116 | TUESDAY, FEBRUARY 27, 2018

THE MLS BROKER CARAVAN™ | OPEN HOUSES



BRIGHT WEST HOLLYWOOD BUNGALOW FOR LEASE OPEN TUESDAY 11-2



611 HUNTLEY DRIVE, WEST HOLLYWOOD

Fabulous gated and bright remodeled bungalow with wonderful open living room and dining room space with fireplace, built-ins and recessed lighting. Approx 1,500 sq.ft. house on 5,353 sq.ft. lot with 2 bedrooms and 2 baths. Hardwood floors throughout with crown moldings and impeccable professionally landscaped outdoor space with large area for lounging and entertaining. Huge detached office for work at home studio or office and additional enclosed 2 car garage with front gated parking and large side walkway to the backyard. Walk around the corner to shop and dine in this fabulous location just off Melrose.

OFFERED AT \$6,800/MO



GINGER GLASS BROKER • AGENT • ATTORNEY





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AREA 14

SANTA MONICA

OPEN TUES FEB 27 11-2 | 375 Mesa





3 BR + 3 BA, OFFERERD AT: \$3,595,000

Magical and serene is an understatement for this Santa Monica Canyon home nestled in a verdant and most private setting. Three levels of indoor outdoor spaces create an arresting sense of other worldly beauty. First floor has a bedroom with bath, kitchen with center island and garden window, dining area and family room + living room that soars 2 stories. Mezzanine consists of a bedroom with vaulted ceiling and skylight and newly remodeled bath. Master suite has a fireplace, handsome full bathroom with casement window, an adjoining office or library flanked by a large inviting veranda with sitting area facing west and overlooking rich landscaping below. Third floor is a loft like space with great light and breezes now used as an office and connected to a Balinese inspired studio open to the air. This special home boasts generous use of wood and natural materials and finishes. It exudes artistry, links you with nature and captures the light and energy of coastal canyon living. Situated blocks to the sand, a stone's throw to Ocean Avenue above Entrada and minutes from the enhanced Palisades village project, this

home is more compelling with every visit.



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201 OCEAN AVENUE UNIT 504B SANTA MONICA

Exceptionally Luxurious and Exquisite, 3 Bedroom plus Den with stunning Ocean and Mountain Views at the Incomparable Ocean Towers, Ocean Avenue's Premier Full Service, Amenity Building! A very unique and extraordinarily Gorgeous, Corner floorplan with the

largest square footage currently available where the Living Room, Den, Dining area and Kitchen, all gaze upon breathtaking Ocean Views! This Magnificently renovated home has

beautiful Wood Floors throughout, a phenomenal kitchen with built-in Meile Espresso

Maker and Appliances, Sub-Zero refrigerator, stunning custom cabinetry and glass

tiled backsplash. Magnificent floor to ceiling Windows capture the sensational Ocean,

Mountain and Tree Top Views from every room! Stunning Bathrooms, Venetian Plaster

Walls, incredible Recessed Lighting throughout and a lovely, large Balcony combine to make this a truly exceptional home. There is a Digital Music, Contro 4 Entertainment System & Central Control, as well as built-in Flat Panel T.V.'s, Speakers and Surround

Sound Systems in most every room. Ocean Towers features 24 hour Valet & Concierge,



2010ceanAvenue504B.com Offered at \$2,995,000





NILI HUDSON 310 622 7422 Nili@NiliHudson.com NiliHudson.com

state-of-the-art Workout Facility, Pool, Spa and Banquet Room.



AREA 14

Pacific Union International does not guarantee the accuracy of square footage, lot size or other information concerning the condition or features of property the buyer is advised to independently verify the accuracy of all information through personal inspection and with appropriate professionals. License # 00910893

Custom Mid-Century Ranch Estate on Prime Corner Lot



112 Fremont Place • Hancock Park

Set in highly coveted and guard-gated Fremont Place

- Recently and tastefully redone with fine materials
- Easy-flow and rare single story design
- Oversized corner lot in Fremont Place
- Big attached 2nd story 2 bedroom guest unit/kitchenette
- Tremendous chef's kitchen with high-end appliances
- Kitchen wraps to generous breakfast area and fabulous bar
- "Great" room design for ultimate entertaining capability
- Skylit spaces for maximum light exposure
- Separate office with fireplace
- Luxuriously large master suite with yard access
- Master has 3 closets, deluxe bath, & a big private gym/office
- 2 additional bedrooms and maid's quarters complete the first floor
- Covered patio and large grounds with lawns/pool/gazebo/pool bath
- Large outdoor storage facility adjacent to garages
- Circular and side driveways plus 3-car garage for parking galore
- Immaculate move-in condition coupled with endless future potential!

Open Tuesday, February 27th • 11-2 Reduced to Sell! \$6,595,000 Michael J. Libow Chase Campen

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area 20

Charm, Charm, Charm!







\$1,319,000

Tues. February 27th from 12:00 pm - 3:00 pm

1311 N CHEROKEE AVE

Circa 1915 California Craftsman (duplex plus studio/office) total of 3 structures. Front house consists of 2 bedrooms 2 baths, back-house 1 bedroom 1 bath and 3rd structure is the studio/ office with half bath. All of the original character details are

intact. Some details are as follows: original wooden front door with oval window, hardwood floors, stone fireplace, built-in leaded-glass windows, wood clapboard siding, original cabinetry in dining room and French doors that lead out to the yard.



Bruce WalkerBryan Walker310-623-8722323-246-0919202 N Canon DriveBeverly Hills, CA 90210

Buyer to complete their own investigations for ALL aspects of the subject property

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Featuring Stefan Swanepoel, Author of The D.A.N.G.E.R. Report



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Questions? Call 310.358.1100

Thursday, March 8, 2018 9 am to 3 pm Skirball Cultural Center 2701 N. Sepulveda Blvd. Los Angeles 90049



There are several essential concepts, principles and facts about the real estate transaction that all REALTORS® should know. Learn how to better serve and protect yourself and YOUR CLIENTS by taking this course and getting step-by-step instructions on how to complete the RPA, RLA, Associated Forms and Disclosures and of course expert Negotiating Techniques.

Week I: Residential Purchase Agreement (RPA)

The California Residential Purchase Agreement (RPA) form is the cornerstone of every successful real estate transaction in the state of California and there are several essential concepts, principles, and facts about this form that all REALTORS® should know. (www.car.org)

March 5, 2018 from 9:30am - 3:30pm

Register online at www.bhglaar.com

Week 2: Residential Listing Agreement (RLA)

Once you've selected a REALTOR® to market and sell your property, you and the agent will enter into a written, legally binding contract called a listing agreement. This standard form (RLA; Exclusive Authorization and Right to Sell) stipulates all agreement terms, including the listing price, the listing time period, the broker's commission and more. It also informs the seller of issues and legal requirements that may be involved in the process. (www.car.org)

March 12, 2018 from 9:30am - 12:30pm

Register online at www.bhglaar.com

Week 3: Disclosures & Associated Forms

All sellers are required to disclose material facts and as a real estate agent you have to have thorough knowledge of all California real estate disclosures. This course will walk you through those disclosures and help you protect yourself from personal liability. (www.car.org) March 19, 2018 from 9:30am - 12:30pm

\$30

\$55

\$30

\$55

Register online at www.bhglaar.com

Week 4: Negotiation Strategies, Pitfalls and How Forms Work Together

As a REALTOR® you will need tools and information to help you understand the fundamentals of negotiation with different theories of how to negotiate. Learn the phases of negotiation, how to identify factors affecting the negotiation process, how to respond to common negotiation strategies and tactics, identify ethical issues in negotiation and avoid engaging in unethical behavior March 26, 2018 from 9:30am - 3:30pm

Register online at www.bhglaar.com

Register for the full series today and save!

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Mondays Through March 26 Morning Class: 10 AM - Noon Afternoon Class: 1 PM - 3 PM (No Class on Feb. 19)

The MLS Training Center 8350 Wilshire Blvd., 1st Floor **Beverly Hills 90211**

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Limited Space! Questions? Call 310.358.1833 or email marketing@themls.com



Learn About The NEW MLS™ System Launching This Year

Beverly Hills / Greater Los Angeles Association of REALTORS® 6330 San Vicente Boulevard, #100 Los Angeles, CA 90048

- Wednesday, February 21
- Friday, February 23

- Thursday, March 1

All classes run from 10:00 AM to 12:00 PM

Space is limited! Please bring your laptop.

Register at vestaplusschool.eventbrite.com

Questions? Call 310.358.1833 or email marketing@themls.com

- Friday, March 9
- Wednesday, March 28

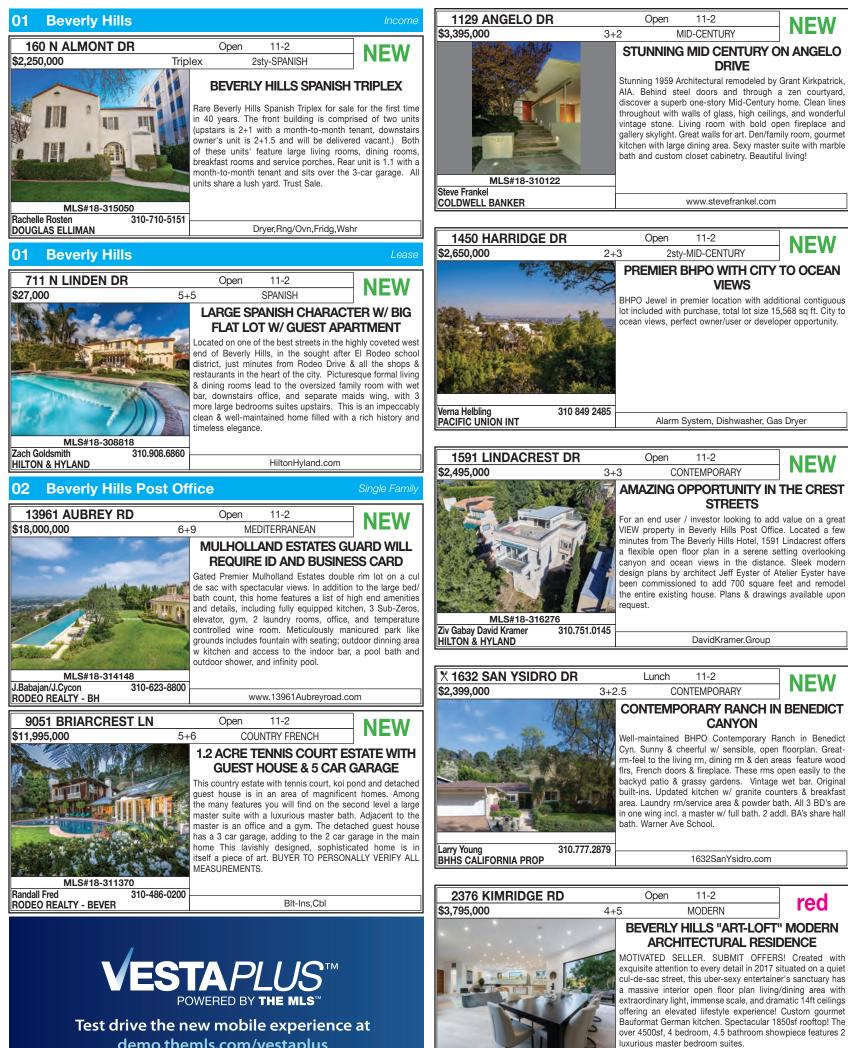


UESDAY

THE MLS BROKER CARAVAN™ | TUESDAY OPEN HOUSES



TUESDAY



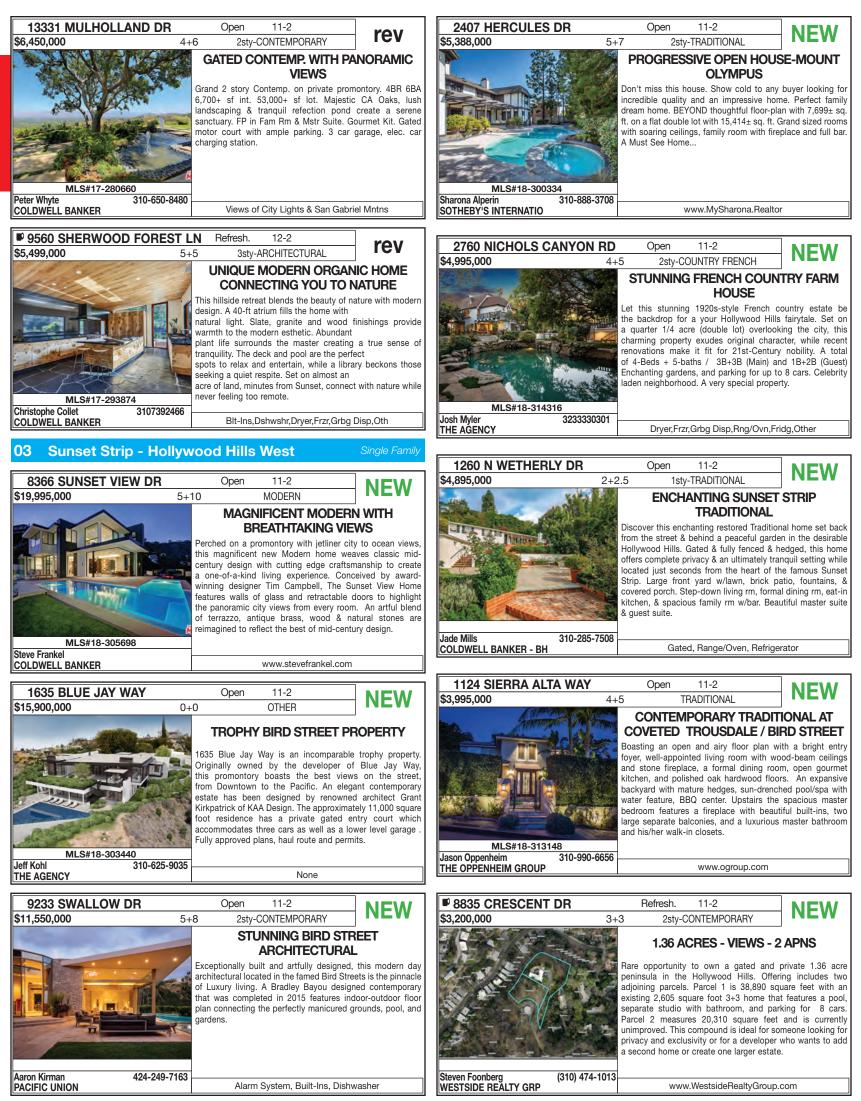
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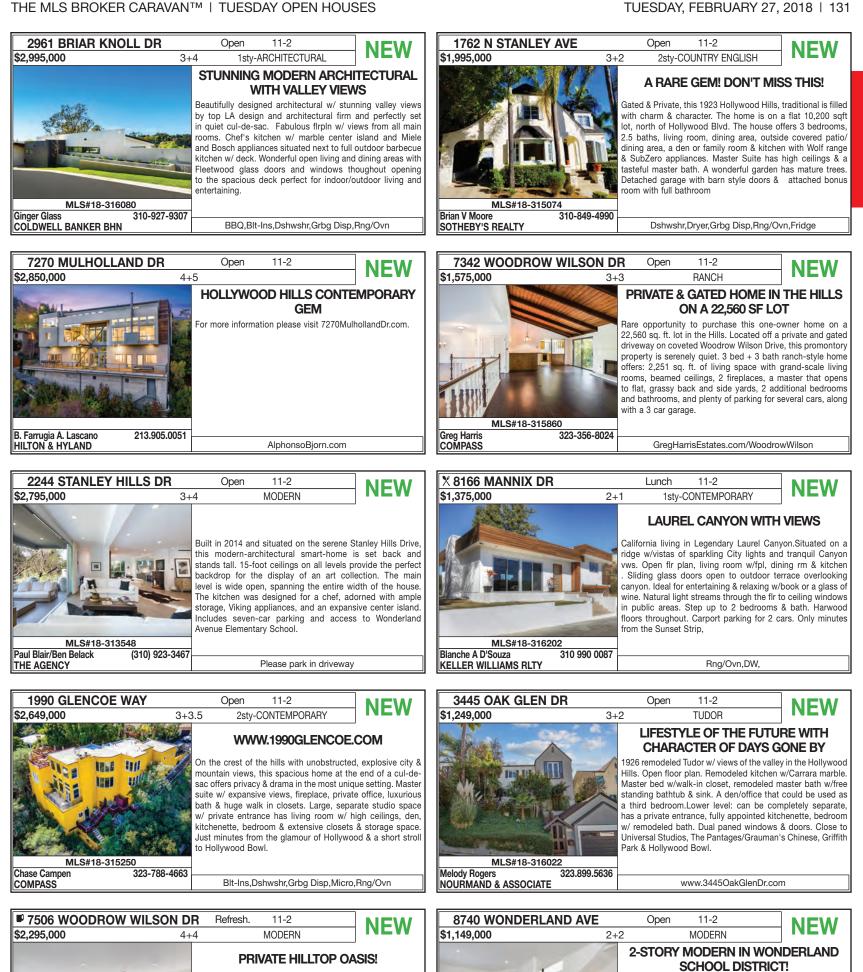
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FSDAY

THE MLS BROKER CARAVAN™ | TUESDAY OPEN HOUSES



TUESDAY



MLS#18-315578

3236821120

Z. Krasman & L. Mintz PACIFIC UNION INT'L

Dark wood floors, well-appointed kitchen, high ceilings, custom gas fireplace. First level features free-flowing floor plan between kitchen, dining room, and living room before wrapping around the staircase to the second level bedrooms and private patio. Master features walk-in closet and custom-designed en-suite bathroom, complete with whirlpool spa tub. Outdoor living space located on the back patio is perfect for entertainment and relaxation.

BBQ,Blt-Ins,Cbl,Dshwshr,Dryer,Other

Internet Ready. Retreat & Relax ... MLS#18-315822 Heidi Davis 213-819-1289 KELLER WILLIAMS LARC

Blt-Ins,Cbl,Dshwshr,Dryer,Frzr,Other

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of this Private Hilltop Oasis. Built in 1950, then Renovated in 2015 this Modern Retreat sits on a Street-to-Street Lot with 2 Levels of Living Space. Outdoor Spaces Inc Upper

Level Lounge w/Built-In BBQ & Seating. Lower Level Enjoys

Multiple Patio Spaces. Plenty of Ideas to add a Pool! Renos

Inc. Oak Floors, Recessed Lighting, Dual-Glazed Windows, New Roof, Plumbing, 2-zone HVAC, Built-In Speakers &



TUESDAY, FEBRUARY 27, 2018 | 133

TUESDAY





TUESDAY



MAKING THE MARKET WORK

UESDAY

THE MLS BROKER CARAVAN™ | TUESDAY OPEN HOUSES

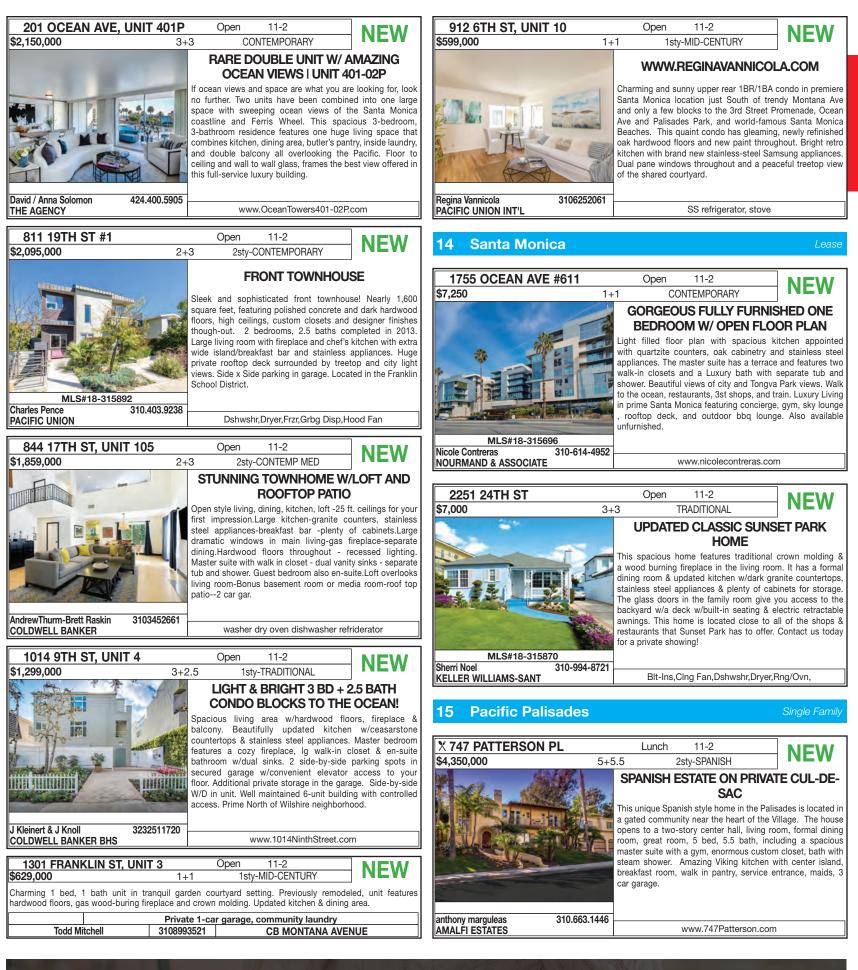


TUESDAY, FEBRUARY 27, 2018 | 137

TUESDAY







15,00+ real estate professionals. Working together, to make homeownership happen.

MAKING THE MARKET WORK

THE MLS BROKER CARAVAN™ | TUESDAY OPEN HOUSES



TUESDAY, FEBRUARY 27, 2018 | 141



UESDAY





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TUESDAY, FEBRUARY 27, 2018 | 143

TUESDAY





NEW & Improved Reports!



CON

ESDAY



MAKING THE MARKET WORK

TUESDAY, FEBRUARY 27, 2018 | 145

TUESDAY



THE MLS BROKER CARAVAN™ | THU & SUN OPEN HOUSES





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Last year, I had the privilege of meeting some of the most remarkable individuals who I am now proud to have on my team. They have all accepted my invitation to join our global network of real estate experts. I thank you for entrusting us with and bringing your successful business to Sotheby's International Realty."

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Vice President and Brokerage Manager



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S T A T E S

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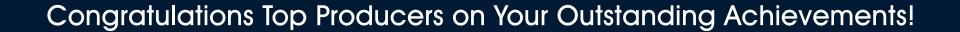
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Carmen Mormino Westlake Village



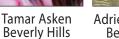
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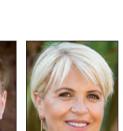


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Haleh Dowlatshahi Jordan Johnson Brentwood Brentwood



David Friedman Iris Goldstein-Hagay Calabasas



Scott Price Brentwood



Brentwood



Payam Shamouil Jennifer Winchell Matthew Schroeder Bobby Karami Calabasas Calabasas Calábasas



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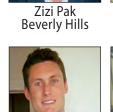
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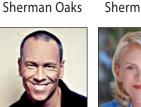


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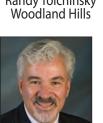








Jerry Humes Woodland Hills





Serge Rodnunsky













Karen Tobin

Studio City





There are several essential concepts, principles and facts about the real estate transaction that all REALTORS® should know. Learn how to better serve and protect yourself and YOUR CLIENTS by taking this course and getting step-by-step instructions on how to complete the RPA, RLA, Associated Forms and Disclosures and of course expert Negotiating Techniques.

Week I: Residential Purchase Agreement (RPA)

The California Residential Purchase Agreement (RPA) form is the cornerstone of every successful real estate transaction in the state of California and there are several essential concepts, principles, and facts about this form that all REALTORS® should know. (www.car.org)

March 5, 2018 from 9:30am - 3:30pm \$55 Reg

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Week 2: Residential Listing Agreement (RLA)

Once you've selected a REALTOR® to market and sell your property, you and the agent will enter into a written, legally binding contract called a listing agreement. This standard form (RLA; Exclusive Authorization and Right to Sell) stipulates all agreement terms, including the listing price, the listing time period, the broker's commission and more. It also informs the seller of issues and legal requirements that may be involved in the process. (www.car.org) March 12, 2018 from 9:30am - 12:30pm

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Register online at www.bhglaar.com

Week 3: Disclosures & Associated Forms

All sellers are required to disclose material facts and as a real estate agent you have to have thorough knowledge of all California real estate disclosures. This course will walk you through those disclosures and help you protect yourself from personal liability. (www.car.org) March 19, 2018 from 9:30am - 12:30pm

Register online at www.bhglaar.com

Week 4: Negotiation Strategies, Pitfalls and How Forms Work Together

As a REALTOR® you will need tools and information to help you understand the fundamentals of negotiation with different theories of how to negotiate. Learn the phases of negotiation, how to identify factors affecting the negotiation process, how to respond to common negotiation strategies and tactics, identify ethical issues in negotiation and avoid engaging in unethical behavior **March 26, 2018 from 9:30am - 3:30pm**

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