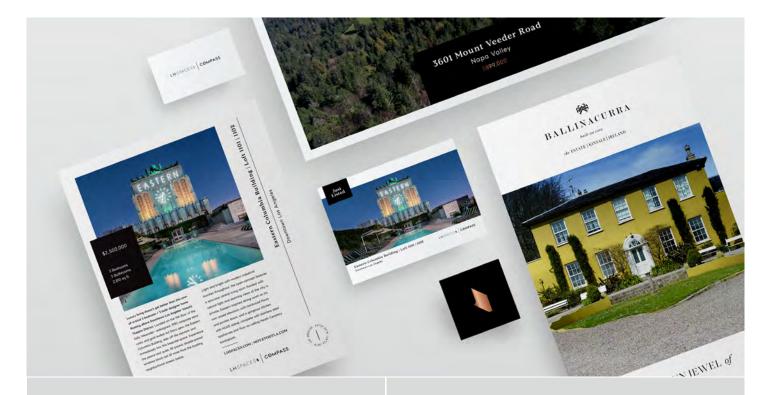
Marketing Materials

showcasing the unique features of your home. Our promotion services include one-sheets, brochures, neighborhood

Our team will create hand-tailored marketing pieces \$ 7,900,000 5 BED 8 BATH 1260 postcards, local magazine and newspaper advertisements. LAGO VISTA DR
BEVERLY HILLS Dominic Labr<u>iola</u> Tara Hotchkis Home@LHspaces.com 323.746.4554 from One Page Brochures LHSPACES.COM to Coffee Table Books DRE# DL 01905889 | TH 01377779

LHSPACES

# 10721 STRADELLA CT | BEL AIR Designed by global architecture & design firm SAOTA Dominic Labriola \$ 19,995,000 Tara Hotchkis UNOBSTRUCTED PANORAMIC VIEWS Home@LHspaces.com 323.746.4554 PLANS FOR APPROX 21,000 sq ft Architectural Rendering LHSPACES.COM DRE# DL 01905889 | TH 01377779

















BALLINAGURRA

DESTRUMENTALISME



# The Journal of Administration of the Assemble of Periodic West Conference on the Conference of the Assemble of Periodic West Conference on the Conference of Periodic West Conference on Conference on







## DIGITAL COLLATERAL

With more than 90% of home buyers beginning their search or 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	Bespoke High-End Lifestyle Showcase
NEWSLETTER	Bi-Weekly Newsletter
EMAIL CAMPAIGNS	Properties eBlast (Just Listed, Sold, etc)
NSTAGRAM	Instagram Stories

## **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.

DIGITAL COLLATERAL FILMS 45

LHSPACES | COMPASS

Life by DESIGN

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



We're extract to share with you the inaugural issue of our L'Hapoces Life By Design eNewelletter! 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 mall, 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 receive ourselves?". We're very proud to present what we've put together, and we hope that you love it!

# DIGITAL NEWSLETTER

Biweekly





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.

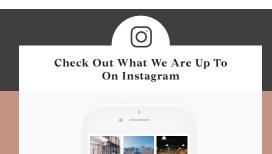


## Visit Here



## Culture Cue - Jemaa El Fna by Night

Arguably the single most mythical place in Morocco, Djema El Fna comes to life every night in Marrokech. Everything from fortune tellers to snake charmers to acrobats enteriani 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 the percent of the asking price, never pay more than half, and be firm when you say no.

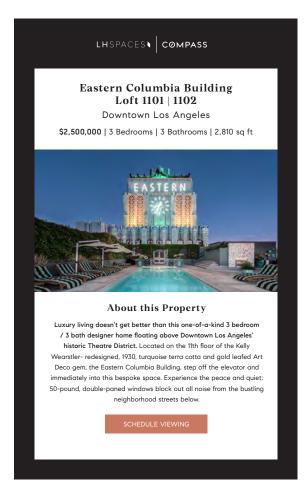




10,000+
Subscribers

## PROPERTY EBLAST

Just Listed, Just Sold & Coming Soon

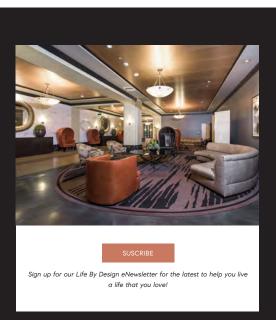


11k
Proprietary database of leading luxury agents

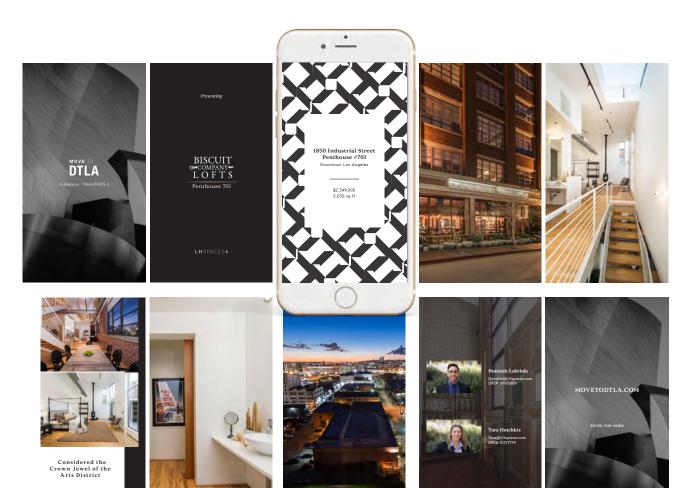




**323.746.4554** Home@LHspaces.com



# INSTAGRAM STORIES



# Tara Hotchkis Dominic Labriola

## Founding Partner & CEO LHspaces

Web LHspaces.com

**Location** 9454 Wilshire Blvd, Ground Floor, Beverly Hills, CA 90212 **Phone** 323.746.4554

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.



## TESTIMONIALS

## JEFFREY KLEIN

It's a real pleasure having a broker as caring and attentive as Dominic is taking you through the real estate process. He's responsive and sees the job through. He's the best.

## TRINA WYATT

Dominic helped sell my Santa Monica house in about a week. He is an expert all around; from staging the house, to close his guidance was invaluable. Add to that responsiveness, elegance, and rock solid business ethics and you have one of the best realtors in Los Angeles.

## LEWIS HOWES

Dominic is phenomenal! He did anything and everything to find me the perfect home while being patient and supportive with my specific needs.

I highly recommend using him for all of your real estate needs!

# ERIC BUEHL & MELISSA GRANT

Brent made the whole process as smooth as can be. When moments in our buying process got tense, he calmly navigated us through with the best possible outcome. He was super helpful with all of our questions even when he had to explain the same things to us several times:)

## ALY SOMANI

Dominic is truly one of a kind.

Trustworthy, dependable, and powerful.

He has helped me tremendously in finding a place to live, when I felt completely overwhelmed with not only the options, but the lack of quality options. I recommend him to anyone that is looking to make the process easier and lighter.

## MARK DEL ROSARIO

Kylan has been an absolute pleasure to work with. He's responsive, attentive, and most importantly, not pushy. He helped me identify new properties that fit my requirements and also willing to go above and beyond to other agents to get additional photos and information not listed on the online ads. This was extremely helpful given I live in SF and looking for a property in LA. I would highly recommend Kylan to anyone looking for a property.

## THE HUANG FAMILY

I am going to recommend Dominic to my friends. He sent me countless properties to view online and then met with me at every property in person that I wanted to see. He always pulled the comps and was able to tell me in real terms whether the price was justified or not. He communicated with the seller and was able to find out what they were looking for and balance that with what we were willing to provide.

## **NEAL GRAY**

Very pleased, Dominic was very efficient and courteous. He was a helpful liaison and helped us rent our home in Brentwood. Very professional!

## LEYLA N.

I'm so grateful to have been introduced to Dominic. I truly don't know what I would have done without him. Not only is he incredibly knowledgeable about the business of real estate, but he is also an amazing person, a great listener and an overall caring individual that truly has your best interests at heart.

I relocated from Toronto. He helped me find the perfect house from a distance.

With his help the process ended up being fast, smooth and effortless.

Dominic is the best in every way!

## KAREN ESTRELLA

Brent was awesome! Very attentive and supportive with all my home buying needs. Appreciate much all he did for me !!! Thank you so much! I felt secure through out the process and comfortable with him during the business transaction.

## SAM & ELENI KLEMPNER

My wife and and I serendipitously found Brent during our house hunting in Los Angeles. Before we ever met in person we found Brent very personable, professional, available and extremely knowledgeable. Our impression was only confirmed when we met in person, and although I know we were one of many active clients, Brent truly made us feel we had his full attention and dedication throughout the entire process. It was impressive how fast he recognized what we were looking for and Brent found us a dream home. He was an exceptional guide during the negotiation and purchase process, constantly providing balanced information with no pressure. It is hard to quantify the value of his balanced professional, nearly academic, approach and we felt confident in the final purchase price. We would insist that any friends contact Brent and he will be our first call if we are in the buyer or seller position in the future. Thank you Brent.

## RUBY ABRETTI

During a competitive buyer's market
Dominic helped me find the perfect
home for me. He spent a good quality
of time with me upfront to understand
what I was looking for and had a vast
knowledge of the market to help me
look for a new home. When I found
what I wanted Dominic guided me
through the process as well as helping
me deal with a very difficult Lender
and keeping on top of them so I didn't
lose out on a beautiful place. I would
recommend Dominic without a thought.

## M.D.

I wanted to say thanks for all you have done to make this deal happen. Thank you for your persuasive but firm diplomacy which prevented delay after the last minute mistake made by the lender. I'm especially pleased with the way you have worked with Shelby -you've been a great comfort to her. I know my job keeps me extremely busy - wouldn't be able to make this home without you.

## SHELBY SINGLETON

I met Dominic after casting a wide net and speaking with quite a few agents, he is everything I hoped to find. He was immediately tuned into what I was looking for. We communicated frequently. I always felt like hew as excited with the process. His ability to manage all the moving parts, while keeping his clients sane and positive is truly a gift. Dominic was an advocate and a take-charge representative throughout the process. Thank you for being a gem professionally and a cherished new friend.

## LAURA SNOUSSI

My experience with Dominic has been outstanding. This man makes every effort to understand exactly what you are looking for and has given great advice and support along the way. I also had the pleasure of working with his colleagues who were also wonderful and full of insightful information. I highly recommend them!

## CHRISTINE BICKLY

I first became acquainted with Dominic online. Dominic's online marketing is excellent. Dominic has excellent follow up. He is very efficient. As a licensed California Broker (with Century 21 in Simi Valley) for over 15 years, I know what it takes to be successful in real estate. I was very impressed with his professionalism and he stayed one step ahead of me, which is tough to do. I would recommend Dominic in a heartbeat - he earned my business!

# RICHARD & PRISCILLA PORTILLO

The local and national advertising presenting our property to the public was excellent. Dominic did a great job. He was always there if we needed him. When the purchase offer was received, the presentation and negotiation was conducted in a business-like and professional manner. During escrow we were informed of progress. Dominic was personable, helpful, and did a great job of putting it on the net. He's a great agent! I used to be an agent and he did everything right.

## KIMBERLY WENDLAND

You handled my sale very professionally, and were extremely reassuring and on the ball when we had the misfortune of having my first buyer dropping out at the last minute. Finding another buyer in only a day was much appreciated. I could always count on getting ahold of you when I needed to discuss something, and you made it very easy on my end filling out my paperwork through the e-system. Your follow-up on everything took a load off my mind. I would highly recommend you to anyone in L.A.

## LIAM & ERIN MCINTYRE

Brent is the best realtor around. My husband and I recently sold our house with him. He made everything so easy, we closed for over asking in 10 days. He's so trustworthy and has such a wealth of knowledge on today's market. I couldn't recommend him more, he's such a lovely person and truly wonderful at his job.

## MICHAEL DEGANI

Working with Dominic was a real pleasure. He was knowledgable, friendly and always available and responsive to my needs, whether that was replying to a text message at 10pm or haggling over small contractual details over and over. I wasn't an easy customer but Dominic never once complained or showed any frustration, in pure professional manner he quickly and effectively did what I asked him to. I highly recommend Dial Dominic, and will be using him again myself in the future!

## MARTIN BEAURIVAGE

It's been a great pleasure working with Mike. We had our properties listed for over 15 months with no bites and within only a few weeks of taking over, Mike successfully leased out both of our condos. Excellent customer service, very professional and detailed. Thank you Mike!

## JAY JUDAH

Dominic was tenacious and persistent. He brought us to 4, maybe 5 houses, and each time got more specific and more knowledgeable about our priorities. He showed us a pocket listing before it hit the market, it was perfect. He found us our dream house and helped us navigate the hurdles of actually buying it. We've been in the house for a year now and can't be happier, still. Thank you, Dominic!!

## EMMA H.

Working with Dominic was an absolute pleasure and enjoyable experience. It was even fun. Dominic did a wonderful job of making me feel at ease and less anxious throughout the entire buying process. He is incredibly responsive, efficient, and knowledgeable and has a great team of contacts that he works with. He was able to answer all my questions and never made me feel like there was a wrong question or too many questions. Also, I appreciated his honesty and professionalism.

## TIFFANY MCLINN

Mr. Labriola made my experience extremely pleasant and efficient. I've been looking for a home to lease for several months & after letting my previous real estate agent go, Mr. Labriola proved extremely helpful and accomodating, without being overly aggressive or pushy. It's a difficult line to walk - being assertive without being aggressive, efficient but not overbearing - and Dominic does this extremely well.

## GRANT WRIGHT

So what can I say about Mike?

Best Realtor experience ever.

Knowledgeable, friendly, prompt
and insightful? Check! Reasonable
commission? Check! Customer focused?

Check! Willing to do whatever it takes
to get you in the place you want at
the price you want? Check! Keeps in
touch during and after the process?

Check! I've worked with a fair number
of realtors, but I have to say, Mike is one
of a kind and well worth considering.

Don't pass him up - you'll wish you
hadn't!

## MATT MOY

How many good things can I say about working with Dominic? As a previous homeowner, I was very familiar with the aspects of how much of a hassle buying a new house could be, as well as the time, care, and patience I had to put in to finding the right home! When you have a full-time job, this is can be hard. He made it so easy. The experience I had with him is night and day from my previous realtor.

1) Dom is super professional, timely, dependable, responsive, saavy with the LA area (after all he's a long time local!), and honest with his opinions on whether or not the house is a good fit with you! He is a rare gem that can walk the line of friendly and personable all while getting things done and maintaining a high bar of professionalism!

2) The new house Dom found me is so perfect and met all my needs and wants 100% (we had a checklist). I wasn't the 1st choice on the seller's sell-to list (it was a very desireable home) because they weren't willing to work with my bank, but Dom had created such an oustanding, pleasant working relationship with the seller's realtor that they convinced the seller to sell to me (and the bank issue went easy peasy).

3) Not only is Dom fantastic at finding homes, but he is fantastic at SELLING homes. So while he had to find me a new house, he had to sell my old house. When I was all ready to sell my old house, he took all the necessary steps to make it not only sell-ready but he turned it into a HOT home. It sold a week after it was on the market, and it only took that long because there were 5 offers. What!

Dom, you're the best!!! And you made my move a cinch!!!! ▶

## SAM RUSSO

Dominic was so helpful in the process of purchasing my first home. Helped me find it and babied me through the process which can be intimidating but he definitely took his time being there for me as a client and explaining everything. He always made himself available and was prompt in responding to any questions I had! And I had a lot! Thanks Dom!

# CHRISTINE SOYA & TIM MARSHALL

Dominic and Tara were wonderful to work with! They helped answer so many of our questions as first time homebuyers and streamlined the process for us. Dominic helped us close faster than we could have hoped for and helped connect us with the right lender for our big purchase. Tara was so sweet and thoughtful, she even gave us an adorable move in gift. They gave us lots of helpful tips along the way and were flexible with our busy schedules getting us additional showings when we wanted them. We'd highly recommend them to future buyers and sellers!

## ROBERT CONSOLI

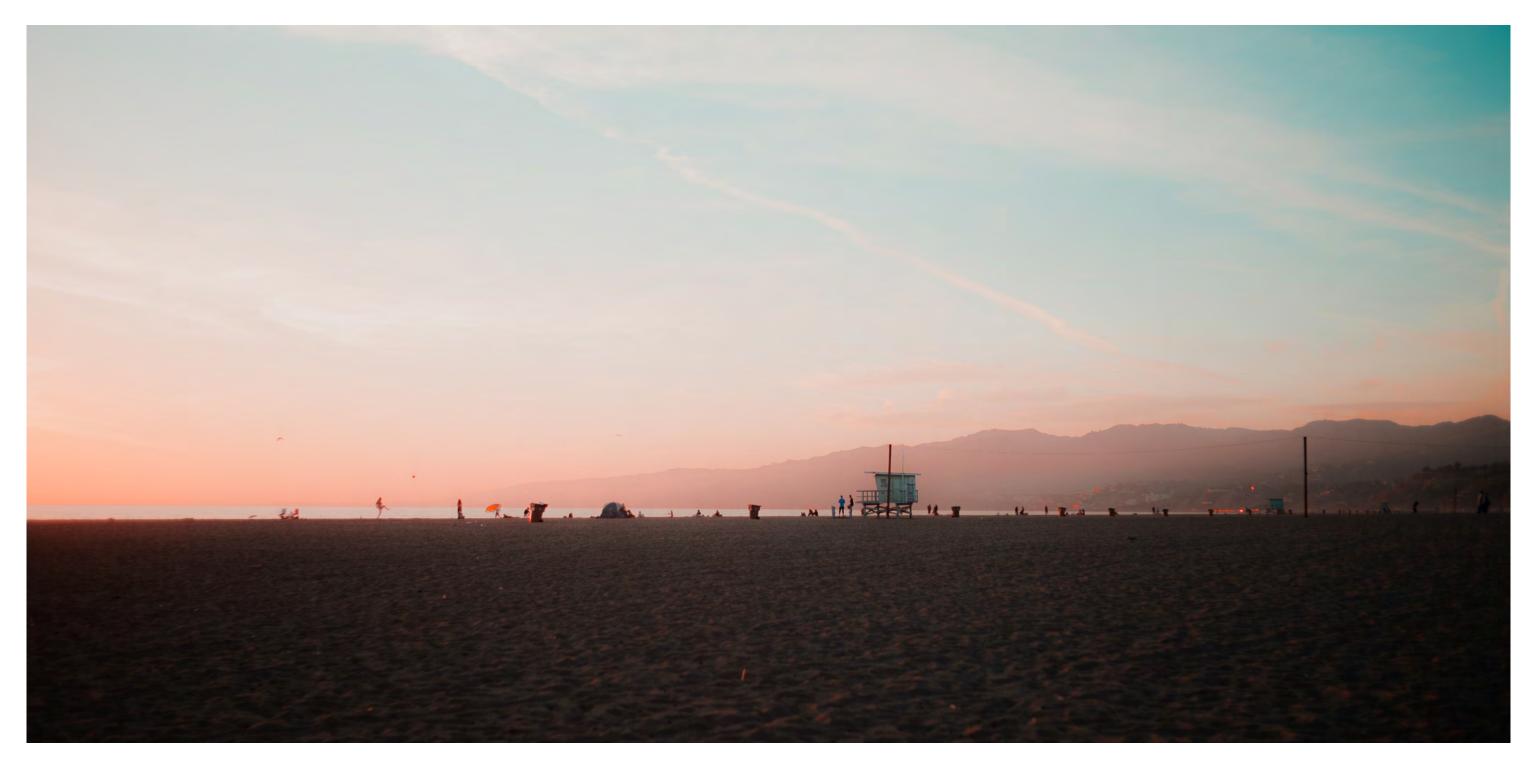
I first became acquainted with Dominic when I called about a listing. Dominic was very good with the market. He always stayed in contact with me, which is very important in today's market. He handled everything with the contracts properly. I was looking for 2 years, Dominic stayed in touch and was on top of everything. Thank you!

## CLAY TELFER

I have professional experience with hundreds of realtors, and Dominic is the best I've ever met. He shows the kind of attention to detail that's crucial when finding a home, he's reliable in a way that many other realtors are not, and most importantly, he really cares about getting you into the right home. I cannot recommend Dominic enough to anyone looking for a home in LA.

## SARA FAY

I feel really lucky to call Dominic one of my close friends—in addition to him being the first person I turn to whenever I have questions about homes or the real estate industry or trends I'm hearing about. He is one of the most genuine people I know, and someone who's truly in the real estate world because he believes in finding the right homes for his clients, not to make money off them. His care and attention is authentic. You gotta meet him.





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