



LEADERS TO KNOW: REAL ESTATE

Valley real estate leaders have, in recent years, gotten creative. Some of the best of them are collected here, offering advice and commentary about the ever-shifting commercial real estate landscape.

Methodology: The professionals featured in these pages did not pay to be included. Their profiles were drawn from nomination materials submitted to Inside The Valley. Those selected for inclusion were reviewed by the editorial department. The professionals were chosen based on a demonstration of impact made on the profession and on the Valley community.



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1 | **SAM ASLANIAN**

Architect

Sam Aslanian Architect, Inc.

ON EXCITING TRENDS:

“As an architect who grew up here, I get excited to see the Valley transform from a suburban bedroom community to an urbanized pedestrian-oriented city.”

3 | **CHAD GAHR**

Executive Vice President

NAI Capital Commercial

ON CAREER ADVICE:

“Build strong relationships early and always prioritize integrity in every deal. Real estate is a long-term game, and success is built on trust, expertise and the connections you form over time.”



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2 | **NIV DAVIDOVICH**

Managing Partner

Davidovich Stein Law Group

ON EXCELLING:

“A top real estate agent needs to know the ins and outs of the Valley’s neighborhoods. This includes current property values, school ratings, local amenities, zoning regulations and upcoming developments.”



4

4 | **YAIR HAIMOFF**

Executive Managing Director/Founder

Spectrum Commercial Real Estate, Inc.

ON THE FUTURE:

“As we look ahead, I expect the industry to experience significant growth, driven by a variety of factors that will both challenge and create opportunities for real estate professionals.”

1 | **DEAN HUNT**

Executive Managing Director, Los Angeles North
CBRE

ON EXCELLING:

“The key is not focusing just on the transaction at hand, but the overall needs and decisions required in the lifecycle of a property and how that affects their overall situation.”



2 | **BRANDON MICHAELS**

Senior Managing Director, Investments
Marcus & Millichap

ON CAREER ADVICE:

“Be prepared to fail, and use those failures as a springboard for success. The industry is fraught with failure, which will teach you the skills and lessons necessary to succeed.”



3 | **FILIP NICULETTE**

Senior Managing Director, Investments
Marcus & Millichap

ON EXCITING TRENDS:

“The surge in development sites, lucrative land deals and innovative new construction properties excites me. These trends are reshaping urban landscapes, offering fresh opportunities for investment and driving economic growth.”



4 | **JOHN PARKER**

Co-Founder
Parker Brown, Inc.

ON CHALLENGES:

“Balancing the demand for flexible workspaces with long-term leases, while navigating inflation and evolving tenant needs, poses significant challenges in maintaining profitability and stability in the market.”



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1 | **RICK PEARSON**

Managing Director
Cushman & Wakefield

ON CAREER ADVICE:

“Get comfortable stepping outside of your comfort zone, initiating conversations and maintaining genuine interest in others. Building long-term relationships requires consistency and trust. People are drawn to authenticity.”



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3 | **GLEN SCHER**

Senior Vice President, Investments
Marcus & Millichap

ON EXCELLING:

“Prioritize local market knowledge, strong networking, excellent communication skills, and the use of technology for marketing and client management. Building trust and delivering exceptional customer service are also crucial.”



3

2 | **JAY RUBIN**

Principal
Lee & Associates - LA North/Ventura, Inc.

ON THE FUTURE:

“The Valley is constantly evolving. From rows of citrus groves to urban density and mixed-use developments, redevelopment and increased density will continue as the highest and best uses emerge.”



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4 | **DAVID SOLOMON**

Senior Executive Vice President
Colliers

ON EXCELLING:

“To be outstanding requires attributes like those that make someone good at anything: listening and understanding clients’ needs and objectives, knowing the industry in-depth and acting as an advisor, providing counsel.”

CONGRATS YAIR HAIMOFF

ON BEING RECOGNIZED AS A
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COMMERCIAL REAL ESTATE**

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1 | **CHARLIE STEIN**

Partner

Davidovich Stein Law Group

ON CAREER ADVICE:

“Invest in learning, not just credentials. While certifications and degrees are valuable, the real world rewards continuous learning, adaptability and creativity.”



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3 | **DANIEL WITHERS**

Senior VP & Market Leader

Matthews Real Estate Investment Services

ON EXCITING TRENDS:

“The integration of AI technology is particularly exciting. It is helping to provide support in day-to-day business operations, improving productivity in tasks such as property matching, market analysis and client communication.”

2 | **STACY VIERHEILIG-FRASER**

Principal

Lee & Associates - LA North/Ventura, Inc.

ON EXCELLING:

“To excel in real estate requires good market knowledge; where landlords are willing to make deals and what works for tenants.”



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4 | **DAVID YOUNG**

Executive Vice President

NAI Capital Commercial

ON THE FUTURE:

“The industry is set for significant change, driven by evolving market dynamics, technological advancements and shifting client expectations. The growth of e-commerce and logistics will boost demand for industrial spaces.”

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