

THE LIST

COMMERCIAL REAL ESTATE BROKERAGE FIRMS

Ranked by 2022 Valley-area sales and lease deal













► NEXT ISSUE  
Chambers of Commerce,  
Charitable Foundations

Rank		Company • name • address • website	Valley Deal Values (\$ in millions)		Commercial Agents • Valley-area • total	Sales and Leasing Services	Profile • offices (Valley/total) • headquarters	Top Local Executive • name • title • phone	
			• 2022 • 2021	• 2022 leases • 2022 sales					
1		<b>CBRE Group Inc.</b> 5921 Owensmouth Ave. Woodland Hills 91367 cbre.com	<b>\$3,475</b> \$3,400	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	2/530 Dallas	Dean Hunt Executive Managing Director, LA North (818) 251-3600	
2		<b>Newmark</b> 24025 Park Sorrento Suite 480 Calabasas 91302 ngkf.com	<b>2,130</b> <sup>1</sup> 2,130	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality, property management, project management, consulting services, valuation & appraisal	NA/400 New York	Barry Gosin CEO (213) 596-2222	
3		<b>Eastdil Secured</b> 100 Wilshire Blvd., Suite 1500 Santa Monica 90401 eastdilsecured.com	<b>1,574</b> <sup>1</sup> 1,574	NA NA	NA NA	office, retail, industrial, medical, apartment, investment property, hospitality, land	NA/16 New York	Roy March CEO (310) 526-9000	
4		<b>Beitler Commercial Realty Services</b> 16300 Ventura Blvd., Suite 100 Encino 91436 beitler.com	<b>1,275</b> <sup>1</sup> 1,275 <sup>1</sup>	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	NA/6 Los Angeles	Ron Kassin EVP, Managing Director (818) 501-5001	
5		<b>Marcus &amp; Millichap Inc.</b> 23975 Park Sorrento, Suite 400 Calabasas 91302 marcusmillichap.com	<b>1,212</b> <sup>1</sup> 1,212	NA NA	NA NA	office, retail, industrial, medical, apartment, investment property, hospitality	NA/82 Calabasas	Hessam Nadji CEO, President (818) 212-2700	
6		<b>NAI Capital Commercial</b> 15821 Ventura Blvd., Suite 320 Los Angeles 91436 naicapital.com	<b>1,092</b> <sup>1</sup> 1,092 <sup>1</sup>	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	NA/13 Encino	Chris Jackson CEO (818) 905-2400	
7		<b>Daum Commercial Real Estate Services</b> 21820 Burbank Blvd., Suite 130 Woodland Hills 91367 daumcommercial.com	<b>688</b> 625	313 375	20 145	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	3/11 Los Angeles	Chad Jacobson COO, Branch Manager (818) 887-3600	
8		<b>Kidder Mathews</b> 15260 Ventura Blvd, Ste 1440 Sherman Oaks 91403 kidder.com	<b>687</b> 498	155 533	19 500	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality, consulting, corporate services, healthcare, life science, debt & equity finance, land	1/20 Seattle	Jim Kruse Regional President, Brokerage, Greater Los Angeles (818) 867-9010	
9		<b>SVN</b> 15250 Ventura Blvd., Suite 520 Sherman Oaks 91403 lasvn.com	<b>625</b> 675	NA NA	34 2,100	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	NA/228 Burbank	David Rich Managing Partner (310) 979-0800	
10		<b>Lee &amp; Associates Commercial Real Estate Services</b> 26565 W. Agoura Road Calabasas 91302 lee-associates.com	<b>605</b> <sup>1</sup> 605 <sup>1</sup>	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, hospitality, land, property management	NA/65 Calabasas	Mike Tingus President (818) 223-4380	
11		<b>Colliers</b> 6324 Canoga Avenue, Suite 100 Woodland Hills 91367 colliers.com	<b>450</b> 408	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality, real estate management, valuation, workplace advisory	NA/480 Toronto	Jodie Poirier Executive Managing Director (818) 905-5800	
12		<b>illi Commercial Real Estate</b> 5990 Sepulveda Blvd., Suite 600 Sherman Oaks 91411 illiecre.com	<b>278</b> <sup>1</sup> 278	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, investment sales, property management, asset management, triple net accounting, financial only services	NA/4 Sherman Oaks	Todd Nathanson President (818) 501-2212	
13		<b>Told Partners Inc.</b> 5940 Variel Ave. Woodland Hills 91367 told.com	<b>277</b> <sup>1</sup> 277 <sup>1</sup>	NA NA	NA NA	office, retail, industrial, medical, tenant/landlord rep, investment property	NA/1 Woodland Hills	Vincent Hall President (818) 593-3800	

<sup>1</sup> Business Journal estimate.  
NA - Not Available Note: Information has been provided by representatives of the companies. Firms are ranked by Valley-area sales and lease deals in 2022. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions to [research@sfbvj.com](mailto:research@sfbvj.com). ©2023 San Fernando Valley Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Media (877) 652-5295.

Researched by Andrew Crowley

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14		<b>Spectrum Commercial Real Estate Inc.</b> 28392 Constellation Road Valencia 91355 spectrumcre.com	<b>\$223<sup>1</sup></b> \$223	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, Property Management	NA/5 Valencia	Yair Haimoff Executive Managing Director (661) 306-9600	
15		<b>Berkadia</b> 6320 Canoga Ave., Suite 950 Woodland Hills 91367 berkadia.com	<b>179<sup>1</sup></b> 179 <sup>1</sup>	NA NA	NA NA	apartment, debt, equity	NA/65 New York	Mary Ann King Co-Head of Investment Sales (818) 615-1601	
16		<b>Delphi Business Properties Inc.</b> 7100 Hayvenhurst Ave., Suite 211 Van Nuys 91406 go2delphi.com	<b>168<sup>1</sup></b> 168 <sup>1</sup>	NA NA	NA NA	office, industrial, tenant/landlord rep, investment property, lease administration, property management	NA/1 Van Nuys	Jeff Puffer CEO, President (818) 780-7878	
17		<b>Stevenson Real Estate Services</b> 1111 N. Brand Blvd., Suite 250 Glendale 91202 stevensonrealestate.com	<b>141<sup>1</sup></b> 141	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, land	NA/1 Glendale	Randy Stevenson President (818) 956-7001	
18		<b>Equity Union Real Estate<sup>2</sup></b> 13412 Ventura Blvd., Suite 350 Sherman Oaks 91423 equityunion.com	<b>125<sup>1</sup></b> 125 <sup>1</sup>	NA NA	NA NA	office, retail, industrial, apartment, tenant/landlord rep, investment property	4/8 Sherman Oaks	Harma Hartouni CEO (818) 989-2000	
19		<b>IREA</b> 16501 Ventura Blvd., Suite 448 Encino 91436 irea.com	<b>103<sup>1</sup></b> 103 <sup>1</sup>	NA NA	NA NA	office, retail, industrial, apartment, investment property, hospitality	NA/1 Encino	Jonathan Krikorian Partner (818) 386-6888	
20		<b>Charles Dunn Co. Inc.</b> 21243 Ventura Blvd, Suite 122 Woodland Hills 91364 charlesdunn.com	<b>69<sup>1</sup></b> 69 <sup>1</sup>	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration	NA/3 Los Angeles	Karina Beltran Regional VP (818) 760-0172	

<sup>1</sup> Business Journal estimate.<sup>2</sup> Formerly Keller Williams Realty Encino-Sherman Oaks; no longer part of Keller Williams.

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