The Commercial Real Estate Awards banquet was held March 1 at the Hilton Woodland Hills hotel.

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**Letter from the Publisher**

Real estate is one of the most vibrant and important industries throughout the Valley area. And the San Fernando Valley Business Journal was pleased to honor those who’ve done the best work of the year in our annual Commercial Real Estate Awards dinner on March 1.

We gave awards to the most successful Valley-area commercial real estate brokers of last year along with the developers, general contractors and architects who created the most impactful projects that opened. In all, 112 plaques were handed out at the ceremony, held at the Hilton Woodland Hills hotel.

In selecting brokers, we looked for those who not only had impressive deal volume, but the ones who demonstrated creativity, market knowledge and perseverance to land the deals. In picking the best projects, we focused on those with the highest quality of design and construction as well as the ones with the most beneficial impact on their communities. Profiles of the winners are featured in this special section.

Of course, I’d like to extend my gratitude to those who helped underwrite the event. CBRE and Parker Brown are our Platinum sponsors. Colliers International, Lee & Associates and Marcus & Millichap are our Gold sponsors.

Congratulations to the brokers, architects, developers and construction contractors who did amazing work last year. We are grateful for their contributions to our local economy.

Best,

Charles Crumpley
Editor and Publisher

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**BEST MULTIFAMILY PROJECT**

**NVE APARTMENTS**

**Location:** 11405 Chandler Blvd., North Hollywood

**Developer:** Micropolitan LLC

**Contractor:** Frymer Construction

**Architect:** KFA Architecture

Micropolitan’s seven-story NVE Apartments project is located in the heart of North Hollywood across the street from the Metro Orange Line terminus and one block from the Red Line terminus. The project sits at the north end of the expansive North Hollywood Park, giving the building a high profile and verdant views to the south from its residential floors. NVE’s design takes full advantage of its prime, Central Park-like site, creating a clean urban wall as a backdrop to the park. The project intentionally does not have a courtyard, and instead approaches its site as an outward-facing tower. A podium plaza facing the park is carved out of the south elevation giving relief to the building mass. To fit the expectations of the North Hollywood rental market, units are generously sized and ameliorated, with large kitchens and closets, built-in shelving, and balconies with views on all sides. Vibrant landscape and interior design enhances the project throughout.
CBRE congratulates our 2017 exceptional professionals in the greater San Fernando Valley area. Through 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?

OFFICE
Matt Heyn
David Solomon
Damon Feldmeth
John La Spada
Natalie Bazarevitsch & Kevin Duffy
Michael Slater & Tom Dwyer
Doug Marlow
William Clark
Greg Nassir
Ron Wade

INDUSTRIAL
Craig Peters
Bennett Robinson
Paul Farry
Doug Shaw & Jim Meaney
Lynn Knox
Matt Dierckman
Dave Harding & Greg Geraci
Doug Sonderegger

RETAIL
David Rush
Geoff Martin
Cody Chiarella
Robert Bonanomi
Larry Tanji
Ryan Burnett

INVESTMENT
Barbara Perrier
Mark Shaffer
Sterling Champ
Ed Matevosian
Chalvis Evans
Mark Perry
Melinda Russell
Carlene O’Neil

GLOBAL WORKPLACE SOLUTIONS
Matt Hargrove
Mike Cissell
Mike Shellow
Erica Villaseñor

David A. Josker
Managing Director
+1 818 502 6702
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BEST INDUSTRIAL PROJECT

VAN NUYS AIRPORT HANGAR DEVELOPMENT

Location: 16135 Waterman Drive, Van Nuys
Developer: Aerolease Bonseph Group LLC
Contractor: T. Viole Construction
Architect: JR Miller and Associates

This three-acre, $7.5 million development at Van Nuys Airport includes more than 55,000 square feet of exclusive corporate hangar space for business aircraft, turboprops, and executive jets; 8,500 square feet of shop, office, and terminal space with conference, kitchen, and lounge facilities; and a private, gated parking lot with spaces for more than 45 vehicles. The interior office, support, and shop areas also feature considerable natural light, LED lighting, and a solar photovoltaic system that will utilize the roof space with solar panels and provide for covered carport parking. This is the first solar panel project at the Van Nuys Airport. All of these sustainable features save energy, reduce costs, and adhere to California Green Building Standards and this building is a model of other buildings and projects at the airport.

SUN VALLEY BUSINESS CENTER

Location: 11051-11063 Pendleton Street, Sun Valley
Developer: Xebec Realty Partners and Barings Real Estate Advisers
Contractor: Xebec Building Co.
Architect: DRA Architects

A state-of-the-art industrial project, the two-building Sun Valley Business Center was constructed on a 15-acre site that was thought to be unbuildable for many years. Most recently used as a truck storage yard, the site was formerly a gravel mining operation that, after years of hydraulic drilling, contained undocumented and potentially dangerous materials. Xebec Realty Partners worked with teams of contractors, geologists and engineers to find a creative solution to build on the site and, in doing so, brought hundreds of jobs to the local community. Completed in December, both buildings are LEED Gold certified with 32-foot ceiling heights, large truck courts and unique loading qualities.

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 2017.

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BEST OFFICE PROJECT

NBC UNIVERSAL-CABLE

Location: 100 Universal City Plaza, Universal City  
Contractor: Sierra Pacific Constructors  
Architect: Ex Novo, Inc.

The design guidelines and philosophy of this project were created directly with Bonnie Hammer, chair of NBCUniversal. The design philosophy was to create an environment that was modern and innovative, yet architecturally pure in its execution of design so as to remain sophisticated but not ostentatious. Natural stones, pure metals, clean architectural lines and raw wood species were used throughout to achieve the design aesthetic. Gender neutrality was another key design philosophy and goal. The overall environment was carefully choreographed so as not to exclude any individual by using a neutral palette with gender-neutral accents. Another design philosophy was to create a collaborative workplace that promoted employees working together, sharing ideas, data and information. Glass front offices allowed for transparency within the space and diminished the “closed-door” policy. Informal touch-down areas were added to promote impromptu and spontaneous collaboration. Workstation panels were lowered and custom designed benches were created for one-to-one meetings.

NBC UNIVERSAL – E! ENTERTAINMENT

Location: 100 Universal City Plaza, Universal City  
Contractor: Sierra Pacific Constructors  
Architect: Ex Novo, Inc.

The objective for this project was to create a highly functioning studio and office space on the 30th floor of an office tower, while meeting the high demands of both production and support space. It was also important to develop a space that featured the E! brand and would photograph and film well on screen. Lastly, the corporate objective was to fit a large number of employees within a limited floor. The design philosophy was to create a space that met the functional needs of the office and production while designing interiors that were creative, innovative, functional and highly durable.
HERE’S TO OUR 2017 TOP PRODUCERS
...OUR NEWLY APPOINTED PRINCIPALS
...AND A JOB WELL DONE!

BROKER OF THE YEAR
SCOTT CASWELL
Industrial
818.444.4911

NEWLY APPOINTED PRINCIPAL
CHERI BLESSING
Retail
805.626.1240

NEWLY APPOINTED PRINCIPAL
COLE MARTENS
Multiples
818.444.4909

NEWLY APPOINTED PRINCIPAL
JARED SMITS
Office
818.444.4986

NEWLY APPOINTED PRINCIPAL
HUNTER WARNER
Industrial
818.933.0349

ASSOCIATE OF THE YEAR
ROOKIE OF THE YEAR
ERICA OWENS
Industrial
818.444.4912

SHERMAN OAKS
818.986.9800

CALABASAS
818.223.4388

WWW.LEE-ASSOCIATES.COM
CORPORATE ID: 857-1918MB

VENTURA COUNTY
805.626.1200

ANTELOPE VALLEY
818.223.4388
THE BUILDINGS AND FACADES AT THIS LARGER-THAN-USUAL STRIP MALL CENTER IN NORTH HOLLYWOOD NEEDED A MAJOR FACELIFT. KORNWASSER PUT THE RESOURCES BEHIND IT AND PARKER BROWN DID THE HEAVY LIFTING. A NEW 18,400-SQUARE-FOOT BUILDING HOUSES BLAZE PIZZA AND CHIPOTLE. PARKER BROWN DEMOLISHED A 15,000-SQUARE-FOOT BUILDING TO MAKE A NEW HOME FOR PETCO AND A 50-FOOT TOWER. THE PROJECT ALSO INCLUDES REMODELS AND FACADE WORK FOR CVS, LA FITNESS AND VALLARTA GROCERY STORE.

VICTORY PLAZA SHOPPING CENTER

Location: 12121 Victory Boulevard
Developer: Kornwasser
Contractor: Parker Brown
Architect: MCG Architecture

The buildings and facades at this larger-than-usual strip mall center in North Hollywood needed a major facelift. Kornwasser put the resources behind it and Parker Brown did the heavy lifting. A new 18,400-square-foot building houses Blaze Pizza and Chipotle. Parker Brown demolished a 15,000-square-foot building to make a new home for Petco and a 50-foot tower. The project also includes remodels and facade work for CVS, LA Fitness and Vallarta grocery store.
Specialization • Expertise • Results

Marcus & Millichap proudly honors its top commercial real estate investment professionals in Encino 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 2018.

Congratulations to our Brokerage Professionals Honored at the 2018 Commercial Real Estate Awards

Marcus & Millichap proudly honors its top commercial real estate investment professionals in Encino 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 2018.

To access the real estate investment market, contact the market leader.

Jeffrey Louks
Broker of the Year
Best Multifamily Sale
Multifamily

Gregory Harris
Institutional Property Advisors
Broker of the Year
Multifamily

Janette Monfared
Broker of the Year
Multifamily

Brandon Michaels
Best Land Sale
Retail/Office

Filip Niculete
Best Multifamily Sale
Multifamily

Martin Agnew
Best Office Sale
Best Medical Sale
Office & Industrial

Glen Scher
Best Multifamily Sale
Multifamily

Lonnie McDermott
Best Land Sale
Multifamily/Land

Brett Sanson
Best Multifamily Sale
Multifamily

Ryan Rothstein-Serling
Best Office Sale/Best Industrial Sale
Best Medical Sale/Best Retail Sale
Office/Industrial

Catherine Obrien
Best Multifamily Sale
Multifamily

Jonathan Erster
Best Multifamily Sale
Multifamily

Joshua Yammer
Rookie of the Year
Hospitality

Arash Memary
Best Multifamily Sale
Multifamily

Rose O’Sullivan
Best Industrial Sale
Office/Industrial

To access the real estate investment market, contact the market leader.

Jim Markel
Regional Manager
Encino - (818) 212-2700
Jim.Markel@marcusmillichap.com

Adam Christopherson
Division Manager
Encino - (818) 212-2700
Adam.Nichols@marcusmillichap.com

Offices throughout the U.S. and Canada

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UCLA HEALTH

Location: 15503 Ventura Blvd, Encino
Developer: Domino Realty
Contractor: Parker Brown
Architect: GP Architecture

UCLA Health has established an international reputation for developing new cancer therapies, providing the best in innovative and traditional treatment. The Encino office, built out by Parker Brown, is part of UCLA’s Jonsson Comprehensive Cancer Center, which is designated by the National Cancer Institute as one of only 45 comprehensive cancer centers in the United States. This was a job of more than 12,500 square feet at a cost of $2.5 million. In addition to the cancer specialties in the building, UCLA Health also offers general medicine, X-rays, ultrasound and dermatology and sees up to 150 patients a day with its staff of 50. The job created a custom cancer infusion area for up to 16 patients at a time. This is one of more than a dozen TI jobs that Parker Brown has done for UCLA Health as it increases its footprint in the Valley.

THE MIX AT HARMAN CAMPUS

Location: 500 Balboa Blvd., Northridge
Developer: Shubin/Nadal/DRA Advisors LLC
Contractor: Oltmans Construction
Architect: Ware Malcomb

The Mix at Harman Campus is a first-of-its-kind project that is a reimagined 44-acre corporate campus, in the geographical center of the San Fernando Valley, in the thriving and dynamic Northridge community. Its former assembly plants and industrial buildings have been transformed into an innovative consortium of creative offices and retail suites where employees can work, play and thrive. Wood beams and brick enclosed open air seating will be perfect for enjoying the easy California breeze as people nosh on culinary creations from an array of onsite restaurants. Campus activities like bocce ball, volleyball and walking trails will keep employees relaxed and energized.
BEST PUBLIC SECTOR PROJECT

CSUN ASSOCIATED STUDENTS SUSTAINABILITY CENTER

**Location:** 18111 Nordhoff St., Northridge
**Developer:** California State University, Northridge
**Contractor:** Gilbane Building Co.
**Architect:** Gensler

The Associated Students Sustainability Center at California State University, Northridge (CSUN) is a highly sustainable, multifunctional work and learning environment. Funded by CSUN’s Associated Students, the new Sustainability Center is a benchmark for higher education institutions on student-led sustainability initiatives, providing services and educational resources for recycling and sustainability to students as well as the larger community. The project includes a 5,000-square-foot recycling yard and 3,000 square feet of support spaces, including private offices, open workspaces, and a seminar room. Home to the university’s recycling operations and its Institute for Sustainability, the building itself highlights and contributes to the recycling and sustainability education efforts housed within. The Net Zero Energy facility features a 25 kilowatt photovoltaic system on the roof of the recycling center to offset the energy required to support the building’s administrative functions.

BEST REDEVELOPMENT PROJECT

BUNIM-MURRAY HEADQUARTERS

**Location:** 1015 Grandview Ave., Glendale
**Developer:** 2020 Acquisitions
**Contractor:** DBAC Inc.
**Architect:** IA Interior Architects

Reality television pioneer Bunim-Murray was looking for a corporate headquarters to consolidate four different offices in Van Nuys. It turned to 2020 Acquisitions to find, renovate and customize a studio campus. The result was a conversion of the Old Glendale college site in Glendale. The project consisted of a 58,000-square-foot multi-story building, a 49,000-square-foot one-story building (with underground parking) and a 350-car parking deck. The building was purchased by 2020 Acquisitions and completely gutted to the studs. The single-story creative building was then customized to include three studios, makeup rooms, a green room and space for over 300 editing and technical personnel. Additionally, the corporate headquarters was moved into the four-story building with all corporate functions run out of one office. The buildings are state-of-the-art with miles of high-speed wiring, special editing rooms with 100 percent soundproofing and other creative collaborative space.
**BEST SUSTAINABLE PROJECT**

**WILLIAM ROLLAND ART CENTER**

*Location:* 60 West Olsen Road, Thousand Oaks  
*Developer:* California Lutheran University  
*Contractor:* Staples Construction Co.  
*Architect:* Amador Whittle Architects Inc.

For most of the university’s history, the art facilities had been scattered among three of the campus’ oldest buildings (now torn down) including converted chicken coops and an uninspiring and outdated metal-roofed structure. The new two-story, 20,000-square-foot building on the Thousand Oaks campus brings all of the art classrooms and faculty offices under the same roof for the first time. The attractive architecture and glass design building blends with and complements the newer campus construction. The multimedia and art programs offer undergraduates gallery space for their own work, the latest equipment, as well as plenty of storage, work surfaces and natural light in the classrooms and offices. Each of the art center’s interior spaces has its own character and vibe all situated to enjoy the gorgeous views of the mountains and the surrounding area. It was designed with many environmentally friendly features.

**BEST TENANT IMPROVEMENT PROJECT**

**GELB GROUP**

*Location:* 6200 Canoga, Suite 201, Woodland Hills  
*Developer:* The Gelb Group  
*Contractor:* Parker Brown Inc.  
*Architect:* Tirado Design Associates

From the humblest of beginnings as a door-to-door holiday card salesman to an exceptional developer, business owner and restaurateur, Rickey Gelb is a San Fernando Valley legend. He made his commitment to the Valley when he put $1.3 million into a tenant improvement project for his company headquarters in Canoga Park. Parker Brown did the work on this 8,220-square-foot tenant build-out. This is a beautiful upscale project with modern space and an open layout, with open ceilings and glass partitions throughout most of the perimeter office walls, allowing the outside light to come into all areas of the space. There are tile and wood floors throughout. Parker Brown also did improvements of the entire second floor corridors and restrooms.
BROKER OF THE YEAR

In 2017, Gregory S. Harris closed 11 transactions, achieved a total sales volume of $478,195,000, earned the firm’s esteemed Chairman’s Club award and was recognized as one of the top retail real estate brokers nationwide by Real Estate Forum. Three of Harris’ largest transactions last year were the $141.4 million portfolio sale of The Villas & Overlook at Woodranch in Simi Valley; the $73.75 million sale of Paragon at Old Town in Monrovia; and the $69.5 million sale of IMT MetroPointe in Norwalk. He has significant experience selling institutional-grade multifamily investment properties.

MIKE JAMES
James Capital Advisors

In 2017, when he worked for Marcus & Millichap, Mike James closed 138 transactions, achieved a total sales volume of $503,018,000, earned the firm’s prestigious Chairman’s Circle of Excellence award and was recognized as one of the top retail real estate brokers nationwide by Real Estate Forum. James specializes in the sale of single-tenant property portfolios and closed a number of large portfolios, including an eight-property Walmart Neighborhood Markets portfolio for $95 million and a 20-property Sonic Drive-in portfolio sale-leaseback. He has significant experience selling net-leased investments and was among the top five net-leased investment professionals companywide in 2016 and the No. 4 net-leased investment professional as of November 30, 2017.

GREGORY HARRIS
Institutional Property Advisors, a division of Marcus & Millichap

Matt Heyn’s team completed over 111 leasing transactions in 2017 with over $288 million of total consideration and over 1.6 million square feet highlighted by signing over 375,000 square feet of lease transactions on behalf of Brookfield at Corporate Pointe at West Hills; 90,000 square feet on behalf of BlackLine Systems in Woodland Hills; and four transactions totaling over 146,000 square feet on behalf of Regus/Spaces.
ROOKIE OF THE YEAR

ERICA OWENS
Lee & Associates-LA North/Ventura

Erica Owens joined Lee & Associates as an associate from Delphi Business Properties, where she served as a broker's assistant in August 2016. With her DRE license in tow, Owens was ready to come into her own, and she didn’t lose any time doing so. As a team member paired with Lee Principal Scott Caswell, Owens has transacted nearly 600,000 square feet of sales and leases valued at just under $48 million in her first year at Lee & Associates.

JOSHUA YAMMER
Marcus & Millichap

Joshua Yammer joined Marcus & Millichap as an investment sales agent specializing in hospitality assets at the end of 2016. In his first year as an agent, he closed four transactions, including the sale of the prominent Breakers Hotel in Long Beach, and achieved a total sales volume of $51 million. Yammer was recently named a Rising Star by Marcus & Millichap’s Encino office, and has emerged as one of the brightest young agents in the area, creating a reputation for helping his clients achieve their real estate goals and maximize their investment returns.

DANA NIALIS
Colliers International

In the short time Dana Nialis has been in the commercial real estate industry, she has made remarkable strides toward becoming one of Colliers International’s top performing brokers in greater Los Angeles. In 2017, she closed 56 transactions totaling 215,312 square feet that, valued together, come to an impressive $37.2 million.
BEST INDUSTRIAL SALE

VITAL STATISTICS
Property Address: 9401 De Soto Avenue, Chatsworth
Area: 150,831 square feet
Deal Value: $23 million

When real estate investment trust Rexford Industrial hit a wall in efforts to sell a property it had purchased and renovated in Chatsworth in 2015, the L.A. firm called in Colliers’ premier industrial real estate team in North Los Angeles to get it done. Colliers brokers John DeGrinis, Patrick DuRoss and Jeff Abraham were hired after the property had been on the market for 18 months. Within 60 days of being awarded the assignment, Team DeGrinis’ marketing efforts paid off in a big way. Ultimately, the property, which Rexford originally bought for about $14 million just a couple years earlier, sold in November 2017 for $23 million to another investor.

VITAL STATISTICS
Property Address: Ontario
Area: 1.1 million square feet
Deal Value: $141.2 million

CBRE’s Darla Longo, Barbara Emmons Perrier and Rebecca Perlmutter Finkel completed the sale of the iconic Safari Business Center in Ontario, one of the largest industrial transactions in the Inland Empire last year. Rexford Industrial Realty Inc., a leading publicly traded industrial real estate firm in Southern California, purchased the property for approximately $141.2 million.

VITAL STATISTICS
Property Address: 101 W. Cochran St., Simi Valley
Area: 120,075 square feet
Deal Value: $13.2 million

Simi Valley Unified School District needed to acquire a new headquarters building to relocate and consolidate its administrative offices under one roof. Tingus and Fulkerson identified a property located about a mile from the school district’s previous location. The facility sat on seven acres and had all the elements the school district needed, including sound studios.
BEST INDUSTRIAL LEASE

VITAL STATISTICS
Property Address: 2430 Conejo Spectrum St., Thousand Oaks
Area: 116,570 square feet
Deal Value: $16,386,785

The team represented the landlord/developer Sares Regis Group, as well as the tenant, Atara Biotherapeutics, in this 116,570-square-foot, 15-year lease. The building will become Atara’s multi-product cellular therapy manufacturing facility and was pre-leased prior to groundbreaking. It was the first lease in the 505,000-square-foot business park under construction in Thousand Oaks. The build-out for the tenant involved significant modifications to the building, which required approvals from the city of Thousand Oaks. The team was integral in aligning the tenant’s needs with the landlord’s and city’s goals in order to pull this deal together.

VITAL STATISTICS
Property Address: 2400 Willow Lane, Thousand Oaks
Area: 55,907 square feet
Deal Value: $8,482,200

The team represented both the lessor, West Hollywood Partners, and the lessee, Harman Fitness, in re-purposing a popular fitness center that would continue to offer fitness amenities for the residents of Thousand Oaks. This facility had been occupied by the Bay Club. However, the Bay Club was revamping its facilities to include sports as well as fitness, and the facility would not accommodate expanded services.

VITAL STATISTICS
Property Address: 13034 Saticoy St., North Hollywood
Area: 195,000 square feet

When nail polish manufacturer OPI Products Inc. vacated its vast North Hollywood campus, David Young and Chad Gahr were put in charge of leasing out all 21 buildings – totaling 195,000 square feet and 11 acres.
The sale of Clarendon Crest presented investors with an opportunity to acquire a 44,648-square-foot institutionally maintained, boutique office property in vibrant and affluent Woodland Hills. The Agnew | Serling Group represented the buyer, who was completing a 1031 exchange. What made this transaction challenging was that the seller would not consider offers contingent on financing. That meant the brokers would have to present an all-cash offer but their buyer only had $5 million available at the time. Due to the high degree of competition for the asset, the Agnew | Serling Group helped the buyer source a bridge loan to make up the difference and presented the seller with an all-cash, non-contingent offer that was $250,000 over the listing price. Due to the Agnew | Serling Group’s expedited work, the team was able to get the buyer to approve moving forward, open escrow and complete the sale.

VITAL STATISTICS
Property Address: 22144 Clarendon Street, Woodland Hills
Area: 44,648 square feet
Deal Value: $10 million

MARTIN AGNEW
Marcus & Millichap
RYAN ROTHSTEIN-SERLING
Marcus & Millichap

As investors rushed to close tax-deferred 1031 transactions in the final months of 2017, Colliers International broker Patrick Barnes and his team negotiated the successful close of a San Fernando Valley property on a tight deadline with plenty of time to spare. The property, a five-story office building at 5900 N. Sepulveda Blvd. in Sherman Oaks, sold for more than $16.7 million to Grand Pacific 7-28 LLC, a development and investment entity with real estate holdings throughout the San Fernando Valley. The seller was an unidentified private investor.

VITAL STATISTICS
Property Address: 5900 N. Sepulveda Blvd., Sherman Oaks
Area: 78,237 square feet
Deal Value: $16,750,000

PATRICK BARNES
Colliers International
DAVID MALING
Colliers International
JACOB MUMPER
Colliers International

Glenridge’s office submarket has been improving steadily, in no small part due to the efforts of Todd Tydlaska, Michael Longo, Jesse Zarouk and Sean Sullivan of CBRE. One great example is the team’s success with the office property sale on 655 North Central Avenue in Glendale (a $179 million sale price for the 547,301-square-foot property).

VITAL STATISTICS
Property Address: 655 N. Central Ave, Glendale
Area: 547,301 square feet
Deal Value: $179 million

TODD TYDLASKA
CBRE
MICHAEL LONGO
CBRE
JESSE ZAROUK
CBRE
SEAN SULLIVAN
CBRE
Quest Diagnostics last year renewed its lease at its West Hills location for an additional five-year, five-month term. CBRE’s Matt Heyn and David Solomon represented the landlord Brookfield Opportunity Fund in the 199,535-square-foot, $33 million transaction at 8401 and 8403 Fallbrook Ave. Todd Doney of CBRE represented the tenant, Quest Diagnostics. The buildings have several features specific to Quest’s lab facilities. The campus presents abundant parking and convenient amenities such as an on-site breakfast and lunch cafe. Ultimately, this was a win-win for both parties as Quest successfully negotiated a very attractive extension package including a decent rental rate, substantial improvement allowance and reduced exposure to building improvements and code liabilities. In return, the landlord was able to secure a credit-worthy tenant for an extended period in a project, which at the time, was only 50 percent leased.

**VITAL STATISTICS**
Property Address: 8401 and 8403 Fallbrook Ave., West Hills
Area: 199,535 square feet
Deal Value: $33 million

City of Hope last year expanded its lease at the San Gabriel Corporate Campus in Irwindale by more than 30 percent to total approximately 300,000 square feet. CBRE’s Kevin Duffy, Natalie Bazarevitsch and Damon Feldmeth represented the landlord, MetLife Real Estate Investments, in the 75,000-square-foot, $15 million transaction at 4900 Rivergrade Road. David Gordon at Savills Studley represented City of Hope. The San Gabriel Corporate Campus is an LEED Gold-certified property featuring three separate buildings, totaling 693,164 square feet. The recent renovations include retractable glass doors, offering indoor/outdoor seating, multiple fountains, a fitness center, racquetball courts, an on-site cafeteria and a putting green.

**VITAL STATISTICS**
Property Address: 4900 Rivergrade Rd., San Gabriel Valley
Area: 75,000 square feet
Deal Value: $15 million

When Genesis Capital was acquired by Goldman Sachs Group, the company engaged Darren Casamassima, principal with Lee & Associates, to seek new offices and help to carry out a vision for the company’s expansion. Casamassima conducted a wide search before locating a space that met all of the tenant’s requirements. The new facility allows the company to double its headquarters space while remaining in the San Fernando Valley with numerous amenities in walking distance and a location that provides easy access throughout the Valley as well as the Westside.

**VITAL STATISTICS**
Property Address: 15301 Ventura Blvd. #700, Sherman Oaks
Area: 20,575 square feet
Deal Value: $6,106,974
BEST LAND SALE

VITAL STATISTICS
Property Address: 1757 Tapo Canyon Road, Simi Valley
Area: 10.69 acres/465,000 square feet
Deal Value: $10.5 million

The 10.69-acre site currently has a vacant 179,357 square feet, three-story office building on it. The property was marketed as a vacant building. However, the Colliers team saw an opportunity for redevelopment there. The Simi Valley market has very little demand for office, but tremendous demand for industrial space. The planned 230,000-square-foot spec industrial building will be the largest industrial facility in Simi Valley and will garner tenant interest from all parts of the San Fernando Valley and southern California. The building will boast Class A features and will be divisible down to 64,100 square feet.

CBRE

VITAL STATISTICS
Property Address: Needham Ranch, Santa Clarita
Area: 54 Acres total/phase 1 is 869,760 square feet

CBRE's Craig Peters and Doug Sonderegger facilitated the sale of Needham Ranch in August 2017 to Trammell Crow Co. The partners are also the leasing agents on Needham Ranch – TCC and Clarion Partners’ 50-acre business park in Santa Clarita. The project is the first phase of a larger 132-acre, fully entitled site approved for up to 4.2 million square feet of Class A industrial space.

CBRE

VITAL STATISTICS
Property Address: 6801 Canoga Avenue, Canoga Park
Area: 43,427 square feet
Deal Value: $10 million

6801 Canoga Avenue, a 43,427-net-square-foot mixed-use development opportunity, is ideally located in the high-demand submarket of Warner Center. Michaels and Mc Dermott represented the seller, generated multiple offers while marketing the asset. Ultimately, an international buyer was selected and completed the transaction, all cash.

Colliers

GOLD AWARD
JOHN DEGRINIS
Colliers International

PATRICK DUROSS
Colliers International

JEFF ABRAMAH
Colliers International

CBRE

SILVER AWARD
CRAIG PETERS
CBRE

DOUG SONDEREGGER
CBRE

BRONZE AWARD
BRANDON MICHAELS
Marcus & Millichap

LONNIE MCDERMOTT
Marcus & Millichap
THE LEE & ASSOCIATES TEAM LED BY WARREN BERZACK SUCCESSFULLY MANAGED THIS TRANSACTION FOR A MULTIFAMILY PORTFOLIO THAT SPANNED SEVERAL CITY BLOCKS. THE SELLER, DON WILSON BUILDERS, HAD DEVELOPED THE BUILDINGS AND OWNED THEM SINCE THE 1960S. THE PROPERTIES INCLUDED TOWNHOMES AND TRADITIONAL APARTMENT BUILDINGS. BERZACK AND HIS TEAM SUCCESSFULLY IDENTIFIED AND TARGETED THE MOST LIKELY BUYERS AND CLOSED THE TRANSACTION WITH A JOINT VENTURE THAT INCLUDED AN AFFILIATE OF BOSTON-BASED ROCKPOINT GROUP AND STRATEGIC HOUSING PARTNERS, AN AFFILIATE OF COASTLINE REAL ESTATE ADVISORS. THIS BUYER WAS WELL EQUIPPED NOT ONLY TO PURCHASE SUCH AN EXTENSIVE PROPERTY, BUT ALSO HAD THE WHERewithAL TO UPGRADE AND MODERNIZE IT WHILE PRESERVING THE HISTORIC, CRAFTSMAN-STYLE BUILDINGS FOR THE COMMUNITY.

VITAL STATISTICS

Property Address: Park Anza 23418-23818 Anza Ave;
Park Vista 2525-2745 and 2811 West 235th St.; Park Yukon 16635-16733 Yukon Ave., Torrance
Area: 740,394 square feet / 506 units
Deal Value: $178 million

GOLD
AWARD
WARREN BERZACK
Lee & Associates-
LA North/Ventura

WARREN BERZACK
Lee & Associates-
LA North/Ventura

ALTON BURGESS
Lee & Associates-
LA North/Ventura

TRAVIS HAINING
Lee & Associates-
LA North/Ventura

THE KELLER WILLIAMS TEAM OF MICHAEL KOSHET AND DAVID COHEN LED THIS OFF-MARKET TRANSACTION WITH A TOTAL SALE VALUE OF $59 MILLION. THIS SIGNIFICANT SALE SET NEW PRICE-PER-DOOR AND PRICE-PER-SQUARE FOOT Records IN THE CITY OF BURBANK. BOTH SIDES WERE REPRESENTED IN THE TRANSACTION BY KOSHET. THE PROPERTY Contains 145 non-rent-controlled units across two buildings (operating as one) at 211 and 235 N. Valley St. in Burbank, otherwise known as “The Village at Toluca.” The seller was an unidentified private investor.

VITAL STATISTICS

Property Address: 211 N. Valley St., Burbank
Area: 151,000 square feet
Deal Value: $59 million

SILVER
AWARD
MICHAEL KOSHET
Keller Williams Commercial

MICHAEL KOSHET
Keller Williams Commercial

DAVID COHEN
Keller Williams Commercial

THE IMT GRANADA POINTE TOWNHOMES PROPERTY WAS INITIALLY LISTED BY ANOTHER BROKERAGE WHERE IT SAT UNSOLD FOR QUITE SOME TIME. WHEN THE LISTING EXPIRED, THE SELLER CALLED IN MARCUS & MILLICHAP’S JEFF LOUKS TO BE THEIR CLOSER. LOUKS AND HIS TEAM MADE THREE HYPER-TARGETED CALLS TO THE MOST PROBABLE BUYERS AND QUICKLY GENERATED THREE STRONG OFFERS. A NEW YORK-BASED ENTITY THAT HAD RECENTLY ACQUIRED A DIFFERENT IMT PROPERTY THROUGH MARCUS & MILLICHAP ULTIMATELY PURCHASED THE ASSET FOR JUST OVER $19.5 MILLION.

VITAL STATISTICS

Property Address: 11541 Blucher Ave., Granada Hills
Area: 77,099 square feet
Deal Value: $19,525,000

BRONZE
AWARD
JEFF LOUKS
Marcus & Millichap

JEFF LOUKS
Marcus & Millichap

GLEN SCHER
Marcus & Millichap

BRETT SANSON
Marcus & Millichap

CATHHERINE O’BRIEN
Marcus & Millichap
MARCH 19, 2018

BEST MEDICAL SALE

VITAL STATISTICS
Property Address: 8211 Remmet Ave., Canoga Park
Area: 10,272 square feet
Deal Value: $3,150,000

8211 Remmet Avenue, a 10,272-square-foot medical office property in Canoga Park, was owned and occupied by Omnipath Diagnostics, a multi-specialty pathology laboratory that provides services to physicians and patients. The owner was downsizing, therefore hired the Agnew | Serling Group to market the property for sale. The brokers ended up going under contract with the Multicultural Learning Center, a local charter school in the area. Due to the fact that the buyer's use was not permitted by the existing zoning, the brokers had to structure a due diligence period that would allow the buyer to get a conditional use permit prior to closing. The Agnew | Serling Group worked with the buyer's team to get through this process. Through the creative structure of escrow, the Agnew | Serling Group was able to get the seller his price and give the Multicultural Learning Center the ability to expand their sixth-through eighth-grade program.

MARTIN AGNEW
Marcus & Millichap

RYAN ROTHSTEIN-_SERLING
Marcus & Millichap

GOLD AWARD

Corporate Office: 1800 Avenue of the Stars, Suite 1400 Los Angeles, California • 90067 • Tel (310) 203-9199

TOPA is proud to recognize the following leasing professionals who successfully completed over 430,000 sf of commercial and retail lease transactions in 2017

Paul Asher
BCI Realty

John Alle
John Alle Company

Adam Seltzer
CBRE

Andrew Tagawa
JLL

Bill Clark
CBRE

Dan Sanchez
JLL

Jim Schooffield
CBRE

Ryan Bright
JLL

John LaSpada
CBRE

Troy Freeman
JLL

Michelle Esquivel
CBRE

Keenan Sue
LA Realty Partners

Tom Dwyer
CBRE

Lisa St. John
LA Realty Partners

Kalani Schrader
CBRE

Monty Richardson
LA Realty Partners

Luke Palmo
CBRE

David Kim
Lee & Associates

Liam Murphy
Cushman & Wakefield

Mazirow Commercial

Mike DeSantis
Cushman & Wakefield

McDevitt Company

Paul Perelle
Cushman & Wakefield

Rick Chancellor
McDevitt Company

Greg Palazzo
Denbo Realty

William Kiefer
NAI Capital

Chuck Dembo
Daum Commercial

Brad Feld
Newmark Grubb Knight Frank

Liam Murphy
Hayes Commercial Group

Jay Luchs
Newmark Grubb Knight Frank

Tucker Hughes
Hughes Marino

Ryan Harding
Newmark Grubb Knight Frank

Andrew Jennison
Industry Partners

Steve Salas
Newmark Grubb Knight Frank

Travis Landrum
Industry Partners

Paul Asher
BCI Realty

John Alle
John Alle Company

Adam Seltzer
CBRE

Andrew Tagawa
JLL

Bill Clark
CBRE

Dan Sanchez
JLL

Jim Schooffield
CBRE

Ryan Bright
JLL

John LaSpada
CBRE

Troy Freeman
JLL

Michelle Esquivel
CBRE

Keenan Sue
LA Realty Partners

Tom Dwyer
CBRE

Lisa St. John
LA Realty Partners

Kalani Schrader
CBRE

Monty Richardson
LA Realty Partners

Luke Palmo
CBRE

David Kim
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Ryan Harding
Newmark Grubb Knight Frank

Andrew Jennison
Industry Partners

Steve Salas
Newmark Grubb Knight Frank

Travis Landrum
Industry Partners

Damian Everest
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Rob Ury
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Jeff Mintz
Westward Commercial

Darin Arrasmith
Commercial Asset Advisors

Sean Tadaki
Colliers International

Brandon Bera
HI Commercial Real Estate

Josh Arango
HI Commercial Real Estate

Victor Arcayena
Strategent, Inc.

Julie Janowski
Strategent, Inc.

Steven Marcus
Vonlee Cham & Assoc.

On the Cover:
 установленный недвижимость, возмущающий мудрость
Andrew’s Plaza, a 21,973-square-foot shopping center in North Hollywood, was originally sold by the Agnew | Serling Group in August 2016 to Elijah 27 LLC, which purchased the asset all cash to complete the upleg of a 1031 exchange. The Agnew | Serling Group also coordinated financing. After the sale, the brokers worked with the buyer to stabilize the asset, which included sourcing two additional tenants, renegotiating the leases and terms of five existing tenants and completing cosmetic improvements to the property. Once Andrew’s Plaza was stabilized, the brokers listed the property for sale and generated over 20 offers through their marketing efforts. After holding a best and final, the team received a non-contingent offer for $9,826,000, $226,000 above list price, with a $500,000 deposit and completed the transaction in August 2017.

**VITAL STATISTICS**

Property Address: 11305-11335 Magnolia Boulevard and 5215 Bakman Ave., North Hollywood  
Area: 21,973 square feet  
Deal Value: $9,826,000

In this transaction, a private local investor bought Oak Park Shopping Center, one of the largest centers in the area, for approximately $28.28 million. CBRE’s Alex Kozakov, Patrick Wade and CBRE’s local market experts Larry Tanji and Scott Siegel represented the seller, New Oak Park, LLC, in the deal. The shopping center, located on Lindero Canyon Road, is approximately 74,300 square feet of gross leasable area and shadow-anchored by CVS Pharmacy. The property was sold at approximately $380 per square foot. The center is currently 98-percent occupied.

**VITAL STATISTICS**

Property Address: 702-706 Lindero Canyon Rd., Oak Park  
Area: 74,300 square feet  
Deal Value: $28.28 million

3427 and 3411 Foothill Boulevard closed above the market price to a developer in a 1031 exchange. The buyer was drawn to the asset for its prime location on a signalized corner and for the opportunity of future redevelopment. The listing agents, Marcus & Millichap’s David Ridgway and Dimitry Orlov, were able to demonstrate the long-term value and development potential the property offered to the buyer, who plans to hold the property for five years before exploring building a mixed-use project.

**VITAL STATISTICS**

Property Address: 3427 and 3411 Foothill Boulevard, Glendale  
Area: 13,619 square feet  
Deal Value: $6,102,000

CBRE

ALEX KOZAKOV  
CBRE

PATRICK WADE  
CBRE

LARRY TANJI  
CBRE

DAVID RIDGWAY  
Marcus & Millichap

DIMITRY ORLOV  
Marcus & Millichap
Best Retail Lease

Recreational Equipment Inc. signed a 43,000-square-foot, 10-year lease for an undisclosed amount at Burbank Empire Center. The retail complex, located at 1800 West Empire Ave. in Burbank, is REI’s first flagship store in Los Angeles County. CBRE’s Geoff Martin and Ryan Burnett represented both the landlord, Principal Real Estate Investors, and the tenant in the transaction. REI will occupy the entire freestanding former Sports Authority building located at the entrance to the shopping center. Anchor tenants at the site include Lowe’s, Target, Best Buy, Nordstrom Rack, T.J. Maxx, Marshalls and Michael’s. Burbank Empire Center is currently undergoing a major remodel in anticipation of REI opening in late August.

Gourmet and specialty food retailer Bristol Farms opened a new store in Woodland Hills—the store’s only location in the San Fernando Valley. CBRE’s Tim Genske represented the grocery chain in the 30,501 square-foot lease. Patrick Conway represented the landlord, Regency Centers. The property, located at the El Camino Shopping Center on 23381 Mulholland Drive, sits adjacent to Interstate 101, allowing the store to evenly service the communities of Woodland Hills, Calabasas and West Hills while the freeway proximity allows for easy access for customers from as far as Encino, Tarzana, Agoura and Westlake Village.
AT THE EVENT

1. Many representatives of Marcus & Millichap attended.

2. Representatives of Lee & Associates pick up their awards from Business Journal Publisher Charles Crumpley, right.

3. Jacob Mumper and Kevin Ferenbach of Colliers International.

4. Paul Stockwell and Alexa Neustreede of CBRE.

5. Real estate professionals networking before the awards event.

6. Scott Brown, left, and John Parker, right, of Parker Brown with the Business Journal’s Khaled Abdelwahed.

7. Brokers Michael Koshet and David Cohen of Keller Williams with their awards.