

TOP AGENT

MAGAZINE

JUSTIN
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Not many real estate agents have the opportunity to get their start in the business by working with Hollywood's elite, but that was exactly the case for Top Agent Justin Mandile. "After graduating business school I had planned to get into commercial real estate," he recalls. "But jobs in the field were scarce at the time." Justin's father, Drew Mandile, and partner Brooke Knapp, invited him to sell homes with them. "I had the opportunity to sell major properties for high profile clients and see firsthand what people at that level demand of a good agent," he explains. "I really learned the value of good service, knowing the market and the art of deal making."

Now, with more than 10 years in the industry under his belt, Justin is part of the team at The Agency, one of the Los Angeles area's most innovative brokerages. He conducts a majority of his business in Beverly Hills, Bel Air, Sunset Plaza and West Hollywood and, staying true to his early experience in the business, has carved out a niche working with Hollywood's young elite.





Born and raised in Beverly Hills, Justin has a native's inherent knowledge and love of the area. "When I was first starting out, my father told me to go see 1,000 houses before I did anything else," he explains. "I

saw every type of house I could and learned what made a property desirable," he continues. "I also learned all of L.A.'s streets and neighborhoods like the back of my hand."

Justin believes his involvement in high profile deals firsthand in his career gives him a competitive advantage now. "I was given an opportunity to work for people who normally wouldn't hire someone so



new," he says. "But because I was working with established brokers, I had some amazing and unique experiences." Now an established presence himself, Justin works every deal with one philosophy in mind. "I treat every deal as if it were my own," he says. "My goal is to establish long-term relationships with clients; I'm not in a hurry to just close the deal and get out," he continues. "Residential real estate is a blend of business and emotion. I always consider where my clients are coming from and what their goals are."

Clients who have worked with Justin often tell him how pleased they are with the way he handled their transactions. "I want my clients to know I am committed to getting them what they need when buying



close.” But for Justin, it’s about so much more than making the deal. “When I sell a house to someone and hear from them years later that they’re still living there and they love it and they’re happy, that’s really rewarding.”

“I know what needs to be done to make a deal move forward and close.”

Also rewarding is Justin’s involvement with Give Back Homes, who works closely with Habitat for Humanity to build homes in low-income neighborhoods,” he explains. “When I close a transaction I donate a portion of the commission. It really fits with the overall mission of The Agency.”

Looking ahead, Justin has plans to put together a team that will function as a “one-stop shop.” “I have always been drawn to the idea of building,” he says. “I want to continue to sell real estate and also be personally involved in developing significant homes in the area.”

or selling,” he says. “There’s a lot of psychology to negotiating and getting people to come together and agree. I know what needs to be done to make a deal move forward and

To learn more about Justin Mandile of the The Agency, call 424-230-7807, email jmandile@theagencyre.com or visit www.theagencyre.com