

# REAL ESTATE

## Two Teams Praise the State of Family Real Estate

By Erik Derr

The Irish novelist George Moore once wrote of family, “A man travels the world over in search of what he needs, and returns home to find it.” The home front certainly isn’t a place of bliss for many in today’s world, where high-profile family feuds dominate headlines and TV viewers devour reality shows about dysfunctional relationships.

Then there are those happy exceptions like Kirk Brown, Jr. and Dan O’Connor, each a successful South Bay real estate agent who has discovered that the straightest road to success loops back to where it began.

In the early 2000s, Brown, 30, who graduated in 1997 with a bachelor’s degree in psychology from USC, teamed up with his father, Kirk Brown, Sr., a beach cities’ real estate veteran. The team now runs Main Street Realty in downtown El Segundo. “As a kid, you think of parents as parents,” said Brown the son. “Now, we’re still father and son...but what I like now is that we’re best friends.”

O’Connor, 30, also looked homeward after graduating in 2003 with a business degree from the University of San Diego. But, unlike Brown, who took a career detour through the entertainment industry before settling alongside his dad, O’Connor knew almost from the start he wanted to set up shop with his mother, Lori O’Connor, who had sold real estate with a broad smile, New York accent, and down-to-earth explanations since the year he was born.

The O’Connors, associates of Shorewood Realtors, work out of a snug corner office along Manhattan Avenue in Hermosa Beach.

“I would have not gotten into the business if I didn’t have the opportunity” to start under the guidance of one with at least as much experience and success as his mother, said the younger O’Connor.

Lori, a longtime resident of Manhattan Beach who’s consistently ranked as one of the nation’s top real estate producers, is known by her peers as “the Velvet Hammer,” a friend to all who nonetheless gets things done. “We’re not pressure-cooker agents at all,” she said. “We never *sell* anybody.” It’s just that, for Lori, the business of real estate always “came to me easily. I had a way of talking to people. I just clicked,” she said.

### PASSING ON THE PASSION

Kirk Brown, Sr. enjoyed a similar ease talking to people when he started working the real estate market in the mid-1970s. But education was his first passion.

Back in 1963, when the senior Kirk --- a strapping athlete who played on El Segundo High School’s first and still only CIF championship basketball squad---held his diploma in his hand and had most of his life in front of him. He looked to study biology, math and physical education at Pepperdine University. His career path was guided by one inescapable fact: “I love kids, I’ve always loved kids,” he explained.

So, after earning a master’s degree in education, he went to work as a school teacher. About seven years later, however, the senior Brown and a buddy who had previously invested in an apartment complex together decided to divide up their assets. They called a real estate agent who made

See Derr, page 16

## Open House Directory

### BROKERS OPEN HOUSE

- |                   |                                |            |              |
|-------------------|--------------------------------|------------|--------------|
| 1. Fri 11:30-2:00 | 204 Sheldon                    | 4Bd. 3 Ba. | \$689,000    |
| June Noel         | Sotheby’s International Realty |            | 310-724-7000 |

### OPEN HOUSE

- |                  |                                |              |              |
|------------------|--------------------------------|--------------|--------------|
| 2. Sun 1:00-4:00 | 333 Virginia #2                | 2Bd. 2.5 Ba. | \$639,999    |
| Alex Abad        | South Bay Brokers              | 310-877-6488 |              |
| 3. Sun 2:00-4:00 | 615 W. Pine Ave.               | 4 Bd. 4 Ba.  | \$1,555,000  |
| Suzanne Costello | Bulldog Realtors               |              | 310-497-2546 |
| 4. Sun 2:00-4:00 | 737 California St              | 5Bd. 3 Ba.   | \$1,199,000  |
| Bill Ruane       | Re/Max Beach Cities Realty     |              | 310-877-2374 |
| 5. Sun 2:00-4:00 | 350 Hillcrest St.              | 3Bd. 2.5 Ba. | \$999,000    |
| Bill Ruane       | Re/Max Beach Cities Realty     |              | 310-877-2374 |
| 6. Sun 2:00-4:00 | 513 W Mariposa Ave             | 4Bd. 3 Ba.   | \$1,350,000  |
| Bill Ruane       | Re/Max Beach Cities Realty     |              | 310-877-2374 |
| 7. Sun 2:00-4:00 | 204 Sheldon                    | 4Bd. 3 Ba.   | \$689,000    |
| June Noel        | Sotheby’s International Realty |              | 310-724-7000 |

### OUT OF AREA BROKERS OPEN HOUSE

- |                    |                            |               |              |
|--------------------|----------------------------|---------------|--------------|
| 8. Fri 12:00-2:00  | 4321 Crest Dr #A, MB       | 3 Bd. 2.5 Ba. | \$1,599,000  |
| Bill Ruane         | Re/Max Beach Cities Realty |               | 310-877-2374 |
| 9. Fri 12:00-2:00  | 4323 Crest Dr #B, MB       | 3 Bd. 2.5 Ba. | \$1,789,000  |
| Bill Ruane         | Re/Max Beach Cities Realty |               | 310-877-2374 |
| 10. Fri 12:00-2:00 | 4320 Highland Ave #C, MB   | 3 Bd. 2.5 Ba. | \$1,859,000  |
| Bill Ruane         | Re/Max Beach Cities Realty |               | 310-877-2374 |
| 11. Fri 12:00-2:00 | 312 44th St #D, MB         | 4 Bd. 4.5 Ba. | \$2,299,000  |
| Bill Ruane         | Re/Max Beach Cities Realty |               | 310-877-2374 |
| 12. Fri 12:00-2:00 | 312 44th St #E, MB         | 4 Bd. 4.5 Ba. | \$2,299,000  |
| Bill Ruane         | Re/Max Beach Cities Realty |               | 310-877-2374 |

### OUT OF AREA OPEN HOUSE

- |                   |                            |             |              |
|-------------------|----------------------------|-------------|--------------|
| 13. Sun 2:00-4:00 | 232 16th Pl. MB            | 3 Bd. 2 Ba. | \$1,249,000  |
| Bill Ruane        | Re/Max Beach Cities Realty |             | 310-877-2374 |
| 14. Sun 2:00-4:00 | 1215 Ashmill St. Carson    | 4Bd. 3 Ba.  | \$575,000    |
| Bill Ruane        | Re/Max Beach Cities Realty |             | 310-877-2374 |
| 15. Sun 2:00-4:00 | 1223 Ashmill St. Carson    | 3Bd. 3 Ba.  | \$550,000    |
| Bill Ruane        | Re/Max Beach Cities Realty |             | 310-877-2374 |

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1222 E. Acacia Ave.	SFR	1254	3	2	\$625,000
724 W. Mariposa Ave.	SFR	1088	3	1	\$675,000
317 Loma Vista St.	SFR	1670	2	1	\$900,000
1305 E. Grand Ave. Unit B	Condo	1356	3	3	\$619,000
333 Virginia St. #4	Condo	1533	2	3	\$650,000
864 Lomita St.	SFR	1084	3	1	\$595,000
1132 E. Acacia Ave.	SFR	1389	2	2	\$712,000

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