



































THE LIST

COMMERCIAL REAL ESTATE BROKERAGE FIRMS

Ranked by 2022 L.A. County sales and leases

► NEXT WEEK

Charitable Foundations,  
Chambers of Commerce

Rank		Company <ul style="list-style-type: none"><li>name</li><li>address</li><li>website</li></ul>	L.A. Deals Value <ul style="list-style-type: none"><li>2022 total</li><li>2021 total</li><li>(in millions)</li></ul>	L.A. Deals Breakdown <ul style="list-style-type: none"><li>2022 leases</li><li>2022 sales</li><li>(in millions)</li></ul>	Commercial Brokers <ul style="list-style-type: none"><li>L.A. County</li><li>total</li></ul>	Sales and Leasing Services (partial list)	Profile <ul style="list-style-type: none"><li>offices (L.A./total)</li><li>headquarters</li></ul>	Top Local Executive <ul style="list-style-type: none"><li>name</li><li>title</li><li>phone</li></ul>	
1		<b>CBRE Group Inc.</b> 400 S. Hope St., 25th Floor Los Angeles 90071 cbre.com	<b>\$13,442</b> \$12,200	NA NA	359 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	5/530 Dallas	Lewis Horne President, Greater LA, Orange County & Inland Empire (213) 613-3333	
2		<b>Newmark</b> 700 S. Flower St., Suite 2500 Los Angeles 90017 ngkf.com	<b>11,961</b> <sup>1</sup> 11,961	NA NA	99 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality, property management, project management, consulting services, valuation & appraisal	5/400 New York	Barry Gosin CEO (213) 596-2222	
3		<b>Cushman &amp; Wakefield</b> 900 Wilshire Blvd., Suite 2400 Los Angeles 90017 cushmanwakefield.com	<b>10,125</b> 11,500	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality, land	4/400 Chicago	Phil Brodtkin Managing Principal, Los Angeles Region 213-955-5100	
4		<b>Colliers</b> 865 S. Figueroa St., Suite 3500 Los Angeles 90017 colliers.com	<b>8,075</b> 7,524	NA NA	170 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality, real estate management, valuation, workplace advisory	9/480 Toronto	Jodie Poirier Executive Managing Director (213) 532-3200	
5		<b>Savills Inc.</b> 777 Figueroa St., 30th Floor Los Angeles 90017 savills.us	<b>7,345</b> <sup>1</sup> 7,344 <sup>1</sup>	NA NA	51 NA	office, retail, industrial, tenant/landlord rep, investment property, lease administration, hospitality	2/41 New York	Mark Sullivan Vice Chair, Western Region Lead (213) 553-3800	
6		<b>Jones Lang LaSalle Inc.</b> 515 S. Flower St. Los Angeles 90071 us.jll.com	<b>6,507</b> <sup>1</sup> 6,506 <sup>1</sup>	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	NA/NA Chicago	Charlie Smith Senior Managing Director and Broker Lead, Los Angeles Brokerage (213) 239-6000	
7		<b>Marcus &amp; Millichap Inc.</b> 23975 Park Sorrento, Suite 400 Calabasas 91302 marcusmillichap.com	<b>4,872</b> <sup>1</sup> 4,872	NA NA	255 NA	office, retail, industrial, medical, apartment, investment property, hospitality	4/82 Calabasas	Hessam Nadji CEO, President (818) 212-2250	
8		<b>Lee &amp; Associates Commercial Real Estate Services</b> 26565 W. Agoura Road Calabasas 91302 lee-associates.com	<b>4,646</b> <sup>1</sup> 4,646 <sup>1</sup>	NA NA	300 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, hospitality, land, property management	8/65 Calabasas	Jeffrey Rinkov CEO (818) 812-1208	
9		<b>NAI Capital Commercial</b> 15821 Ventura Blvd., Suite 320 Encino 91436 naicapital.com	<b>4,590</b> <sup>1</sup> 4,590 <sup>1</sup>	NA NA	115 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	7/13 Encino	Chris Jackson CEO (818) 905-2400	
10		<b>Cresa</b> <sup>2</sup> 515 S Flower Street #3000 Los Angeles 90071 cresa.com	<b>3,983</b> <sup>1</sup> 3,983	NA NA	61 NA	office, industrial, investment property, lease administration, tenant rep., project management, capital markets, advisory incentives, site selection consulting	4/50 Chicago	W. Lawson Martin Managing Principal, Greater Los Angeles and Orange County Market Leader (213) 683-1500	
11		<b>Eastdil Secured</b> 100 Wilshire Blvd., Suite 1500 Santa Monica 90401 eastdilsecured.com	<b>3,561</b> <sup>1</sup> 3,561	NA NA	NA NA	office, retail, industrial, medical, apartment, investment property, hospitality, land	1/16 New York	Roy March CEO (310) 526-9000	
12		<b>Daum Commercial Real Estate Services</b> 801 S. Figueroa St., Suite 600 Los Angeles 90017 daumcommercial.com	<b>3,235</b> 2,865	1,150 2,085	100 145	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	6/11 Los Angeles	Michael Nubel CEO, President (213) 626-9101	
13		<b>Beitler Commercial Realty Services</b> 16300 Ventura Blvd., Suite 100 Encino 91436 beitler.com	<b>1,650</b> <sup>1</sup> 1,650 <sup>1</sup>	NA NA	39 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	2/6 Los Angeles	Barry Beitler President (310) 820-2955	
14		<b>Kidder Mathews</b> 601 S. Figueroa St., Suite 2700 Los Angeles 90017 kidder.com	<b>1,578</b> 1,236	578 1,000	107 500	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality, consulting, corporate services, healthcare, life science, debt & equity finance, land	4/20 Seattle	Jim Kruse Regional President, Brokerage, Greater Los Angeles (213) 421-1400	
15		<b>SVN</b> 10940 Wilshire Blvd., Suite 1600 Los Angeles 90024 lasvn.com	<b>1,400</b> 1,550	NA NA	68 2,100	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	3/228 Burbank	David Rich Managing Partner (310) 979-0800	
16		<b>Madison Partners</b> 12121 Wilshire Blvd., Suite 900 Los Angeles 90025 madisonpartners.net	<b>1,351</b> <sup>1</sup> 1,351 <sup>1</sup>	NA NA	14 NA	office, retail, industrial, medical, apartment, investment property, lease administration	1/1 Brentwood	Bob Safai President (310) 820-5959	
17		<b>Avison Young</b> 601 S. Figueroa Street, Suite 4450 Los Angeles 90017 avisonyoung.com	<b>1,044</b> <sup>1</sup> 1,044	NA NA	40 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality, transaction management, project management	4/120 Toronto	Christopher K. Cooper Principal, Regional Managing Director (213) 935-7430	

<sup>1</sup> Business Journal estimate.

<sup>2</sup> Cresa's operations in West Los Angeles, Woodland Hills and Westlake Village were acquired by Cushman & Wakefield in May 2022.

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18	INDUSTRY	<b>Industry Partners</b> 2341 Michigan Ave. Santa Monica 90404 industrypartners.com	<b>\$972<sup>1</sup></b> \$972 <sup>1</sup>	NA NA	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	
19		<b>L.A. Realty Partners</b> 2029 Century Park East, Suite 515 Los Angeles 90067 larealtypartners.com	<b>770<sup>1</sup></b> 770 <sup>1</sup>	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	
20		<b>Re/Max Commercial &amp; Investment Realty</b> 63 Malaga Cove Plaza Palos Verdes Estates 90274 remaxcir.com	<b>768</b> 403	NA NA	18 18	office, retail, industrial, apartment, tenant/landlord rep, investment property, lease administration	2/2 Rolling Hills Estates	Steve Lampe President, Owner (310) 802-2500	
21		<b>Bailes &amp; Associates Inc.</b> 10990 Wilshire Blvd., Suite 440 Los Angeles 90024 bailesre.com	<b>662<sup>1</sup></b> 662 <sup>1</sup>	NA NA	12 NA	office, industrial, investment property, lease administration	1/2 Los Angeles	Leonard Bailes President (310) 445-4300	
22	HUGHESMARINO	<b>Hughes Marino Inc.</b> 11150 Santa Monica Blvd., Suite 850 Los Angeles 90025 hughesmarino.com	<b>544<sup>1</sup></b> 544 <sup>1</sup>	NA NA	NA NA	office, industrial, tenant/landlord rep, lease administration	3/16 San Diego	Jason Hughes CEO, Chairman (310) 277-3211	
23		<b>Berkadia</b> 11111 Santa Monica Blvd., Suite 400 Los Angeles 90025 berkadia.com	<b>411<sup>1</sup></b> 411 <sup>1</sup>	NA NA	NA NA	apartment, debt, equity	4/65 New York	Mary Ann King Co-Head of Investment Sales (310) 470-4883	
24		<b>illi Commercial Real Estate</b> 5990 Sepulveda Blvd., Suite 600 Sherman Oaks 91411 illicre.com	<b>410<sup>1</sup></b> 410	NA NA	41 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	4/4 Sherman Oaks	Todd Nathanson President (818) 501-2212	
25		<b>Westmac Commercial Brokerage Co.</b> 1515 S. Sepulveda Blvd. Los Angeles 90025 westmac.com	<b>337<sup>1</sup></b> 337 <sup>1</sup>	NA NA	25 NA	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	
26		<b>EOP Realty Inc.</b> 8383 Wilshire Blvd. Beverly Hills 90211 eoprealty.com	<b>321<sup>1</sup></b> 321	NA NA	10 NA	office, tenant/landlord rep, investment property, project management, spatial design, tax analysis, property management	1/1 Beverly Hills	Lee Polster President (310) 409-9826	
27		<b>Klabin Co.</b> 19700 S. Vermont Ave., Suite 100 Torrance 90502 klabin.com	<b>314<sup>1</sup></b> 314 <sup>1</sup>	NA NA	16 NA	office, industrial, tenant/landlord rep, investment property, lease administration	1/1 Torrance	David Prior Senior Managing Principal (310) 329-9000	
28		<b>BRC Advisors Inc.</b> 9100 Wilshire Blvd., Suite 880 West Tower Beverly Hills 90212 brcadvisors.com	<b>299<sup>1</sup></b> 299	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, hospitality, asset and property management	1/1 Beverly Hills	Sam H Grayeli President & CEO (310) 525-3700	
29		<b>Commercial Asset Group Inc.</b> 1801 Century Park East, Suite 1550 Los Angeles 90067 cag-re.com	<b>286<sup>1</sup></b> 286 <sup>1</sup>	NA NA	12 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property	1/1 Los Angeles	David Ickovics Principal (310) 275-8222	
30		<b>Told Partners Inc.</b> 5940 Variel Ave. Woodland Hills 91367 told.com	<b>277<sup>1</sup></b> 277 <sup>1</sup>	NA NA	16 NA	office, retail, industrial, medical, tenant/landlord rep, investment property	1/1 Woodland Hills	Vincent Hall President (818) 593-3800	
31		<b>Spectrum Commercial Real Estate Inc.</b> 16917 Ventura Boulevard Encino 91316 spectrumcre.com	<b>276<sup>1</sup></b> 276	NA NA	13 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, Property Management	5/5 Valencia	Yair Haimoff Executive Managing Director (818) 252-9900	
32	IREA	<b>IREA</b> 16501 Ventura Blvd., Suite 448 Encino 91436 irea.com	<b>227<sup>1</sup></b> 227 <sup>1</sup>	NA NA	6 NA	office, retail, industrial, apartment, investment property, hospitality	1/1 Encino	Jonathan Krikorian Partner (818) 386-6888	
33		<b>First Property</b> 8447 Wilshire Blvd., Suite 425 Beverly Hills 90211 firstproperty.com	<b>213<sup>1</sup></b> 213	NA NA	11 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, consulting, valuation, expert witness	1/1 Beverly Hills	Jeffrey Resnick President (310) 789-1900	
34		<b>Stevenson Real Estate Services</b> 1111 N. Brand Blvd., Suite 250 Glendale 91202 stevensonrealestate.com	<b>179<sup>1</sup></b> 179	NA NA	12 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, land	1/1 Glendale	Randy Stevenson President (818) 956-7001	

<sup>1</sup> Business Journal estimate.  
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Rank		Company • name • address • website	L.A. Deals Value • 2022 total • 2021 total (in millions)	L.A. Deals Breakdown • 2022 leases • 2022 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	
35		<b>Kennedy-Wilson Properties Ltd.</b> 151 S. El Camino Drive Beverly Hills 90212 kennedywilsonservices.com	<b>\$178</b> \$199	\$136 \$43	15 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	1/NA Beverly Hills	Ed Sachse President (310) 887-6400	
36		<b>Delphi Business Properties Inc.</b> 7100 Hayvenhurst Ave., Suite 211 Van Nuys 91406 go2delphi.com	<b>168</b> <sup>1</sup> 168 <sup>1</sup>	NA NA	16 NA	office, industrial, tenant/landlord rep, investment property, lease administration, property management	1/1 Van Nuys	Ross Thomas Founder Jeff Puffer CEO, President (818) 780-7878	
37		<b>CBM1 Inc.</b> 11777 San Vicente Blvd., Suite 800 Brentwood 90049 cbm1.com	<b>133</b> <sup>1</sup> 133 <sup>1</sup>	NA NA	14 NA	office, retail, industrial, tenant/landlord rep, investment property	3/4 Los Angeles	Geoffrey Grossman Dave O'Connell Rick Rivera Principals (310) 575-1517	
38		<b>Equity Union Real Estate</b> <sup>2</sup> 13412 Ventura Blvd., Suite 350 Sherman Oaks 91423 equityunion.com	<b>125</b> <sup>1</sup> 125 <sup>1</sup>	NA NA	20 <sup>1</sup> NA	office, retail, industrial, apartment, tenant/landlord rep, investment property	6/8 Sherman Oaks	Harma Hartouni CEO (818) 989-2000	
39		<b>Transwestern</b> 601 S. Figueroa St., Suite 3650 Los Angeles 90017 transwestern.com	<b>80</b> <sup>1</sup> 80 <sup>1</sup>	NA NA	6 NA	office, industrial, medical, apartment, tenant/landlord rep, investment property, asset positioning, construction management, property management, structured finance, research, sustainability	1/33 Houston	Dave Rock EVP (213) 624-5700	
40		<b>Arbor Realty</b> 180 S. Lake Ave., Suite 205 Pasadena 91101 arbcinc.us	<b>60</b> <sup>1</sup> 60 <sup>1</sup>	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality, advisory	1/1 Pasadena	Matthew Dobson Joshua Levy Broker Officer, Managing Partner Managing Partner (323) 515-8302	

<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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