The Commercial Real Estate Awards dinner was held March 7 at the Hilton Woodland Hills hotel.

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Letter From the Publisher

The San Fernando Valley Business Journal hosted the 2019 Commercial Real Estate Awards on March 7 at the Hilton Woodland Hills hotel. Our dinner ceremony recognized the region’s biggest, best and most notable commercial real estate projects of 2018 as well as our area’s most high-achieving brokers.

In terms of commercial real estate, there has been much to celebrate: from the brokers who work tireless hours on multi-million-dollar deals, to the general contractors, architects and developers who turn their vision into reality, and to the new or renovated spaces in our region that help move our economy forward. The people who make these properties happen are the professionals who are helping to make the Valley area so vital.

What you hold in your hand is our annual Commercial Real Estate Awards special supplement, in which we review the honorees from last Thursday’s event – the cream of a particularly strong crop.

To our sponsors, and each of the developers, general contractors, architects and brokers behind the trailblazing projects that won awards this year, we salute you and thank you for your essential contributions to the Valley area’s economy!

Best regards,

Charles Crumpley
Editor and Publisher

Congratulations,
to all the Commercial Real Estate honorees.
Kudos from Kaiser Permanente. We know you’re going to continue to do great things.
kp.org/choosebetter
Choose Better.
Choose Kaiser Permanente.
CBRE congratulates our 2018 Top Producers in the northern Los Angeles area. Through industry leading perspectives, scale and connectivity, we deliver outcomes that drive business and bottom-line performance for every client we serve. How can we help transform your real estate into real advantage?

**OFFICE**
Matthew Heyn  
Doug Marlow  
David Solomon  
Michael Slater  
Tom Dwyer  
Kevin Duffy  
& Natalie Bazarevitsch  
Damon Feldmeth  
John La Spada  
& Bill Clark  
Ron Wade  
Marc Spellman

**INDUSTRIAL**
Bennett Robinson  
Craig Peters  
Paul Farry  
David Harding  
& Greg Geraci  
Lynn Knox  
Richard Ramirez  
Matt Dierckman  
Billy Walk  
Doug Sonderegger  
Bob Boyer

**RETAIL**
Geoff Martin  
Ed Matevosian  
David Rush  
Robert Bonanomi  
Ryan Burnett  
Cody Chiarella  
Phillip Kyle  
Larry Tanji

**INVESTMENT**
Barbara Perrier  
Matthew Burnett  
Chalvis Evans  
Mark Shaffer  
Sam Alison  
Sterling Champ  
Mark Perry  
Melinda Russell

**GLOBAL WORKPLACE SOLUTIONS**
Matthew Hargrove  
Mike Cissell  
Mike Shellow  
Erica Villaseñor  
Amy Samboul  
Sean Dodd  
Aaron West

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Pacific Southwest Region  
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CBRE Build on Advantage
SANTA CLARITA MEDICAL OFFICES 2
Location: 26877 Tourney Road, Santa Clarita
Developer: Kaiser Permanente Capital Projects
Contractor: Turner Construction
Architect: GKKWorks (bought by Cannon Design)

Kaiser Permanente members living in the Santa Clarita Valley now have increased access to specialty care, urgent care, laboratory, imaging and pharmacy—all in one convenient location. The 64,000 square foot medical office currently occupies two floors of what is a 150,000 square foot, four-floor property. The building is on target to be LEED Gold certified in 2019. Throughout this building, there are décor and design elements that create a welcoming feel with amenities and technology to improve the health and wellness of the patients.

SYLMAR MEDICAL OFFICES
Location: 12669 Encinitas Ave., Sylmar
Developer: Kaiser Permanente Capital Projects
Contractor: PCL Construction Services Inc.
Architect: Taylor Design

A fully renovated space and former home of ITT Tech, Sylmar Medical Offices offers convenient mental health and wellness care options for Kaiser Permanente members in the San Fernando Valley. With a welcoming aesthetic that doesn’t look or feel like a typical clinical setting, the 35,000 square foot medical office represents Kaiser Permanente’s evolution toward creating highly efficient, environmentally friendly facilities designed to improve the member experience.
WE ARE GROWING

JOIN OUR TEAM!!

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SPECTRUM COMMERCIAL REAL ESTATE, INC.
BEST TENANT IMPROVEMENT PROJECT

AMERIHOME MORTGAGE COMPANY LLC

Location: 1 Baxter Way, Suite 300, Thousand Oaks
Developer: JLL
Contractor: Parker Brown Inc.
Architect: Klawiter and Associates

One large project last year was also one of the fastest to be completed. AmeriHome Mortgage Company is a direct mortgage lender that is growing rapidly. JLL was chosen to renovate 80,000 square feet of office space in the former Baxter Healthcare building in a mere nine weeks. With Project Manager Chris Collier and superintendent Herb Mitchell leading a small army of workers, the team got the job done quickly. Richard Bright of JLL was the broker on the deal and Klawiter and Associates did commercial interior planning and design.

MERCURY INSURANCE

Location: 3225 Grande Vista Drive, Newbury Park
Developer: CBRE
Contractor: Parker Brown Inc.
Architect: Neal K. Subic & Associates Architects

Mercury Insurance’s office in Newbury Park looks great after a significant tenant improvement project. The 22,000 square foot job created a stand-out workspace. It includes new lighting and lighting controls, HVAC and plumbing, two break rooms, server room, conference room and training rooms. Some rooms where legal work takes place are soundproofed. More than 250 people work in the office and the owners predict the beautiful space will help increase productivity.
HERE’S TO OUR 2018 TOP PRODUCERS
...OUR NEWEST PRINCIPAL...
...AND A JOB WELL DONE!

BROKER OF THE YEAR
WARREN BERZACK
Multifamily
818.933.0350
BRE #01329015

SCOTT CASWELL
Industrial
818.444.4911
BRE #01185207

CORY STEHR
Investment
818.933.0304
BRE #01185109

MIKE TINGUS
Industrial
818.223.4380
BRE #01013724

GRANT FULKERSON, SIOR
Industrial
818.449.4401
BRE #01483890

JAY RUBIN
Office
818.223.4385
BRE #01320005

DARREN CASAMASSIMA
Office
818.933.0303
BRE #01425638

JOHN BATTLE, SIOR
Investment
818.444.4908
BRE #01704493

SCOTT ROMICK
Office
818.933.0305
BRE #01323527

ASSOCIATE OF THE YEAR
NEIL AHERN
Office
805.626.1212
BRE #01029619

JOHN OCHOA, SIOR
Industrial
805.626.1208
BRE #01856604

NEWLY APPOINTED PRINCIPAL
RYAN O’CONNOR
Office
818.444.6945
BRE #01916694

ROOKIE OF THE YEAR
EUGENE KIM
Office
818.444.4919
BRE #01521416

SHERMAN OAKS
818.886.9800

CALABASAS
818.223.4388

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VENTURA COUNTY
805.626.1200

ANTELOPE VALLEY
818.223.4388
The Laemmle Theatre/L Lofts consist of one level of subterranean parking, one level of retail and four levels of apartments above. The development comprises 42 residential loft-style live/work units in a five-story building. A Laemmle Theatre and Panda Inn restaurant are located on the ground floor.

TALARIA BURBANK

Location: 3425 West Olive Ave., Burbank
Developer: Cusumano Real Estate Group
Contractor: McCormick Construction
Architect: Van Tilburg, Banvard & Soderbergh AIA

Perfectly placed among the glamour and energy of the surrounding city, Talaria Burbank is a premier apartment living destination for the style-minded and sophisticated. The building’s location in the Burbank Media District places it alongside entertainment icons such as the Walt Disney Co. and Warner Bros. Studios, while a Whole Foods Market sits conveniently on the ground floor as the exclusive retail tenant. It is Burbank’s first residential community to achieve LEED Gold Certification.

LAEMMLE THEATRE/L LOFTS

Location: 215 N. Maryland Ave., Glendale
Developer: Wilson Maryland Mixed Use LLC
Contractor: Serrano Development Group, Inc.
Architect: Withee Malcolm Architects LLP

The Laemmle Theatre/L Lofts consist of one level of subterranean parking, one level of retail and four levels of apartments above. The development comprises 42 residential loft-style live/work units in a five-story building. A Laemmle Theatre and Panda Inn restaurant are located on the ground floor.
Delphi is Proud to Present its Top Performers of 2018.

RECOGNIZING INDIVIDUAL EXCELLENCE!

Mike Hooker
BROKER OF THE YEAR

Kevin Cooper
GOLD MEDAL WINNER

Bruce Simpson
SILVER MEDAL WINNER

Chris McKenzie
TRANSACTION OF THE YEAR

NOTABLE TRANSACTIONS

9320-9330 Laurel Canyon Bl, Arleta
SALE: 2,600 SF
Deal Value: $5.750 Million

11501 Hart Street, North Hollywood
LEASE: 89,452
Deal Value: $5.648 Million

9134 Independence Ave, Chatsworth
SALE: 32,535 SF
Deal Value: $5.5 Million

13406 Saticoy St, North Hollywood
SALE: 57,875 SF – Land
Deal Value: $5.5 Million

THE DELPHI DIFFERENCE: Delphi Business Properties, Inc. is one of the most active independent commercial real estate brokerage firms in Los Angeles County. Our rare blend of market knowledge, industry leadership and outstanding performance for the last 40 years has distinguished Delphi from its competition. Established in 1977, Delphi specializes in the marketing, sales, leasing and asset management of commercial properties. Our 16 licensed professionals strive to provide the highest level of service to all our clients.

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WEST HILLS MEDICAL CENTER

Location: 23115 Sherman Place, West Hills
Developer: TriStar Realty Group, LLC
Contractor: Vantage Development & Construction
Architect: Neo & Associates

This structure stands out from the crowd with its fresh look, setting a new standard for medical office buildings. The 10,000 square foot structure has high ceilings and sufficient power to sustain one of the nation's largest imaging services providers. The project came with a multitude of challenges successfully overcome, such as requiring a zoning administrator's interpretation for the use as well as needing other entitlement approvals from the city of Los Angeles.

Marcus & Millichap proudly honors its top commercial real estate investment professionals in the Encino office who provided superior service to clients by helping them meet their investment objectives. These market leaders set the standard for dedication, expertise, and achievement in California. We look forward to being a part of your success in 2019.

Congratulations to our Brokerage Professionals Honored at the 2019 Commercial Real Estate Awards

- Real Estate Investment Sales
  - Financing
  - Research
  - Advisory

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Brandon Michaels
Best Retail Sale
Retail/Office

Ben Brownstein
Best Retail Sale
Retail

Jeffrey Louks
Broker of the Year
Multifamily

Jeanette Monfared
Broker of the Year
Multifamily

Filip Niculete
Broker of the Year
Multifamily

Lior Regenstreif
Broker of the Year
Single Tenant Net Leased

Brett Sanson
Broker of the Year
Multifamily

Michael Sterman
Broker of the Year
Multifamily

Jason Tuvia
Broker of the Year
Multifamily

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Wednesday, April 3, 2019  8:30 AM – 10:00 AM
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661.753.5693

SOUTH BAY
LOAN PRODUCTION OFFICE
23513 Hawthorne Blvd., Suite 420, Torrance
310.432.0290
This project featured the renovation of an existing 22,000 square foot building in Van Nuys, including interior structural upgrades and new electrical, water and fire services, 16 new HVAC units and construction of restrooms. The job also includes custom steel doors and windows, a new roof system, landscaping and parking lots. The team created bright private offices, multiple conference rooms, collaborative work areas, an impressive lobby, a large kitchen and break rooms, private bathrooms and new furniture and phone system upgrades.

Location: 14751-14761 Califa St., Van Nuys
Developer: Elbar Group LLC
Contractor: Parker Brown Inc.
Architect: ShubinDonaldson Architects
BROKER OF THE YEAR

**BARBARA PERRIER**
CBRE

Barbara Perrier has been with CBRE for 30 years and is a leading investment broker specializing in industrial, office and land sales. She began her career as an industrial leasing broker in the San Fernando Valley. She has been among the firm’s Colbert Coldwell Circle (an elite group comprised of the top three percent of producers in the entire company) and was appointed vice chairman, the highest title a producer can achieve at CBRE. Perrier was also a recipient of CBRE’s Endurance of Spirit award, due to her continual focus on mentoring, philanthropy, and professional development. She co-founded the CBRE Women’s Network in 2002 and has served on its board for the last 16 years. In 2018 alone, Perrier and her team sold 79 million square feet of property totaling $6.7 billion. Some of her largest deals for the year include the $121 million (4.3 percent cap) sale of 5300 Sheila Street in Commerce; $114 million sale of Colony Commerce Center Phase II in Ontario; $100.5 million (2.9 percent cap) sale of Redlands Gateway Logistics Center in Redlands, and $84.2 million (4.6 percent cap) sale of Rocklin Burbank in Burbank.

**JEFFREY LOUKS**
Marcus & Millichap

Year after year, Jeffrey Louks has been one of the top brokers in the Encino office of Marcus & Millichap. In 2018, he completed 35 transactions with a total deal volume of $237 million. Upon graduating from UCLA in 1985, Louks began his career in investment real estate at the Encino office of Marcus & Millichap. He has been with the firm for over 30 years and is consistently one of the top-producing agents in Southern California. He has been ranked among the top 10 brokers in the country with Marcus & Millichap seven times. Most recently he was ranked eighth nationally out of approximately 1,800 agents. He has significant experience selling land, shopping centers and other leased investment properties; however, his primary focus is on apartment buildings. He has sold approximately $3 billion worth of investment properties over his career.
In the short time, Alex Forster has been in the commercial real estate industry, he has made remarkable strides toward becoming one of Colliers International’s top performing brokers in Greater Los Angeles. Since joining the firm as a research intern in August of 2017 and earning his real estate license in February of last year, he has shown great enthusiasm and initiative for the business. Working from Colliers’ Encino office as part of Reza Ghobadi’s larger Multifamily Investments Team, Forster focuses primarily on multifamily sales for private investors in the San Fernando Valley and beyond. He has closed four sizeable transactions, including two multifamily sales and two hospitality acquisitions. Valued together, these transactions amounted to an impressive $13.9 million. Perhaps the most significant deal he closed recently was the $6.7 million sale of an 18-unit student housing property in San Luis Obispo, for which he represented both the buyer and the seller. The transaction set a record price per unit for the central coast county of about $372,000.
The sale of Park Madera Apartments, a 169-unit apartment complex, marks one of the largest multifamily transactions in Ventura County. The complex sold for $37.4 million to a private investor. Melinda Russell of CBRE represented the seller, who developed the complex and had owned it since its completion in 1974, in the off-market transaction. The complex features a pool and spa, a large clubhouse and a leasing and management office. The private local investor, who was also represented by Russell, purchased the property in all cash deal with no loan contingency and a 60-day escrow period. Russell has been a specialist in multifamily investment properties in greater Los Angeles for over 20 years.

**VITAL STATISTICS**
- **Property Address:** 2410 Madera Circle, Port Hueneme
- **Size:** 169 units
- **Deal Value:** $37.4 million

When The Belmont sold in October, it was the culmination of an effort and persistence that went back years. Warren Berzack and Slavic Zlatkin approached the owners of the 20-unit building in Glendale called the Belmont 10 years ago. They were told no, owners weren’t interested in selling. But the brokers persisted, year after year, and were always told no. Finally, the owners said yes, but they wanted property to exchange into. The brokers found that property, and the sale closed in October at just under $400,000 per unit.

**VITAL STATISTICS**
- **Property Address:** 210-214 N Belmont St., Glendale
- **Size:** 20 units
- **Deal Value:** $7.99 million

Ryan O’Connor was picked to represent the seller in the disposition of a 33-unit apartment property in the Palms neighborhood of Los Angeles. Even though it is in a hot area, the property was challenged with significant deferred maintenance, and it is subject to rent control. Nonetheless, O’Connor’s diligent marketing generated over a dozen offers for the property, and he identified and represented the buyer who purchased the property for $9.5 million.

**VITAL STATISTICS**
- **Property Address:** 9404 Regent St., Palms
- **Size:** 33 units
- **Deal Value:** $9.5 million
BEST INDUSTRIAL SALE

VITAL STATISTICS
Property Address: 851 Lawrence Drive, Thousand Oaks
Square Footage: 49,585
Deal Value: $6.6 million

The property at 851 Lawrence Drive was constructed as an industrial facility, but the owners spent $2 million to renovate it to office use. After they engaged Mike Tingus and Grant Fulkerson to list it, the brokers quickly realized they would achieve highest and best value if the building were returned to industrial. They repositioned marketing, emphasizing the building’s properties as well as the additional available land that could be used for a second structure. In early April, the team executed a sale, and the new owner is renovating the property, returning it to industrial and building an additional structure.

VITAL STATISTICS
Property Address: 28141 Kelly Johnson Parkway, Santa Clarita
Square Footage: 24,500
Deal Value: $5.8 million

The 24,500 square foot facility was used as a public charter school and it is situated on two legal parcels totaling 13.5 acres with potential development opportunity for the purchaser. But there were numerous problems. An earthquake fault line goes through the property along with a natural gas pipeline and two easements for the gas company. What’s more, the lender foreclosed at the beginning of escrow, so the degree of difficulty was high. Still, the brokers managed to find a buyer.

VITAL STATISTICS
Property Address: 4100-4210 W. Vanowen Place, 2303-2333 N. Valley St. and 4400-4510 W. Vanowen St., Burbank
Square Footage: 302,869
Deal Value: $84.8 million

In one of the most significant deals of the year in the Valley area, CBRE’s Darla Longo, Barbara Perrier, Greg Geraci and Dave Harding brokered the sale of a 12-building industrial park in Burbank for more than $84 million. They represented the seller, Shubin Nadel & Penwood. BKM Capital Partners acquired the facility and plans to invest in capital improvements to enhance the value of the property. The industrial park, known as Burbank Backlot, consists of 12 buildings, which are 100 percent leased to 16 tenants.
**BEST INDUSTRIAL LEASE**

**VITAL STATISTICS**
Property Address: 8000 Woodley Ave., Van Nuys  
Square Footage: 64,089  
Deal Value: $6.2 million

Client Jocott Brands, a maker of health and beauty products, had been operating in three buildings and needed more room. The broker team searched for more than a year to find a space for the client but was coming up empty until it located a facility in a prime Van Nuys location. However, the building was 64,000 square feet and the client only needed 45,000 square feet. At the same time the team was working with another client, Uptime Energy, an energy drink manufacturer, that needed 15,000 square feet. Brokers got creative and proposed that Jocott lease the full facility and arrange to sublease 15,000 square feet to Uptime Energy.

**VITAL STATISTICS**
Property Address: 14501 Princeton Ave., Moorpark  
Square Footage: 143,432  
Deal Value: $6.65 million

The team represented the lessor, Nearon Enterprises, in the acquisition of what was an outdated facility in 2017 with plans to completely renovate the exterior and interior, including remodeled common areas, compliance with energy efficiency standards, new landscaping and a remodeled façade. The team was challenged to instill confidence in the marketplace that the renovation would result in a Class A, high-image R&D facility. The efforts succeeded in attracting a premier technology company, Aerovironment.

**VITAL STATISTICS**
Property Address: 9210 & 9218 San Fernando Road, Sun Valley  
Square Footage: 181,635  
Deal Value: $7.85 million

FedEx leased this distribution facility in Sun Valley in one of the biggest deals in the Valley area. CBRE's team represented the landlord, Falcon Industrial SPE Financed Portfolio LLC. The tenant, FedEx Ground Package System Inc., was represented by Jeffery Kernochan of Clifford Fischer & Co. The warehouse features a mezzanine and conveyor system, 28 foot clearance, two ground level doors and 19 truck high-doors.
BEST OFFICE SALE

CBRE

VITAL STATISTICS
Property Address: One Dole Drive, Westlake Village
Square Footage: 168,000
Deal Value: $50 million

The team of Mark Leonard, Mike Tingus and Grant Fulkerson represented the seller, Dole Food Co., in a $50 million, off market transaction. The 168,000 square foot corporate campus in Westlake Village sits on more than 10 acres and had been Dole’s headquarters for more than 20 years. Dole will continue to occupy a portion of the building. The buyer, the Hilton Foundation, which was a tenant at the property prior to the sale, has designated the space as its headquarters.

VITAL STATISTICS
Property Address: 2475 Townsgate Rd., Westlake Village
Square Footage: 60,478
Deal Value: $12 million

This was one of the biggest deals in the Valley area last year, CBRE’s Todd Tydlaska, Mike Longo, Tom Dwyer and Michael Slater represented the seller, Dole Food Co., in a $50 million, off market transaction. The 60,478 square foot corporate campus in Westlake Village sits on more than 10 acres and had been Dole’s headquarters for more than 20 years. Dole will continue to occupy a portion of the building. The buyer, the Hilton Foundation, which was a tenant at the property prior to the sale, has designated the space as its headquarters.

VITAL STATISTICS
Property Address: 21617-21621 Nordhoff St., Chatsworth
Size: 1.4 acres
Deal Value: $4.96 million

In one of the biggest deals in the Valley area last year, CBRE’s Todd Tydlaska, Mike Longo, Tom Dwyer and Michael Slater represented the seller, Dole Food Co., in a $50 million, off market transaction. The 168,000 square foot corporate campus in Westlake Village sits on more than 10 acres and had been Dole’s headquarters for more than 20 years. Dole will continue to occupy a portion of the building. The buyer, the Hilton Foundation, which was a tenant at the property prior to the sale, has designated the space as its headquarters.

SPECTRUM

VITAL STATISTICS
Property Address: 21617/21621 Nordhoff St., Chatsworth
Size: 1.4 acres
Deal Value: $4.96 million

This was an exchange purchase with a very limited due diligence time frame and a very quick close. In addition, the seller’s broker indicated that they had multiple negotiations in progress, so the buyer needed to be very aggressive to purchase the property. The buyer made an all-cash offer and paid over the asking price for the asset with two contingencies only. And the broker had to forego a portion of his commission to make the deal work.

YAIR HAIMOFF
Spectrum Commercial Real Estate
BEST OFFICE LEASE

CBRE

VITAL STATISTICS
Property Address: 3400 Riverside Drive, Burbank
Square Footage: 456,000
Deal Value: n/a

CBRE's Todd Doney and Matt Hargrove represented the tenant, Warner Bros., and the landlord in the 456,000 square foot lease at Studio Plaza, a Douglas Emmett-owned office building in the Burbank Media District. The building is adjacent to the Warner Bros. Studio lot, as well as the Disney and NBC/Universal Studios. Shortly before this deal, it was announced that Warner Music Group, which held offices on the Warner Bros. Studio lot, is relocating to the historic Ford Factory building in Downtown Los Angeles' Arts District.

WOMEN'S COUNCIL

The San Fernando Valley Business Journal is proud to present the Women's Council. Top business women in the Valley area will be honored for their achievements. Join us for an awards luncheon at the Hilton Woodland Hills hotel and enjoy a program filled with inspiration and recognition as we honor women who have made a difference throughout the San Fernando, Conejo, Santa Clarita and Antelope Valley area.

Wednesday, April 17
Hilton Woodland Hills
6360 Canoga Ave
Woodland Hills, CA 91367
11:30 AM - 1:30 PM

To register, please visit sfvbj.com/bizevents
South Bay Partners, a real estate developer that specializes in senior living, identified Warner Center for a 450,000 square foot senior community and engaged John Battle to find space. The parcel he found was too small and he needed to buy a neighboring site. But the neighboring site housed an office building with two tenants who both held five-year leases. Battle successfully assisted his client with negotiations to terminate those leases. Battle also had to clear an easement issue dating back to 1979 that required the sign-off of two adjoining land owners. In the end, the two-parcel transaction valued at $19.4 million was achieved, and 338 units for seniors is expected to be open in a couple years.

CBRE's Darla Longo, Barbara Perrier, Rebecca Finkel-Perlmutter and Eric Cox represented the seller, CapRock Partners, in the sale of 3 million square feet of land at the Colony Commerce Center in Ontario to Ivanhoe Cambridge – a huge transaction. The first, 64-acre property is entitled for two industrial buildings, totaling 1.3 million square feet. This property sold to Ivanhoe for $87.5 million. The second property, which is about 85 acres, sold to Ivanhoe in a second transaction for $114 million.
BEST MEDICAL SALE

**VITAL STATISTICS**

Property Address: 25751 McBean Pkwy, Valencia  
Square Footage: 51,800  
Deal Value: $28 million

Angie Weber and Dana Nialis solely focus on medical real estate in Southern California. They represented the seller, Rodeo Properties, a Delaware limited liability company, in this $28 million transaction. The buyer, Henry Mayo Newhall Memorial Hospital, was represented by CBRE’s Craig Peters and Robert Valenziano. The 51,800 square foot medical building is fully leased on the Henry Mayo Campus.

ANGIE WEBER  
CBRE

DANA NIALIS  
CBRE

BEST MEDICAL LEASE

**VITAL STATISTICS**

Property Address: 15503 Ventura Blvd, Suites 220, 240, 350, 360, 380 and 390, Encino  
Square Footage: 27,215  
Deal Value: $11.6 million

In 2016, Yair Haimoff assisted the Regents of the University of California/UCLA by securing a lease of approximately 17,000 square feet at Encino Arches at 15503 Ventura Blvd. In 2017, a need for an additional 20,000 to 30,000 square feet of medical space arose. The regents reached out, and Haimoff went to work again, extensively searching the Encino, Tarzana, and Sherman Oaks areas. After review of several suitable locations, the client decided to pursue a space of approximately 27,000 square feet within its current location at Encino Arches. The lease was signed in 2018 and the additional space is currently under the planning and construction phase.

YAIR HAIMOFF  
Spectrum Commercial Real Estate
BEST RETAIL SALE

VITAL STATISTICS
Property Address: Space 15 Twenty: 1520, 1534, 1538 and 1542 N. Cahuenga Blvd and 1535 Ivar Ave., Hollywood
Square Footage: 40,000
Deal Value: $61 million

CORY STEHR
Lee & Associates-LA North/Ventura

It literally took seven years for Cory Stehr to earn the privilege of bringing Space 15 Twenty, an iconic retail property in Hollywood to market. Stehr first cold-called the sellers in 2010, but he learned that the investors were not buying any properties. However, he also learned a lot about the properties they owned. He maintained contact, and by late 2017, Stehr had won the opportunity to list Space 15 Twenty, a 40,000 square foot multi-tenant retail property. The sale was closed in May 2018 for $61 million.

VITAL STATISTICS
Property Address: 7060 W. Sunset Blvd.
Square Footage: 27,168
Deal Value: $18.8 million

BRANDON MICHAELS
Marcus & Millichap

While the address may be outside of the San Fernando Valley, the Ben Brownstein and Brandon Michaels team works out of the Encino Office of Marcus & Millichap. Not only was this transaction of a massive price point, but also while interest rates are climbing towards 5.5 percent, the team was able to close escrow at a 3.81 percent cap rate. That is one of the lowest cap rates of a department store in history.

Serving Clients for 50 Years

BEN BROWNSTEIN
Marcus & Millichap

CORY STEHR
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AT THE EVENT

1. The team of winners for Best Redevelopment Project, Califa Core and Shell Renovation, accept their plaques from Business Journal Publisher Charles Crumpley, right.


3. Eddie Osuch of Neo & Associates makes remarks as he accepts his award for Best Office Project.

4. Jeremy Pink and Armida Colmenares-Stafford, both of Commercial Bank of California.

5. Garrett Houghton of Beitler Commercial Realty Services, left, with Will Poole of Lee & Associates.


7. Alex Forster of Colliers International is high-fived after accepting his award for Rookie of the Year.

8. Team members representing CBRE with some of their several awards.
1 Team members representing Spectrum Commercial Real Estate with some of their plaques. Yair Haimoff, Spectrum’s founder and executive managing director, is at center.

2 Erika Balin of Lee & Associates with her award for Best Industrial Lease.

3 About 150 real estate professionals and guests attended the awards dinner March 7 at the Hilton Woodland Hills hotel.

4 Jared Papazian of Colliers International

5 John Battle of Lee & Associates, left, with Ron Kassan of Beitler Commercial Realty Services.

6 Melinda Russell of CBRE makes remarks after being named a winner for Best Multi-Family Sale.

7 Jose Troncoso of Mission Valley Bank.

8 Brandon Beck and Nadja Brandt, both of CBRE.

Photos by Sheldon Botler