

THE LIST

COMMERCIAL REAL ESTATE BROKERAGE FIRMS

Ranked by 2019 L.A. County sales and lease deals

▶ **NEXT WEEK**

Charitable Foundations/Trusts

Rank	Company • name • address • website	L.A. Deals Value • 2019 total • 2018 total (in millions)	L.A. Deals Breakdown • 2019 leases • 2019 sales (in millions)	Commercial Brokers • L.A. County • total	Sales and Leasing Services (partial list)	Profile • offices (L.A./total) • headquarters	Top Local Executive • name • title • phone	
1	 CBRE Group Inc. 400 S. Hope St., 25th Floor Los Angeles 90071 cbre.com	\$20,190 \$14,256	\$11,787 \$8,403	345 NA	office, retail, industrial, medical, apartment, tenant/landlord rep., investment property, lease administration, hospitality	7/530 Los Angeles	Lewis Horne President, Pacific Southwest (Southern California, Arizona and Hawaii) (213) 613-3333	
2	 Cushman & Wakefield 900 Wilshire Blvd., Suite 2400 Los Angeles 90017 cushmanwakefield.com	12,200 8,000	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/landlord rep., investment property, lease administration, hospitality, land	4/400 Chicago	Dan Broderick President, West Region (213) 955-5100	
3	 Newmark Knight Frank 700 S. Flower St., Suite 2500 Los Angeles 90017 ngkf.com	9,701 8,908	3,347 6,354	99 NA	office, retail, industrial, medical, apartment, tenant/landlord rep., investment property, lease administration, hospitality, valuation	5/400 New York	Phil Brodtkin EVP, Managing Director (213) 596-2222	
4	 Savills Inc. 777 Figueroa St., 30th Floor Los Angeles 90017 savills.us	8,576 7,848	7,118 1,458	51 NA	office, retail, industrial, tenant/landlord rep., investment property, lease administration, hospitality	2/41 New York	Mark Sullivan Vice Chairman, Western Region Lead (213) 553-3800	
5	 Jones Lang LaSalle Inc. 515 S. Flower St. Los Angeles 90071 us.jll.com	8,133 7,790	3,577 4,557	190 6,351	office, retail, industrial, medical, apartment, tenant/landlord rep., investment property, lease administration, hospitality, capital markets, workplace strategy	6/300 Chicago	Peter Belisle Market Director (213) 239-6000	
6	 Eastdil Secured 100 Wilshire Blvd., Suite 1500 Santa Monica 90401 eastdilsecured.com	6,733 3,183	NA NA	NA NA	office, retail, industrial, medical, apartment, investment property, hospitality, land	1/15 New York	Benjamin Lambert Chairman (310) 526-9000	
7	 Colliers International Inc. 865 S. Figueroa St., Suite 3500 Los Angeles 90017 colliers.com/greaterlosangeles	4,821 4,172	NA NA	156 5,615	office, retail, industrial, medical, apartment, tenant/landlord rep., investment property, lease administration, hospitality	10/443 Toronto	Gil Borok CEO, President, United States (213) 627-1214	
8	 Lee & Associates Commercial Real Estate Services 26565 W. Agoura Road Calabasas 91302 lee-associates.com	4,715 5,322	1,965 2,465	389 1,061	office, retail, industrial, medical, apartment, tenant/landlord rep., investment property, hospitality, land, property management	8/65 Calabasas	Jeffrey Rinkov CEO (818) 812-1208	
9	 Marcus & Millichap Inc. 23975 Park Sorrento, Suite 400 Calabasas 91302 marcusmillichap.com	4,142 NA	100 4,042	255 1,925	office, retail, industrial, medical, apartment, investment property, hospitality	4/80 Calabasas	Hessam Nadj CEO, President (818) 212-2250	
10	 Cresa 11726 San Vicente Blvd., Suite 500 Los Angeles 90049 cresa.com	3,947 4,366	3,409 538	NA NA	office, industrial, medical, tenant/landlord rep., investment property, project management, capital markets advisory, incentives, site selection consulting	4/62 Washington D.C.	Gerald Porter Founding Principal (310) 207-1700	
11	 NAI Capital Commercial 15821 Ventura Blvd., Suite #320 Encino 91436 naicapital.com	3,592 3,396	NA NA	124 NA	office, retail, industrial, medical, apartment, tenant/landlord rep., investment property, lease administration, hospitality	7/15 Encino	Timothy Foutz CEO (818) 905-2400	
12	 Beitler Commercial Realty Services 825 S. Barrington Ave. Los Angeles 90049 beitler.com	2,060 2,257	NA NA	42 71	office, retail, industrial, medical, apartment, tenant/landlord rep., investment property, lease administration, hospitality	3/6 Los Angeles	Barry Beitler President (310) 820-2955	
13	 Daum Commercial Real Estate Services 801 S. Figueroa St., Suite 600 Los Angeles 90017 daumcommercial.com	1,750 1,926	780 970	98 145	office, retail, industrial, medical, apartment, tenant/landlord rep., investment property, lease administration, hospitality	6/10 Los Angeles	Michael Nubel CEO, President (213) 625-3286	
14	 Madison Partners 12121 Wilshire Blvd., Suite 900 Los Angeles 90025 madisonpartners.net	1,689 ¹ 1,689	NA NA	14 NA	office, retail, industrial, medical, apartment, investment property, lease administration	1/1 Brentwood	Bob Safai President (310) 820-5959	
15	 Industry Partners 2341 Michigan Ave. Santa Monica 90404 industrypartners.com	1,450 1,381	479 971	16 NA	office, retail, industrial, tenant/landlord rep., investment property, creative office space, adaptive reuse and property repositioning	1/1 Santa Monica	Jim Jacobsen President, Founding Partner (310) 395-5151	

¹ Business Journal estimate.
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Researched by Joshua Niv

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16	 SVN 10940 Wilshire Blvd., Suite 1600 Los Angeles 90024 lasvn.com	\$1,200 \$1,600	NA NA	73 NA	office, retail, industrial, medical, apartment, tenant/landlord rep., investment property, lease administration, hospitality	3/230 Burbank	David Rich Managing Partner (310) 979-0800	
17	 L.A. Realty Partners 2029 Century Park East, Suite 515 Los Angeles 90067 larealtypartners.com	963 ¹ 963	NA NA	NA NA	office, retail, industrial, medical, tenant/landlord rep., investment property, creative office space, adaptive reuse and property repositioning	1/1 Los Angeles	Rick Buckley Managing Principal (310) 407-3400	
18	 Bailes & Associates Inc. 10990 Wilshire Blvd., Suite 440 Los Angeles 90024 bailesre.com	827 ¹ 827	NA NA	12 NA	office, industrial, investment property, lease administration	1/2 Los Angeles	Leonard Bailes President (310) 445-4300	
19	 Kidder Mathews 601 S. Figueroa St., Suite 2700 Los Angeles 90017 kidder.com	699 285	361 338	67 445	office, retail, industrial, medical, apartment, tenant/landlord rep., investment property, hospitality, consulting, corporate services, healthcare, life science	4/22 Seattle	Robert Thornburgh Regional President (213) 421-1400	
20	 Hughes Marino Inc. 11150 Santa Monica Blvd., Suite 850 Los Angeles 90025 hughesmarino.com	680 ¹ 680	NA NA	NA NA	office, industrial, tenant/landlord rep., lease administration	2/8 San Diego	Jason Hughes CEO, Chairman (310) 277-3211	
21	 Berkadia 11111 Santa Monica Blvd., Suite 400 Los Angeles 90025 berkadia.com	514 ¹ 514 ¹	NA NA	NA NA	apartment, debt, equity	3/55 New York	Ed Zimble Senior Managing Director (310) 470-4883	
22	 Re/Max Commercial & Investment Realty 63 Malaga Cove Plaza Palos Verdes Estates 90274 remaxcir.com	450 548	NA NA	22 22	office, retail, industrial, apartment, tenant/landlord rep., investment property, lease administration	2/2 Rolling Hills Estates	Steve Lampe President, Owner (310) 802-2500	
23	 Westmac Commercial Brokerage Co. 1515 S. Sepulveda Blvd. Los Angeles 90025 westmac.com	421 299	99 323	25 25	office, retail, industrial, medical, apartment, tenant/landlord rep., investment property, mixed use development, mobile business parks	1/1 Los Angeles	Christian Holland Managing Director (310) 478-7700	
	 First Property 8447 Wilshire Blvd., Suite 425 Beverly Hills 90211 firstproperty.com	421 411	312 109	11 11	office, retail, industrial, medical, apartment, tenant/landlord rep., investment property, consulting, valuation, expert witness	1/1 Beverly Hills	Jeffrey Resnick President (310) 789-1900	
25	 illi Commercial Real Estate 17547 Ventura Blvd., Suite 304 Encino 91316 illicre.com	416 389	250 166	28 28	office, retail, industrial, apartment, tenant/landlord rep., investment property, lease administration, property management, triple net accounting	2/3 Encino	Todd Nathanson President (818) 501-2212	
26	 Commercial Asset Group Inc. 1801 Century Park East, Suite 1550 Los Angeles 90067 cag-re.com	357 269	92 265	12 NA	office, retail, industrial, medical, apartment, tenant/landlord rep., investment property	1/1 Los Angeles	David Ickovics Principal (310) 275-8222	
27	 Told Partners Inc. 5940 Variel Ave. Woodland Hills 91367 told.com	346 382	225 121	16 16	office, retail, industrial, medical, tenant/landlord rep., investment property	1/1 Woodland Hills	Vincent Hall President (818) 593-3800	
28	 Klabin Co. 19700 S. Vermont Ave., Suite 100 Torrance 90502 klabin.com	295 404	184 112	16 16	office, industrial, tenant/landlord rep., investment property, lease administration	1/1 Torrance	David Prior Senior Managing Principal (310) 329-9000	
29	 Investment Real Estate Associates 16501 Ventura Blvd., Suite 448 Encino 91436 irea.com	274 389	NA 274	8 8	office, retail, industrial, apartment, investment property, hospitality	1/1 Encino	Jonathan Krikorian Partner (818) 386-6888	
30	 Avison Young 555 S. Flower St., Suite 3200 Los Angeles 90071 avisonyoung.com	272 417	150 122	40 NA	office, retail, industrial, medical, apartment, tenant/landlord rep., investment property, lease administration, hospitality, transaction management	4/120 Toronto	Christopher Cooper Principal, Regional Managing Director (213) 935-7430	

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31		BRC Advisors Inc. 9100 Wilshire Blvd., Suite 880 West Tower Beverly Hills 90212 brcadvisors.com	\$219 ¹ \$219 ¹	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/landlord rep., investment property, hospitality, asset and property management	3/3 Los Angeles	Sam Grayeli CEO (310) 525-3700	
32		Delphi Business Properties Inc. 7100 Hayvenhurst Ave., Suite 211 Van Nuys 91406 go2delphi.com	154 87	108 46	13 13	office, industrial, tenant/landlord rep., investment property, lease administration, property management	1/1 Van Nuys	Jeff Puffer CEO, President (818) 780-7878	
33		Centers Business Management 1517 S. Sepulveda Blvd. Los Angeles 90025 cbm1.com	148 ¹ 148	NA NA	14 NA	retail, tenant/landlord rep., investment property, lease administration, property management	3/5 Los Angeles	Rick Rivera President (310) 575-1517	
34		Stevenson Real Estate Services 1111 N. Brand Blvd., Suite 200 Glendale 91202 stevensonrealestate.com	144 251	53 91	13 13	office, retail, industrial, medical, apartment, tenant/landlord rep., investment property, land	1/1 Glendale	Randy Stevenson President (818) 956-7001	
35		Kennedy-Wilson Properties Ltd. 151 S. El Camino Drive Beverly Hills 90212 kennedywilson.com	127 248	65 61	13 NA	office, retail, industrial, medical, tenant/landlord rep., investment property, lease administration, commercial brokerage, corporate services	1/14 Beverly Hills	Ed Sachse President (310) 887-6400	
36		Arbor Realty 180 S. Lake Ave., Suite 205 Pasadena 91101 arcainc.us	85 ¹ 85	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/landlord rep., investment property, lease administration, hospitality, advisory	1/1 Pasadena	Matthew Dobson Broker Officer, Managing Partner Joshua Levy Managing Partner (323) 515-8302	

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