

Rank	Company • name • address • Web site	L.A. Deals Value' • 2010 total • 2009 total	L.A. Deals Breakdown' • 2010 leases • 2010 sales	Commercial Brokers • L.A. County • total	Leasing Services	Sales Services	Profile • offices (L.A./total) • headquarters	Top Local Executive • name • title • phone
1	<b>CB Richard Ellis Group Inc.</b> 355 S. Grand Ave., 27th Floor Los Angeles 90071 cbre.com	\$5,500 \$3,901	\$3,200 \$2,300	290 N/A	corporate services, industrial, lease administration, office, retail, tenant/landlord rep, hospital, medical office	apartment, hospitality, industrial, investment property acquisition/disposition, land, office, retail, hospital, medical office	7/300 Los Angeles	Lewis C. Horne executive managing director (213) 613-3333
2	<b>Cushman &amp; Wakefield of California Inc.</b> 601 S. Figueroa St., 47th Floor Los Angeles 90017 cushwake.com	3,570 3,871	2,124 1,446	84 13,000	corporate services, industrial, lease administration, office, retail, tenant/landlord rep	hospitality, industrial, investment property acquisition/disposition, land, office, retail	3/234 New York	Joseph Vargas executive managing director (213) 955-5100
3	<b>Studley</b> 777 Figueroa St., Suite 3050 Los Angeles 90017 studley.com	3,152 2,953	2,980 172	46 425	corporate services, industrial, lease administration, office, retail, tenant/landlord rep, project management, strategic planning	industrial, investment property acquisition/disposition, land, office, retail	2/19 New York	Mark T. Sullivan executive vice president, regional manager (213) 553-3800
4	<b>Marcus &amp; Millichap Real Estate Investment Services</b> 16830 Ventura Blvd., Suite 352 Encino 91436 marcusmillichap.com	1,700 1,600	0 1,700	120 1,200	N/A	apartment, hospitality, industrial, investment property acquisition/disposition, land, office, residential income, retail, distressed, self-storage, seniors housing	4/75 Encino	John J. Kerin ceo, president (818) 212-2700
5	<b>CresaPartners</b> 11726 San Vicente Blvd., Suite 500 Los Angeles 90049 cresapartners.com	1,619 2,334	1,526 93	29 783	corporate services, industrial, lease administration, office, tenant/landlord rep, capital markets, project management	industrial, investment property acquisition/disposition, land, office, capital markets advisory, corporate dispositions, lease administration	2/54 Los Angeles	Gerald A. Porter founding principal (310) 207-1700
6	<b>Beitler Commercial Realty Services</b> 825 S. Barrington Ave. Los Angeles 90049 beitler.com	1,290 1,610	973 317	79 96	corporate services, industrial, lease administration, office, retail, tenant/landlord rep	apartment, hospitality, industrial, investment property acquisition/disposition, land, office, residential income, retail	3/6 Los Angeles	Barry Beitler president (310) 820-2955
7	<b>Lee &amp; Associates Commercial Real Estate Services</b> 15250 Ventura Blvd., Suite 100 Sherman Oaks 91403 lee-associates.com	1,187 680	418 769	102 638	corporate services, industrial, lease administration, office, retail, tenant/landlord rep	apartment, hospitality, industrial, investment property acquisition/disposition, land, office, retail	5/43 Los Angeles	Mike Tingus president, LA North/Ventura (818) 223-4380
8	<b>Daum Commercial Real Estate Services</b> 801 S. Figueroa St., Suite 600 Los Angeles 90017 daumcommercial.com	1,140 1,000	532 608	81 140	corporate services, industrial, lease administration, office, retail, tenant/landlord rep	apartment, hospitality, industrial, investment property acquisition/disposition, land, office, residential income, retail	5/9 Los Angeles	Michael Nubel chairman, ceo (213) 626-9101
9	<b>Newmark Knight Frank</b> 1875 Century Park East Los Angeles 90067 newmarkkf.com	1,069 791	1,028 41	20 7,076	corporate services, industrial, lease administration, office, retail, tenant/landlord rep, property/asset management	hospitality, industrial, investment property acquisition/disposition, land, office, retail, 1031 exchange, financing, due diligence consulting	2/241 New York	Steven D. Kolsky Michael P. Arnold managing principals (310) 201-2060
10	<b>LA Realty Partners</b> 2029 Century Park East, Suite 515 Century City 90067 larealtypartners.com	1,037 538	838 199	15 15	corporate services, industrial, lease administration, office, retail, tenant/landlord rep	industrial, investment property acquisition/disposition, land, office, retail	1/1 Century City	Hunt Barnett principal (310) 407-3400
11	<b>Jones Lang LaSalle</b> 515 S. Flower St., Suite 1300 Los Angeles 90071 us.am.joneslanglasalle.com	950 907	751 199	76 33,000	corporate services, industrial, lease administration, office, retail, tenant/landlord rep, project and development services, strategic consulting	apartment, hospitality, industrial, investment property acquisition/disposition, land, office, residential income, retail, project and development services, strategic consulting	3/141 Chicago	Alan Aufhammer executive vice president (213) 239-6000

<b>12</b>	<b>Grubb &amp; Ellis Co.</b> 445 S. Figueroa St., Suite 3300 Los Angeles 90071 grubb-ellis.com	865 524	453 412	65 1,550	corporate services, industrial, lease administration, office, retail, tenant/landlord rep, property management	apartment, hospitality, industrial, investment property acquisition/disposition, land, office, retail, appraisal, mixed-use	5/109 Santa Ana	Chuck Hunt executive managing director, Southern California (213) 596-2222
<b>13</b>	<b>Eastdil Secured LLC</b> 100 Wilshire Blvd., Suite 1500 Santa Monica 90401 eastdilsecured.com	820 350	0 820	N/A N/A	N/A	apartment, hospitality, industrial, investment property acquisition/disposition, land, office, retail	1/13 New York	Benjamin Lambert chairman (310) 526-9000
<b>14</b>	<b>Colliers International</b> 865 S. Figueroa St., Suite 3500 Los Angeles 90017 colliers.com/greaterlosangeles	804 497	422 382	72 4,387	corporate services, industrial, lease administration, office, retail, tenant/landlord rep	apartment, hospitality, industrial, investment property acquisition/disposition, land, office, residential income, retail	8/512 Seattle	Mike Kent/Martin Pupil president/regional managing director (213) 627-1214
<b>15</b>	<b>Bailes &amp; Associates</b> 11911 San Vicente Blvd., Suite 325 Los Angeles 90049 bailesre.com	791 1,098	N/A N/A	9 17	corporate services, industrial, lease administration, office, tenant rep	industrial, investment property acquisition/disposition, office, retail, consulting	1/2 Los Angeles	Leonard B. Bailes president (310) 445-4300
<b>16</b>	<b>Madison Partners</b> 12121 Wilshire Blvd., Suite 959 Los Angeles 90025 madisonpartners.net	765 440	326 439	11 N/A	corporate services, industrial, lease administration, office, retail, tenant/landlord rep	apartment, hospitality, industrial, investment property acquisition/disposition, land, office, residential income, retail	1/1 Brentwood	Bob Safai president (310) 820-5959
<b>17</b>	<b>Sperry Van Ness</b> 10940 Wilshire Blvd., Suite 1600 Los Angeles 90049 svn.com	760 825	N/A N/A	55 N/A	corporate services, industrial, lease administration, office, retail, tenant/landlord rep	apartment, hospitality, industrial, investment property acquisition/disposition, land, office, residential income, retail	2/146 Irvine	David Rich senior v.p., managing director (310) 979-0800
<b>18</b>	<b>Travers Realty Corp.</b> 550 S. Hope St., Suite 2600 Los Angeles 90071 traversrealty.com	657 653	612 45	23 33	corporate services, industrial, lease administration, office, retail, tenant rep	industrial, land, office, retail, consulting	3/6 Los Angeles	James N. Travers chairman (213) 683-1500
<b>19</b>	<b>Klabin Co.</b> 6601 Center Drive West, Suite 300 Los Angeles 90045 klabin.com	615 605	375 240	20 N/A	corporate services, industrial, office, tenant/landlord rep, expert witness services	industrial, investment property acquisition/disposition, land, office, expert witness services	2/64 Los Angeles	David A. Prior president (310) 337-7000
<b>20</b>	<b>NAI Capital Inc.</b> 16001 Ventura Blvd., Second Floor Encino 91436 naicapital.com	563 501	325 238	126 240	corporate services, industrial, lease administration, office, retail, tenant/landlord rep, entertainment, medical	apartment, hospitality, industrial, investment property acquisition/disposition, land, office, residential income, retail, medical	6/14 Encino	Michael A. Zugsmith chairman (818) 905-2400
<b>21</b>	<b>First Property Realty Corp.</b> 350 S. Beverly Drive, Suite 340 Beverly Hills 90212 firstproperty.com	459 428	358 101	10 10	corporate services, industrial, office, retail, tenant/landlord rep, medical leasing	apartment, industrial, investment property acquisition/disposition, land, office, residential income, retail, financing, consulting	1/1 Beverly Hills	Jeffrey E. Resnick president (310) 789-1900
<b>22</b>	<b>Charles Dunn Co. Inc.</b> 800 W. Sixth St., Fifth Floor Los Angeles 90017 charlesdunn.com	321 312	152 169	47 48	corporate services, industrial, lease administration, office, retail, tenant/landlord rep	apartment, industrial, investment property acquisition/disposition, land, office, residential income, retail	4/5 Los Angeles	Christopher Atkinson president (213) 481-1800
<b>23</b>	<b>UGL Services</b> 555 W. Fifth St., 45th Floor Los Angeles 90013 ugl-equis.com	296 258	N/A N/A	23 220	corporate services, industrial, lease administration, office, tenant/landlord rep, workplace integration, project and facilities management	industrial, land, office, owner-user acquisition/disposition, sale leaseback, corporate finance	2/31 Chicago	Robert Shibuya group president (213) 426-3000
<b>24</b>	<b>Investment Real Estate Associates</b> 16501 Ventura Blvd., Suite 448 Encino 91436 irea.com	282 262	0 282	22 22	N/A	apartment, hospitality, industrial, investment property acquisition/disposition, land, office, residential income, retail	1/1 Encino	Raffi Krikorian ceo, president (818) 386-6888

<b>25</b>	<b>Coldwell Banker Commercial Westmac</b> 1515 Sepulveda Blvd. Los Angeles 90025 westmac.com	264 N/A	137 126	32 N/A	corporate services, industrial, office, retail, tenant/landlord rep	apartment, industrial, investment property acquisition/disposition, land, office, retail	1/1 Los Angeles	Timothy C. Macker president (310) 478-7700
<b>26</b>	<b>Re/Max Commercial &amp; Investment Realty</b> 63 Malaga Cove Plaza Palos Verdes Estates 90274 remaxcir.com	254 188	N/A N/A	41 41	industrial, lease administration, office, retail, tenant/landlord rep	apartment, industrial, investment property acquisition/disposition, land, office, residential income, retail	2/2 Palos Verdes Estates	Steve Lampe Sandra Sanders president/owner (310) 802-2500
<b>27</b>	<b>Voit Real Estate Services</b> 400 Citadel Drive, Suite 160 Commerce 90040 voitco.com	153 227	34 119	4 122	industrial, tenant/landlord rep	industrial, investment property acquisition/ disposition, land	1/10 Newport Beach	Robert D. Voit ceo (949) 644-8648
<b>28</b>	<b>Delphi Business Properties Inc.</b> 7100 Hayvenhurst Ave., Suite 211 Van Nuys 91406 go2delphi.com	124 74	53 72	14 14	corporate services, industrial, lease administration, office, tenant/landlord rep	industrial, investment property acquisition/ disposition, land, office	1/1 Van Nuys	Ross W. Thomas ceo (818) 780-7878
<b>29</b>	<b>Coldwell Banker Commercial North County Office</b> 801 N. Brand Boulevard Suite 180 Glendale 91203 cbcnc.com	114 102	50 64	18 26	corporate services, industrial, lease administration, office, retail, tenant/ landlord rep	apartment, hospitality, industrial, investment property acquisition/disposition, land, office, retail	1/1 Glendale	Bill Ukropina president (818) 334-1900
<b>30</b>	<b>Transwestern</b> 601 S. Figueroa St., Suite 2750 Los Angeles 90017 transwestern.net	100 72	94 5	6 348	corporate services, industrial, lease administration, office, retail, tenant/ landlord rep	apartment, industrial, investment property acquisition/disposition, land, office, retail	1/29 Houston	George Garfield president, West region (213) 624-5700

<sup>1</sup> In millions.

NA - Not Available N/A - Not Applicable Note: Grubb & Ellis may have qualified for this list, but declined to provide data. 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 typographical errors sometimes occur. Please send

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*Researched by David Nusbaum*