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TOP COMMERCIAL REAL ESTATE BROKERS



2009

THE LIST

COMMERCIAL REAL ESTATE BROKERS 2009

Alphabetical Directory

Company • name • address	Value of Deals (in millions) 2008 total Leases 2008/2007 Sales 2008/2007	# of Commercial Brokers • SFV • L.A. County	Services Offered (partial list)	Profile SFV/L.A. offices • headquarters • year founded	Top Local Executive • name • title • phone
Beitler Commercial Realty Services 15165 Ventura Blvd. Ste. 300 Sherman Oaks 91403	\$467 \$247/\$272 \$220/\$224	21 78	office, industrial, retail, tenant/landlord representation, corporate services, lease administration	1/4 Los Angeles 1979	Barry Beitler President (818) 501-5001
CB Richard Ellis, Inc. 111 Universal Hollywood Drive, 27th Floor Universal City 91608	935 430/738 505/1,441	43 336	agency leasing, tenant representation, investment, appraisal, property and asset management, project management, debt and equity financing	1/6 Los Angeles 1906	Richard Bright Sr Managing Director (818) 502-6700
Centers Business Management 17030 Ventura Blvd. #200 Encino 91316	68 46/48 22/21	7 11	retail shopping center leasing, sales and property management services	1/1 Los Angeles 1987	Rick Rivera President/CEO 818-380-9966
Charles Dunn Company. 12001 Ventura Pl. Ste. 201 Studio City 91604	54 28/24 26/25	16 16	office, retail, industrial, landlord/tenant representation, investment, property management, consulting sales and leasing	2/2 Los Angeles 1921	Dennis J. Slattery Exec. Managing Officer (818) 358-1800
Coldwell Banker Comm. North County 801 North Brand Blvd., Suite 180 Glendale 91203	109 64/48 45/102	18 18	acquisition and disposition, investment analysis, valuation and asset services and national corporate services	1/1 Glendale 2006	Greg C Barsamian Executive VP (818) 334-1900
Colliers International 16830 Ventura Boulevard, Suite J Encino 91436-1721	140 95/57 45/168	11 77	leasing, sales tenant/landlord rep. multimodal, land, hospitality industrial, investment property acquisition/disposition	2/7 Los Angeles 1908	Rick Chichester President (213) 627-1214
Cresa Partners 20950 Warner Center Lane Woodland Hills 91367	76 53/46 23/53	5 25	tenant representation, disposition, project management services	1/2 Brentwood 1983	Rick Pearson Principal (818) 223-0072
DAUM Commercial Real Estate Services 21820 Burbank Blvd., Suite 270 Woodland Hills 91367	470 255/208 215/442	29 72	industrial, office, retail leasing and sales, investment property sales, property management, tenant rep., corporate services, market research, consulting services	3/6 Los Angeles 1904	Myles Helm Executive VP (818) 887-3600
Delphi Business Properties Inc. 7100 Hayvenhurst Ave. #211 Van Nuys 91406	140 49/75 90/110	13 13	sales, leasing, property management, investment, land and building acquisitions	1/1 Van Nuys 1977	Ross W. Thomas CEO (818) 780-7878
Hendricks & Partners 16255 Ventura Blvd. Ste. 440 Encino 91436	108 \$0/\$0 108/348	12 16	apartment brokerage and advisory services	3/4 Phoenix 1995	Dean Zander Partner (818) 995-2400
Investment Real Estate Associates 16501 Ventura Blvd. Ste. 448 Encino 91436	458 N/A 458/562	18 18	apartment, retail, office, industrial, land, investment property acquisitions and dispositions	1/1 Encino 1999	Raffi Krikorian President/CEO (818) 386-6888
Marcus & Millichap 16830 Ventura Blvd., Suite 352 Encino 91436	2,100 N/A 2,100/3,000	43 142	commercial real estate investment sales brokerage for all property types	1/4 Encino 1971	Harvey E. Green President/CEO (818) 907-0600
NAI Capital 16001 Ventura Blvd Suite 200 Encino 91436	1,122 534/733 588/955	53 117	acquisitions and dispositions, sublease, tenant representation, lease administration and audit, investment services, due diligence and other services	4/8 Encino 1979	Michael A. Zugsmith Chairman (818) 905-2400
National Equity Advisors, Inc. 16030 Ventura Blvd. Ste. 630 Encino 91436	73 3/5 70/136	28 28	advisory, brokerage, consultation, leasing services	1/1 Encino 2006	Enrique Wong CEO (818) 907-5500
RE/MAX Commercial 14724 Ventura Blvd. Ste. 600 Sherman Oaks 91403	951 \$0/\$0 951/1,680	61 61	sales, leasing, income property sales	2/2 Sherman Oaks 1992	Daron Campbell Managing Partner (818) 205-2100
Sperry Van Ness 21800 Oxnard St. Ste. 220 Woodland Hills 91367	368 \$0/\$0 368/672	28 106	advisory, brokerage, consultation, asset management, property management, leasing, financial, auction services	2/4 Irvine 1987	David Rich Sr Managing Director (818) 610-0400
Westcord Commercial Real Estate Svcs. 951 Westlake Boulevard #101 Westlake Village 91361	142 45/60 97/270	15 15	industrial, office, retail leasing and sales, landlord and tenant representation, lease administration, and property management	1/1 Westlake Village 1969	Tony Principe President (805) 497-4557

N/A: Not Applicable. Companies were asked to compute transaction value based on sales and leases of office, industrial, multi-family, retail and land deals completed in 2008 for ONLY properties with physical addresses located in the cities below. In addition, they were asked to include only sales and leasing transactions, not debt/financing transactions nor any other revenue generated from other real estate services provided by the firm. Cities: Agoura Hills, Arleta, Bell Canyon, Burbank, Calabasas, Camarillo, Canoga Park, Canyon Country, Castaic, Chatsworth, Conejo Valley, Encino, Glendale, Granada Hills, Hidden Hills, Lakeview Terrace, Lancaster, Mission Hills, Newbury Park, Newhall, North Hills, North Hollywood, Northridge, Pacoima, Palmdale, Panorama City, Porter Ranch, Studio City, Sun Valley, Sunland, Sylmar, Tarzana, Thousand Oaks, Toluca Lake, Tujunga, Valencia, Valley Village, Van Nuys, West Hills, Westlake Village, Winnetka, Woodland Hills. Lee & Associates - LA North/Ventura Inc., Grubb & Ellis Company, and Coldwell Banker Commercial, Northridge did not submit information.

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 on company letterhead to the Research Department, San Fernando Valley Business Journal, 21600 Oxnard St., Suite 250, Woodland Hills 91367. ©2009 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 Reprints, (877) 652-5295 ext. 104 or e-mail jmartin@wrightsreprints.com.

Researched by Brian DeWolf



CENTERS BUSINESS MANAGEMENT
TOP COMMERCIAL REAL ESTATE FIRMS

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