





















THE LIST

COMMERCIAL REAL ESTATE BROKERAGE FIRMS

Ranked by 2023 total deals value

Rank	Company • name • address • website	Valley Deal Values (\$ in millions)		Commercial Agents • Valley-area • total	Sales and Leasing Services	Profile • offices (Valley/total) • headquarters	Top Local Executive • name • title • phone	Image
		• 2023 • 2022	• 2023 leases • 2023 sales					
1	CBRE 234 S. Brand Blvd., Suite 800 Glendale 91204 cbre.com	\$1,978 \$1,910	\$642 \$1,335	64 10,030	office, retail, industrial, medical, apartment, tenant/ landlord rep, investment property, lease administration, hospitality	2/530 Dallas	Dean Hunt Executive Managing Director, LA North (818) 251-3600	
2	NAI Capital 15821 Ventura Blvd., Suite 320 Los Angeles 91436 naicapital.com	1,500 1,092 ¹	824 676	60 235	office, retail, industrial, medical, apartment, tenant/ landlord rep, investment property, lease administration, hospitality	5/13 Encino	Chris Jackson CEO (818) 905-2400	
3	Lee & Associates Commercial Real Estate Services 5707 Corsa Ave., Suite 200 Westlake Village 91362 lee-associates.com	679 832 ¹	388 291	67 1,350	office, retail, industrial, medical, apartment, tenant/ landlord rep, investment property, hospitality, Land, Property Management	3/76 Westlake Village	Mike Tingus President (818) 223-4388	
4	Colliers 6324 Canoga Ave. Woodland Hills 91367 colliers.com	672 408 ¹	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/ landlord rep, investment property, lease administration, hospitality, real estate management, valuation, workplace advisory	NA/480 Toronto	Ricardo Pacheco Managing Director, Los Angeles (661) 259-9200	
5	Marcus & Millichap Inc. 23975 Park Sorrento, Suite 400 Calabasas 91302 marcusmillichap.com	628 1,104 ¹	0 628	175 1,600	office, retail, industrial, medical, apartment, investment property, hospitality, financing, research & advisory services	2/88 Calabasas	Hessam Nadji CEO, President (818) 212-2700	
6	SVN 15250 Ventura Blvd., Suite 500 Sherman Oaks 91403 lasvn.com	575 650	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/ landlord rep, investment property, lease administration, hospitality	NA/221 Burbank	David Rich Managing Partner (310) 979-0800	
7	DAUM 21820 Burbank Blvd., Suite 130 Woodland Hills 91367 daumcommercial.com	523 688	272 2,508	30 150	office, retail, industrial, medical, apartment, tenant/ landlord rep, investment property, lease administration, hospitality	3/11 Los Angeles	Chad Jacobson COO, Branch Manager (818) 887-3600	
8	JLL 2233 N. Ontario St. Burbank 91504 jll.com	477 NA	265 212	8 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	1/331 Chicago, IL	Charlie Smith Senior Managing Director and Broker Lead for the Los Angeles Region (818) 736-4440	
9	NEWMARK 24025 Park Sorrento Suite 480 Calabasas 91302 nmrk.com	473 2,130 ¹	148 324	NA NA	office, retail, industrial, medical, apartment, tenant/ landlord rep, investment property, lease administration, hospitality, property management, project management, consulting services, valuation & appraisal	2/170 New York	Barry Gosin CEO (213) 596-2222	
10	EASTDIL SECURED 100 Wilshire Blvd., Suite 1500 Santa Monica 90401 eastdilsecured.com	406 1,574 ¹	NA 406	NA NA	office, retail, industrial, medical, apartment, investment property, hospitality, land	NA/16 New York	Roy March CEO (310) 526-9000	
11	illi Commercial Real Estate 5990 Sepulveda Blvd., Suite 600 Sherman Oaks 91411 illicre.com	289 278 ¹	156 133	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	3/5 Sherman Oaks	Todd Nathanson President (818) 501-2212	
12	DELPHI 7100 Hayvenhurst Ave., Suite 211 Van Nuys 91406 go2delphi.com	205 191 ¹	117 87	15 15	office, industrial, tenant/landlord rep, investment property, lease administration, property management	1/1 Van Nuys	Jeff Puffer President & CEO (818) 780-7878	
13	TOLD Partners Inc. 5940 Variel Ave. Woodland Hills 91367 told.com	150 ¹ 277 ¹	NA NA	NA NA	office, retail, industrial, medical, tenant/landlord rep, investment property	1/1 Woodland Hills	Vincent Hall President (818) 593-3800	
14	BERKADIA 6320 Canoga Ave., Suite 950 Woodland Hills 91367 berkadia.com	150 ¹ 179 ¹	NA NA	NA NA	apartment, debt, equity	NA/65 New York	Mary Ann King Co-Head of Investment Sales (818) 615-1601	
15	Kidder Mathews 15260 Ventura Blvd, Ste 1440 Sherman Oaks 91403 kidder.com	138 687	36 102	21 513	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	1/19 Seattle	Jim Kruse Regional President, Greater Los Angeles Brokerage (818) 867-9010	
16	SPECTRUM 28392 Constellation Rd. Valencia 91355 spectrumcre.com	121 174 ¹	55 66	20 20	office, retail, industrial, medical, apartment, tenant/ landlord rep, investment property, property management	2/5 Valencia	Yair Haimoff Executive Managing Director (661) 306-9600	
17	EQUITY UNION 13400 Ventura Blvd. Sherman Oaks 91423 equityunion.com	120 ¹ 125 ¹	NA NA	NA NA	office, retail, industrial, apartment, tenant/landlord rep, investment property	4/10 Los Angeles	Harma Hartouni CEO (818) 989-2000	
18	IREA 16501 Ventura Blvd., Suite 448 Encino 91436 irea.com	120 ¹ 103 ¹	NA NA	NA NA	office, retail, industrial, apartment, investment property, hospitality	1/1 Encino	Jonathan Krikorian Partner (818) 386-6888	
19	BEITLER 16300 Ventura Blvd., Suite 100 Encino 91436 beitlercommercial.com	119 ¹ 1,275 ¹	NA NA	NA NA	office, retail, industrial, medical, apartment, tenant/ landlord rep, investment property, lease administration, hospitality	2/6 Los Angeles	Ron Kassin VP & General Manager (818) 501-5001	
20	STEVENSON 1111 N. Brand Blvd., Suite 250 Glendale 91202 stevensonrealestate.com	92 141 ¹	37 55	12 12	office, retail, industrial, medical, apartment, tenant/ landlord rep, investment property, land	1/1 Glendale	Randy Stevenson President (818) 956-7001	

¹ Business Journal estimate.

NA - Not Available Note: Information has been provided by representatives of the companies. Firms are ranked by Valley-area sales and lease deals in 2023. 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.

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