

THE LIST

COMMERCIAL REAL ESTATE BROKERAGE FIRMS

Ranked by number of brokers in the greater Valley area in 2010

Rank	Company name address	Brokers SFV L.A. County	Total Value of Deals in 2010 (in millions)	Sales Value of Sales '10 ¹ /'09 ¹ # of Sales '10/'09	Leases Value of Leases '10 ¹ /'09 ¹ # of Leases '10/'09	Services Offered (partial list)	Profile SFV/L.A. offices headquarters year founded	Top Local Executive name title phone
1	CB Richard Ellis, Inc. 111 Universal Hollywood Dr. Universal City, 91608	72 204	\$880	\$209/\$510 63/91	\$671/\$495 842/420	agency leasing, tenant representation, investment, valuation, debt & equity finance, property and project management	1/7 Los Angeles 1906	Richard Bright Sr. Managing Director (818) 50-4389
2	NAI Capital 16001 Ventura Blvd. #200 Encino, 91436	62 92	\$337	\$176/\$211 51/131	\$161/\$314 409/1,128	acquisitions and dispositions, sublease, tenant representation, lease administration and audit, investment services, due diligence	3/5 Encino 1979	Michael A. Zugsmith Chairman (818) 905-2400
3	Lee & Associates-LA North/ Ventura, Inc. 15250 Ventura Blvd. #100 Sherman Oaks, 91403	56 120	\$635	\$358/\$191 112/WND	\$277/\$192 588/WND	acquisition, disposition and leasing of office, industrial, retail, multifamily and investment properties and land for development	3/7 Sherman Oaks 1994	Mike Tingus President (818) 986-9800
4	Marcus & Millichap Real Estate Investment Services 16830 Ventura Blvd. #352 Encino, 91436	47 101	\$246	\$246/\$300 117/109	\$0/\$0 0/0	commercial real estate investment sales brokerage for all property types	1/4 Encino 1971	John J. Kerin President/CEO (818) 212-2700
5	DAUM Commercial Real Estate Services 21860 Burbank Blvd. #175 Woodland Hills, 91367	28 80	\$242	\$114/\$80 80/53	\$128/\$110 478/404	industrial, office, retail leasing and sales, investment property sales, property management, tenant representation, market research	3/5 Los Angeles 1904	Myles Helm President (818) 887-3600
6	Investment Real Estate Associates 16501 Ventura Blvd. #448 Encino, 91436	22 22	\$203	\$203/\$129 26/19	\$0 ² 0/0 ²	apartment, retail, office, industrial, land, investment property acquisitions and dispositions; is not involved in leasing, tenant representation or management of properties	1/1 Encino 1999	Raffi D. Krikorian President/CEO (818) 386-6888
7	Beitler Commercial Realty Services 15165 Ventura Blvd. #310 Sherman Oaks, 91403	21 82	\$313	\$102/\$117 WND/WND	\$211/\$251 WND/WND	office, industrial, retail, tenant/landlord representation, corporate services, lease administration	1/4 Los Angeles 1979	Barry Beitler President (818) 501-5001
8	Delphi Business Properties, Inc. 7108 Hayvenhurst Ave. #211 Van Nuys, 91406	15 15	\$124	\$77/\$28 35/18	\$53/\$46 259/211	real estate sales, leasing, property management	1/1 Van Nuys 1977	Ross W. Thomas CEO (818) 780-7878
9	illi Commercial Real Estate 17547 Ventura Blvd. #304 Encino, 91316	15 3	\$34	\$9/\$3 4/2	\$25/\$6 88/75	leasing, management and sales of commercial retail property and tenant/landlord rep	2/2 Encino 2007	Todd Nathanson President (818) 501-2212

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10	Colliers International 16830 Ventura Blvd. Suite J Encino, 91436-1721	13 59	\$123	\$48/\$29 37/12	\$75/\$53 220/196	leasing, sales tenant/landlord rep. multimodal, land, hospitality, industrial, investment property acquisition/disposition, property management	2/6 Seattle, WA 1908	Martin Pupil Regional Managing Dir. (818) 905-5800
11	Westcord Commercial Real Estate Svcs. 951 Westlake Blvd. #101 Westlake Village, 91361	12 12	\$72	\$40/\$97 WND/WND	\$32/\$45 WND/WND	industrial, office, retail leasing and sales, landlord and tenant representation, lease administration, and property management	1/1 Westlake Village 1969	Tony Principe President (805) 497-4557
12	Hendricks & Partners 10880 Wilshire Blvd. #2080 Los Angeles, 90024	7 22	\$175	\$175/\$122 36/22	\$0/\$0 0/0	apartment brokerage and advisory services	2/4 Phoenix 1995	Dean Zander Senior Partner (310) 470-6142
13	Coldwell Banker Commercial North County 801 North Brand Blvd. #180 Glendale, 91203	6 19	\$102	\$72/\$37 36/16	\$30/\$43 106/116	acquisition/disposition services, brokerage and transaction management, investment and market research analysis, property development, relocation and valuation services	1/1 Glendale 2006	Greg K Barsamian Executive VP (818) 334-1900
14	Centers Business Management 17030 Ventura Blvd. #200 Encino, 91316	6 18	\$56	\$10/\$9 5/3	\$46/\$44 243/229	retail shopping center management, leasing and maintenance	1/2 Los Angeles 1987	Dave O'Connell Dir. Valley Division (818) 380-9966
15	Jones Lang LaSalle 515 South Flower St. #1300 Los Angeles, 90071	5 62	\$257	\$6/\$6 2/3	\$252/\$138 108/84	tenant representation, leasing, capital markets, property management, project management, energy and sustainability services	1/5 Chicago, IL 1783	Jan Pope So. Cal. Market Dir. (213) 239-6000
16	Charles Dunn Company, Inc. 12925 Riverside Dr. #201 Sherman Oaks, 91423	5 48	\$37	\$3/\$20 4/13	\$34/\$20 177/70	property and asset management, agency leasing, tenant representation, investment, receiverships, construction management	2/5 Los Angeles 1921	Patrick J. Conn President (818) 358-1800
17	Cresa Partners 20950 Warner Center Ln. Woodland Hills, 91367	4 28	\$89	\$5/\$0 2/0	\$85/\$80 73/57	tenant representation, disposition, project management services	2/2 Brentwood 1983	Rick Pearson Principal (818) 223-0072

na: Not Available. WND: Would Not Disclose. Grubb & Ellis Company declined to participate in this year's List. Companies were asked to compute transaction value based on sales and leases of office, industrial, multi-family, retail and land deals completed in 2010 for ONLY properties with physical addresses located in the cities below. In addition, they were asked to include only sales and leasing transactions, not debt/financing transactions nor any other revenue generated from other real estate services provided by the firm. Cities: Agoura Hills, Arleta, Bell Canyon, Burbank, Calabasas, Camarillo, Canoga Park, Canyon Country, Castaic, Chatsworth, Conejo Valley, Encino, Glendale, Granada Hills, Hidden Hills, Lakeview Terrace, Lancaster, Mission Hills, Newbury Park, Newhall, North Hills, North Hollywood, Northridge, Pacoima, Palmdale, Panorama City, Porter Ranch, Studio City, Sun Valley, Sunland, Sylmar, Tarzana, Thousand Oaks, Toluca Lake, Tujunga, Valencia, Valley Village, Van Nuys, West Hills, Westlake Village, Winnetka, Woodland Hills.

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 corrections or additions on company letterhead to the Research Department, San Fernando Valley Business Journal, 21600 Oxnard St., Suite 250, Woodland Hills 91367. ©2011 San Fernando Valley Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Reprints, (877) 652-5295 ext. 104 or e-mail jmartin@wrightsreprints.com.

Researched by Josh Dausch

¹ in millions

² Do not do leasing management.