

THE LIST

COMMERCIAL REAL ESTATE BROKERAGE FIRMS

Ranked by 2015 Valley-area sales and lease deals

► **NEXT ISSUE**
Assisted Living/
Nursing Homes

THE PACESETTER: The largest Valley-area commercial brokerage firm is CBRE Group Inc. The Los Angeles-based company brokered \$2.04 billion in combined sales and lease deals last year. Sales accounted for \$1.08 billion while leasing activity accounted for \$963 million.

Top Sales
Brokerage firms ranked by 2015 Valley-area sales volume. (in millions)

Marcus & Millichap	\$1,593
CBRE Group	1,080
NAI Capital	512
Lee & Associates	504
Daum Commercial	385
Eastdil Secured	335
Investment Real Estate Associates	265
Berkadia	223
Told Partners	214
Delphi Business Properties	141

Source: Business Journal research

Rank	Company • name • address • website	Valley-area Deal Values (\$ in millions)		Commercial Agents • Valley-area • total	Sales and Leasing Services	Profile • offices (Valley/total) • headquarters	Top Local Executive • name • title • phone
		Total • 2015 • 2014	Deal Types • 2015 leases • 2015 sales				
1	CBRE Group Inc. 111 Universal Hollywood Drive, 27th Floor Universal City 91608 cbre.com	\$2,043 \$2,070	\$963 \$1,080	N/A N/A	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	N/A/372 Los Angeles	Lewis C. Horne Executive Managing Director (818) 502-6700
2	Marcus & Millichap Inc. 16830 Ventura Blvd., Suite 100 Encino 91436 marcusmillichap.com	1,593 689	0 1,593	74 1,521	office, retail, industrial, medical, apartment, investment property, hospitality, self-storage, senior housing, manufactured housing	1/81 Calabasas	Adam Christofferson Sr. Vice President/ Division Manager (818) 212-2700
3	Cresa 5941 Variel Ave., Suite B Woodland Hills 91367 cresa.com	945 786	N/A N/A	7 1,143	office, industrial, medical, tenant/landlord rep, investment property, lease administration, capital markets advisory	1/59 Los Angeles	Gerald A. Porter Founding Principal (818) 223-0073
4	NAI Capital 16001 Ventura Blvd., Suite 200 Encino 91436 naicapital.com	820 683	308 512	56 N/A	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	N/A/14 Encino	Rachel Howitt/ Timothy P. Foutz President/CEO (818) 905-2400
5	Lee & Associates – LA North/Ventura Inc. 15250 Ventura Blvd., Suite 100 Sherman Oaks 91403 lee-associates.com	672 671	214 458	42 880	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, hospitality	2/56 Orange	Mike Tingus President (818) 986-9800
6	Daum Commercial Real Estate Services 21820 Burbank Blvd., Suite 201 Woodland Hills 91367 daumcommercial.com	595 577	210 385	30 145	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	3/10 Los Angeles	Chad Jacobson COO (818) 887-3600
7	Beitler Commercial Realty Services 15165 Ventura Blvd., Suite 310 Sherman Oaks 91403 beitler.com	433 341	N/A N/A	N/A N/A	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	N/A/6 Los Angeles	Ron Kassin Executive Vice President (818) 501-5001
8	Eastdil Secured 100 Wilshire Blvd., Suite 1500 Santa Monica 90401 eastdilsecured.com	335 126	0 335	N/A N/A	office, retail, industrial, apartment, hospitality, land	N/A/13 New York	Benjamin Lambert Chairman (310) 526-9000
9	Told Partners 5940 Variel Ave. Woodland Hills 91367 told.com	275 147	61 214	28 28	office, retail, industrial, medical, tenant/landlord rep, investment property	1/1 Woodland Hills	Vincent P. Hall President (818) 593-3800
10	Investment Real Estate Associates 16501 Ventura Blvd., Suite 448 Encino 91436 irea.com	265 245	0 265	16 16	office, retail, industrial, apartment, investment property, hospitality, residential income	1/1 Encino	Raffi D. Krikorian CEO, President (818) 386-6888

NA - Not Available N/A - Not Applicable
Note: Information has been provided by representatives of the companies. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and

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Researched by David Nusbaum

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MERGER: Coldwell Banker Commercial Alliance merged with CBC Advisors to form one of the largest Coldwell Banker Commercial affiliates in the country.

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		Total • 2015 • 2014	Deal Types • 2015 leases • 2015 sales				
11	Berkadia 11111 Santa Monica Blvd., Suite 400 Los Angeles 90025 berkadia.com	\$223 N/A	\$0 \$223	N/A 130	apartment, debt, equity	N/A/55 New York	Dean Zander Senior Managing Director (310) 470-4883
12	Delphi Business Properties Inc. 7100 Hayvenhurst Ave., Suite 211 Van Nuys 91406 go2delphi.com	201 211	60 141	14 N/A	office, industrial, tenant/landlord rep, investment property, lease administration	1/1 Van Nuys	Ross W. Thomas CEO (818) 780-7878
13	Colliers International 16830 Ventura Blvd., Suite J Encino 91436 colliers.com/greaterlosangeles	186 234	64 122	N/A 1,066	office, retail, industrial, apartment, tenant/landlord rep, investment property, lease administration, hospitality	N/A/522 Seattle	Martin Pupil President, Western Region (818) 905-5800
14	Coldwell Banker Commercial Alliance 701 N. Brand Blvd., Suite 800 Glendale 91203 cbcadvisors.com	146 170	59 88	10 3,000	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	2/200 Madison, N.J.	Gregory K. Barsamian Managing Principal (818) 334-1887
15	Charles Dunn Co. Inc. 12925 Riverside Drive, Suite 201 Sherman Oaks 91423 charlesdunn.com	139 45	91 48	4 53	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration	1/4 Los Angeles	David Pinsel President (818) 358-1800
16	Westcord Commercial Real Estate Services 951 Westlake Blvd., Suite 101 Westlake Village 91361 westcord.com	120 N/A	N/A N/A	15 15	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration	1/1 Westlake Village	Tony Principe President (805) 497-4557
17	Stevenson Real Estate Services 1111 N. Brand Blvd., Suite 200 Glendale 91202 stevensonrealestate.com	109 81	43 66	14 14	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, land	1/1 Glendale	Randy Stevenson President (818) 956-7001
18	illi Commercial Real Estate 17547 Ventura Blvd., Suite 304 Encino 91316 illicre.com	73 61	66 7	38 38	office, retail, tenant/landlord rep, investment property, lease administration, shopping center property management	2/3 Encino	Todd Nathanson President (818) 501-2212
19	BRC Advisors Inc. 16027 Ventura Blvd., Suite 306 Encino 91436 brcadvisors.com	47 42	0 47	7 98	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, hospitality, asset and property management	1/5 Los Angeles	Rich Enderlin COO (213) 226-8714
20	RKF 233 Wilshire Blvd., Suite 310 Santa Monica 90401 rkf.com	19 10	19 0	7 100	retail, tenant/landlord rep, investment services	N/A/8 New York	Robert Cohen Vice Chairman (310) 593-0777

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