

EXCLUSIVE: Inside the High-Speed Rise of Luxury Power Brokers Shauna Walters and Nicole Plaxen

Powerhouse luxury agents **Shauna Walters** and **Nicole Plaxen** have built a distinct brand as a formidable women-led team—consistently delivering at the highest levels of the market.

In the latest [Realtor.com®](#) video series, which follows [a day in the life of top luxury agents](#), Walters and Plaxen pull back the curtain on a business that now spans [Los Angeles](#), [South Florida](#), and clients around the globe.

"There's no typical day in real estate—and that's one of the reasons I love this business," says Walters. "You wake up every morning, and you truly don't know what's going to happen. You can plan, but there's always something new."

The duo, who lead an eight-person team for [Walters | Plaxen Estates at Sotheby's International Realty](#), have been in sync for more than 25 years.

"I'll never forget—she walked into homeroom on the first day, and I thought, 'I'm going to be friends with that girl,'" says Plaxen. "Twenty-five years later, we're selling some of the world's most expensive real estate together, and I couldn't be more excited."

While Los Angeles remains their home base, the pair strategically expanded into [South Florida](#) during the COVID-19 pandemic migration boom—and the bet is paying off, and they have secured their first building in the area, [Alba Palm Beach](#).

"We saw a lot of clients moving to South Florida during COVID, and now we're growing a real business there alongside new development," says Walters. "Our clients aren't just in L.A. or Miami anymore—we're increasingly working internationally."

For the pair, the thrill of the deal remains a powerful motivator.

"Putting deals together is exciting—it's almost like a high," they say.

That execution has translated into headline-making results. Walters' high-profile deals include Melhill Estate for \$53 million—the highest Brentwood sale in five years—and she secured the \$32 million sale of Donhill in a single day for Fashion Nova founder **Richard Saghian**. Plaxen has played a critical role in landmark transactions, including The Spelling Manor.

While famously discreet about their broader client roster, the agents note that they have represented members of royal families and top figures across the NBA, entertainment, and business worlds.

Their momentum has only accelerated since joining Sotheby's International Realty in Beverly Hills earlier this year.

"2025 was our best year ever," says Plaxen. "We were already moving at 100 miles an hour—but since joining Sotheby's, it feels like we've hit 600."

Still, Walters and Plaxen say their edge isn't just performance—it's also culture.

"We're creating an environment where you can be kind and spiritual but still kick ass and sell a lot of real estate—especially as women in this business," says Walters.

A major focus now is scaling their playbook across the team.

"We've each spent years selling real estate, and the question is: How do we pass those lessons on and help the people around us grow?" Walters adds.

For both agents, the drive remains deeply personal.

"Work, to me, is almost like a fun escape," Plaxen says. "We motivate each other. Our children motivate us. It's just who we are."

They describe themselves as complete opposites—but that contrast is exactly what makes the partnership work.

"She's the connector," says Plaxen. "I'm more of the back-end operational visionary. But when we bring our creativity together, we've built something pretty magical."