ON Tuesday, February 17th, the Los Angeles Business Journal hosted the 2015 Commercial Real Estate Awards. The event was held at the LA Hotel Downtown and was attended by more than 400 of Los Angeles' elite real estate professionals. The awards recognized the biggest, best and most notable commercial real estate projects of 2014. The Business Journal honored the developers, general contractors and architects of these trend setting developments in Los Angeles County. Additionally, the Business Journal paid tribute to the region's top commercial brokers, also profiled in these pages.
A $15 million renovation of several spaces within Santa Anita Park was completed in just thirteen weeks in an effort to make the on-track experience one that visitors will repeat. Eleven spaces in total were renovated within the park and a second phase of renovations is currently underway. Renovated rooms included The Chandelier Room, Inner Mezzanine, Eddie Logan Suite, Director’s Room, Americana Room, VIP Entry, Sportsbook Lounge, Turf Terrace Dining areas, loge seating and 300+ owner’s season boxes. Working with visionary design firm AvroKO, Shawmut Design and Construction updated the lighting and installed state-of-the-art A/V systems in many of the track’s public and VIP interior facilities, including free wifi, 140+ TVs and TV panels that span entire walls. The completion of such a high profile project in such a short period of time is a testament to the expertise and efficiency of the project team.

MOMENT Hotel is a bright new face in a growing location. Modern, sophisticated, and distinctive, each of Moment Hotel’s unique rooms contains individualized abstract elements inspired by the Wonders of the World. Slanted walls, richly colored concrete, white washed wood floor, and LED light fixtures contribute to the distinctive variety of textures that add to the creative ambience. The intriguing modernist design scheme offers eye-catching tilted and angled concrete walls throughout the exterior and repeats throughout each room.
J.P. Morgan Real Estate Banking understands your company’s unique needs and the ever-changing commercial real estate market. We’ve built strong, meaningful relationships through our ability to offer industry expertise, best-in-class financial and treasury management solutions and excellent service.

Our goal is to help you achieve your goals—together we can deliver results.

For more information on J.P. Morgan Real Estate Banking visit jpmorgan.com/cb/real-estate-banking or contact us at reb.communications@jpmorgan.com

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COMMERCIAL REAL ESTATE AWARDS 2015

Best Industrial Project

GOLD
CleanTech Manufacturing Center
2455 E. Washington Blvd.
Los Angeles

Developer: Trammell Crow Company
Size: 357,000 sf (three buildings)
General Contractor: Oltmans Construction Co.
Architect: RGA Office of Architectural Design

SILVER
Mission 71 Business Park, Phases II and III,
Buildings “L”, “M”, “N” and “O”
1793 W 2nd St.; 1788 W 2nd St.; 1768 W 2nd St.; and 1585 W Mission Blvd., Pomona

Developer: Seventh Street Development, Inc.
Size: 464,003 sf (four buildings)
General Contractor: HBI Construction, Inc.
Architect: Ware Malcolmb
Here's to our Top Producers.

Newmark Grubb Knight Frank would like to congratulate the 2014 Top Producers.

Newmark Grubb Knight Frank

Michael Arnold
West Los Angeles

Steve Kolsky
West Los Angeles

Greg Frankovich
West Los Angeles

Sean Fulp
West Los Angeles

Jay Luchs
West Los Angeles

David Lachoff
West Los Angeles

David Ghermezian
West Los Angeles

Ryan Harding
Downtown Los Angeles

Josef Farrar
Downtown Los Angeles

David Kluth
Downtown Los Angeles

David Kutzer
Downtown Los Angeles

Joshua Levy
Downtown Los Angeles

Matthew Dobson
Downtown Los Angeles

Terry Reitz
South Bay

Jim Blondi
South Bay

Sean O’Leary
South Bay

Maury Gentile
South Bay

Rick Sheckter
San Gabriel Valley

Additional Achievements

We would also like to Congratulate the following NGKF Brokers for their recognition at the Los Angeles Business Journal’s 20th Annual Commercial Real Estate Awards:

CATEGORY: Best Office Lease
Josef Farrar
Aliya Coher
for their representation of Murad.

CATEGORY: Best Industrial Lease
Terry Reitz
Gabe Fisher
Jim Blondi
Wesley Hunnicutt
Matthew Moore
for their representation of Prologis/Inland Star Distribution Centers.

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www.ngkf.com
Completed over four-and-a-half months early and $10 million under budget, the new Torrance Memorial Medical Center Melanie and Richard Lundquist Tower replaces Torrance Memorial’s original facility built in 1971, which no longer meets state seismic regulations for an acute care facility. Located on an existing medical center site, the 390,000-square-foot patient tower fulfills Torrance Memorial Medical Center’s vision of a patient-centered, state-of-the-art healing environment while invoking the ambience of a world-class hotel. Lundquist Tower houses 256 private patient rooms, 12 operating rooms, 44 prep and recovery beds, 6 interventional radiology rooms, inpatient pharmacy and sterile processing. The second floor of the new tower houses the South Bay’s first hybrid operating room, which allows surgeons to perform high-risk, minimally invasive surgeries and then switch to more conventional open surgery if needed. In addition to providing an environment to support state-of-the-art medical technology, the tower’s patient-centered design addresses the comfort of visiting family members by incorporating family-friendly lounges and overnight spaces.

Los Angeles County Martin Luther King, Jr., Medical Center Multi-Service
12021 South Wilmington Ave.
Los Angeles

A model for culturally-sensitive healthcare, the Martin Luther King, Jr. (MLK) Outpatient Center is part of a transformative and phased county program to upgrade existing facilities on the 36-acre MLK Medical Center campus in Los Angeles. Envisioned as a new beginning, the four-level OSHPD-3-compliant facility is designed to help reestablish the campus as a healthcare leader in the community. The contemporary design with steel and glass materials fits seamlessly within the context of the existing campus and reflects the bright new vision for the medical “village.”
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COMMERCIAL REAL ESTATE AWARDS 2015

Best Mixed-Use Project

**GOLD**

The Vermont
3150 Wilshire Blvd.
Los Angeles

- Size: 30,000 sf (retail) + 435,000 sf (residential)
- Developer: J.H. Snyder Company
- General Contractor: J.H. Snyder Construction Company
- Architect: Jerde

**BREAKING ground in May/June 2012, the Vermont was one of the first and largest high-rise residential developments to start construction in Los Angeles after the economic downturn in 2008. Investing in the emerging market of Koreatown, and adjacent to the Metro Red and Purple Line stops, the Vermont is transit-oriented, pedestrian friendly and forward thinking with an eye on the 21st Century evolution of the City of Los Angeles. Rising over 300’ above the streetscape, the iconic project is comprised of 464 suite apartments in two towers set atop a seven-story podium, featuring a 32,000 square foot retail plaza, a parking structure with separate retail and resident entrances, and extensive amenities including a massive on-site gym, and a beautiful pool and landscaped deck for residents’ use. Residents are continually surrounded by natural beauty and urban conveniences that are fully integrated into the master design imperative. The project was built in record time – 24 months – and opened in May 2014.**

**SILVER**

The Huxley
1234 North La Brea Avenue
West Hollywood

- Size: 1.61 acres, featuring 187 680-1254 sf units + 16,700 sf of commercial-retail
- Developer: Essex/Monarch Group
- General Contractor: Milender White Construction
- Architect: Newman Garrison + Partners

**DESIGNED to meet the growing needs of millennials, entrepreneurs and creatives who prefer the more flexible, transient work/live lifestyle over the conventional 9-5, the Huxley’s thoughtful designs address the needs of LA’s urban workforce. This La Brea and Fountain mixed-use development features urban contemporary architecture conducive to West Hollywood’s vibrant tone. The public pedestrian level is inviting and unrestricted with its open air plaza, inclusive of retail and restaurant space and a contemporary art gallery which displays and highlights the works of some of today’s most sought after artists.**
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www.majesticfoundation.org
The first new high-rise building to be completed in post-recession downtown Los Angeles is 8th & Hope, a beautiful 22-story multi-family Class-A residential tower comprising 290 new residential units over six levels of partially below-grade garage providing 381 parking spaces. 8th & Hope encapsulates the best of modern urban living. Floor-to-ceiling glass and expansive balconies provide each unit with electrifying city views, while detailed high-end finishes ensure equally stunning interiors. Communal spaces include one of the largest private film projection screens in California; high-tech fitness facilities; a 4,500-square-foot amenity deck with pool, cabanas, outdoor kitchen flowing into a clubroom with retractable glass walls; a roof-top deck; and a sleekly designed, flexible lobby space designed to provide a backdrop for a dynamic variety of programming that brings the local artistic scene right into the building. The building is also conveniently close to thousands of jobs, grocery stores, shopping, dining, entertainment and sporting venues, the Metro and a park.

Wilshire La Brea is a transit-oriented multi-family development, across the street from the future Purple Line stop at the corner of Wilshire and La Brea Boulevards. This iconic project marked the beginning of the rejuvenation of the Miracle Mile area of Los Angeles, providing contemporary housing with retail oriented toward the residents in and around this impressive complex. The unique development offers a myriad of spaces to exercise, lounge, connect or unplug, enabling residents to easily find their favorite way to hang out.
Look up. You’ll see our office towers in major cities across the globe including New York, Chicago, Los Angeles, Toronto, Hong Kong and Tokyo. We operate as John Hancock Real Estate in the U.S. and as Manulife Real Estate in all other parts of the world. While we’ve updated our company name, we continue to manage millions of square feet of commercial real estate for thousands of customers each day. Customers that call our buildings home.

For leasing information, please continue to contact:

Parker Jones, Leasing Director, Western U.S. Region 213-689-0813  
Nicole Dedic, Leasing Representative 213-630-1225
Vantage Property Investors enlisted Gensler to reposition this property that had sat vacant for two years. Its four buildings scattered across the eight-acre site were constructed over four decades from the 1960s through the 1990s. Vantage named the property Playa Jefferson and set out to establish a striking new identity and new era for the campus. Gensler completely re-envisioned the site, which previously was surrounded by dense haphazard landscaping that masked the buildings from the street. An internal barrier was formed by a space frame structure with dark-tinted glass between the buildings that limited their views and connections to the outdoors. Using spatial flow as the backbone, Gensler created a place that encourages the casual, contemporary life and work style so sought after creative companies today. References to hospitality, retail and domestic settings and sensibilities are purposely employed to blur the traditional boundaries between work and play.

**Best Office Project**

**GOLD**

Playa Jefferson
12777 Jefferson
Los Angeles

Size: 442,135 sf (Buildings 138,655 sf)
Developer: Vantage Property Investors
General Contractor: Inner Space Constructors
Architect: Gensler

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The scope for the design team was to create a new building and comprehensive growth plan attractive to 21st century, creative entertainment and media companies while preserving the studio’s historic fabric (the lot had been an independent movie studio started by legendary actors Mary Pickford and Douglas Fairbanks). The Formosa South building successfully supplements the historic sound-stages and small-scale offices with modern facilities appealing to the needs of larger tenants, preserving the economic vitality of the studio while attracting entertainment jobs.

**SILVER**

Formosa South at The Lot
1041 N. Formosa Ave.
Los Angeles

Size: 98,000 sf
Developer: CIM Group
General Contractor: Pinnacle Contracting Corporation
Architect: Studio One Eleven at P+R Architects
THE BEST OF LA IS LANDING AT LAX.

Los Angeles World Airports congratulates Westfield and the Tom Bradley International Terminal Concessions project team:

Developer – Westfield Design & Construction
Architect – HOK Architects
General Contractor – PCL Construction Services, Inc.
COMMERCIAL REAL ESTATE AWARDS 2015

Best Public Project

**GOLD**

**Hall of Justice**

211 West Temple Street

Los Angeles

Originally built in the 1920s, the Hall of Justice was a downtown Los Angeles landmark for seven decades and the scene of some of the city’s most notorious criminal cases. After it was damaged in the 1994 Northridge Earthquake, its tenants - the LA County Sheriff’s Department and the Coroner’s Office - vacated and the Hall of Justice sat dormant for 20 years. When Los Angeles County sought to re-open the building, they procured a team through a design-build contract for a job that was equal parts structural retrofit, historic restoration, and complete tenant improvement. After three years of design and construction, the rehabilitated Hall of Justice is again home to the Sherriff’s Department as well as the LA District Attorney. The historic structure has been restored to its full historic grandeur and gleams again in downtown Los Angeles to serve the county and its residents.

**Best Public Project**

**Gold**

Garfield Senior High School - Jaime Escalante Auditorium and Memorial Plaza

5101 East 6th Street

Los Angeles

Size: 76,000 sf

Developer: Los Angeles Unified School District

General Contractor: Turner Construction Company

Architect: gkkworks

**Silver**

The Jaime Escalante Auditorium and Memorial Plaza was opened on April 5, 2014, seven years after the high school’s historic auditorium was destroyed by a devastating fire. The 1,400-seat structure features a cutting-edge audio-visual system and broadcast production studio, along with large and vibrant images of Jaime Escalante, the teacher who inspired the film “Stand and Deliver.” The auditorium’s many highlights include creative use of glass and metal panels, as well as a mosaic tile mural, whose finishes mirror the original historic structure.
ADVANCING HEALTH CARE
Here. Now.

The Torrance Memorial Lundquist Tower

Proud Winner of the
Los Angeles Business Journal’s 2015
Commercial Real Estate
Medical Projects of the Year Award

TorranceMemorial.org/LundquistTower
Kilroy Realty Corporation purchased 6255 Sunset, now dubbed as Sunset Media Center, a high-rise commercial property near the intersection of Sunset Boulevard and Vine Street, in late 2012. Located within an amenity-rich environment with new entertainment, restaurants, retail, and housing nearby, the building, originally designed in 1971, was showing its age and was notably disconnected from the newly revitalized neighborhood emerging around it. Post redevelopment, the new Sunset Media Center is now a vibrant, active property, with extensive elevated outdoor public deck, a new internal two-story ‘living room’ with lounge furniture, and expansive art walls feature murals by local street artist David Flores. It connects to and conveys the new creative culture of Hollywood. The project includes Kilroy’s new Hollywood headquarters at the penthouse level, completing a building transformation from top to bottom. The project has met and exceeded the owner’s goals. The building is now close to fully occupied.

SILVER

Smashbox Studios
8549 Higuera Street
Culver City

Size: 23,000 sf
Developer: n/a
General Contractor: Howard Building Corporation
Architect: Gensler

Smashbox is known as a hub for world-class photographers and directors to shoot important content. After several years without operations at its Culver City location, a partnership between Smashbox Studios and Industrial Color Brands led to the redesign and complete overhaul of the 23,000 square foot studio facility. The new design serves as the rebirth of the studio. The objective of the infrastructure upgrades was to provide an unlimited range of technology applications to utilize in creating world-class, high-profile photographic results.
Announcing the completion of a new state-of-the-art Material Recovery Facility (MRF) in Sun Valley. The fully enclosed operation totaling 87,081 square feet includes three pre-engineered metal buildings and is completely enveloped with forced air circulation to reduce odors, commercial high-speed doors and a misting system to minimize dust and storm impacts, as well as the latest energy efficient/environmental controls available in the industry. The largest of the three main buildings is the Transfer Station, which features a 200-foot long below grade tunnel that can simultaneously accommodate two multi-trailerered trucks. This structure also includes a break room, elevated storage deck and restrooms with locker facilities to support operations. The Bale building features a conventional steel office mezzanine with restrooms, break room, offices, conference room and lobby.

BUILDING GREEN MATTERS

Athens Services’ trash sorting assembly traverses over 500 feet and is permitted to handle 1,500 tons of mixed commercial and residential waste daily. Equipped with a solar powered collection system, this is the first of its kind in the Los Angeles area.
COMMERCIAL REAL ESTATE AWARDS 2015

Best Retail Project

**GOLD**

Westfield Tom Bradley International Terminal Concessions Modifications
LAX TBIT - 380 Worldway
Los Angeles

The Westfield Tom Bradley International Terminal (TBIT) Concessions Modifications project consists of building core and shell spaces for 47 concessions. Tenants at Levels 4 and 5 of the Terminal base building. The areas are divided into two components: “Core Area” of the “Great Hall” and the “North & South Concourses.” For the “Core Areas” there are structural steel elements for the stand-alone tenant building components. There are 43 tenant spaces on the 4th Floor and four tenant spaces in the 5th floor. The project also included finishes (including, flooring, ceilings, store-friers, lighting and completed utilities; MEP services) for various common areas intersecting with TBIT’s general public areas. The work for the core and shell tenant spaces include general services for all utilities extended from the 3rd of the base building for tenants to connect for their final service locations and equipment. For the common areas, all services are fully completed, bringing the guest experience to a new level of comfort.

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**SILVER**

Azalea Regional Shopping Center
4845 Firestone Blvd.
South Gate

As a unique location in what many consider an underserved Hispanic community, azalea brings top brands and quality sit down restaurants. The center itself is an example of progressive green construction with modern architecture that accentuates colors and textures. Straight lines are broken by tall palm trees, low water use plants are arranged into “living walls” and reclaimed wood contrasts the grays and steel of the buildings. The entertaining atmosphere is family friendly and has fast become an area destination.

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Size: 66,300 sf
Developer: Westfield Design & Construction
General Contractor: PCL Construction Services, Inc.
Architect: HOK Architects

Size: 374,988 sf
Developer: Primestor Development, Inc.
General Contractor: KPRS
Architect: Nadel Architecture + Planning
Phase IV

71 Freeway
Mission Blvd.

- Construction completion Summer 2015
- Four State-of-Art Industrial Buildings • 70,000 to 200,000 square feet
- Prime San Gabriel Valley location on the 71 Freeway at Mission Blvd.

For information, call Steve Bellitti/Josh Hayes, Colliers International, 909.605.9400
www.Mission71West.com

If you liked Mission 71 Business Park Phase II/III’s award winning design... you are going to LOVE Phase IV.

Mission 71 West (Phase IV)
- Construction completion Summer 2015
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- Prime San Gabriel Valley location on the 71 Freeway at Mission Blvd.

For information, call Steve Bellitti/Josh Hayes, Colliers International, 909.605.9400
www.Mission71West.com
**Best Sustainable Project**

**GOLD**

**Mahdesian Learning Center & Client Innovation Hub - AKA “The Office Hangar”**
3965 Landmark St
Culver City

Located just one block from the Culver City Expo Line station and adjacent to the prospering Hayden Tract, this unique warehouse conversion project, despite its relatively small scale, responds in a big way to its owners’ desire to operate sustainably. Historically, it is Culver City’s first LEED-NC Platinum certified building, a powerful statement of the Center’s sustainable values. Founded in 1973 as a small, family owned start-up by Richard Mahdesian, Servicon was an early innovator of “green cleaning” services. The design and construction integrated painstaking green measures, resulting in a Prius-like facility that uses so little energy that the electricity consumed by the entire building produces a smaller carbon footprint than that of a single hybrid automobile. It incorporates 227 rooftop- and carport-mounted photovoltaic panels, which generate between 30-60 percent of the building’s electricity, low-power lighting, a new high-efficiency mechanical system with recovery modules, and solar-powered electric vehicle charging stations.

**SILVER**

**City of Santa Monica Parking Structure 6**
1431 2nd St.
Santa Monica

Parking Structure No. 6 stylishly delivers a much needed, highly efficient LEED Gold-certified parking garage to downtown Santa Monica. The new structure features 750-parking spaces on eight aboveground and three subterranean levels with 7,000 square feet of retail space, Farmers Market storage and bicycle racks accommodating 90 bicycles. The structure truly conveys the value of sustainability as it incorporates components such as photovoltaic solar roof panels and 30 electrical vehicle-charging stations.
“Our goal was united - to build South Gate a center that reflected the unique vibrancy of its community.”

- Arturo Sneider, Primestor CEO & Founder

The azalea Regional Shopping Center team is thrilled to announce a Silver Award win at the 2015 Commercial Real Estate Awards.
Team One USA
13031 W. Jefferson Blvd.
Los Angeles

Size: 75,000 sf
Developer: n/a
General Contractor: Sierra Pacific Constructors
Architect: Shubin + Donaldson Architects, Inc.

Team One is a fully integrated advertising agency headquartered in LA, serving clients both locally and globally. The big idea in the case of the company’s tenant improvement project was to relocate a creative company of 200+ people from private offices into equally sized custom workstations grouped by department. After looking at several possible locations, Team One found space in a former US Post Office distribution facility located in Playa Vista. The massive, open volume allowed the employees to congregate in approximately 75,000 square feet of continuous, single-story space. The blank canvas enabled Shubin + Donaldson Architects, Jones Lang LaSalle and Sierra Pacific Constructors to capture the vision and wishes of the client while creating a space devoted to detail and the power of creativity. The project also succeeded in achieving Team One’s goal for the space to feel like ‘home’, to function like a creative environment and to embrace the grandeur of the building’s infrastructure.

State Bar of California
Tenant Improvements
845 South Figueroa St.
Los Angeles

Size: 110,000 sf
Developer: State Bar of California
General Contractor: Driver SPG
Architect: Lean Arch Inc.

The State Bar of California’s new offices are now nicely positioned in this five-story concrete building originally constructed in 1958. It had been vacant for nearly 20 years. The new offices feature an open concept design with workstations and flexible, collaborative meeting areas. There are private offices, conference rooms, storage areas, courtrooms, and kitchen and break rooms. The result is a contemporary building with an interior that combines a sophisticated level of organization with modern, high-end finishes-promoting workflow, productivity, and efficiency.
TOPA IS PROUD TO RECOGNIZE THE FOLLOWING LEASING PROFESSIONALS WHO SUCCESSFULLY COMPLETED 450,000 SF OF COMMERCIAL AND RETAIL LEASE TRANSACTIONS IN 2014

Bieder
Barry Bieder
Beiler
Jim Burnnap
Case Commercial Real Estate Partners
Bob Acuff
CBRE
Caroline Bigelow
CBRE
Tom Dwyer
CBRE
Anthony Gatti
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Michael Slater
Corporate Realty Advisors
Jeff Tabor
Cushman & Wakefield
Leslie Mayer
Daum Commercial
Mike Foxworthy
Dembo Realty
Chuck Dembo
Dembo Realty
Phillip Klaparda
Epstein & Associates
Vic Montalbo
First Property Realty Corporation
Jeff Reasnick
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Marcus & Associates, Inc.
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Jeff Baum
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Leor Rinhock
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Jeff Lipson
Stone Miller Company
Craig Miller
Stone Miller Company
Jake Zakuto
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Brokers of the Year

GOLD

BARBARA EMMONS
Vice Chairman
CBRE

DARLA LONGO
Vice Chairman
CBRE

◆ TOTAL ANNUAL RESULTS BY DEAL VALUE: $8,700,000,000
◆ NOTABLE TRANSACTIONS:
  • 2.7 Million Square Foot national portfolio for CalSTRS, Principal and Panattoni for $120,200,200
  • 823,000 Square Foot portfolio for $88,500,000 on behalf of Westcore Properties

DARLA Longo and Barbara Emmons recently sold a 2.7 million square foot national portfolio for CalSTRS, Principal and Panattoni for $120,200,200 as well as 823,000 square foot portfolio for $88.5 million on behalf of Westcore Properties. The scope and size of these deals are representative of the consistent work the team handles, all while managing many other projects as well. With approximately $8.7 billion of transaction value last year and $26 billion in their careers, they are truly among the most influential brokers in the business.

SILVER

KEVIN SHANNON
Vice Chairman
CBRE

◆ TOTAL TRANSACTIONS: 92
◆ TOTAL ANNUAL RESULTS BY DEAL VALUE: $4,100,000,000
◆ NOTABLE TRANSACTIONS:
  • 1,328,265 Square Foot sale of 2 Cal Plaza for $4,100,000,000
  • 388,370 Square Foot Sale of 101 2nd Street for $297,500,000
  • 388,695 Square Foot Sale of Sony Pictures for $159,000,000
  • 292,943 Square Foot Sale of Latitude 34 for $132,700,000

IN 2014, Kevin Shannon transacted over $4.1 billion in sales across 92 transactions, including the 1,328,265 square foot 2 Cal Plaza sale for $4,100,000,000; the 388,370 square foot 101 2nd Street sale for $297,500,000; the 388,695 square foot Sony Pictures sale for $159,000,000; and the 292,943 square foot Latitude 34 sale for $132,700,000.

CONGRATULATIONS TO ALL THE 2015 COMMERCIAL REAL ESTATE AWARD WINNERS
COMMERCIAL REAL ESTATE AWARDS 2015

Rookies of the Year

GOLD

GEORGE GLEASON
Senior Director
L.A. Realty Partners

31 COMPLETED LEASES
TOTAL CONSIDERATION: $128,000,000
TOTAL SQUARE FOOTAGE: 234,598

DURING 2014, over half of the deals George Gleason completed were from direct client contact, closing 234,598 square feet of space valued at $128 million and earning him the title of Senior Director. This was the fastest title achievement to date for a rookie within L.A. Realty Partners, where Gleason’s strong cold calling ethics and utilization of his existing networks have lead to quickly finding tenants in need of space and securing their business.

SILVER

CALVIN SHORT
Senior Associate
Matthews Retail Group of Colliers International

Closed 24 casual dining restaurants in the past 10 months. Of those, 10 have been IHOP restaurants, equaling more than 40% of the IHOP transactions nationally.

CALVIN Short has closed 24 restaurants in the past 10 months. Of those, 10 have been IHOPs, equaling more than 40% of the IHOP transactions nationally. He specializes in the acquisition and disposition of single tenant net leased retail investment properties. This year, The Matthews Retail Group named Short “Rookie Of The Year” and inducted him into the Chairman’s Club.
COMMERCIAL REAL ESTATE AWARDS 2015

Best Industrial Sale

**GOLD**

VITAL STATISTICS:
- PROPERTY ADDRESS: Westcore Properties’ Southern California Industrial Portfolio
- DEAL VALUE: $90,000,000
- SQUARE FOOTAGE: 823,000

The CBRE team of Darla Longo, Barbara Emmons and Rebecca Perlmutter Finkel executed an extraordinary transaction, selling Westcore Properties’ Southern California industrial portfolio. Notable in part for sheer size, this sale encompassed 823,000 square feet in San Diego, Anaheim, Irvine, Pomona and City of Industry. The CBRE team negotiated a sales price of nearly $90 million and represented both seller and buyer (Westcore and Rexford Industrial Realty Inc., respectively).

**SILVER**

VITAL STATISTICS:
- PROPERTY ADDRESS: 7900 Nelson Road
  Van Nuys, CA
- DEAL VALUE: $24,287,000
- SQUARE FOOTAGE: 203,082

Jeff Puffer sold a Van Nuys based property off market to an institutional buyer. The property received multiple offers, mostly from institutional buyers. It is one of the few 28’ clear, class A industrial buildings in the San Fernando Valley. This transaction was the first time the property changed hands since being built in the 90s.
Ned Fox and Stuart Gulland would like to thank our partners for collaborating with us in the redevelopment of Playa Jefferson.

JLL’s team led by Barry Hill completed a lease with 99 Cents Only Stores for the entire 615,000-square-foot Garfield Corporate Center in Commerce. The agreement marks the largest industrial infill lease ever signed in Los Angeles County. JLL represented the landlord, KTR, and achieved a historical high water mark rental rate for big box industrial in the Central Los Angeles Market. The building represents the largest freestanding industrial building to be constructed in the Greater Los Angeles area in the past 10 years.

John Privett and his team at CBRE worked with 99 Cents Only Stores executive, Jesse Allen, to make sure that the new 99 Cents Only Stores distribution center would not be one of the many. The team knew that finding a building within a 15-mile radius from the original location would be paramount for retaining employee satisfaction. And the team exerted every effort to get the one building that met and exceeded all expectations for the new 99 Cents Only Stores distribution center.
Best Industrial Lease

SILVER

VITAL STATISTICS:
- PROPERTY ADDRESS: 2132 E. Dominguez Street, Carson, CA
- TENANT: Inland Star Distribution Centers, Inc.
- DEAL VALUE: $22,000,000
- SQUARE FOOTAGE: 254,411

The NGKF team created a 10-year lease for 254,411 square feet in Carson, marking this as one of the largest new industrial leases amid a tightening market for larger spaces. The Prologis building represented one of the few availabilities of its size in a market and submarket with vacancy below 4 percent.
Best Office Sale

**GOLD**

**VITAL STATISTICS:**
- **PROPERTY ADDRESS:**
  10000 W. Washington Blvd.
  Culver City, CA 90232
- **DEAL VALUE:** $157,482,858
- **SQUARE FOOTAGE:** 338,695

*The CBRE-led Sony Pictures Plaza transaction was the largest single building sale in West Los Angeles in 2014. It is comprised of 338,695 sq. ft. of office space on 3.67 acres with approximately 1,168 covered parking stalls. The property encompasses an entire city block in the heart of Culver City, providing a unique opportunity to own a large parcel in an infill location. The CBRE team achieved a record-setting price on behalf of the seller, trading at nearly $470/sq. ft.*

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Vice Chairman
CBRE

**TODD TYDLASKA**
Senior Vice President
CBRE

**KEN WHITE**
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**MICHAEL MOLL**
Associate
CBRE

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**SILVER**

**VITAL STATISTICS:**
- **PROPERTY ADDRESS:**
  12130 & 12180 Millennium
  Playa Vista, CA 90094
- **TENANT:** Claron Partners
- **DEAL VALUE:** $131,700,000
- **SQUARE FOOTAGE:** 292,943

*The CBRE team led by Kevin Shannon completed a neighborhood-shaping transaction when selling Latitude 34. The buildings had been sitting vacant for several years as they had been delivered during the previous market recession. This timely, off-market transaction included the buyer's recapitalization of the deal. The complex is LEED Gold certified and features state-of-the-art technology and infrastructure.*

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Best Office Lease

GOLD

VITAL STATISTICS:

- PROPERTY ADDRESS: 333 S. Grand Avenue
  Los Angeles, CA 90071
- TENANT: Oaktree Capital Management
- SQUARE FOOTAGE: 182,000

CBRE’s team, led by Stephen Bay, represented Oaktree Capital Management in an 182,000 square foot lease extension and expansion at Wells Fargo Center’s North Tower on Bunker Hill. It was one of the largest office leases of the year in downtown, and was a unique transaction in a market where most tenants have been downsizing. Oaktree considerably expanded their square footage. The team had to find owners willing to negotiate with them more than three years in advance of Oaktree’s desired occupancy date.

SILVER

VITAL STATISTICS:

- PROPERTY ADDRESS: 4920 Rivergrade Road
  Irwindale, CA 91706
- TENANT: City of Hope
- SQUARE FOOTAGE: 167,665

CBRE’s Kevin Duffy and Damon Feldmeth completed a 10-year office lease for City of Hope, representing the landlord. The 167,665 square foot low-rise office building is located in Irwindale and is part of the San Gabriel Corporate Campus consisting of three buildings, totaling 693,164 square feet. The building was completely renovated as part of the tenant improvements.

SILVER

VITAL STATISTICS:

- PROPERTY ADDRESS: 2121 Park Place & 2141 Rosecrans Avenue
  El Segundo, CA 90245
- TENANT: Murad, Inc.
- DEAL VALUE: $31,000,000
- SQUARE FOOTAGE: 53,107

The Newmark Grubb Knight Frank team helped Murad, Inc. achieve its goals for a completely enhanced & creative working environment. The challenges included a need for abundant parking, high identity, a creative state-of-the-art facility for headquarters, medical and wellness purposes. The resulting 113,000 sq. ft. building is now one of the most unique creative-style buildings in the South Bay.
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On April 20, 2015 the Los Angeles Business Journal will publish a special supplement featuring Most Influential Private Equity Investors in Los Angeles County. We are accepting nominations through Monday, March 16, 2015.

You are invited to nominate deserving individuals (must be based in Los Angeles County) for consideration.

To obtain the nomination form, please contact Naz Bayazit via email at nbayazit@socalbusinessjournals.com.

CONGRATULATIONS!

Sunset Media Center and Smashbox Studios nominees for the 2015 Commercial Real Estate Award for Redevelopment

PROJECT TEAM:
GENSLER  KILROY REALTY CORPORATION  GARDINER & THEOBALD  SMASHBOX STUDIOS

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Best Retail Sale

**GOLD**

**VITAL STATISTICS:**
- **PROPERTY ADDRESS:** Azusa Avenue & E. Aroma Drive  
  West Covina, CA 91791  
- **DEAL VALUE:** $20,695,000  
- **SQUARE FOOTAGE:** 120,589

CBRE’s Philip D. Voorhees and his team sold the prominent South Hills Plaza for approximately $20.7 million, securing a competitive sale price despite significant challenges with an attempted debt assumption on the property. At the time of sale, the property was encumbered by CMBS debt with above-market terms that limited the buyer pool. The team successfully effectuated a transaction that not only produced maximum pricing, but also procured a buyer, among 23 offers, who successfully executed a loan assumption.

**SILVER**

**VITAL STATISTICS:**
- **PROPERTY ADDRESS:** 6161 S. Sepulveda Blvd.  
  Van Nuys, CA  
- **TENANT:** LA Fitness  
- **DEAL VALUE:** $23,526,087  
- **SQUARE FOOTAGE:** 53,200

Yubin Tao, Senior Vice President at Investment Real Estate Associates represented both the buyer and seller in the Van Nuys based LA Fitness Center off-market deal. At 53,000 sq. ft., the Van Nuys LA Fitness Center project was the largest non-portfolio single tenant sale transaction in the San Fernando Valley in 2014. It was traded for $23.5 million.
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Best Retail Lease

VITAL STATISTICS:
- PROPERTY ADDRESS: 280 E. Arrow Highway, Covina, CA 91722
- TENANT: Union Rescue Mission Thrift Store
- DEAL VALUE: $750,000
- SQUARE FOOTAGE: 14,200

AFTER several months and the expenditure of a great deal of time, effort, patience and perseverance on Ben Gary’s part, the right property for the Union Rescue Mission Thrift Store was discovered. Gary’s search unveiled a 14,200 square foot, stand-alone building with an attached private parking lot on a major thoroughfare. The property fit both URM’s needs and the parameters established by URM’s board for such an undertaking. The Union Rescue Mission Thrift Store in Covina opened on September 13th, 2014.
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Best Medical Lease

**GOLD**

**VITAL STATISTICS:**

- **PROPERTY ADDRESS:**
  2100 W. 3rd Street
  Los Angeles, CA 90057
- **SQUARE FOOTAGE:** 58,726

CBRE Senior Vice President Bryan Lewitt and Vice President Chris Isola successfully completed a unique medical lease in the midst of a change in building ownership for the former House Research Institute downtown. The transaction started under the previous owner while in the process of finding the new owner. Once a buyer was selected, the team had to bridge the sale transaction while maintaining the lease terms from the seller to the buyer, ensuring the new owner agreed with the terms of the lease transaction.

**VITAL STATISTICS:**

- **PROPERTY ADDRESS:**
  2100 W. 3rd Street
  Los Angeles, CA 90057
- **SQUARE FOOTAGE:** 58,726

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**Best Multi-Family Sale**

**GOLD**

**VITAL STATISTICS:**
- PROPERTY ADDRESS: 3150 Wilshire Blvd.
  Los Angeles, CA 90010
- DEAL VALUE: $283,000,000
- SQUARE FOOTAGE: 464 Units

JLL completed the largest multifamily, mixed-use transaction in California of last year – the sale of the newly built Vermont, a 464-unit high-rise apartment complex in the Koreatown area. The premier multifamily property, consisting of two towers, also includes 31,000 square feet of retail space and a quarter-acre public courtyard along Wilshire Boulevard. Capri and TruAmerica purchased the property from a partnership including JH Snyder Development. It’s the largest residential development to be built since the beginning of the downturn.

**SILVER**

**VITAL STATISTICS:**
- PROPERTY ADDRESS: 810 W. Spring St.
  Los Angeles, CA 90014
- DEAL VALUE: $43,260,000
- SQUARE FOOTAGE: 118,162

National City Tower is a 12-story, 118,162 square foot trophy asset located in the Historic District of Downtown. The Tower, sold by Janet Neman and Bryan Glenn of Charles Dunn Company, is one of the region’s premier adaptive reuse residential developments, and is considered to be a vanguard for the redevelopment of the Downtown core.
This offer is limited to qualified refinance transactions on a stabilized industrial, retail, office, mixed use, or multifamily property. The subject property must be located in the state of California to qualify. Submit completed application by April 30, 2015. No lender legal fees applies only to standard loan transactions. This offer cannot be combined with other offers or promotions. Terms and conditions of this offer are subject to change. Credit is subject to approval. Rates and programs are subject to change; certain restrictions apply. Special endorsement costs may apply. Products and services provided by JPMorgan Chase Bank, N.A. © 2015 JPMorgan Chase & Co. All rights reserved.

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Best Land Sale

**GOLD**

**VITAL STATISTICS:**
- PROPERTY ADDRESS: 9900 Wilshire Blvd.
  Beverly Hills, CA 90210
- TENANT: The Wanda Group
- SQUARE FOOTAGE: 348,000

Laurie Lustig-Bower and team completed a land sale that received some of the highest offers on record for condominium development... for the second time! Laurie had previously sold the site in 2007 for $500 million. The eight-acre site in Beverly Hills will be developed into a world-class mixed-use project, featuring 235 luxury residential condominiums. Offers from around the world proved this site continued its reputation for obtaining some of the highest offers for a land sale in the United States.

**SILVER**

**VITAL STATISTICS:**
- PROPERTY ADDRESS: Francisco Street between 8th Street & James W. Wood Blvd., Los Angeles, CA
- TENANT: Greenland Group
- SQUARE FOOTAGE: 6.33 Acres

The CBRE team completed the sale of an entire city block consisting of five parcels of land in downtown Los Angeles that is entitled for approximately 1.65 million square feet of multi-family, hotel, office and retail space. The 6.33-acre site, known as Metropolis, was purchased by China-based Greenland Group.
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