



AGENT

## Paul Salazar moves from Hilton & Hyland to Compass

Salazar started at Hilton & Hyland 16 years ago and said he was ready for a change. Now he's bringing a team to Compass, which he said had the most to offer out of top LA brokerages



Image by: Nick Fran and Canva

BY [LILLIAN DICKERSON](#)

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Longtime Hilton & Hyland agent Paul Salazar has left the boutique brokerage and joined Compass in Beverly Hills, the firm announced on Tuesday.

Salazar, who has been at Hilton & Hyland since he started his real estate career 16 years ago, has built a strong reputation in LA's Westside neighborhoods over the years, especially in Beverly Hills, Brentwood, Santa Monica, Venice, Marina del Rey, Bel Air, Westwood and the Palisades. He also brings a four-person team from Hilton & Hyland, which includes agents Kyle Amicucci, Christian Hose and Kate Caffrey, and Director of Operations Isabella Franciscovich.

"We're excited to welcome Paul and his team to Compass," Compass CEO [Robert Reffkin](#) said in a statement. "They've already set a high bar, and we're confident that with the tools, support, and reach of Compass, they'll go even further."



Robert Reffkin |  
Compass

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Salazar's team has averaged sales volume between \$35-\$40 million annually in recent years, and Salazar himself is regularly ranked among the top 1.5 percent of agents in the U.S. by RealTrends. He has also garnered clients that include CEOs, entertainment industry professionals, attorneys, trustees and more.

Salazar also runs a YouTube account where he interviews industry experts and posts property tours and agent and consumer tips, including how homeowners can navigate post-disaster recovery, as many around LA are currently doing in the wake of [devastating wildfires](#) that took place in January.

In a conversation with Inman, Salazar said he loved his time at Hilton & Hyland but felt like, at this point in his career, it was time to explore something different.



Paul Salazar | Credit:  
Nick Fran

“It’s always been a great brand, and I’ve always been proud of my time there,” Salazar said. “It’s sad to say goodbye to a brand and a company you love, especially all the employees there. But I just felt like I should see what else is out there.”

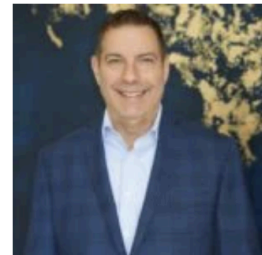
After spending months interviewing with several top firms in LA, Salazar said that Compass had the most to offer in terms of tech, office space, team growth, events opportunities and more. “They just made the decision really easy for me,” he said.

The firm's robust network of agents and [exclusive listings](#) were also a draw for him, which he said would provide more off-market opportunities. The team leader added that he was a bit nervous at first about transitioning from a small boutique firm to one with a huge scope, like Compass, but that after his first few days in the office, it immediately felt like the right decision.

"It just feels like home," Salazar said. "Everybody's super nice, friendly ... it feels like a very well-run business, and that makes me feel comfortable about my decision."

Hilton & Hyland Managing Director Steve Katz thanked him for his service to the brokerage.

"We thank Paul for his 16 years of dedication and contributions to Hilton & Hyland," Katz said in a statement. "His professionalism and consistency were valued here, and we wish him nothing but continued success as he enters this next chapter in his career."



Steve Katz | Hilton & Hyland

Outside of real estate, Salazar is also an advocate for men's mental health and spirituality, and told Inman he'll soon be launching a podcast called "On Frequency," which will include stories from other men who have had to face deep personal struggles in the past and overcome them.



Parker Beatty | Compass

Salazar's move comes on the heels of former Hilton & Hyland President [David Kramer](#) moving to Compass to become director of Global Luxury. [Tracy Tutor](#), a well-known name from Douglas Elliman, also joined the firm in recent months.

"We're thrilled to welcome another top-producing Beverly Hills team to Compass," said Compass Regional Vice President of Southern California and Hawaii Parker Beatty. "As our market presence continues to grow, we're seeing some of the region's most respected talent choosing to align with our platform — further reinforcing our leadership in the luxury space."