On Tuesday, March 14, the San Fernando Valley Business Journal hosted the 2017 Commercial Real Estate Awards. The event was held at the Woodland Hills Country Club and was attended by the Valley’s elite real estate professionals. The awards recognized the region’s biggest, best and most notable commercial real estate projects of 2016. The Business Journal honored the developers, general contractors and architects of these trend-setting developments in the Valley. Additionally, we paid tribute to the region’s top commercial brokers, based on their highlight deals of last year. Their accomplishments are also profiled in these pages.
PERFORMANCE ADVANTAGE.

CBRE congratulates our 2016 Top Producers in the San Fernando Valley region.

CBRE congratulates our 2016 exceptional professionals in the northern Los Angeles area. CBRE knows the region. Through our industry leading perspectives, scale and local 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?

For more information contact or visit:
David A. Jasker
Managing Director
+1 818 302 6702
@CBRESoCal
cbre.com/LosAngelesNorth
The architectural design of the new Bobrick Headquarters facility is intended to communicate the stability of Bobrick’s standing as a long term Los Angeles company while capturing the hope and aspiration that is the foundation of this forward-looking company. Constructed of concrete panels with a mixture of sand to relate to the desert landscape of the San Fernando Valley, the body of this building is firmly rooted to its site. This is contrasted by the main lobby at the upper level, which is composed of steel and glass with expansive views of the neighboring Bob Hope Airport and the San Gabriel mountains beyond. Cantilevered heroically over the main entry, this building feature harks back to the mid-century modernism that marked one of the most technologically progressive periods of Los Angeles, while the transparency of the space provides a forward looking vantage point for the company.

These aren’t just words for the team at Parker Brown. We treat every job we work on as if we are the owner. And our commitment helped us grow to our biggest year ever in 2016.

But we don’t have to speak for our work. Our customers do it for us. Our customers come back to us – year after year after year.

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Serving Los Angeles and Ventura Counties

PARKER BROWN INC.
General Contractors
SAGE PUBLICATIONS
2455 Teller Rd., Thousand Oaks
Developer: Cusumano Group
Contractor: Parker Brown Inc.
Architect: pk: architecture

At Sage Publications Inc. in Thousand Oaks, the 500 or so employees working at its corporate headquarters -- about half of whom would be affected by the company’s recent expansion into a new building less than a mile away -- are a source not only of great pride, but great concern to Sage's corporate leaders. The aim of the company was to accomplish the expansion without disrupting the lifestyles of the employees. And it has been a tremendous success. So it is that Sage now occupies 100,000 square feet of space on Conejo Spectrum Street, walking distance from its warehouse. The building is 30 percent larger than its Teller Road corporate headquarters, a building Sage has occupied for a quarter-century and where employees will continue to attend its traditional bimonthly meetings. The move has been smooth and virtually painless, according to the company’s CEO, Blaise Simque – “excellent,” in fact.

UNITED ONLINE
21255 Burbank Blvd., 3rd & 4th Floor, Woodland Hills
Contractor: Sierra Pacific Constructors
Architect: View Designs Studio

United Online has successfully reduced its square footage, while creating an open, collaborative, light-filled environment. With the move, the company has also created the image and culture of its subsidiaries while maintaining a level of sophistication as the parent company. The team worked tirelessly in the confines of a very aggressive schedule to achieve the early move in Cresa, the Project Manager, assigned two PMs to the project and additional coordination meetings between team members were held often. SFC, Syska & Henrysey and Cube Designs were brought on early and became an integral part of the team providing design, pricing and value engineering solutions early in the design process.

PEPPERDINE UNIVERSITY - CALABASAS CAMPUS PHASE 1
26750 Agoura Road, Calabasas
Developer: Pepperdine University
Contractor: Environmental Contracting Corp.
Architect: AC Martin Architects

While seeking to accommodate displaced operations and classrooms on the Malibu campus due to a major library renovation project, Pepperdine developed an opportunity in Calabasas. In an extremely compressed timeline, the college renovated the building’s second floor to house operational departments that were moved off the Malibu campus to allow for additional academic use of existing spaces (a first for the university). The project was critical to supporting the growth and enrichment of the academic programs.
Congratulations to the

TOP PRODUCERS of 2016

Steve Bellitti  Eric Carlton  John DeGrinis  Ian DeVries  Patrick DuRoss  Bret Hardy
Darin Kennedy  Eric Lastition  Geoffrey Ludwig  Kevin McKenna  Tony Phu  Rick Putnam
Richard Schwartz  Christopher Sheehan  Jerome Snyder  Clyde Stauff  Patrick Swanson  Thomas Taylor
Shadd Walter  Kitty Wallace  Brenton Weirick  Reid Wilbraham  Mark Zorn

Colliers INTERNATIONAL
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Hans MumperExecutive Managing Director
John Hollingsworth Executive Managing Director | Robert CaudillRegional Director
VENTANA MEDICAL CENTER
18131 Ventura Blvd, Tarzana
Developer: Tristar Realty Group
Contractor: CW Driver
Architect: NEO and Associates

The Ventana Medical Center is a transformative development for the neighborhood of Tarzana. This 112,500 square foot class-A medical office building has rejuvenated the portion of Ventura Blvd. located in Tarzana that hasn’t seen new development in over 20 years. The project has brought in significant investment from the AAA credit tenants including Radnet Imaging, Facey Medical Group, and Providence Hospital. It will become the center of cancer treatment in the San Fernando Valley.
DAUM's team of experienced professionals move in front of the pack. If you want to climb higher, close more deals, keep more of what you make and have more fun doing it, then join us at the top.

CONGRATS TO DAUM’S 2016 PRESIDENT’S CLUB
California State University, Northridge completed construction of a new 84,000 square foot Extended University Commons (EUC) for the Tseng College of Extended Learning. The EUC was designed by LPA Architects and constructed by Hathaway Dinwiddie for a total cost of $40 million. The new facility is located on the western boundary of the campus at Derby Avenue and Vincennes Street, directly adjoining the campus Transit Center on Vincennes Street, and is conveniently situated for mid-career professionals taking courses through Tseng College as well as for other students, faculty and staff. The building's prominent siting and striking design create a new destination on the western edge of the CSUN campus. The EUC has two primary purposes: to provide an administrative home for CSUN's rapidly growing extended learning operations, and to provide large, flexible and reconfigurable instructional spaces for the college and university. The EUC is also one with its environment, with an interior courtyard, south forecourt, atrium, and east overhang spaces.

The friendship of President Ronald Reagan and Pope John Paul II in the '80s created an unusual opportunity for Parker Brown Inc. Now the artifacts from the Vatican are on display at the Ronald Reagan Presidential Library in a facility constructed by Parker Brown. The Library constructed a 6,725-square-foot temporary building that housed the visiting exhibit of Vatican artifacts. These include more than 200 works of art and historically significant objects. Many of these objects are sensitive to extreme temperatures or humidity. The previous visiting exhibits were housed in an outdoor tent. The project's solid walls, elevator, temperature and humidity controls create a more comfortable environment for visitors.
A WINNING TEAM

LA NORTH/VENTURA CONGRATULATES ITS 2016 TOP PRODUCERS

BROKER OF THE YEAR

JAY RUBIN
Office
818.223.4385

WARREN BERZACK
Multi Family
818.933.0350

SLAVIC ZLATKIN
Multi Family
818.933.0325

JOE JUSKO
Industrial
818.223.4397

MIKE TINGUS
Industrial
818.223.4380

SCOTT ROMICK
Office
818.933.0305

DAVID KIM
Office
805.626.7234

MARK LEONARD
Office
818.449.4414

GEORGE YEASSAE, CCIM
Multi Family
818.933.0324

GRANT FULKERSON, SIOR
Industrial
818.449.4401

ASSOCIATE OF THE YEAR
RYAN O’CONNOR
Investment
818.444.4965

ROOKIE OF THE YEAR
HUNTER WARNER
Industrial
818.933.0349

NEWLY APPOINTED PRINCIPAL
SLAVIC ZLATKIN
Multi Family
818.933.0325

SHERMAN OAKS
818.986.9800

CALABASAS
818.223.4388

WWW.LEE-ASSOCIATES.COM
CORPORATE ID #00191898

VENTURA COUNTY
805.626.1200

ANTELOPE VALLEY
818.223.4388
In an appropriately star-studded gala last June, the Television Academy welcomed its members to the Saban Media Center, a brand-new multi-purpose facility. Encompassing an elegant, high-tech theater, broadcast and production facilities, offices, and conference and event spaces, the Gensler-designed Saban Media Center was tailored to meet the current and future needs of the Academy’s administrators, professional, educational, and cultural programs, and membership. MATT Construction was on board from the beginning of the project, providing preconstruction support to ensure that what was built matched both the vision of the client, and the design goal of the architect.

SABAN MEDIA CENTER
5220 Lankershim Boulevard, North Hollywood
Developer: Television Academy
Contractor: MATT Construction
Architect: Gensler
AWARDS

COMMERCIAL REAL ESTATE BROKERS OF THE YEAR

MARCH 20, 2017

CUSTOM CONTENT – SAN FERNANDO VALLEY BUSINESS JOURNAL

JEREMY BARBAKOW
NAI CAPITAL

IN 2016, Gregory S. Harris closed 29 transactions, achieved a total sales volume of $1,236,040,000 and earned the firm’s prestigious Chairman’s Circle of Excellence award. Three of Harris’ largest transactions last year were the $142.1 million sale of the Terracina Apartment Homes in Ontario, the $126.5 million sale of the Los Robles Apartments and Marlowe Apartments Portfolio in Thousand Oaks and the $88.26 million sale of IMT Westlake Village in Westlake Village. He has significant experience selling institutional-grade multifamily investment properties. Harris is a consistently strong performer who has ranked among the top 10 investment professionals 14 times while at Marcus & Millichap. Over his 22-year career with Marcus & Millichap, Harris has sold over $6.4 billion worth of investment properties. His professional affiliations include the Urban Land Institute (ULI), International Council of Shopping Centers (ICSC) and the Tenant-in-Common Association.

GREGORY S. HARRIS
MARCUS & MILLICHAP

GOLD AWARD

JEREMY BARBAKOW
NAI CAPITAL

IN 2016, Jeremy Barbakow serves as Senior Vice President at NAI Capital’s Encino office. With over ten years of commercial real estate brokerage experience, Barbakow has come to dominate Ventura Boulevard in the San Fernando Valley. He has successfully gained exclusive Landlord representation along a significant stretch of the Boulevard. Most of the signs for available space on Ventura Boulevard bear his name as the leasing agent, representing over 565,000 square feet. 2016 was a very successful year for him and 2017 is shaping up to be even more so.

STACY VIERHEILIG-FRASER
CHARLES DUNN COMPANY

BRONZE AWARD

STACY VIERHEILIG-FRASER
CHARLES DUNN COMPANY

IN 2016, Stacy Vierheilig-Fraser is widely recognized as one of the best brokers in the Valley, and for good reason. She consistently is one of the top five brokers at the Charles Dunn Company, and was the “Broker of the Year” for the company for 2016. Her clients go back to her for repeat business, which translates into nearly 100 deals every year.

GOLD AWARD

STACY VIERHEILIG-FRASER
CHARLES DUNN COMPANY

SILVER AWARD

GOLD AWARD

STACY VIERHEILIG-FRASER
CHARLES DUNN COMPANY

BRONZE AWARD
TOPA IS PROUD TO RECOGNIZE THE FOLLOWING LEASING PROFESSIONALS WHO SUCCESSFULLY COMPLETED OVER 425,000 SF OF COMMERCIAL AND RETAIL LEASE TRANSACTIONS IN 2016

**LEASING INQUIRIES**

**Darren Bell**
Senior Vice President, Leasing
(310) 203 - 9199 • Los Angeles, CA • dbell@topa.com

**Lisa Friedman**
Leasing Associate
(805) 604 - 7112 • Ventura, CA • friedman@topa.com

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**MICHAEL KOSHET**  
KW COMMERCIAL

Michael Koshet is the epitome of what the Rookie of the Year award represents. In only three years, he has managed extraordinary accomplishments. In 2016, he had closed over $62.3 million in off market multifamily sales. In only his third year in this niche industry, he has become the top producing multifamily broker in Tarzana and Encino with more sales in those two markets than any other broker in 2016. KW Commercial awarded Koshet with the Top Producers Award as well as the Top Sales Volume Award for the past two years, consecutively. To add to these accomplishments, Koshet has launched LA Commercial Agency, the first platform of its kind devoted to marketing various off market multifamily opportunities in and around Los Angeles County. He has set an ambitious goal of $350 million in closed transactions by year-end.

**GLEN SCHER**  
MARCUS & MILlichap

In 2016, Glen Scher closed eight transactions and achieved a total sales volume of $37,919,000. He also earned Marcus & Millichap’s Sales Recognition Award. Two of Scher’s largest transactions last year were the $18.5 million sale of Port Del Cielo, a multifamily property in Sherman Oaks, and the $7.1 million sale of 4540 Hazeltine Avenue, a 23-unit multifamily property also in Sherman Oaks. These are clearly remarkable numbers for someone who joined Marcus & Millichap in 2014.
At CSUN, we design with you in mind. That means classrooms – and buildings, like the Extended University Commons – fitted with the latest technologies. It means faculty who tailor content for you, the student. It means innovation as a practice, not a buzzword.

In the end, our design choice comes down to this: the great things we do are the compilation of the great people we have.

So come join us.

– csun.edu –

CSUN
BEST INDUSTRIAL SALE

Vital Statistics
Property in Conejo Spectrum Business Park
Address: 1461-1475 Lawrence Drive, Thousand Oaks
Square Footage: 347,119
Deal Value: $37 Million

CBRE's Nicholas Gregg, Bob Boyer, Michael Slater, Tom Dwyer, Darla Longo and Barbara Emmons facilitated the sale of the largest industrial building in Thousand Oaks for more than $37 million to Majestic Asset Management. CBRE represented both the buyer and the undisclosed seller in this transaction. CBRE's Val Achtemeier secured the new $26.6 million balance sheet loan for the buyer. The property, located in the Conejo Spectrum Business Park, is a high image, research & development facility and is 100 percent leased to four tenants. The 347,119 square foot industrial building sits on approximately 18 acres.

Vital Statistics
Valencia Studios
Address: 26030 Avenue Hall and 28343 Avenue Croker, Valencia
Square Footage: 120,878
Deal Value: $19.3 Million

CBRE's Craig Peters and Robert Valenziano represented the seller, Capital Foresight Limited Partnership and Valencia Studios NKG, in the sale of the Valencia Studios, which currently serve as the home to the popular television drama NCIS, for $19.3 million. The property, located at 26030 Avenue Hall & 28343 Avenue Croker in Valencia, is 120,878 square feet and consists of four buildings. It has been 100% leased for more than 20 years for various productions.
Mike Tingus and Grant Fulkerson executed a lease that is bringing a satellite campus of Malibu’s Pepperdine University to Calabasas. The brokerage team transacted the 107,169-sf lease on behalf of the landlord, Cypress Land Company. With the transaction, the brokerage filled a vacant, Class ‘A’ R&D building in Calabasas with a premier tenant at a 10-year term with multiple options. A city of Calabasas report projected that the campus will serve 600 students. Initially Pepperdine will be utilizing the space for the renovation of Payson Library, however, university officials have pointed out that the Calabasas facility poses a long-term solution for expansion needs.

Vital Statistics
Pepperdine Calabasas Expansion
Address: 26750 Agoura Rd, Calabasas
Square Footage: 107,169
Deal Value: In excess of $15 Million

The 10th Street Portfolio is an assemblage of eight industrial properties, including two land parcels, with short-term leases and below-market rents located along Olympic Boulevard, 10th Street and 11th Street. The Portfolio is one of the largest clusters of prime redevelopment sites in downtown Los Angeles, and the assemblage features 4.6 developable acres with in-place income and enormous potential for enhanced value.

Vital Statistics
10th Street Portfolio
Address: Multiple including 949 and 1010 E. 10th Street, Los Angeles
Square Footage: Building: 163,925; Land: 202,348
Deal Value: $38.4 million

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Vital Statistics
Pepperdine Calabasas Expansion
Address: 26750 Agoura Rd, Calabasas
Square Footage: 107,169
Deal Value: In excess of $15 Million
Mark Leonard of Lee & Associates’ LA North/Ventura office was engaged by Younan Properties, Inc. (YPI) to market Younan Executive Center, a Class ‘A’ office building at 2900 N Madera Rd. in Simi Valley, for lease. He brought the 63,305 square foot property from fully vacant to 100 percent occupancy and then transacted the sale of the property to a private equity investor for $12,700,000, realizing a 77 percent return for the property owners in just 16 months.

Vital Statistics
Younan Executive Center
Address: 2900 N Madera Rd. Simi Valley
Square Footage: 63,305
Deal Value: $12.7 million

Tarzana Professional Center consists of three multi-story buildings that work together as a fully interactive office campus. Built in 1963 and renovated in 1977 and 1982, the 2.33-acre property is directly across the street from the Providence Tarzana Medical Center. Marcus & Millichap brokers Brandon Michaels and Earle Hyman were able to successfully navigate obstacles the transactions posed as a result of amendments to the terms of the transaction proposed by the buyer. The brokers also negotiated minimal credits for both the seller and buyer despite the asset’s significant deferred maintenance. Lastly, the brokers helped facilitate financing for this transaction, working closely with the buyer’s lender.

Vital Statistics
Tarzana Professional Center
Address: 18455 Burbank Blvd., Tarzana
Square Footage: 160,345
Deal Value: $32 million

CBRE’s Michael Slater, Tom Dwyer, Mark Perry and Carlene O’Neil represented the undisclosed seller in the sale of the newly constructed office building in the North Ranch Corporate Center for $9 million to Scheu Development.

Vital Statistics
Office Building in North Ranch Corporate Center
Address: 4580 East Thousand Oaks Blvd., Westlake Village
Square Footage: 37,103
Deal Value: $9 million

SAN FERNANDO VALLEY BUSINESS JOURNAL – CUSTOM CONTENT
MARCH 20, 2017

COMMERCIAL REAL ESTATE AWARDS

BEST OFFICE SALE

MARK T. LEONARD
LEE & ASSOCIATES-
LA NORTH/VENTURA

BRANDON MICHAELS
MARCUS & MILICHAP

EARLE HYMAN
MARCUS & MILICHAP

MICHAEL SLATER
CBRE

TOM DWYER
CBRE

CARLENE O’NEIL
CBRE

MARK PERRY
CBRE

CBRE

GOLD AWARD

BRONZE AWARD

SILVER AWARD

GOLD AWARD

BRONZE AWARD

SILVER AWARD
Vital Statistics
Lakeview Corporate Center
Address: 112 S. Lakeview Canyon Road, Westlake Village
Square Footage: 43,427
Deal Value: $10 million

CBRE's Tom Dwyer, Michael Slater and David Solomon represented the landlord, LBA Realty, in the office lease of Lakeview Corporate Center in Westlake Village for approximately $10 million. This is a 91-month lease renewal for the tenant, The Guitar Center. The property, located at 112 S. Lakeview Canyon Road, is approximately 43,427 square feet and is in close proximity to the Westlake Promenade and North Ranch Mall. Lakeview Corporate Center is the Conejo Valley's first LEED Silver office building. Building amenities include an employee lounge, café and fitness center in addition to Equinox. The close proximity to two major shopping centers and location within the Conejo Valley elevate the location to one of the most premier office buildings in the area.

Jeff Puffer, SIOR
Broker of the Year
Platinum Medal Winner

David Hoffberg, SIOR
Gold Medal Winner

Bruce Simpson
Silver Medal Winner

The Brokerage Team That Means Business
7100 Hayvenhurst Ave., Suite 211, Van Nuys, CA 91406 • Phone 818.780.7878 • Fax 818.780.8152
**BEST LAND SALE**

**Vital Statistics**

**Property Address:** 431 North La Cienega Blvd., West Hollywood  
**Square Footage:** 32,574  
**Deal Value:** $21.3 million

The 431 North La Cienega Boulevard asset is a high-profile mixed-use development site along the westerly side of La Cienega Boulevard in the highly sought after West Hollywood submarket. The parcel is just moments away from Beverly Hills, the Pacific Design Center, and steps to Cedars Sinai Hospital and the Beverly Center. The development possibilities include residential, hotel, office, retail and entertainment. The brokers overcame development issues on the site combined with the recent passing of measure JJJ, both of which had a significant impact on this transaction. In addition, a portion of the site falls in the city of West Hollywood, which cannot be developed upon and thereby increases the overall value the buyer paid.

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**Vital Statistics**

**Property Address:** 4065-4071 South Glencoe Ave., Marina del Rey  
**Square Footage:** 51,401  
**Deal Value:** $17 million

The 4065-4071 South Glencoe Avenue land redevelopment site is a 51,410-square-foot lot, which includes an 11,344-square-foot building, zoned for 64 residential units.

---

**Vital Statistics**

**Property Address:** 11590 Tuxford Street, Sun Valley  
**Acres:** 26.25  
**Deal Value:** $21.5 million

CBRE's Dave Harding, Greg Geraci, Matt Dierckman and Billy Walk represented the seller in the sale of 26.25 acres of land and improvements in Sun Valley for $21.5 million to Sun Valley Land, LLC. The property, 11590 Tuxford Street, used to be one of Los Angeles' biggest and most popular auto dismantlers and was regularly featured as a location site in movies by major motion picture studios.

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**Vital Statistics**

**Property Address:** 4065-4071 South Glencoe Ave., Marina del Rey  
**Square Footage:** 51,401  
**Deal Value:** $17 million

The 4065-4071 South Glencoe Avenue land redevelopment site is a 51,410-square-foot lot, which includes an 11,344-square-foot building, zoned for 64 residential units.
600 Verdugo Road is a 26,803-square-foot office and medical office building located in Glendale. At the time of sale the property was 87 percent occupied. For the brokers, this was a technical and challenging transaction due to the fact that the asset was in bankruptcy proceedings -- after the property underwent foreclosure and was repossessed by the lender -- at the time the building was being marketed. Despite this obstacle, the brokers procured a buyer, which was a challenge as the ideal buyer had to be someone familiar with the relatively quiet neighborhood in Glendale where the property was located, who could work with the building’s tenants and recognized the asset’s value potential. Although the brokers found the ideal buyer, they encountered another complication during escrow when a tenant vacated the property. Fortunately, the brokers were able to quickly secure a new tenant to occupy the medical office portion of property and successfully guide the transaction to a close.

Vital Statistics
Medical Office Building
Address: 3600 North Verdugo Road, Glendale
Square Footage: 26,803
Deal Value: $10.98 million

CBRE’s Joel Frank and Alex Bergeson facilitated the sale of a 100,000 square-foot medical building in Burbank, one of the largest sales in the Greater Los Angeles market this year. The campus, at 2601-2625 Alameda Avenue, is 98 percent leased to more than 50 tenants, including UCLA Health and sits adjacent to the Providence St. Joseph’s Medical Center (PSJMC) in Burbank’s Media District. Located directly across from the main entry to PSJMC, the project was originally constructed in the 1970’s and was marketed as a value-add opportunity, including the potential to create a third medical building on the surface parking portion of the site.

Vital Statistics
Medical Building
Address: 2601-2625 Alameda Ave., Burbank
Square Footage: 100,000
Deal Value: $48 Million

CBRE Bryan Lewitt, Chris Isola, Chris Bodnar and Lee Asher represented the seller, Motion Picture & Television Fund, a non-profit public benefit corporation, to complete the sale of one of the largest single-tenant medical buildings in Burbank to Worchell Hollywood Properties for approximately $14.3 million.
UCLA Health leased over 17,000 square feet of space at Encino Arches for a new primary care location. Scott Romick and Darren Casamassima represented the landlord, Domino Realty, in the long-term transaction. The brokerage team had several opportunities to lease the space for various uses, but they and the landlord were interested in securing a top-tier tenant that would add value to the community and further establish the Encino Arches’ value. UCLA Health chose the property for its ground floor ease of access for its clients as well as excellent identity and branding along Ventura Boulevard; the demographics of the surrounding community, the parking and an ideal location at the 405/101 interchange in the center of the San Fernando Valley.

**Vital Statistics**
**Encino Arches Lease**
**Address:** 15503 Ventura Blvd., Encino
**Square Footage:** 17,000
**Deal Value:** In excess of $7 million

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Executive Vice President at NAI Capital Enci-
no, Yair Haimoff specializes in leasing, acqui-
ription and disposition of industrial, office and
vestment properties and represented the tenant
(UCLA Health) when it leased over 17,000
square feet of space at Encino Arches for a new
primary care location.

**Vital Statistics**
**Encino Arches Lease**
**Address:** 15503 Ventura Blvd., Encino
**Square Footage:** 17,000
**Deal Value:** In excess of $7 million

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CBRE’s Bryan Lewitt and Chris Isola negotiated
a 10-year medical lease for North East Valley
Health Center in Van Nuys, California for
approximately $3 million. The deal was part of the
consolidation of North East Valley Health Corpora-
tion’s presence in the area.

**Vital Statistics**
**North East Valley Health Center**
**Address:** 14624 Sherman Way, Van Nuys
**Square Footage:** 9,094
**Deal Value:** $3 million
**Best Multi-Family Sale**

CBRE Capital Markets’ Debt & Structured Finance team secured $126.4 million in financing for the development of a mixed-use, luxury multifamily project, Next on Lex, on behalf of Century West Partners. Vice Chairman Brian Eisendrath and Vice President Brandon Smith arranged the construction financing. With development underway, the $280 million project is slated to be completed by 2019. Next on Lex is located at 201 West Lexington Drive in the city of Glendale and will contain 494 units and 8,100 square feet of retail, including a new bank branch. Apartment features include stainless steel appliances, vinyl-plank flooring, washer/dryer in each unit, in-wall USB outlets, and Bluetooth enabled amplifiers with in-wall speakers. Property amenities include bicycle lockers, onsite storage space, underground parking, and business center, yoga studio, screening room, game room, indoor golf range, private massage room, fitness center, and competition-sized pool and hot tubs.

**Vital Statistics**

**Next on Lex**
- **Address:** 201 West Lexington Drive, Glendale
- **Size:** 494 units and 8,100 square feet of retail
- **Deal Value:** $280 million total/$126.4 million financing

**Waterstone Apartment Homes**
- **Address:** 9901 Lurline Ave., Chatsworth
- **Square Footage:** 250,428
- **Deal Value:** $72.5 million

**Regal Manor Apartments**
- **Address:** 12530 Inglewood Ave., Hawthorne
- **Square Footage:** 84,672
- **Deal Value:** $25.83 million

**Marcus & Millichap** brokered the $72.5 million sale of Waterstone Apartment Homes, a 348-unit multifamily community located in Chatsworth. The property was built in 1971 at 9901 Lurline Ave. The community is located one block south of the 615,400-square-foot Westfield Topanga shopping mall and approximately one mile away from the Chatsworth Metrolink station. Waterstone offers studio, one- and two-bedroom units with community amenities. Greg Harris, Ron Harris, Kevin Green, Joseph Grabiec and Paul Davar of Marcus & Millichap’s IPA division represented the seller and procured the buyer in the transaction.
The Antiquarius is a high quality, high-street retail property. The acquisition provides new ownership with an excellent reposition opportunity to unlock significant rental upside in a popular NoHo submarket. The transaction itself is a poignant example of the power of persistence. Katherine Bergh, a Marcus & Millichap vice president investments, was engaged by the seller -- whose family had owned the Antiquarius since the 1940s -- to exclusively market the property in 2007. By that September, Bergh had a buyer in escrow. Then the market collapsed, the recession commenced and the deal fell through. In spite of the worst financial crisis since the Great Depression, Bergh was able to procure another buyer in 2008. But during negotiations, tragedy struck, when a fire devastated the building. The Antiquarius was reborn in the fall of 2015. Bergh was able to find a buyer, who recognized the asset’s true potential and was undaunted at the task of buying out the other tenants, and successfully navigated the sale to a close in 2016.

Vital Statistics
The Antiquarius
Address: 8840 Beverly Blvd., West Hollywood
Square Footage: 20,451
Deal Value: $20.88 million

In what ended up being one of the biggest retail investment transactions in all of Southern California, North Ranch Shopping Center was a once-in-a-lifetime opportunity given the superior location, stellar tenant mix, and barriers to entry within the trade area. Savills Studley's Kyle Miller and Bill Bauman advised a private family trust in the sale that had owned the center since the early 90's. After a very short and strategic marketing campaign targeting high net worth, foreign capital, and institutional capital sources, they were able to procure a publically traded REIT (ROIC) at pricing over $800 per square foot and low 4% cap rate.

Vital Statistics
North Ranch Shopping Center
Address: 3815-3963 Thousand Oaks Blvd., Westlake Village
Square Footage: 146,625
Deal Value: $122.8 million

CBRE’s Executive Vice President Philip Voorhees, Vice President Jimmy Slusher, Megan Wood, Matt Burson, Todd Goodman, John Read and Preston Feron negotiated the sale of The Terrace, a two-level shopping center in Newbury Park, on behalf of a private investor.

Vital Statistics
The Terrace
Address: 1714 Newbury Road, Newbury Park
Square Footage: 39,600
Deal Value: $15.26 million
Ross Dress for Less opened a 25,077 square foot store in October occupying the former Loehmann’s location in Newbury Park. Loehmann’s closed its doors in 2011 and this large vacancy posed a challenge for the current owner Shandon Properties, LLC who purchased the property while under construction in 2007. Scott Siegel and Larry Tanji of CBRE were brought in to take over the listing of the property in early 2015. The location offered tremendous visibility to the 101 freeway and great positioning across the street from Target and Home Depot, but challenges existed due to much new construction in Newbury Park combined with a flurry of large box closures in prior years. The team quickly determined though that Ross operated a very busy store further east in Thousand Oaks and felt strongly that this trade area could support a second location. After several months of negotiations, a 10-year commitment was reached and the center has been since re-stabilized.

**Vital Statistics**

Former Loehmann’s store  
**Address:** 2665 West Hillcrest Drive, Newbury Park  
**Square Footage:** 25,077  
**Deal Value:** N/A

SCOTT SIEGEL  
CBRE

LARRY TANJI  
CBRE

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**PROJECTS**

- Bobrick Headquarters Building
- CSUN Extended University Commons
- Pepperdine University - Calabasas Campus Phase 1
- Ronald Reagan Library Addition
- Saban Media Center
- Sage Publications
- United Online
- Ventana Medical Center

**BROKERS**

- Martin D. Agnew, Marcus & Millichap
- Jeremy Barbakow, NAI Capital
- Bill Bauman, Savills Studley
- Bob Boyer, CBRE
- Matt Burson, CBRE
- Darren Casamassima, Lee & Associates-LA North/Ventura
- Chris Bodnar, CBRE
- Bobbi Emmons, CBRE
- Paul Farry, CBRE
- Aaron Finstein, Marcus & Millichap
- Joel Frank, CBRE
- Grant Fullerton Sidor, Lee & Associates LA North/Ventura
- Chad Goh, NAI Capital
- Andrew Ghassami, NAI Capital
- Joseph Grabiec, Marcus & Millichap
- Kevin Green, Marcus & Millichap
- Nicholas Gregg, CBRE
- Yair Haimoff, NAI Capital
- Dave Harding, CBRE
- Gregory S. Harris, Marcus & Millichap
- Ronald Z. Harris, Marcus & Millichap
- Matthew Heys, CBRE
- Earl Hyman, Marcus & Millichap
- Chris Isola, CBRE
- Mike James, Marcus & Millichap
- Michael Kosher, KW Commercial
- John Lally, Marcus & Millichap
- Mark T. Leonard, Lee & Associates LA North/Ventura
- Bryan Lewitt, CBRE
- Darla Longo, CBRE
- Michael Longo, CBRE
- Jeff Louks, Marcus & Millichap
- Matthew Lucas, Marcus & Millichap
- Mike Malick, Marcus & Millichap
- Lonnie McDermott, Marcus & Millichap
- Kyle R. Miller, Savills Studley
- Todd Nathanson, IBI Commercial Real Estate
- Carlene O’Neil, CBRE
- Dmitry Orlov, Marcus & Millichap
- Mark Perry, CBRE
- Craig Peters, CBRE
- Troy Pulit, CBRE
- Tony Prince, Westward Commercial Real Estate Services
- Rick Raymonds, Marcus & Millichap
- Annie Rice, CBRE
- David Ridgway, Marcus & Millichap
- Scott Ronick, Lee & Associates LA North/Ventura
- Ryan Rothstein-Serling, Marcus & Millichap
- Brett Saunders, Westward Commercial Real Estate Services
- Steven Schachter, Marcus & Millichap
- Glen Schae, Marcus & Millichap
- Mark Shaffer, CBRE
- Slavic Zlatkin, Lee & Associates LA North/Ventura

Photos from the event: (1) Michael Koshet and David Cohen; (2) Diane Glezerman, Billy Walk, Dave Harding, Greg Geraci and Charles Crumpley; (3) Mark T. Leonard, Darren Casamassima and Scott Ranick; (4) Glezerman, Scott Siegel and Crumpley; (5) Glezerman, Katherine Bergh and Crumpley; (6) Glezerman, Katherine Bergh and Crumpley.