



Meet Our Team!

PRESENTED BY TYSON LEON-GUERRERO,
GEORGE OUZOUNIAN AND GINA MICHELLE
COMPASSIONATE | GENUINE | STRAIGHTFORWARD

When Experience Meets Integrity, Great Things Happen.



Seek and you shall find.

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THE AGENCY OVERVIEW



Tyson Leon-Guerrero

310.269.9874

Consistently ranked among the top agents at The Agency and within the Greater Los Angeles Area (RealTrends).

Born and raised in Southern California, Tyson Leon-Guerrero brings a sophisticated understanding of the local market, a relentless work ethic, and a passion for delivering elevated real estate experiences to his clients at The Agency.

Originally from Camarillo, Tyson's foundation in real estate was shaped early on through hands-on exposure to property development and construction. As a graduate of UCLA with a background in Psychology, Tyson brings a strategic, client-centered approach to every interaction. His ability to anticipate needs, negotiate effectively, and build lasting relationships allows him to deliver a highly personalized and seamless experience tailored to each client's unique goals.

Serving Los Angeles and Ventura County, Tyson offers in-depth knowledge of the region's most sought-after neighborhoods, from coastal enclaves to exclusive hillside communities. Whether representing distinguished residences or advising discerning buyers, he is committed to providing exceptional service, market expertise, and results that consistently exceed expectations.

For Tyson, real estate is not simply a transaction, it is a curated experience centered around lifestyle, legacy, and long-term value.

Outside of real estate, he enjoys traveling, discovering new culinary destinations, and embracing the Southern California lifestyle with family and friends.



George Ouzounian

818.900.4259

Widely known for his outstanding client service and extensive industry expertise, George Ouzounian brings over 20 years of real estate, finance, and development experience to The Agency.

Utilizing high-tech marketing strategies and finely honed negotiating skills, George has achieved over \$1.4 billion in career sales to date.

George is ranked among the top 1% of real estate agents in the nation by Real Trends. He was named Leader of Influence among residential real estate brokers by L.A. Business Journal in 2024, has earned The Agency's Top 5% Chairman Award multiple times, and was recognized as the L.A. Business Journal's Most Dynamic Broker. He has also been named one of L.A. Magazine's Real Estate Allstars from 2020 to 2025, one of the Top 100 Most Influential Real Estate Agents in Southern California, and The Agency's 2023 Top Team in The Valley. Additionally, he is ranked #12 Small Team in California and #39 Nationwide by Real Trends.

George's mission is simple: to provide the finest real estate services available, grounded in the highest standards of ethics, value, and commitment to client care. A true believer in the American Dream, George is passionate about helping families achieve homeownership. He views it as his responsibility not only to represent his clients to the best of his ability but also to educate them throughout the process, empowering them to make the most informed decisions.

As a licensed broker, seasoned real estate investor, and developer, George approaches transactions from multiple angles. He is not only focused on securing the best deals but also on ensuring his clients are fully protected throughout the process. A master at overcoming obstacles during escrow, George is skilled at devising creative solutions that satisfy all parties, bringing each deal to a smooth close.

Before obtaining his real estate license, George spent nearly a decade as a mortgage broker, working with large banks and handling short sales and foreclosures. His experience allows him to quickly analyze numbers for his clients and accurately assess every aspect of a deal. His development background also gives him a sharp eye for quality and value.



Gina Michelle

818.850.1458

A top-producing broker, designer, and trained negotiator, Gina Michelle, has achieved over \$1.2 billion in career sales.

Gina brings twenty years of real estate experience and a reputation for integrity, transparency, and intelligence to The Agency. Ranked for five consecutive years among the top 1% of Agents nationwide, The Agency's Top 5% 2024 Chairman Award Recipient, Leader of Influence among residential real estate brokers by L.A. Business Journal in 2024, and named one of L.A. Magazine's 2023 Real Estate Allstars. She was also named one of the Top 100 Most Influential Real Estate Agents in Southern California, a Nationwide Leading Lady in Real Estate and L.A. Business Journal thriving in their 40's. Gina was a previous Member of and contributing writer for the Forbes Real Estate Council.

Prior to joining The Agency, for fourteen years Gina ran her own brokerage, The Gina Michelle Project, an acclaimed design and real estate firm.

When clients choose Gina to be their broker, they can count on an experienced negotiator, devoted advocate, and a design, staging, and renovation expert. From professional home staging and interior design services to consulting on upgrades and renovations, Gina leverages relationships with the city's top architects, designers, lenders, and developers to offer her clients best-in-class service through every step of a transaction. Her innovative approach to real estate has been featured on NBC, Fox, and CBS, among others, and continues to be a point of interest for those who invite her to speak and discuss the state of the current market in Los Angeles. Having developed and sold several multi-million-dollar homes herself, Gina knows what it takes to generate maximum exposure for her clients' homes. Her listings regularly sell within two weeks and top out on price-per-square-foot for their respective neighborhoods.

Numbers & Accolades

THE AGENCY'S TOP TEAM

2025

#12

SMALL TEAM IN CALIFORNIA
BY REAL TRENDS

#26

SMALL TEAM NATIONWIDE
BY LOS ANGELES BUSINESS
JOURNAL

TOP 1%

OF AGENTS NATIONWIDE

LA MAGAZINE REAL ESTATE ALL STARS

9 CONSECUTIVE YEARS

#5 UNITS

CLOSED IN CALIFORNIA

#1 UNITS

CLOSED IN LOS ANGELES





2025 Highlights

\$305 Million

CLOSED VOLUME

129

CLOSED UNITS

TOP 1%

OF AGENTS NATIONWIDE

TESTIMONIALS

"Tyson is someone you can trust and who truly has your best interests at heart...he will be there to support you through every step of the process!"

Tyson did an amazing job selling our home! He was professional, diligent, responsive and an absolute pleasure to work with. From the first day we met him to the day we said goodbye, his attention to detail and expertise showed in everything he did. Tyson is someone you can trust and who truly has your best interests at heart. He answered all our questions, negotiated on our behalf and made the entire transaction as smooth as it could be. We can honestly recommend him to anyone who is buying or selling – he will be there to support you through every step of the process!

"I highly recommend Tyson to anyone looking to buy or sell in the area—he's truly a top-notch realtor!"

I had the pleasure of working with Tyson and his team as my realtors, and I couldn't be more impressed with his professionalism, expertise, and dedication. From start to finish, Tyson made the entire process seamless and stress-free. His knowledge of the area is unparalleled, and he took the time to understand exactly what I was looking for in a home. Tyson's communication was always prompt, and he kept me informed every step of the way. Whether it was negotiating the best price or providing guidance during the paperwork process, he was there with sound advice and a calm demeanor. Thanks to Tyson, I found my perfect home, and I couldn't be happier with the experience. I highly recommend Tyson to anyone looking to buy or sell in the area—he's truly a top-notch realtor!



TESTIMONIALS

“I have been working with George in the past few years on multiple high-profile deals and I have had nothing short of an amazing experience.”

George is an elite staff member at THE AGENCY and has been consistently a top performer, frequently ranking as top 10% of Premier Agents nationwide. This does not come to me as a surprise as George is not only an incredible agent but more importantly a rigorous partner for anyone he represents. Whether you are working with him on buying or selling, he will take care of you like his own family. George's professionalism, negotiation skills, and over a decade of experience in the field position him for success, every time and on any project that I have had the pleasure to work with him. I absolutely look forward to working with him again soon!"

“Gina and her team exceeded our wildest hopes when it came to selling our house.”

FROM START TO FINISH, SHE AND HER TEAM WERE A JOY TO WORK WITH. They took the love we had for our home, adopted it as their own, and made it personal. From the way it was photographed, staged, marketed, shown, and sold, they were deeply involved and invested every step of the way. The team became friends and family, and I will miss our nearly daily text chain where they patiently answered all our questions, made us laugh, eased our stresses, and guided us through something we had never done before. I can't say enough good things about them and that's completely independent of the sale price they achieved which deserves its own separate review. If you want a team that will recognize value, both emotionally and monetarily, they are the right people.



Team *Notable Sales*

ADDRESS	SALE PRICE
4525 Woodley Avenue	\$16,426,180
4442 Estrondo Drive	\$8,652,512
16836 Marmaduke Place	\$8,652,000
2681 Country Ridge Road	\$8,000,000
19237 Berclair Lane	\$6,995,000
4511 Hayvenhurst Avenue	\$6,490,000
11480 Amanda Drive	\$5,995,000
6312 Mirror Lake	\$5,900,000
17970 Rancho Street	\$5,850,000
25222 Prado Del Misterio	\$5,500,000
17960 Karen Drive	\$5,249,000
17012 Escalon Drive	\$5,000,000
5280 Los Bonitos Way	\$4,995,000
16826 Otsego Street	\$4,950,000



Marketing Your *Property*

Every property has a unique story, and we're here to tell it in an unforgettable way.

The Agency's full-service creative division excels in the art of marketing and branding real estate, having positioned some of the world's most iconic properties. We custom-tailor marketing strategies to make each listing compelling and relatable.

Of course, we are competing, and that means every edge matters. I'll make sure your home is positioned properly so prospective buyers can immediately understand why it's special—and why it's the perfect fit for them.

A black and white photograph of palm fronds, with numerous water droplets visible on the lower right portion of the leaves.

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AGENT PRESS

Agent Press

The Agency Journal

The Agency's Own Ranked on RealTrends + Tom Ferry The Thousand and RealTrends Verified Lists

by The Agency Team | May 31, 2024

REAL TRENDS

Robb Report

Real Estate

A Hollywood Producer's Farmhouse Is Up for Grabs, a Gilded Age Manse Lists for \$7.75 Million, and More Real Estate News

Here's everything you need to know

From the completion of David Adjaye's new high-rise to Hollywood producers putting their mansions on the market, there is always something new happening in the world of real estate. In this roundup, AD PRO has everything you need to know.

ROBB REPORT

The Agency Journal

Our Agents & Teams Honored Among LABJ's 2024 Leaders of Influence

by Carolyn Meers | Aug 19, 2024

Teams

Mauricio Umansky | The Umansky Team

Dennis Chernov | The Chernov Team

Jon Grauman & Adam Rosenfeld | Grauman Rosenfeld Group

Gina Michelle & George Ouzounian | Gina Michelle & George Ouzounian Team

LOS ANGELES BUSINESS JOURNAL

Robb Report

Inside a Sprawling \$9.5 Million Calabasas Estate With Panoramic Valley Views

The 9,000-square-foot home is set on 11 acres—and you'll be the first to live in it.

By DAVID KAUFMAN



ROBB REPORT

BUSINESS INSIDER

How Gina Michelle & George Ouzounian Worked Their Way to the Top of the Southern California Real Estate Market

BUSINESS INSIDER

The Agency Journal

Our Agents Honored in LABJ's 2023 Leaders of Influence: Thriving in Their 40s

by The Agency Team | Dec 18, 2023

About Gina Michelle

A top-producing broker, seasoned designer and trained negotiator, **Gina Michelle** has achieved over \$1 billion in career sales. Gina brings 18 years of real estate experience and a reputation for integrity and transparency to The Agency.

In 2009, Gina founded the Gina Michelle Project, an acclaimed design and real estate firm. Alongside her client service, Gina excels in home renovations and design. She takes a unique approach to how real estate is bought and sold, driven by the belief that every property can—and should—be sold as a renovated property.

Ranked for four consecutive years among the top 1% of Agents nationwide, The Agency's Top 5% 2022 Chairman Award Recipient, Leader of Influence among residential real estate brokers by L.A. Business Journal in 2022, and named one of L.A. Magazine's 2023 Real Estate All-Stars. She was also named one of the Top 100 Most Influential Real Estate Agents in Southern California, a Nationwide Leading Lady in Real Estate. Gina was a previous Member of and contributing writer for the Forbes Real Estate Council.

LOS ANGELES BUSINESS JOURNAL



03

WELCOME TO THE FAMILY

Welcome to *the Family*

The Agency is a full-service real estate brokerage pairing boutique local services with the vast resources of an entire global team. Each agent is empowered by the team's collective knowledge and international network to offer our clients a true competitive edge. Behind the sale of each property, no matter how large or small the transaction, is a world-class sales and marketing team. Unlike traditional brokerages, we capitalize on the strength of the whole to offer our clients better representation and an extensive global reach.

CONSISTENTLY RECOGNIZED BY INMAN AS A TOP LUXURY BROKERAGE

REALTRENDS 500 LIST OF TOP RESIDENTIAL BROKERAGES: RANKED #16

INC. 5000'S FASTEST-GROWING PRIVATE COMPANIES IN AMERICA FOR 7 YEARS

FINANCIAL TIMES: ONE OF THE AMERICAS' FASTEST-GROWING COMPANIES FOR 5 YEARS

7TH-LARGEST PRIVATELY HELD INDEPENDENT BROKERAGE IN THE NATION FOR SALES VOLUME BY REALTRENDS

We Let Our Numbers Do the Talking

\$72B+ OVERALL GLOBAL SALES

115+ OFFICES IN 12+ COUNTRIES



04

THE AGENCY OVERVIEW



Targeting Your *Buyer*

THE AGENCY EXCELS AT

connecting
people through
technology.

We use The Agency's proprietary technology platform to inspire human connection, ease the transaction process and support our clients every step of the way. The data we capture and the people we reach are used to sell your home efficiently and for top dollar.

It can be that *simple.*

Luxury isn't *a price*,
it's an *experience*.

AND WE'VE REKINDLED
THE ART OF WHITE-GLOVE
SERVICE AT EVERY
PRICE POINT.

Anticipating our clients' needs and going the extra mile is just our standard. Our strategy is simple: Everyone gets the red carpet treatment.

Marketing Strategy Overview

MASTERFUL DESIGN AND POWERFUL STORYTELLING—ALL IN A DAY'S WORK.

01 Coordinate listing photography and video.

02 Provide curation for staging, artwork, floral arrangements and other scene-setting elements.

03 Prepare exceptional listing copy to be leveraged across all marketing channels.

04 Design marketing collateral for on-site distribution to qualified prospects and clients.

05 Offer exclusive, pre-launch property tours to qualified individuals.

06 Announce at our office meeting to drive traffic from within The Agency.

07 Devise an email campaign that builds momentum, excitement and lead generation for the property.

08 Create a social media strategy for promoting the listing across social channels.

09 Share across our global network through internal and external channels.

Print & Digital Collateral

SAY GOODBYE TO THE ONE-SIZE-FITS-ALL MARKETING STANDARD.

The Agency's full suite of print materials and digital assets allows your property's individual character and personality to shine. We create tangible touchpoints that leave a lasting impact long after a prospect's first interaction with a property.

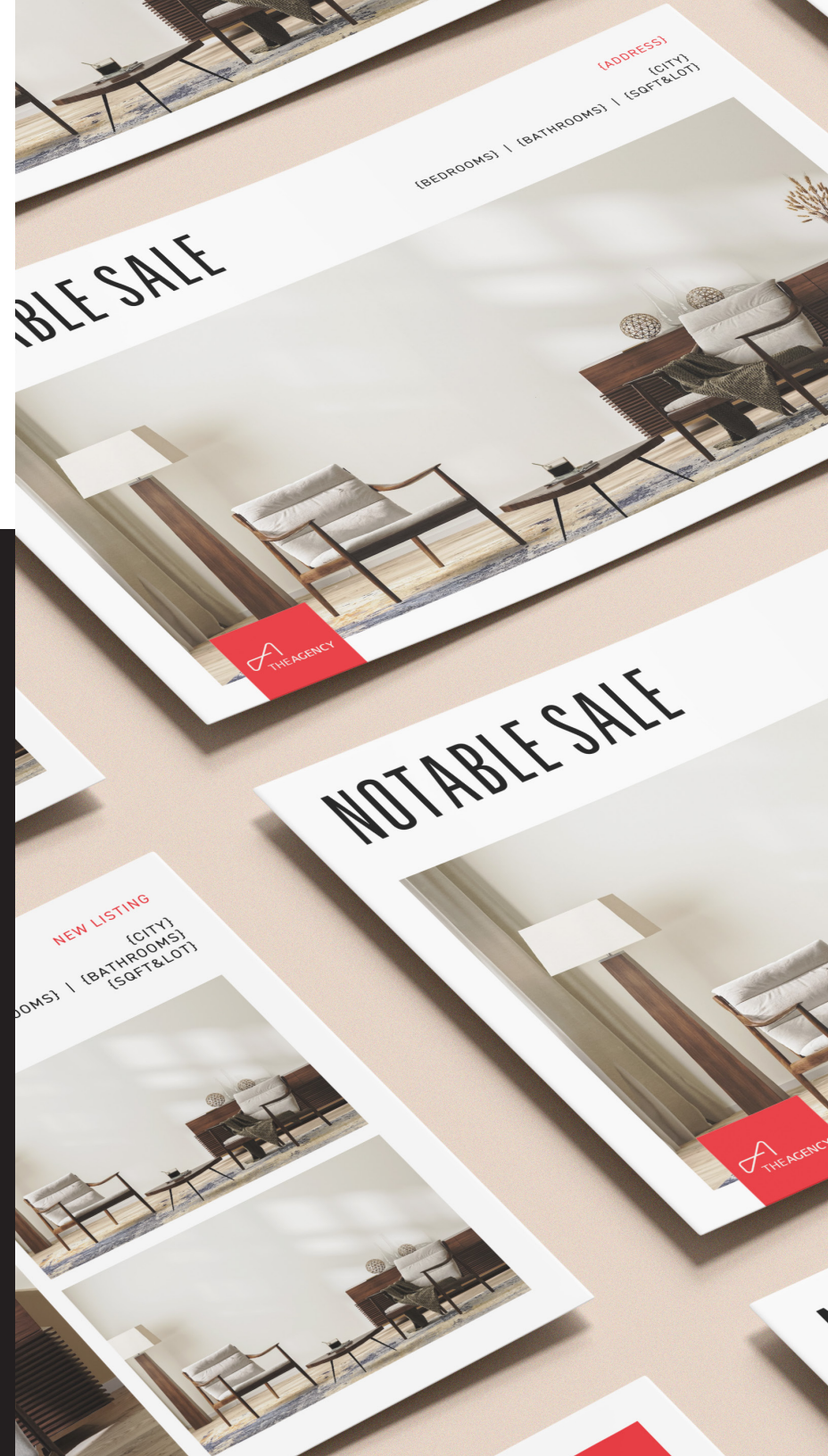
01 Distribute the custom brochure to qualified buyers.

02 Create a listing sheet takeaway with property details and information.

03 Run a video campaign featuring property footage.

04 Curate social media-specific posts and videos.

05 Create custom postcards for direct mail campaigns.





2025 YEAR IN REVIEW
GEORGE OUZOUNIAN & GINA MICHELLE

\$305M
CLOSED & IN ESCROW

128
HOMES SOLD

As you navigate life's
biggest decisions, you
need a team *you can
count on.*

SOMEONE MORE THAN JUST A REAL ESTATE AGENT, BUT A TRUSTED PARTNER. GEORGE AND GINA ARE THOSE PEOPLE.

WHETHER YOU'RE BUYING, SELLING, OR JUST EXPLORING YOUR OPTIONS, THEY'LL COMMIT TO YOUR SUCCESS, AND GET YOU WHERE YOU WANT TO GO.

Meet the next generation of L.A. real estate.
Because more of the same is never an option.

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Listing Takeovers 2025

Addresses	LIST \$	CLOSED \$	L/C Ratio	LIST DATE	COE DATE	DOM	Previous DOM
9275 Flicker Pl	\$3,275,000	\$3,250,000	99.24%	10/8/2025	12/4/2025	57	185
5655 Hazeltine Ave	\$2,850,000	\$2,800,000	98.25%	10/12/2024	10/28/2025	381	331
5653 Hazeltine Ave	\$2,850,000	\$2,710,000	95.09%	10/12/2024	10/28/2025	381	331
20286 Allentown Dr	\$2,295,000	\$2,150,000	93.68%	6/30/2025	9/12/2025	74	121
447 N Doheny Dr #104	\$1,695,000	\$1,690,000	99.71%	7/10/2025	8/29/2025	50	182
5461 Bothwell Rd	\$5,995,000	\$5,290,000	88.24%	6/5/2025	8/27/2025	83	125
18155 Lake Encino Dr	\$2,990,000	\$2,950,000	98.66%	5/16/2025	8/6/2025	82	125
4219 Bakman Ave	\$3,699,000	\$3,425,000	92.59%	4/9/2025	7/18/2025	100	76
10842 Alta View Dr	\$2,799,000	\$2,799,000	100.00%	11/8/2024	3/25/2025	137	230
3800 Scadlock Ln	\$2,095,000	\$2,045,000	97.61%	2/5/2025	3/11/2025	34	24
2122 Century Park Ln #402	\$1,995,000	\$1,995,000	100.00%	1/29/2025	3/7/2025	37	78
4139 Vicasa Dr	\$3,699,999	\$3,400,000	91.89%	1/15/2025	2/21/2025	37	147
17012 Escalon Dr	\$5,199,000	\$5,000,000	96.17%	12/3/2024	2/14/2025	73	70
5136 Nagle Ave	\$3,899,000	\$3,725,000	95.54%	11/22/2024	1/31/2025	70	32
4138 Sepulveda Blvd	\$2,799,000	\$2,750,000	98.25%	8/22/2024	1/23/2025	154	221
24446 Park Granada	\$2,825,000	\$2,900,000	102.65%	11/30/2023	02/12/2024	75	
AVERAGE LIST/CLOSE RATIO			96.22%				