











THE LIST

RESIDENTIAL REAL ESTATE BROKERAGE FIRMS

Ranked by 2023 L.A. County sales volume

► NEXT WEEK

Advertising Agencies List

Rank	Brokerage	L.A. County Sales Volume	L.A. County Units Sold	Specialty Areas (partial list)	Profile	Top Local Executive	
	• name • address • website	• 2023 • 2022 (in millions)	• 2023 • 2022		• headquarters • L.A. offices • L.A. agents	• name • title • phone	
1	COMPASS 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 compass.com	\$32,984 \$45	27,688 33,366	condos, income property, land, multifamily units, single-family homes, townhouses, Compass Concierge, Compass Cares, Compass Luxury Division, Compass Sports + Entertainment Division, Compass Ranch + Land Division, Compass Commercial, Compass Development Marketing Group, Compass Military Division	New York 56 3,254	Parker Beatty Regional VP (310) 230-5478	
2	COLDWELL BANKER 301 N. Canon Dr., Suite 200 Beverly Hills 90210 coldwellbankerhomes.com	7,483 7,440 ¹	4,633 4,891 ¹	condos, income property, land, multifamily units, single-family homes, townhouses, global luxury	Beverly Hills 30 NA	Jennifer Lind Regional President, West (310) 777-6200	
3	Pinnacle Estate Properties Inc. 23733 Malibu Rd., Suite 500 Malibu 90265 pinnacleestate.com	5,700¹ 6,103 ¹	NA NA	condos, income property, land, multifamily units, single-family homes, townhouses, escrow services, title insurance	Malibu 13 NA	Dana Potter CEO (310) 456-0880	
4	Keller Williams Forward Living 439 N. Canon Dr., Suite 300 Beverly Hills 90210 forward1.com	4,831 7,933 ¹	3,279 5,709 ¹	condos, income property, land, multifamily units, single-family homes, townhouses	Beverly Hills 8 2,248	Paul Morris CEO (310) 939-9303	
5	The Agency 331 Foothill Rd., Suite 100 Beverly Hills 90210 www.theagencyre.com	4,525 7,072 ¹	1,631 2,742 ¹	condos, income property, land, multifamily units, single-family homes, townhouses, new development	Beverly Hills 11 601	Mauricio Umansky CEO (424) 230-3700	
6	Rodeo Realty Inc. 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 rodeore.com	3,230 6,910 ¹	2,276 4,512 ¹	condos, income property, land, multifamily units, single-family homes, townhouses, new construction, commercial	Beverly Hills 12 NA	Syd Leibovitch President (310) 471-2600	
7	Sotheby's International Realty Inc.² 9665 Wilshire Blvd., Suite 400 Beverly Hills 90212 sothebyrealty.com	3,123 3,436 ¹	1,448 1,436 ¹	condos, land, multifamily units, single-family homes, townhouses	New York 9 586	Cristian David Senior VP (310) 724-7000	
8	Berkshire Hathaway HomeServices California Properties 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 bhscalifornia.com	2,935 4,313	1,650 2,321	condos, income property, land, multifamily units, single-family homes, townhouses, commercial	San Diego 9 641	Martha Mosier President (310) 777-7800	
9	RE/MAX Estate Properties 63 Malaga Cove Plaza Palos Verdes Estates 90274 eplahomes.com	2,806 3,968	2,351 2,897	condos, income property, land, multifamily units, single-family homes, townhouses	Palos Verdes Estates 14 475	James Sanders President, Broker Owner (310) 378-9494	
10	Douglas Elliman Real Estate 150 El Camino Dr., Suite 150 Beverly Hills 90212 elliman.com	2,802 4,690 ¹	1,009 1,706 ¹	condos, income property, land, multifamily units, single-family homes, townhouses, new development, master trust and probate, sports and entertainment division, farm and ranch division	New York 6 436	Stephen H. Kotler CEO, Western Region (310) 595-3888	
11	JohnHart Real Estate 330 N. Brand Blvd., Suite 130 Glendale 91203 johnhartrealestate.com	2,300¹ 2,702 ¹	NA 3,120 ¹	condos, income property, land, multifamily units, single-family homes, townhouses	Glendale 11 NA	Harout Keuroghlian CEO (818) 246-1099	
12	Equity Union Real Estate³ 13412 Ventura Blvd., Suite 350 Los Angeles 91423 equityunion.com	2,010 1,689	2,420 1,483	condos, income property, land, multifamily units, single-family homes, townhouses	Los Angeles 7 710	Harma Hartouni CEO (818) 989-2000	
13	Westside Estate Agency Inc. 460 N. Canon Dr. Beverly Hills 90210 weahomes.com	1,965 2,345	176 191	condos, single-family homes	Beverly Hills 2 72	Kurt Rappaport Stephen Shapiro Co-Founders (310) 247-7770	
14	The Beverly Hills Estates 8878 Sunset Blvd. West Hollywood 90069 www.thebeverlyhillsestates.com	1,861 1,429 ¹	447 124 ¹	condos, income property, land, multifamily units, single-family homes, townhouses	West Hollywood 1 115	Branden Williams Rayni Williams Co-Founders (310) 626-4248	
15	Vista Sotheby's International Realty 2501 N. Sepulveda Blvd., 2nd Floor Manhattan Beach 90266 vistasir.com	1,749 2,129	974 1,125	condos, income property, multifamily units, single-family homes, townhouses	Manhattan Beach 8 240	Rick Edler CEO (310) 541-8271	
16	RE/MAX Premier Properties 133 E. Huntington Dr. Arcadia 91006 remax.com	1,675 1,957 ¹	1,671 1,913 ¹	condos, single-family homes, townhouses	Arcadia 6 175	Kuan Sung CEO (626) 229-2200	
17	Carolwood Estates 9440 Santa Monica Blvd., Penthouse Beverly Hills 90210 carolwoodre.com	1,600 NA	281 NA	condos, income property, land, multifamily units, single-family homes, townhouses	Beverly Hills 1 150	Drew Fenton CEO (310) 623-3600	
18	Christie's International Real Estate 433 N. Camden Dr., Suite 600 Beverly Hills 90210 akgre.com	1,528 NA ⁴	456 NA	single-family homes	Beverly Hills 3 188	Aaron Kirman CEO, Founder (424) 249-7162	
19	Keller Williams Beverly Hills 439 N. Canon Dr., Penthouse Beverly Hills 90210 kwbeverlyhills.com	1,370 841 ¹	1,084 NA	condos, income property, land, multifamily units, single-family homes, townhouses, luxury, commercial, industrial, land	Beverly Hills 1 410	David Bailey Owner (310) 432-6400	

¹ Business Journal estimate.

² Acquired Wish Sotheby's International Realty

³ Formerly Keller Williams Realty Encino-Sherman Oaks; no longer part of Keller Williams.

⁴ Not a brokerage in 2022.

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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, Los Angeles Business Journal, 11150 Santa Monica Blvd., Suite 350, Los Angeles 90025. ©2024 Los Angeles 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.

RESIDENTIAL REAL ESTATE BROKERAGE FIRMS *Continued from page 19*

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20		Century 21 Allstars 9155 Telegraph Rd. Pico Rivera 90660 century21.com	\$1,000' \$1,246'	NA 1,769'	condos, income property, land, multifamily units, single-family homes, townhouses	Pico Rivera 1 338	Joseph Villaescusa CEO, President (562) 863-2121	
21		KW Advisors 11812 San Vicente Blvd., Suite 100 Los Angeles 90049 kwsantamonica.com	972 1,766'	656 1,108'	condos, income property, land, multifamily units, single-family homes, townhouses	Los Angeles 3 383	Richard Cunningham Owner, Operating Principal (310) 826-8200	
22		Re/Max of Santa Clarita 25129 The Old Rd., Suite 114 Santa Clarita 91381 remax-valencia-ca.com	837 1,096	1,025 1,327	condos, income property, land, multifamily units, single-family homes, townhouses	Santa Clarita 2 145	David Rendall Broker, Owner (661) 255-2650	
23		Keller Williams Pacific Estates 2883 E. Spring St., Suite 100 Long Beach 90806 kwpehome.com	790' 828'	NA NA	condos, income property, land, multifamily units, single-family homes, townhouses	Long Beach 1 NA	Andrea Bigler CEO (562) 513-7800	
24		Keller Williams Pasadena Realty 199 S. Los Robles Ave., Suite 130 Pasadena 91101 kwpasadena.com	702 702'	NA NA	condos, income property, land, multifamily units, single-family homes, townhouses, multifamily, mixed-use, tenant representation, office sales, industrial, commercial	Pasadena 1 NA	Ken Parsons Operating Principal (626) 204-3300	
25		Nourmand & Associates 421 N. Beverly Dr., Suite 200 Beverly Hills 90210 nourmand.com	686 974	387 474	condos, income property, land, multifamily units, single-family homes, townhouses	Los Angeles 3 175	Michael Nourmand President (310) 274-4000	
26		Century 21 Peak 5900 Canoga Ave., Suite 150 Woodland Hills 91367 c21peak.com	590' 645'	NA 558'	condos, income property, land, multifamily units, single-family homes, townhouses, commercial real estate, international, short sales, investment property opportunities, tract sales	Woodland Hills 3 53	Eli Tene Principal, Owner (855) 732-5500	
27		Keller Williams South Bay 23670 Hawthorne Blvd. Suite 100 Torrance 90505 kwsouthbayhub.com	586 550	585 615	condos, income property, land, multifamily units, single-family homes, townhouses, seller concierge services, easy flip, escrow, notary, business coaching	Torrance 1 NA	Jennifer Kucera Meny Atias Operating Partners (310) 375-3511	
28		Keller Williams Coastal Properties 6621 E. Pacific Coast Highway, Suite 150 Long Beach 90803 kwcoastalhub.com	506 498	592 619	condos, income property, land, multifamily units, single-family homes, townhouses, seller concierge services, easy flip, escrow, notary, business coaching	Long Beach 1 NA	Jennifer Kucera Meny Atias Operating Partners (562) 961-1400	
29		Hilton & Hyland Real Estate Inc. 257 N. Canon Dr. Beverly Hills 90210 hiltonhyland.com	437 3,599'	99 511'	condos, income property, land, multifamily units, single-family homes, townhouses, estates, historical properties, architectural properties, trust sales, new construction, new developments, Hilton & Hyland Commercial	Beverly Hills 1 NA	Lori Hyland Chair, Owner (310) 278-3311	
30		Re/Max All-Pro 43832 20th St. W. Lancaster 93534 remaxallpro.com	420' 489'	NA 1,320'	condos, income property, land, multifamily units, single-family homes, townhouses, probates, short sales, real estate owned, trusts, commercial	Lancaster 2 NA	Kenneth Terracciano Owner (661) 945-9461	
31		Keller Williams Palos Verdes 550 Silver Spur Rd. Rolling Hills Estates 90275 kwpresources.com	413 515	378 446	condos, income property, land, multifamily units, single-family homes, townhouses, seller concierge services, easy flip, escrow, notary, business coaching	Palos Verdes 1 NA	Jennifer Kucera Meny Atias Operating Partner CEO, Team Leader 310-544-6100	
32		Pardee Properties 1524 Abbot Kinney Blvd. Venice 90291 pardeeproperties.com	408 619	218 307	condos, income property, land, multifamily units, single-family homes, townhouses	Venice 2 30	Tami Pardee CEO, Founder (310) 907-6517	
33		Oppenheim Group Real Estate 8604 Sunset Blvd. West Hollywood 90069 ogroup.com	300' 396'	NA 152'	condos, income property, single-family homes	West Hollywood 1 87	Jason Oppenheim President, Broker office@ogroup.com	
34		Keller Williams Glendale-Burbank-La Cañada Flintridge 889 Americana Way, Suite 408 Glendale 91210 thinkkw.com	290' 387'	NA 325'	condos, income property, land, multifamily units, single-family homes, townhouses, probate and trust sales, estate properties	Glendale 3 NA	Mike Derian Nick Avedissian Brokers, Operating Principals (818) 275-2480	
35		Amalfi Estates 984 Monument St., Suite 105 Pacific Palisades 90272 amalfiestates.com	192 158'	77 70'	condos, single-family homes, townhouses	Pacific Palisades 1 8	Anthony Marguleas Founder (310) 573-4245	
36		OFFICIAL 700 N. San Vicente Blvd., G-498 West Hollywood 90069 officialpartners.com	186 NA	22 NA	condos, land, single-family homes, commercial, development, luxury residential	New York City 1 12	Tyrone McKillen Founding Agent, Partner (310) 388-0071	
37		DOMO Real Estate 1214 Highland Ave. Manhattan Beach 90266 domorealestate.com	123 160	NA 87	condos, multifamily units, single-family homes, townhouses	Manhattan Beach 1 NA	Greg Geilman President, CEO (310) 341-2017	
38		Keyes Real Estate 15113 W. Sunset Blvd., Suite 3 Pacific Palisades 90272 keyesla.com	73 103	32 59	condos, income property, land, multifamily units, single-family homes, townhouses, property management	Pacific Palisades 2 4	Brad Keyes Managing Broker, Owner (310) 486-9417	

¹ Business Journal estimate.
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