

VOL. 15 • NO. 3 | FALL 2018

malibu times

MAGAZINE

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Robert Radcliffe's knowledge and passion for real estate has made him a top Realtor in Malibu.

BY KAMALA KIRK

Back when Robert Radcliffe was a college student in San Luis Obispo, California, he was visiting Los Angeles one summer and was immediately impressed by the beautiful homes of his friends' parents.

Out of curiosity, he asked what they did for a living, and upon discovering they were involved in the real estate industry, a spark of inspiration changed the course of his entire life.

"At the time, I was studying small business management, and I went back to my career counselor in the fall and asked if there was anything I could study that involved real estate," Radcliffe said. "As soon as he mentioned that I could get a degree in real estate, that was it for me."

Fast-forward almost three decades, and he is now ranked in the top one percent worldwide as a top-producing real estate agent. Radcliffe, who is with Compass in Malibu, specializes in residential real estate sales in Brentwood, Malibu, Pacific Palisades and Santa Monica. He leads The Radcliffe Group, which has consistently been ranked by *The Wall Street Journal* as one of the top 250 sales teams in America.

"I love Malibu and the Westside of Los Angeles, yet have favored Malibu because of the people and all that Malibu has to offer," he said.

Radcliffe often advises his clients on all aspects of real estate investments, new home building, and development and rental management.

A nationally-recognized mentor and leader in the industry, he has led numerous national and local agent-training programs, appeared on television, radio and in print to discuss trending real estate topics, and has managed several local real estate offices. Recently, he launched a free real estate app also called The Radcliffe Group—available on the App Store and Google Play—which enables users to have direct access to multiple listing services.

These days, Radcliffe—who has lived everywhere from Miami to San Francisco—calls Malibu's Serra Retreat neighborhood his home. He actually found Serra Retreat during a drive to Malibu one afternoon when he saw a sign for an open house that one of his colleagues was hosting. Radcliffe decided to stop in and say hello, and the rest is history.

"The moment I drove into the neighborhood my jaw dropped," he explained. "I thought I was in a fairy tale. And 72 hours later, we were in escrow. That was 20 years ago. I love the chill vibe and energy of living in Malibu, as well as the immense beauty. I'm truly blessed."

Now married with three boys, Radcliffe enjoys spending time with his family and surfing at Second and Third Point in Malibu. He and his wife, Tara, also love hanging out at Malibu Country Mart and watching their kids play at the park while enjoying lunch at John's Garden or Tra di Noi.

"My favorite thing to do, other than spending time with the family or



Robert Radcliffe and his team, The Radcliffe Group, specialize in luxury real estate sales from Malibu to the Westside.

surfing, is helping people in recovery," Radcliffe said. "I have been active in the community of recovery from addiction for 27 years and have written two books on the subject. I also get a lot of pleasure speaking at high schools to encourage our next generation about the benefits of living a sober and healthy life."

His autobiography "180 Degrees" has sold thousands of copies worldwide, and has also been on the

recommended reading list at local high schools. His other book, "12 Simple Steps to Loving Life," was written for anyone who wants to improve their quality of life. Radcliffe continues to be active in his community, and enjoys building long-term relationships as a trusted real estate advisor for his clients and their referrals.

"I think I'm really good at what I do and it feels good to know I'm guiding a client with their best interest at heart,"

Radcliffe said. "I take them through that whole psychological journey of whether a house is right for them—the contracts, the negotiations ... I hold my client's hand through the entire process so that they feel relaxed and have confidence that they're making the right decision. And at the end, I feel really good." ■

For more information, call 310.317.9900 or visit robertradcliffe.com