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MARCH 28, 2022



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SAN FERNANDO VALLEY  
BUSINESS JOURNAL  
COMMERCIAL  
REAL ESTATE  
AWARDS  
2022

In terms of local commercial real estate in the Valley, there is much to celebrate: from the brokers who work tireless hours on multi-million-dollar deals, to the general contractors, architects and developers who turn visions into reality. These are the professionals that are helping to make the Valley great.

On Thursday, March 10th, we hosted one of the San Fernando Valley Business Journal's most popular events: the Commercial Real Estate Awards. The dinner event was held live and in-person at the Hilton Woodland Hills.

We recognized the biggest, best, and most notable projects in the Valley from 2021. We honored the developers, architects, and general contractors of each award-winning project. We also celebrated the most successful brokers and broker teams in the San Fernando Valley from last year as well.

What you are now about to read is our annual Commercial Real Estate Awards supplement, in which we review the honorees from the event. The impressive and talented group of professionals that attended the event this year have single-handedly changed, and are continuing to change, the real estate industry in our own back yard.

To our sponsors and each of the developers, general contractors, architects and brokers involved in these trailblazing projects that won awards this year, we salute you and thank you for your essential contributions to the San Fernando Valley economy...and skyline.



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# Congratulations to our 2021 TOP PRODUCERS

**\$770 M+** **4.6 M+**  
Total Consideration SF LEASED OR SOLD  
**27**  
YEARS IN THE MARKET

## BROKER OF THE YEAR



**WARREN BERZACK**  
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License #01329015



**MIKE TINGUS**  
Industrial  
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License #01013724



**SCOTT CASWELL**  
Industrial  
818.444.4911  
License #00853607



**GRANT FULKERSON**  
Industrial  
818.449.4401  
License #01483890



**STACY VIERHEILIG-FRASER**  
Office  
818.933.0313  
License #00986794



**JOE JUSKO**  
Industrial  
818.223.4397  
License #00875413



**SCOT ROMICK**  
Office  
818.933.0305  
License #01323527



**DARREN CASAMASSIMA**  
Office  
818.933.0303  
License # 01425638



**TODD WUSCHMIG**  
Office  
818.933.0301  
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**JAY RUBIN**  
Office  
818.223.4385  
License # 01320005

## ASSOCIATE OF THE YEAR



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# 2022 PROJECT HONOREES

## BEST RETAIL PROJECT L.A. POLICE FEDERAL CREDIT UNION

**Location:** 16150 Sherman Way, Van Nuys  
**Developer:** Los Angeles Police Federal Credit Union  
**Contractor:** Parker Brown, Inc.  
**Architect:** RACAIA

Los Angeles Police Federal Credit Union has proudly served law enforcement employees and their families since 1936. At LAPFCU, customers are not “just another account number” — they are member/owners of a not-for-profit organization that has their best interests at heart. Credit unions in general have continued to be places where “in-person” experiences are critical, COVID19 or not.

Parker Brown was proud to work with the LA Police Federal Credit Union on this major overhaul of its space while the credit union remained open and in operation. The general contractor conducted the remodel in two phases to minimize disruption. This project was undertaken to improve the quality of the connection with customers as well as to create a modern and light-filled space for employees to work in the office. The soft ceiling lights and coffee bar area are highlights that help bring the space to the next level.



## BEST OFFICE PROJECT CMM, LLP

**Location:** 5820 Canoga Avenue, 3rd Floor, Woodland Hills  
**Developer:** Hines Warner Center L.P.  
**Contractor:** Sierra Pacific Constructors  
**Architect:** ENV

CMM, a forensic accounting firm with multiple satellite offices throughout Southern California, has stayed true to an Asian-inspired design aesthetic throughout its builds. For its new Woodland Hills Headquarters, the company wanted to drive that design into infinity and beyond. It is only fitting that CMM, a company focused on numbers and guidance, would see the similarities between the far reaches of space and the navigation of the current financial universe.

The layout of the entire project held to an unwavering degree of precision. From interstellar entry path, to warp tube reception desk and grounded bonsai garden, the linear geometry used to establish cohesion across multiple planes presented one of this project’s greatest challenges. From lighting layout and window film to veneer wall covering and interior landscaping, hand applied finishes were exacted with machine precision and the separation between perfection and failure was razor thin.

To make the lighting elements of the space truly shine, the blackness of space needed to be created. Presented with a top floor suite and distracting deck-mounted batt insulation, the design and build teams collaborated to create the void. The entire ceiling was encapsulated in an engineered suspended blackout scrim, only broken by strategically organized MEP penetrations. Visitors look up, see the stars, and nothing else.



SILVER Encino Crossing

## BEST NEW HEADQUARTERS G4 STUDIOS AND OFFICES

**Location:** 1840 Victory Blvd, Glendale  
**Developer:** Comcast Spectacor  
**Contractor:** Shawmut Design and Construction  
**Architect:** Populous

The new G4 headquarters is a revolutionary reimagining and redevelopment of a historic studio building that once housed the TMZ and Inside Edition studios. The radical new home for Comcast Spectacor’s G4 digital and television network is a first-of-its-kind facility consisting of 40,000 square feet of workplace environments, 15,000 square feet of broadcast production facilities, and 5,000 square feet of esports training and gaming spaces.

Boasting an aesthetic that blends a 24/7 broadcast studio, multiverse-ready collaborative workplace, and professional gaming environment for an industry-defining new building type, the studio has a distinct identity and plays a leading role in the evolution of the G4 brand. The headquarters provides G4’s creators with state-of-the-art equipment and empowers them to create content that unites fandoms across comedy, gaming, and pop culture.

G4’s new studio facility design was created to embrace the G4 brand and its commitment to the culture of its employees and its content consumers – combining the amenities of a futuristic office space with the high-tech nature of today’s content distribution and consumption. Details such as the original wood ceiling and colorful, graphic and bold artwork that includes hidden visual messages come together to represent the brand, while the sum of the parts creates a studio experience unlike any other.



## BEST REDEVELOPMENT ONE ENCINO

**Location:** 16661 Ventura Blvd, Encino  
**Developer:** SRG Properties LLC  
**Contractor:** Sazeh Construction Corp.  
**Architect:** ShubinDonaldson

Designed in 1966 by architect Howard R. Lane in a Streamline Moderne style, the building measures 131,000 square feet and is nine stories tall. As one of the earliest high-rises on Ventura Blvd., the property has housed professional and medical tenants for nearly 55 years. Over the decades, the property’s condition deteriorated and its accessibility was lacking.

After acquiring the building in 2017, Sazeh Construction Corp. and ShubinDonaldson architects planned a challenging, multi-year redevelopment with an emphasis on not only good design but accessibility for visitors and tenants. A highlight was restoring the lobby’s elegant Streamline Moderne curves that were covered up in a 1980’s renovation. Incredible natural light and 18’ ceilings were exposed after peeling back large soffits and columns. The new lobby is clad in large format stone slabs, solid rift cut white oak paneling and accented by dark bronze anodized trim and mullions. The project’s redesigned streetscape highlights the hallmark arches along with new landscaping and palms in the sidewalk. The design and high quality materials were intended to last a generation.

In addition to cosmetic upgrades, the building’s masonry was repointed and waterproofed, all windows were re-sealed, elevators modernized, and a brand new central plant installed along with new parking equipment and a complete ADA accessibility overhaul.







**PARKER  
BROWN**  
General Contractors

## SINGER SEWING BUILDING

An Historic Live-Work Loft Renovation in DTLA

Parker Brown recently completed a major renovation of a historic building in the heart of old Downtown Los Angeles into live/work lofts. We renovated six lovely brick-walled floors turning them into work-live units. Our economy and workforce is changing. We are ready to help you build for those changes.





# 2022 PROJECT HONOREES

## BEST MIXED-USE PROJECT AVION BURBANK

**Location:** 3001 N Hollywood Way  
**Developer:** Overton Moore Properties / Invesco (investment partner)  
**Contractor:** Millie and Severson  
**Architect:** HPA (Industrial) & Gensler (office /retail)



Years in the making, Avion Burbank by Overton Moore Properties (OMP) is the fruition of OMP's vision in 2016 to revitalize the former 60-acre Lockheed Martin Skunk Works plant with a world-class mixed-use campus with a high-end office component.

The 1,155,524 square foot development has one million square feet of industrial, nine creative office condos ranging from 6,500 - 22,500 square feet (available for purchase or lease), on-site retail for unique dining experiences, 150-key hotel, dog park, volleyball court, and much more to enhance the experience of visiting the project. This all-inclusive, amenity rich development provides an environment, less than 1,000 feet away from I-5 and the Burbank Airport, that you cannot find anywhere else in Burbank. OMP's vision was to create an urban Oasis, where companies could recruit and retain the best talent.

Avion Burbank is a joint venture between OMP and Invesco Real Estate with the main goal of creating a collaborative community. HPA Architecture contributed efforts for the creative industrial buildings, Gensler designed the creative office campus and retail, and Millie and Severson was the general contractor.

SILVER The Q Variel  
BRONZE L+O



## BEST INDUSTRIAL PROJECT THE CENTER AT NEEDHAM RANCH

**Location:** Needham Ranch Parkway, Santa Clarita  
**Developer:** Trammell Crow Company  
**Contractor:** Oltmans Construction Co.  
**Architect:** HPA Architecture



The 1,900,000 square foot Center at Needham Ranch is truly a best-in-class, one of a kind, logistics-oriented business park in Santa Clarita. Needham Ranch is situated in a beautiful park-like setting with access to hundreds of acres of open space. The amenity-rich environment and close proximity to premier retail and dining in the burgeoning historic Old Town Newhall make Needham Ranch a well located business complex.

The Center features unbeatable access to the San Fernando Valley, Burbank Airport, Downtown Los Angeles, West Los Angeles, Los Angeles Airport, and Ports of LA and Long Beach. The minds behind Needham Ranch are experienced, capable, and have worked together and in the City of Santa Clarita for years. They are to thank for the complex delivery, and subsequent success and community benefit of Needham Ranch. Needham Ranch happens to be one of the largest industrial project being delivered in the Western United States, specifically in Los Angeles where barriers for new development are extremely high.



## BEST MEDICAL PROJECT UCLA HEALTH

**Location:** 4801 Lankershim Blvd., Toluca Lake  
**Developer:** GPI Companies  
**Contractor:** Parker Brown, Inc.  
**Architect:** Boulder Associates, Inc.



This 13,784 square foot medical project in Toluca Lake will serve as a new location for UCLA Health.



## BEST MULTI-FAMILY HOUSING PROJECT THE Q TOPANGA

**Location:** 6263 Topanga Canyon Blvd., Woodland Hills  
**Developer:** California Home Builders  
**Contractor:** California Home Builders  
**Architect:** Newman Garrison + Partners



This 347 unit luxury mixed-use development has been designed to fulfill the spirit of the Warner Center Specific Plan and to attract young professionals and millennials in a market that has become increasingly competitive. The proposed development fronts onto Topanga Canyon Boulevard, and sits directly across from The Village at Westfield Topanga shopping mall, a new central gathering place for shopping, dining, events, entertainment and leisure, while providing residents and visitors a destination experience. In addition to the residential component, approximately 19,924 square feet of ground floor restaurants and office space shall be included, allowing for the ultimate live/work/play lifestyle.

Residents can enjoy a full complement of amenities including a resort style pool courtyard, 5th floor roof top deck, an outdoor movie theater for evening events with lawn seating. Other amenities include a 2,673 square foot indoor-outdoor poolside club/lounge, game room, gourmet teaching kitchen and outdoor lounge with TV screens and fireplace, a 7,500 square foot full service fitness / yoga studio with state-of-the-art fitness equipment, catering to a healthy energized lifestyle awaits residents.

The project is built on a previously underperforming commercial site and provides the area with a mix of luxury and market rate residential units with full amenities in addition to short term lease "hotel" units, creative office spaces and restaurant /café spaces.





# And the Winners Are...

CONGRATULATIONS to our 2022 Commercial Real Estate Award winners presented by the *San Fernando Valley Business Journal*. With a year full of uncertainty, you persevered - remaining dedicated to providing excellent service to clients through your continued hard work. Thank You!



YAIR HAIMOFF, SIOR

BROKER OF THE YEAR | BRONZE  
BEST LAND SALE | BRONZE  
BEST OFFICE SALE | BRONZE  
BEST INDUSTRIAL LEASE | BRONZE  
BEST OFFICE LEASE | GOLD  
BEST RETAIL LEASE | GOLD, SILVER



RANDY CUDE

BEST OFFICE SALE | BRONZE  
BEST RETAIL LEASE | BRONZE



ANDREW GHASSEMI

BEST OFFICE LEASE | GOLD  
BEST RETAIL LEASE | GOLD



CONNOR QUAN

BEST RETAIL LEASE | SILVER



MATT SREDEN

BEST OFFICE LEASE | GOLD  
BEST INDUSTRIAL LEASE | BRONZE

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# Marcus & Millichap

## SPECIALIZATION | EXPERTISE | RESULTS

With record injection of government stimulus, historically low interest rates, and pent-up demand; the Commercial Real Estate Investment Market was primed for a record setting year in 2021. Because of the exceptional drive and skill of our investment professionals, coupled with our unique and powerful platform; **Marcus & Millichap helped more investors navigate the market than any other firm!**

- **50 CLOSED TRANSACTIONS PER BUSINESS DAY**  
THAT TRANSLATES TO MORE THAN **6 TRANSACTIONS** PER BUSINESS HOUR
- **NEARLY DOUBLED OUR FINANCIAL PERFORMANCE**  
**41% ABOVE** PRE PANDEMIC TIMES (2019) WHILE REST OF THE MARKET WAS ONLY **21% ABOVE**
- **MORE THAN DOUBLED OUR TRANSACTIONAL VOLUME**  
**77% ABOVE** PRE PANDEMIC TIMES (2019) WHILE REST OF THE MARKET WAS ONLY **35% ABOVE**

## CONGRATULATIONS TO OUR BROKERAGE PROFESSIONALS HONORED AT THE **2022 COMMERCIAL REAL ESTATE AWARDS**



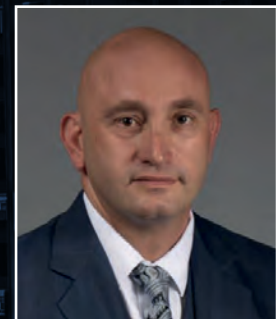
**Jeff Louks**  
**MULTIFAMILY**



**Brandon Michaels**  
**MULTI-TENANT RETAIL**



**Eddy Nevarez**  
**HOSPITALITY**



**Lior Regenstreif**  
**SINGLE-TENANT RETAIL**



**Martin Agnew**  
**OFFICE | INDUSTRIAL**



**Keith Phillips**  
**SELF STORAGE**



**Lonnie McDermott**  
**LAND**



**Danny Abergel**  
**CAPITAL MARKETS**



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# 2022 BROKER HONOREES

## BROKER OF THE YEAR

**MIKE TINGUS**  
**Lee & Associates - LA North / Ventura**  
**SQUARE FOOTAGE: 2,185,446**  
**TOTAL TRANSACTIONS: \$188,313,552**

Mike Tingus of Lee & Associates transacted more than 67 deals in 2021 with a value of over \$188 million. Tingus is a top producer with expertise in sales and leasing of industrial, R&D, office and retail properties as well as development land throughout SoCal. He has served as president of Lee & Associates-LA North/Ventura since 1994. He spearheaded the growth of the company from a single office to four locations with sales and leasing revenues in excess of \$650 million annually. He has also served on the management team of the Lee Group of Companies, playing a vital role in the company's expansion from 20 to 54 nationwide offices.



**MIKE TINGUS**  
**Lee & Associates -**  
**LA North/Ventura**



**SILVER** Michael Koshet, KW Commercial / LAoffmarket  
**BRONZE** Yair Haimoff, Spectrum Commercial Real Estate, Inc.



## ROOKIE OF THE YEAR

**ADAM STOUT**  
**Delphi Business Properties**

In just over two years, Adam Stout of Delphi Business Properties has made a significant impact specializing in servicing the commercial and industrial real estate brokerage needs of building owners and businesses in the greater Los Angeles area. Stout is focused solely on providing superior industrial real estate services to clients by providing strategic, detail-oriented, and deal-driven partnerships to steward their real estate transactions in the greater Los Angeles region.



**ADAM STOUT**  
**Delphi Business**  
**Properties, Inc.**



## BEST OFFICE SALE

**MARK MILLER**  
**Stevenson Real Estate Services**  
**PROPERTY ADDRESS: 107-117 E, Broadway &**  
**105-113N. Artsakh Ave. Glendale**  
**SQUARE FOOTAGE: 43,312**  
**DEAL VALUE: \$15,200,000**

After 30 years of leasing Plaza 111, Mark Miller represented the seller in the sale of this 43,312 square foot office/retail property for \$15,200,000. Located on the northwest corner of East Broadway and North Artsakh Avenue in the heart of Glendale's Arts and Entertainment District, Plaza 111 was listed and sold within nine months. During the listing period, Miller leased 5,786 square feet of office space to an entertainment company. The property was 80% leased when it was offered for sale and 96% leased at the close of escrow. Miller has 38 years of experience in sales and leasing in the Tri-Cities market, and both he and Stevenson Real Estate Services will maintain the leasing of the property.



**MARK MILLER**  
**Stevenson Real Estate**  
**Services**



**SILVER** Jay Rubin, Eugene Kim, Lee & Associates- LA North/Ventura  
**BRONZE** Randy Cude, Yair Haimoff, Matt Sreden,  
Spectrum Commercial Real Estate, Inc.



## BEST OFFICE LEASE

**YAIR HAIMOFF / MATT SREDEN /**  
**ANDREW GHASSEMI**  
**Spectrum Commercial Real Estate, Inc.**  
**PROPERTY ADDRESS: 15331 Ventura Blvd, Encino**  
**SQUARE FOOTAGE: 19,976**  
**DEAL VALUE: \$3,690,964**

Prager U was looking to expand along Ventura Blvd. It originally wanted a single floor configuration, however through intense negotiations, it ended up leasing two full floors. Prager U has since occupied one floor while the top floor is under construction. The suite enjoys an open work space, conference rooms, private offices, sound and editing rooms as well as studios. The property was previously listed with several different brokerage firms over the years with no success in leasing the property. Using their knowledge of the market coupled with strategic marketing and persistence, Yair Haimoff, Matt Sreden and Andrew Ghassemi of Spectrum Commercial Real Estate were able to lease the entire building. The ownership wanted to have a single tenant take the entire building or they wanted individual tenants for each floor which was challenging during the pandemic.



**YAIR HAIMOFF**  
**Spectrum Commercial**  
**Real Estate, Inc.**



**SILVER** Martin Agnew, Ryan Rothstein-Serling, Joshua Yaris, Marcus & Millichap  
**BRONZE** Craig Peters, Grafton Tanquary, Jeff Pion, John Ayooob, CBRE





# DELPHI

## BUSINESS PROPERTIES

### TOP PERFORMERS OF 2021

**GOLD  
MEDAL WINNER**  
*Broker of the Year*



**David Hoffberg, SIOR**  
*Executive Vice President*

**SILVER  
MEDAL WINNER**  
*Iron Man 2021*



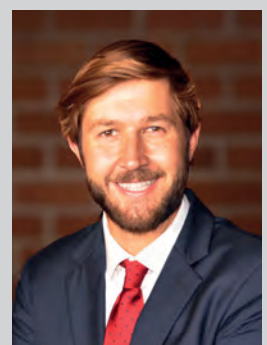
**Mike Hooker**  
*Executive Vice President*

**BRONZE  
MEDAL WINNER**



**Bruce Simpson**  
*Executive Vice President*

**TRANSACTION  
OF THE YEAR**



**Adam Stout**  
*Senior Associate*

### SAN FERNANDO VALLEY BUSINESS JOURNAL CRE AWARD WINNERS

**ROOKIE  
OF THE YEAR**



**Adam Stout**  
*Senior Associate*

**200 MOST INFLUENTIAL  
BUSINESS LEADERS**



**Jeff Puffer, SIOR**  
*President & CEO*

**SILVER  
AWARD WINNER**  
*Best Lease Transaction*



**Ryan McKenzie**  
*Senior Vice President*





# 2022 BROKER HONOREES

## BEST RETAIL LEASE

**YAIR HAIMOFF / ANDREW GHASSEMI**  
**Spectrum Commercial Real Estate, Inc.**  
**PROPERTY ADDRESS:** 18000 Ventura Blvd, #5 & 6, Encino  
**SQUARE FOOTAGE:** 19,976  
**DEAL VALUE:** \$3,690,964

This restaurant space, leased by Yair Haimoff and Andrew Ghassemi of Spectrum Commercial Real Estate is located in the heart of the Commercial District of Encino along Ventura Blvd. The elevator-served restaurant included all kitchen fixtures and has a large outdoor patio area on the second floor, a free surface and underground parking, along with excellent street visibility and signage. The location has excellent demographics and a heavy traffic count making it ideal for a retail/restaurant establishment.



**YAIR HAIMOFF**  
Spectrum Commercial Real Estate, Inc.



**SILVER** Yair Haimoff, Connor Quan, Spectrum Commercial Real Estate, Inc.  
**BRONZE** Randy Cude, Spectrum Commercial Real Estate, Inc.



## BEST MULTI-FAMILY PROJECT

**DEAN ZANDER / STEWART WESTON / CHRIS TRESP**  
**CBRE**  
**PROPERTY ADDRESS:** 318 W. Wilson Avenue, Glendale  
**SQUARE FOOTAGE:** 143,890 (164 units)  
**DEAL VALUE:** \$90,000,000

The Harrison is a core luxury apartment community in an excellent location, just blocks from The Americana and Glendale Galleria. The buyer was in a 1031 exchange and appreciated the strength of the location, the quality of the real estate and the durability of the income. Located at 318 W. Wilson Avenue, The Harrison was originally built in 2018. The property features a 15,100 square-foot ground floor space that is occupied by a CVS Pharmacy. The residential space totals 128,790 square feet with a unit mix that includes studios, one-bed/one-bath, and two-bed/two-bath units ranging from 600 to 1,250 square-feet. Community amenities include a resort-style pool and spa, game room, rooftop deck, dog run and two-level fitness center and yoga room. The community is within two miles of the Interstate-5, connecting Glendale to the rest of Los Angeles County.



**DEAN ZANDER**  
CBRE



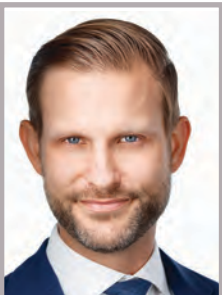
**SILVER** Warren Berzack, Lee & Associates- LA North/Ventura  
**BRONZE** Reza Ghobadi, Jared Papazian, Colliers



## BEST MEDICAL SALE

**CHRIS BODNAR / ANGIE WEBER**  
**CBRE**  
**PROPERTY ADDRESS:** 7345 Medical Center Dr., West Hills  
**SQUARE FOOTAGE:** 58,700  
**DEAL VALUE:** \$20,500,000

The medical campus entails two newly refurbished elevators servicing the building. The well- positioned building serves the local community with multiple treatment facilities including orthopedics, urology, pediatrics, and lab diagnostics. CBRE's Chris Bodnar's and Angie Weber's team represented the seller. Their expertise provided the client with high-level data on the market and helped identify multiple motivated buyers. This was a very challenging deal that required a CMBS loan assumption. The team was able to execute on a very short timeline to get it done by year end. Medical office properties are expected to see a strong post-pandemic rebound in demand and investors are sensing good growth opportunities with pricing and sales transaction levels more resilient than for most property types. The demand for high-quality medical space is increasing, especially in population-growth centers such as this area and professionals such as Bodnar and Weber are expertly meeting the demand.



**CHRIS BODNAR**  
CBRE



**SILVER** Chris Bodnar, Lee Asher, Jordan Selbiger, Anthony DeLorenzo, Mark Shaffer, CBRE



## CALL FOR NOMINATIONS

SAN FERNANDO VALLEY BUSINESS JOURNAL  
**WOMEN'S LEADERSHIP ROUNDTABLE & AWARDS 2022**

This year's Women's Leadership Rountable will cover topics of ongoing importance, from recognition and salary negotiation to leading through change and an open discussion about how women can be powerful allies at work for other women. In addition, our Women's Leadership Awards program will honor women of outstanding achievement in our business community.

Nomination deadline:  
**APRIL 15th, 2022**

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**CSUN NAZARIAN**  
COLLEGE OF BUSINESS & ECONOMICS

To nominate, please visit [sfvbj.com/bizevents](https://sfvbj.com/bizevents)



LOS ANGELES REGION

# Newmark congratulates Team DeGrinis for their recent successes.

## SFVBJ 2022 CRE Gold Award Winner

Best Industrial Lease

28777 Witherspoon Pkwy.  
Valencia, CA

93,735 SF



84 Years

COMBINED EXPERIENCE

39M

TOTAL SQUARE FEET

\$2.5B

TOTAL CONSIDERATION



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CA RE License #00918958



**PATRICK DUROSS, SIOR**  
Executive Managing Director  
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CA RE License #01461031



**JEFF ABRAHAM, SIOR**  
Senior Managing Director  
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**KATE BORDEN**  
Brokerage Services Specialist  
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# 2022 BROKER HONOREES

## BEST LAND SALE

**BARBARA PERRIER / DARLA LONGO / LYNN KNOX**  
**CBRE**

**PROPERTY ADDRESS:** Reliance Business Park in Irwindale  
**SQUARE FOOTAGE:** 89.5 acres  
**DEAL VALUE:** \$190,000,000



Located at the northwest corner of the interchange at Interstate 210 and Irwindale Avenue, the land is zoned for a variety of commercial uses, including industrial, retail and mixed-use. The site is also nearby to the 605 San Gabriel and Interstate 10 San Bernardino freeways, making it easily accessible from all of Southern California. It's approximately 40 miles from the Ports of Los Angeles and Long Beach, 20 miles from downtown Los Angeles and within proximity to five major airports. Having 90 acres of land for development in one of the most desired submarkets in Southern California is rare. Along with being a major land acquisition, the proximity of Reliance Business Park to ports, freeways and airports is especially essential today with growing transportation concerns. San Gabriel Valley posted a vacancy rate of 1.6 percent at the end of the fourth quarter of 2020 with no industrial projects under construction, according to CBRE research. The area has seen robust industrial and retail demand, growing e-commerce activity and strong user sale interest. Trammell Crow Company entitled the site for Vulcan Materials Co. for a 1.8 million square-foot business park.



**BARBARA PERRIER**  
**CBRE**



**SILVER** Mike Tingus, Jaret Smits, Lee & Associates- LA North/Ventura  
**BRONZE** Yair Haimoff, Spectrum Commercial Real Estate, Inc.

## BEST INDUSTRIAL SALE

**MIKE TINGUS / JOE JUSKO / GRANT FULKERSON**  
**Lee & Associates - LA North / Ventura**

**PROPERTY ADDRESS:** 2280 Ward Ave., Simi Valley  
**SQUARE FOOTAGE:** 242,101  
**DEAL VALUE:** \$46,411,312



The 242,101 square foot asset is the largest ever sold in the submarket. Lee & Associates represented both Rexford Industrial and the seller, 2280 LLC, in the sale. The broker team led by Mike Tingus, Joe Jusko and Grant Fulkerson also handled leasing for the previous owner/user, Topaz Distribution, and guided the asset to 100 percent occupancy. The result of this deal was a win-win for both the buyer, who expanded its footprint in the market, while the seller's profit exceeded \$32 million. Given the unprecedented industrial market growth and demand, Tingus, Jusko and Fulkerson saw an opportunity to attract a larger buyer pool and plan for future growth by repurposing the building into a multi-use structure by dividing up the space in the building that its two tenants now occupy (Frontline Distribution and Sooner Express). Selling the building to these two leading third-party logistics providers allows local companies to continue to operate with their products nearby and efficiently and avoid long-term supply chain delays to customers. This has had a very positive effect for area businesses that otherwise would have had to completely relocate out of the area given there was no usable space to warehouse their products.



**MIKE TINGUS**  
**Lee & Associates - LA North/Ventura**



**SILVER** David Young, Chad Gahr, NAI Capital Commercial  
**BRONZE** Billy Walk, Greg Geraci, David Harding, Matthew Dierckman, Colliers

## BEST INDUSTRIAL LEASE

**JOHN DEGRINIS / PATRICK DUROSS / JEFF ABRAHAM**  
**Newmark**  
**CRAIG PETERS / DOUG SONDEREGGER / CAMERON MERRILL**  
**CBRE**

**PROPERTY ADDRESS:** Needham Ranch Parkway, Santa Clarita  
**SQUARE FOOTAGE:** 400,095  
**DEAL VALUE:** confidential



DrinkPAK, LLC., the premier West Coast alcoholic and non-alcoholic beverage manufacturer, signed two additional leases at The Center at Needham Ranch in Santa Clarita. Newmark's John DeGrinis, Patrick DuRoss and Jeff Abraham represented DrinkPAK, and CBRE's Craig Peters, Cameron Merrill and Doug Sonderegger represented TCC and Clarion in the transaction. DrinkPAK, which first signed a 172,324-square-foot lease in November 2020 for Building 2, has now added 400,095 square feet across Buildings 3 and 4 for a total footprint of 572,419 square feet at the industrial park. DrinkPAK provides dynamic beverage solutions and comprehensive operational services including procurement support, complex batching and processing, filling, packaging, on-site storage and distribution. Building 3 at CANR is comprised of 212,236 square feet of Class A industrial space and Building 4 is comprised of 187,859 square feet, with both buildings featuring 36' clear height, ESFR sprinklers, and abundant dock positions and parking spaces. The DrinkPAK campus will feature three state-of-the-art high-speed beverage packaging lines capable of producing up to 4,900 cans per minute. At full operation, DrinkPAK will employ approximately 200 employees at the new facilities and will produce 1.9 billion cans of product per year, including energy drinks, canned cocktails, hard seltzers, and other beverages.



**JOHN DEGRINIS**  
**Newmark**



**CRAIG PETERS**  
**CBRE**



**SILVER** Ryan McKenzie, Delphi Business Properties, Inc.  
**BRONZE** Matt Sreden, Yair Haimoff, Spectrum Commercial Real Estate, Inc.



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# CONGRATS 2022 NOMINEES

## PROJECTS

**Avion Burbank**  
**The Center at Needham Ranch**  
**CMM, LLP**  
**Confluence Park**  
**at Five Point Valencia**

**Encino Crossing**  
**G4 Studios and Offices**  
**L + O**  
**Los Angeles Police Department**  
**Federal Credit Union**

**One Encino**  
**The Q Topanga**  
**The Q Variel**  
**UCLA Health**  
**The Willows**

## BROKERS

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