

2501 No. Sepulveda Blvd.
Manhattan Beach, CA

SOUTH BAY BROKERS
INCORPORATED

1640 So. Pacific Coast Hwy
Redondo Beach, CA

310.546.7611

view the entire MLS @ southbaybrokers.com

310.375.0583

South Bay Brokers Top Producers 2007!



Judy D'Angelo



John Altamura



Jack Gillespie



Gerard Bisignano



Chad Fablbusch



Kurt Allen



Ron Werner



Dunham Stewart



Rob McGarry



Nina Michaels



Lida Sandera



June Emerson



Susan Jensen



Gordon Elliott



Jim Van Zanten



Lee LeGrande



Hana El Sawy



Mike Michalski



Tracy McKenna



Susie Donahoe



Carole Hansen



Alex Abad



John Balk



Lori Herold



Ted Craddock

Team #1



George Rosenkranz
& Barry Host

Special Recognition



Keith Kyle, Carla Craig
& Alison Clay-Duboff

Team #2



Carolyn LaLiberte
& Terri Watamanuk

Congratulations to all our agents for a successful 2007!

Top producers at South Bay Brokers

South Bay Brokers has announced its top producers for the month of April. They are Judy D'Angelo, Nina Michaels, Dunham Stewart, John Altamura, Kurt Allen, Tracy McKenna, Colleen Cofield, Gordon Elliott, Kathleen Markowski, Hal Licht, Carole Hansen and Mike Michalski.

(submitted by South Bay Brokers)



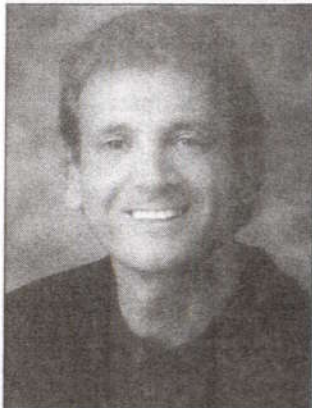
Judy D'Angelo



Nina Michaels



Dunham Stewart



John Altamura



Kurt Allen



Tracy McKenna



Colleen Cofield



Open Houses Start on Page 92

Rancho Palos Verdes Private Retreat

This elegant home has been tastefully decorated and meticulously maintained with the top of the line gourmet eat-in kitchen with granite counter tops and maple cabinets with an attached family room and fireplace. Lovely balcony for barbecue and/or outdoor dining. A Formal Dining room as well with some city views.

This open 3-level floor plan includes mahogany hardwood floors, three (3) fireplaces, plantation shutters and skylights throughout. Spacious living room with custom window seats as well as a separate pub/den/library with a full oak bar leading out to a charming patio with a built-in spa.

Gated community with great amenities to enjoy - huge pool, tennis courts and near Famous 18-Hole Golf Course and Restaurants of the Well-known Entrepreneur Donald Trump. True Resort-like living! An Absolute Must See to appreciate!

\$1,398,000

Maureen Giancanelli
310-809-9277
310-698-1555 ext.6240



PV 129776 0524

Just Listed!

Real Estate Section

Top producers at South Bay Brokers

South Bay Brokers has announced its top producers for the month of February. They are Tracy McKenna, Jack Gillespie, Hana El Sawy, Chad Fahlbusch, Lauren Perreault, Judy D'Angelo, Mike Michalski, Michelle Sexton, Ron Werner, Diana Turner, Georgiana Rosenkranz and Barry Host.

(submitted by South Bay Brokers)



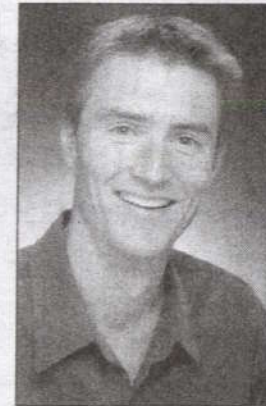
Tracy McKenna



Jack Gillespie



Hana El Sawy



Chad Fahlbusch



Lauren Perreault



Top producers at South Bay Brokers

South Bay Brokers has announced its top producers for the month of July. They are Dave Seyferth, Susan Jensen, Molly Graw, Eric Fonoimoana, Jim Van Zanten, Chuck Sherman, David White, Hana El Sawy, Bill Butler, Tracy McKenna, Barry Host and Georgiana Rosenkranz.

(submitted by South Bay Brokers)



Dave Seyferth



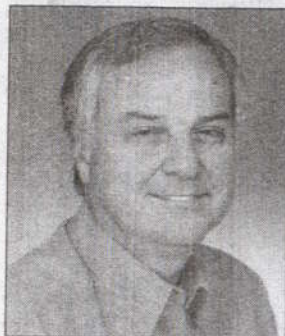
Susan Jensen



Molly Graw



Eric Fonoimoana



Jim Van Zanten



Chuck Sherman



David White



Hana El Sawy



Bill Butler



Tracy McKenna



Barry Host



Georgiana Rosenkranz



FREE ESCROW

List or Buy a home with me and receive **\$1,000** towards your escrow fees at close of escrow. Call or email me for details.

Denise Havelin, Broker Associate

10th year at South Bay Brokers

(310) 849-1290 (310) 546-7611 Ext. 388

denise.havelin@southbaybrokers.com

PH 1071899 1005

Please Take A Look At The Interest Rates Available On A 5 Year Fixed Loan Up To \$1 Million Dollars.

Top producers at South Bay Brokers

South Bay Brokers has announced its top producers for the month of May. They are Judy D'Angelo, Susan Jensen, Kurt Allen, Rob McGarry, Dave Seyferth, Jack Gillespie, Linda Moody, Tracy McKenna, Lee LeGrande, Getchel Wilson, Jim Van Zanten and Kevin Nolan.

(submitted by South Bay Brokers)



Judy D'Angelo



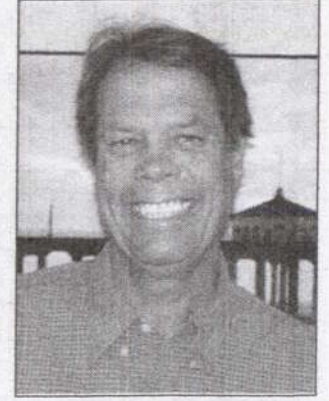
Susan Jensen



Kurt Allen



Rob McGarry



Dave Seyferth



Jack Gillespie



Liada Moody



Tracy McKenna



Lee LeGrande



Getchel Wilson

Just Listed!!

12213 Felton Avenue

Fully Remodeled Home Truly turnkey East Del



Top producers at South Bay Brokers

South Bay Brokers has announced its top producers for the month of July. They are John Altamura, Judy D'Angelo, Lee LeGrande, Brent Griebenow, Jim Van Zanten, Kurt Allen, Tracy McKenna, John Corrales, Jack Gillespie, Rick Von Henkle, Mike Michalski and Susan Jensen.

(submitted by South Bay Brokers)



John Altamura



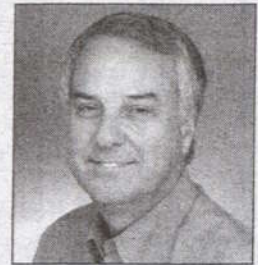
Judy D'Angelo



Lee LeGrande



Brent Griebenow



Jim Van Zanten



Kurt Allen



Tracy McKenna



John Corrales



Jack Gillespie



Rick Von Henkle



Mike Michalski



Susan Jensen

South Bay selling prices up in July over last year

The South Bay home market remained active during July, with selling prices continuing to show positive year-over-year gains, albeit at more modest levels, while the number of homes for sale during the month was actually 25 percent lower than the same month last year.

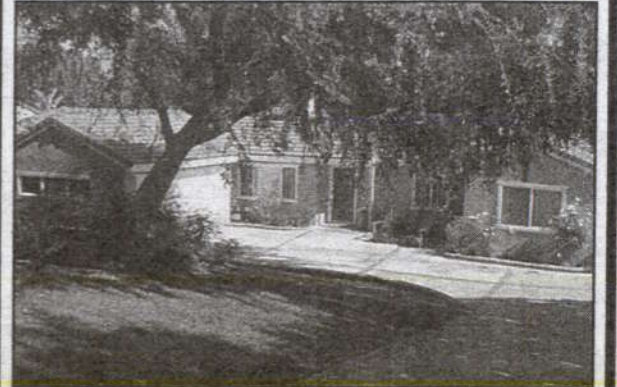
The average price of homes sold in July in the combined cities of El Segundo, Manhattan Beach, Hermosa Beach and Redondo Beach rose 5.7 percent to \$1.05 million compared to \$990,000 reported in July 2004. Median sales prices were also up 7 percent to \$855,000

pared to 219 the same month a year ago. The number of homes in escrow stood at 212, compared to 216 in July 2004.

The most active sales category in July was homes priced from \$750,000 to \$1 million, accounting for 54 of the 171 homes sold in the four cities, as well as 43 which sold between \$500,000 and \$750,000, and another 36 that sold between \$1 million and \$1.5 million.

(submitted by Shorewood Realtors)

Totally Remodeled in Tranquil Setting



This charmer has been remodeled throughout with new gourmet kitchen featuring granite counters and fireplace, new inte-

Top producers at South Bay Brokers

South Bay Brokers has announced its top producers for the month of February. They are Linda Moody, Tracy McKenna, Ron Werner, John Altamura, Rob McGarry, Chad Fahlbusch, Camran Hojabri, Lisa Chamberlain, Judy D'Angelo, Kurt Allen, Brian Chiat and Fernando Gallegos.

(submitted by South Bay Brokers)



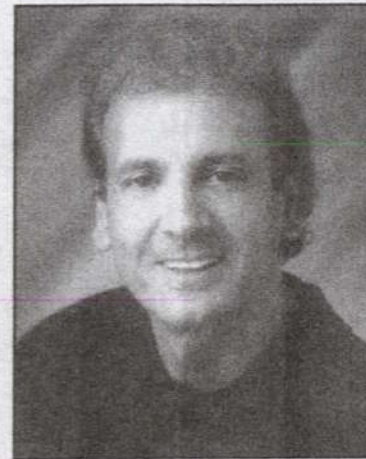
Linda Moody



Tracy McKenna



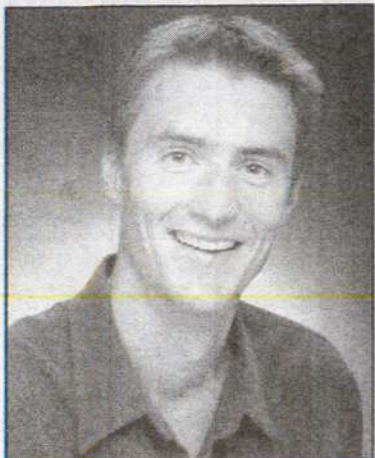
Ron Werner



John Altamura



Rob McGarry



Camran Hojabri

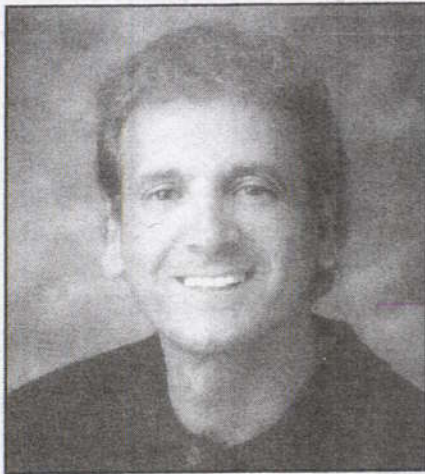
Judy D'Angelo

Kurt Allen

Top producers at South Bay Brokers

South Bay Brokers has announced its top producers for the month of April. They are John Altamura, Rob McGarry, John Corrales, Dunham Stewart, Chad Fahlbusch, Ron Werner, Tracy McKenna, Alicia Greene, Diana Turner, John Geraci, Jack Gillespie and Mickey Roughen.

(submitted by South Bay Brokers)



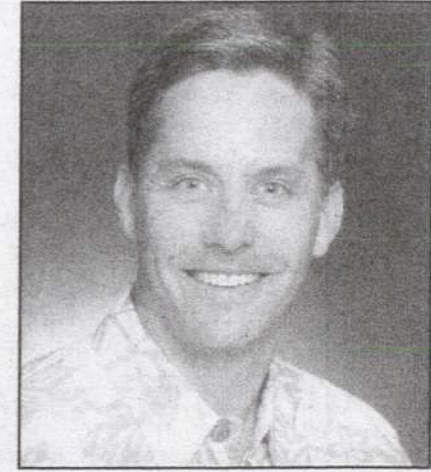
John Altamura



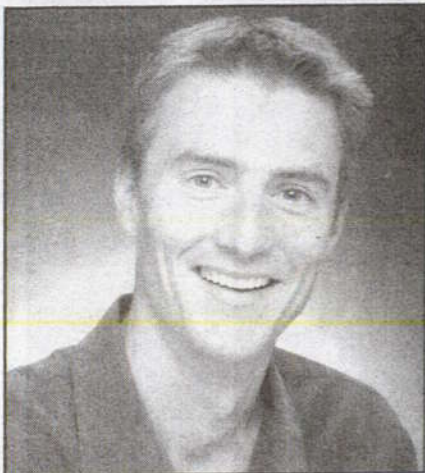
Rob McGarry



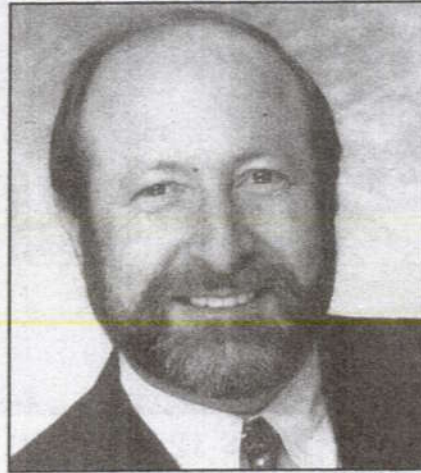
John Corrales



Dunham Stewart



Chad Fahlbusch



Ron Werner



Tracy McKenna



Alicia Greene

Top producers at South Bay Brokers

South Bay Brokers has announced its top producers for the month of November. They are Jack Gillespie, Mickey Roughen, Carole Hansen, Ron Werner, Susie Donahoe, Kathy Jenkins, Jim Leonard, Mori Biener, Dan Mobley, Tracy McKenna, Brian Chiat and Linda Castle.

(submitted by South Bay Brokers)



Jack Gillespie



Mickey Roughen



Carole Hansen



Ron Werner



Susie Donahoe



Kathy Jenkins



Jim Leonard



Mori Biener



Dan Mobley



Tracy McKenna



Brian Chiat



Linda Castle

NEW LISTING SAND SECTION CONDO

447 Herondo #301
Hermosa Beach

Open House
Sun 1-4



- 2 BEDROOMS • 2 BATHS • OVER 1800 SQUARE FEET
 - FIREPLACE • 1 BLOCK TO BEACH
- CALL JERRY TO SEE \$579,000



Suzie Tainter, GRI Jerry Tainter, CRS, GRI

(310) 353-9815 tainter@earthlink.net (310) 372-0085



Shorewood Realtors

Top producers at South Bay Brokers

South Bay Brokers has announced its top producers for the month of August. They are Jack Gillespie, Gordon Elliott, Gerard Bisignano, Tracy McKenna, Ron Werner, Mike Michalski, Kathy Jenkins, Jim Van Zanten, Susan Boettner, Nikki Reinholtz, Hal Licht and Chad Fahlbusch.

(submitted by South Bay Brokers)



Jack Gillespie



Gordon Elliott



Gerard Bisignano



Tracy McKenna



Ron Werner



Mike Michalski



NEW LISTING!

\$795,000

Located on a cul-de-sac, atop a hill for privacy and quiet, is this 3 bedroom, 2 bath home. This home has a city lights view, low maintenance yard with deck on front lawn for entertaining.

415204

Top producers at South Bay Brokers

South Bay Brokers has announced its top producers for the month of August. They are Jack Gillespie, John Altamura, Kathleen Markowski, Kurt Allen, Judy D'Angelo, Gordon Elliott, Lorie O'Connor, Mickey Roughen, Tracy McKenna, Getchel Wilson, Molly Graw and Ron Werner.

(submitted by South Bay Brokers)



John Altamura



Kathleen Markowski



Kurt Allen



Judy D'Angelo



Jack Gillespie



Gordon Elliott



Lorie O'Connor



Mickey Roughen



Tracy McKenna



Getchel Wilson



Molly Graw



Ron Werner

NOW'S THE TIME!!

**CUT YOUR OVERHEAD
REFINANCE
FAST HOME LOANS!!**

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FIXED FOR 30 YEARS

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AND GOING DOWN
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3 yr. Fixed	=	4.635 APR
5 yr. Fixed	=	5.27 APR
7 yr. Fixed	=	5.131 APR
15 yr. Fixed	=	5.381 APR
30 yr. Fixed	=	5.913 APR

LOAN AMOUNTS \$300,800 AND UP

3 yr. Fixed	=	5.137 APR
5 yr. Fixed	=	5.638 APR
7 yr. Fixed	=	6.09 APR
15 yr. Fixed	=	5.893 APR
30 yr. Fixed	=	6.325 APR

0 Pts.

(20 yr./10yr. /Neg. Am's /Interest Only!)

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Rates are subject to change without notice.

TOP PRODUCERS

REAL ESTATE PLACE

All real estate advertised herein is the subject to the Federal Fair Housing Act, which makes it illegal to advertise "any preference, limitation, or discrimination" because of race, color, religion, sex, handicap, familial status, or national origin, or intention to make any such preference, limitation or discrimination. We will not knowingly accept any advertising for real estate which is in violation of the law. All persons are hereby informed that all dwellings advertised are available on an equal opportunity basis.

watched evolve

quit my job on a Friday, and started on Monday with one of the bigger companies in South Bay," he said. "Then I started buying residential homes and apartment buildings.

I totally immersed myself in it. I spent over seven years at that one firm, then I went to another big firm for another six or seven years. Along the way, I also started buying commercial properties."

Heigh now works with residential, commercial and apartment buildings.

"It keeps me busy," he said. "When the housing market is short, or interest rates go up, I always have my investment properties."

Like many Realtors who have worked in the area for a long time, Leigh said that the success of his business comes from referrals from repeat customers. He says one of his strengths is listening to what his clients

"Whether it's a home or an investment, I listen to what their needs are and I try to accommodate that," he said. "Though I've done business from San Francisco to San Diego, I moved to the South Bay. I get a ton of referrals from everyone in the brokerages



Top producers at South Bay Brokers

South Bay Brokers has announced its top producers for the first quarter of 2001 are Sean Goodsell, John Corrales, Dan Mobley, Dave Seyferth, Tracy McKenna, Howard Wood, Jim Leonard, Susan Boettner, Dave and Jenny Fife, and John Garland.

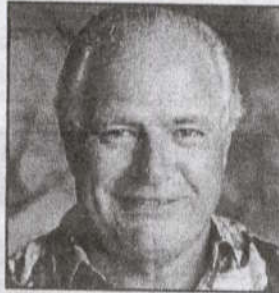
(submitted by South Bay Brokers)



Sean Goodsell



John Corrales



Dan Mobley



Dave Seyferth



Tracy McKenna



Howard Wood



Jim Leonard



Susan Boettner



COAST

Y • REALTORS

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820 Manhattan Avenue #205
Manhattan Beach, CA 90266

Specializing in
Commercial—Units—Exchanges—Beach Sales

1 The Trees!

3 bedrooms, assumable loan,
2 full baths + 2 half baths,
3072 sq. ft., 35'x135' lot, 3+
garage. Huge living rm. w/ frpl.,
family rm., formal dining rm.
plus lg. deck (spa ready):

Owner is Apollo XII Astronaut.



NEW

(Formerly Old Torrance)

You Won't Believe It If You Haven't Been There Lately!

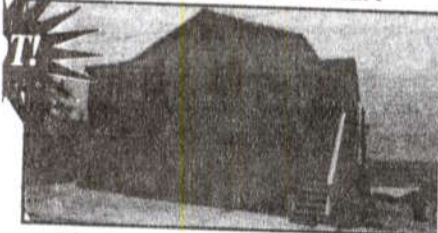
USER FRIENDLY SMALL COMMERCIAL/RETAIL BUILDING IN THE HEART OF "OLD TORRANCE"

10,200 sq. ft. commercial building located on busy corner. Totally renovated 5 years ago. New owner could occupy up to 4,600 sq. ft. Owner will help finance. Prime corner location.
Reduced to \$750,000

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- 2 bedroom up • 1 bedroom lower
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 - 2 doors to sand & surf • Great property
- \$675,000

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Owners Transferred

- 2,600 sq. ft.
 - Walk to Surf
 - 7 Years New • 3 bedrooms, 3 baths
- A Gary Boone Design
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BOH THUR. 12-2 • PUBLIC OPEN SUN. 1-4

- 2 Steps to Surf • 2,100 sq. ft.
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- A Steal at \$339,900

ent **JOAN McCLELLAN** • 784-7062

DUPLEX

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2 HOUSES ON EXTRA LARGE LOT

Live in One and Rent the Other \$\$\$

- 3 bedroom, 2-1/2 bath
- 2 bedroom, 1 bath
- Lot size 60'x190'

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I Have 1 Retail / Office Space left!

CONGRATULATIONS TRACY McKENNA



Tracy McKenna has been named top agent at Westcoast Land Co. for the third quarter of 1994. Her record-breaking months of July and August are the latest in a long list of sale achievements. Tracy has been a consistent top producer since joining West Coast Land and has assisted several large firms with relocation services.

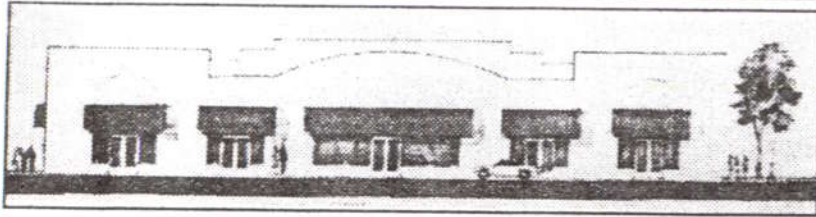
★ A star performer since joining WESTCOAST LAND Co., REALTORS ★

"DISTRESSED PROPERTIES"
I SPECIALIZE

Listing Agent:

Joan McClellan •

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IN THE HEART OF "OLD TORRANCE"**

10,200 sq.ft. commercial building. Renovated 4 years ago. Fully leased, however, new owner could occupy up to 4,600 sq.ft. Owner will help finance. Prime corner location.

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Tracy McKenna

TOP PRODUCER
MARCH
1994



A consistent top performer since joining WLC!
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\$335,000

4 Bedroom, 3 Bath, Family
Room, Manhattan Hill

\$650,000



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South Redondo

\$255,000



Large 40' x 150' Ocean
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on Site Presently.

Property Being Sold for
Land Value.



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"Get Me Out!!"

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Cape Cod on a HUGE
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distance to Pacific Elementary.



Sparkling
pool.

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LAND COMPANY • REALTORS

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Catalina To Point Dume



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- ↘ Family room
- ↘ 2 Fireplaces
- ↘ 2800 Sq Ft Contemporary
- \$475,000**
- MUST BE SOLD!!**
- Subject to bank approval

Probate Must Close Submit!!



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* 4 Bdrm * 3 Ba * 6 Car Parking * Garden Room * Quiet Patio * Garden * Steps To Surf
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5% Down



Ocean View Hermosa Sand
* 3 Bdrm * 2 Ba * Oversized Garage * Fireplace * All Appliances Included
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Tracy McKenna

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NOVEMBER
1993

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Fabulous REAR UNIT TOWN-HOUSE!



- seller says
Sell NOW!
- ❖ In-level Design
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 - ❖ Enclosed Patio
 - ❖ Fireplace
- JUST REDUCED TO \$205,000**

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