

THE LIST

COMMERCIAL REAL ESTATE BROKERAGE FIRMS

Ranked by 2023 total deals value

► NEXT WEEK

Charitable Foundations

Rank	Company	L.A. Deals Value	L.A. Deals Breakdown	Commercial Brokers	Sales and Leasing Services (partial list)	Profile	Top Local Executive	
	• name • address • website	• 2023 total • 2022 total (in millions)	• 2023 leases • 2023 sales (in millions)	• L.A. County • total		• offices (L.A./total) • headquarters	• name • title • phone	
1	NEWMARK 700 S. Flower St., Suite 2500 Los Angeles 90017 nrmk.com	\$13,864 \$11,961 ¹	\$2,168 \$11,697	99 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality, property management, project management, consulting services, valuation & appraisal	5/170 New York	Nick DiPaolo Executive VP, Regional Managing Director, Southwest Market Leader (213) 596-2222	
2	CBRE 400 S. Hope St., 25th Floor Los Angeles 90071 cbre.com	11,782 13,442	8,724 3,058	252 10,030	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	
3	Cushman & Wakefield 900 Wilshire Blvd., Suite 2400 Los Angeles 90017 cushmanwakefield.com	10,150 10,125	5,150 5,000	NA NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality, land	4/400 Chicago	Matt Chatham Regional President (213) 955-5100	
4	Savills Inc. 777 Figueroa St., 30th Floor Los Angeles 90017 savills.us	9,680 7,344 ¹	9,680 0	110 NA	office, retail, industrial, tenant/landlord rep, investment property, lease administration, hospitality	2/45 New York	Josh Gorin President, Los Angeles region (213) 553-3800	
5	JLL 515 Flower St., Suite 1300 Los Angeles 90071 jll.com	9,503 NA	4,671 4,831	137 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality, occupancy planning, workplace strategy, project management, property management, consulting, sustainability services, valuation	5/331 Chicago, IL	Charlie Smith Senior Managing Director and Broker Lead for the Los Angeles Region (213) 239-6000	
6	Colliers 865 S. Figueroa St., Suite 3500 Los Angeles 90017 colliers.com	6,577 8,075	2,887 3,690	170 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	8/480 Toronto	Ricardo Pacheco Managing Director (213) 532-3200	
7	NAI Capital Commercial 15821 Ventura Blvd., Suite 320 Encino 91436 naicapital.com	6,000 4,590 ¹	3,300 2,700	175 235	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	7/13 Encino	Chris Jackson CEO (818) 905-2400	
8	Eastdil Secured 100 Wilshire Blvd., Suite 1500 Santa Monica 90401 eastdilsecured.com	4,374 3,561 ¹	NA 4,374	NA NA	office, retail, industrial, medical, apartment, investment property, hospitality, land	1/16 New York	Roy March CEO (310) 526-9000	
9	Lee & Associates Commercial Real Estate Services 5707 Corsa Ave., Suite 200 Westlake Village 91362 lee-associates.com	2,928 4 ¹	1,700 1,228	196 1,350	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, hospitality, Land, Property Management	10/76 Westlake Village	Jeffrey Rinkov CEO (818) 223-4388	
10	Kidder Mathews 601 S. Figueroa St., Suite 2700 Los Angeles 90017 kidder.com	2,500 1,578	1,450 1,050	111 513	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality, asset services, property management, valuation advisory, consulting, corporate services, healthcare, life science, debt & equity finance, R&D	4/19 Seattle	Jim Kruse Regional President, Brokerage, Greater Los Angeles (213) 421-1400	
11	Daum Commercial Real Estate Services 801 S. Figueroa St., Suite 600 Los Angeles 90017 daumcommercial.com	2,465 3,235	1,257 1,208	105 150	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	6/11 Los Angeles	Michael Nubel CEO, President (213) 626-9101	
12	Marcus & Millichap Inc. 23975 Park Sorrento, Suite 400 Calabasas 91302 marcusmillichap.com	1,537 3,008	0 1,537	250 1,600	office, retail, industrial, medical, apartment, investment property, hospitality, financing, research & advisory services	5/88 Calabasas	Hessam Nadj CEO, President (818) 212-2250	
13	SVN 10940 Wilshire Blvd., Suite 1600 Los Angeles 90024 lasvn.com	1,100 1,200	NA NA	65 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	3/221 Burbank	David Rich Managing Partner (310) 979-0800	
14	Avison Young 601 S. Figueroa St., Suite 4450 Los Angeles 90017 avisonyoung.com	999 1,044 ¹	682 316	50 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality, capital markets, consulting services, debt and equity finance, facility management, flexible solutions, investment and asset management, net lease, sustainability, real estate management services, transaction management, valuation and advisory services	4/120 Toronto	Christopher K. Cooper Principal & Regional Managing Director - Western US (213) 935-7430	
15	Madison Partners 433 N. Camden Dr., Suite 1100 Beverly Hills 90210 madisonpartners.net	700 ¹ 1,351 ¹	NA NA	14 NA	office, retail, industrial, medical, apartment, investment property, lease administration	1/1 Brentwood	Bob Safai President (310) 820-5959	
16	KW Advisors 11812 San Vicente Blvd Ste 100 Los Angeles 90049 KWAdvisorsCA.com	599 NA	15 584	18 NA	office, retail, industrial, apartment, investment property, hospitality	1/3 Los Angeles	Rick Cunningham Operating Principal (310) 482-2200	
17	Re/Max Commercial & Investment Realty 63 Malaga Cove Plaza Palos Verdes Estates 90274 remaxcir.com	505 768	NA NA	18 17	office, retail, industrial, apartment, tenant/landlord rep, investment property, lease administration	2/2 Rolling Hills Estates	Steve Lampe President, Owner (310) 802-2500	
18	L.A. Realty Partners 11100 Santa Monica Blvd., Suite 750 Los Angeles 90025 larealtypartners.com	500 ¹ 770 ¹	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) 407-3416	
19	illi Commercial Real Estate 5990 Sepulveda Blvd., Suite 600 Sherman Oaks 91411 illcre.com	426 410 ¹	266 159	41 41	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, investment sales, property management, asset management, triple net accounting, financial only services	4/5 Sherman Oaks	Todd Nathanson President (818) 501-2212	
20	Berkadia 11111 Santa Monica Blvd., Suite 400 Los Angeles 90025 berkadia.com	400 ¹ 411 ¹	NA NA	NA NA	apartment, debt, equity	4/65 New York	Mary Ann King Co-Head of Investment Sales (310) 470-4883	

¹ Business Journal estimate.

² taken over by Santa Monica

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Researched by Deejanjali Batra

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21	 Klabin Co. 19700 S. Vermont Ave., Suite 100 Torrance 90502 klabin.com	\$368 \$314 ¹	\$300 \$67	16 16	office, industrial, tenant/landlord rep, investment property, lease administration	1/1 Torrance	David Prior Senior Managing Principal (310) 329-9000	
22	 Industry Partners 2341 Michigan Ave. Santa Monica 90404 industrypartners.com	350' 972'	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	
	 Hughes Marino Inc. 11150 Santa Monica Blvd., Suite 850 Los Angeles 90025 hughesmarino.com	350' 544'	NA NA	NA NA	office, industrial, tenant/landlord rep, lease administration	3/16 San Diego	Jason Hughes CEO, Chair (310) 277-3211	
24	 Bailes & Associates Inc. 10990 Wilshire Blvd., Suite 440 Los Angeles 90024 bailesre.com	300' 662'	NA NA	12 NA	office, industrial, investment property, lease administration	1/2 Los Angeles	Leonard Bailes President (310) 445-4300	
25	 Major Properties 1200 W. Olympic Blvd. Los Angeles 90015 majorproperties.com	206 84	46 160	20 NA	office, retail, industrial, tenant/landlord rep, investment property, hospitality	1/1 Los Angeles	Bradley A. Luster President (213) 747-4151	
26	 Delphi Business Properties 7100 Hayvenhurst Ave., Suite 211 Van Nuys 91406 go2delphi.com	205 191'	117 88	15 15	office, industrial, tenant/landlord rep, investment property, lease administration, property management	1/1 Van Nuys	Jeff Puffer President & CEO (818) 780-7878	
27	 Westmac Commercial Brokerage Co. 1515 S. Sepulveda Blvd. Los Angeles 90025 westmac.com	200' 337'	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	
	 BRC Advisors Inc. 11766 Wilshire Blvd. Suite 270 Los Angeles 90025 brcadvisors.com	200 290'	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality, asset and property management	1/1 Los Angeles	Sam H. Grayeli President & CEO (310) 525-3700	
29	 Kennedy-Wilson Properties Ltd. 151 S. El Camino Dr. Beverly Hills 90212 kennedywilsonservices.com	152 178	131 21	16 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality, Kennedy-Wilson Properties, Ltd. provides real estate services including commercial brokerage, property management, occupier services, facilities management and construction management.	1/NA Beverly Hills	Ed Sachse President (310) 887-6400	
30	 EOP Realty Inc. 8383 Wilshire Blvd. Beverly Hills 90211 eoprealty.com	150' 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	
	 Told Partners Inc. 5940 Variel Ave. Woodland Hills 91367 told.com	150' 277'	NA NA	16 NA	office, retail, industrial, medical, tenant/landlord rep, investment property	1/1 Woodland Hills	Vincent Hall President (818) 593-3800	
32	 CBM1 Inc. 11777 San Vicente Blvd., Suite 800 Los Angeles 90049 cbm1.com	137 133'	110 16	14 14	office, retail, industrial, tenant/landlord rep, investment property	3/4 Los Angeles	Geoffrey Grossman Dave O'Connell Rick Rivera Principals (310) 575-1517	
33	 Spectrum Commercial Real Estate Inc. 16917 Ventura Blvd. Encino 91316 spectrumcre.com	130 204'	57 74	20 20	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, property management	5/5 Valencia	Yair Haimoff Executive Managing Director (818) 252-9900	
34	 Stevenson Real Estate Services 1111 N. Brand Blvd., Suite 250 Glendale 91202 stevensonrealestate.com	126 179'	49 77	12 12	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, land	1/1 Glendale	Randy Stevenson President (818) 956-7001	
35	 IREA 16501 Ventura Blvd., Suite 448 Encino 91436 irea.com	120' 227'	NA NA	6 NA	office, retail, industrial, apartment, investment property, hospitality	1/1 Encino	Jonathan Krikorian Partner (818) 386-6888	
	 Equity Union Real Estate 2528 San Vicente Blvd. Santa Monica 90402 equityunion.com	120' 125'	NA NA	20' NA	office, retail, industrial, apartment, tenant/landlord rep, investment property	7/10 Los Angeles	Harma Hartouni CEO (424) 600-7620	
37	 Beitler Commercial Realty Services 825 S. Barrington Ave. Los Angeles 90049 beitlercommercial.com	119' 1,650'	NA NA	39 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property, lease administration, hospitality	2/6 Los Angeles	Ron Kassin VP & General Manager (310) 820-2955	
38	 Muselli Commercial Realtors 1513 6th St. 201A Santa Monica 90401 www.muselli.net	105 75	55 50	NA 4	office, retail, industrial, medical, tenant/landlord rep, investment property	0/1 Santa Monica	Evan Pozarny Executive VP (310) 458-4100	
39	 Commercial Asset Group Inc. 1801 Century Park E., Suite 1550 Los Angeles 90067 cag-re.com	100' 286'	NA NA	12 NA	office, retail, industrial, medical, apartment, tenant/landlord rep, investment property	1/1 Los Angeles	David Ickovics Principal (310) 275-8222	
40	 Transwestern 601 S. Figueroa St., Suite 3650 Los Angeles 90017 transwestern.com	50' 80'	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	

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