

THE LIST

RESIDENTIAL BROKERAGE FIRMS

Ranked by 2016 L.A. County sales volume

► NEXT WEEK

The Largest Insurance Brokerage Firms in L.A. County

THE PACESETTER: Coldwell Banker Residential Brokerage tops the list of the largest brokerage firms in Los Angeles County with \$11.4 billion in sales last year. That's down from \$12.1 billion in 2015. Coldwell Banker has 26 offices and more than 2,000 agents in L.A. County.

MERGER: John Aaroe Group merged with Pacific Union International in December. Pacific Union has offices in San Francisco, Silicon Valley, and Napa Valley.

EXPANSION: Partners Trust launched its new development division last year. It also opened Openhouse, a retail concept and community outpost located in Santa Monica. The brokerage has now achieved more than \$10 billion in sales since its inception in 2009.

NEW: Compass opened its first local office in Beverly Hills in November 2015. It has since expanded with offices in Brentwood, Malibu, and Pasadena.

Rank	Brokerage • name • address • website	L.A. County Sales Volume • 2016 • 2015 (in millions)	L.A. County Units Sold • 2016 • 2015	Specialty Areas (partial list)	Profile • headquarters • L.A. offices • L.A. agents	Top Local Executive • name • title • phone
1	Coldwell Banker Residential Brokerage 190 N. Canon Drive, Suite 200 Beverly Hills 90210 camoves.com	\$11,424 \$12,101	8,702 9,464	condos, income property, land, multifamily units, single-family homes, townhouses, Previews International	Beverly Hills 26 2,061	Greg Macres, Exec. V.P., Southwest Region Robert K. Foster, President (877) 317-4601
2	Rodeo Realty Inc. 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 rodeore.com	4,998 5,005	5,245 5,934	condos, income property, land, multifamily units, single-family homes, townhouses, new construction, commercial	Beverly Hills 12 1,473	Syd Leibovitch President (310) 471-2600
3	Re/Max Estate Properties 63 Malaga Cove Plaza Palos Verdes Estates 90274 realestatelosaangeles.com	4,452 4,050	4,495 4,340	condos, income property, land, multifamily units, single-family homes, townhouses	PV Estates 17 697	Sandra Sanders President (310) 378-9494
4	Berkshire Hathaway HomeServices California Properties 9696 Wilshire Blvd. Beverly Hills 90210 bhscalifornia.com	4,182 4,265	3,266 3,494	condos, income property, land, multifamily units, single-family homes, townhouses, commercial	San Diego 11 726	Mary Lee Blaylock CEO, President (888) 888-7356
5	Sottheby's International Realty Inc. 9665 Wilshire Blvd., Suite 400 Beverly Hills 90212 sotthebyshomes.com	3,937 4,109	2,577 2,677	condos, single-family homes, townhouses	New York 15 707	Frank G. Symons Executive Vice President, COO (310) 724-7000
6	Pinnacle Estate Properties Inc. 9137 Reseda Blvd. Northridge 91324 pinnacleestate.com	3,400 ¹ 3,204	NA NA	condos, income property, land, multifamily units, single-family homes, townhouses, escrow services, title insurance	Northridge 9 800	Dana Potter President (818) 993-7370
7	Westside Estate Agency 210 N. Canon Drive Beverly Hills 90210 weahomes.com	2,888 2,411	331 256	condos, land, single-family homes, townhouses	Beverly Hills 3 68	Stephen Shapiro, Chairman Kurt Rappaport, President (310) 247-7770
8	Hilton & Hyland 250 N. Canon Drive Beverly Hills 90210 hiltonhyland.com	2,854 2,784	663 679	condos, income property, land, multifamily units, single-family homes, townhouses	Beverly Hills 1 150	Rick Hilton, Chairman Jeff Hyland, President (310) 278-3311
9	The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 theagencyrs.com	2,750 2,001	933 636	condos, income property, land, multifamily units, single-family homes, townhouses	Beverly Hills 7 157	Mauricio Umansky, CEO Billy Rose, President (424) 230-3700
10	John Aaroe Group 150 S. Rodeo Drive, Suite 100 Beverly Hills 90212 aaroe.com	2,511 2,336	2,741 2,834	condos, income property, land, multifamily units, single-family homes, townhouses, estates, architectural, new construction	Beverly Hills 9 460	John Aaroe President (310) 272-8002
11	Partners Trust Real Estate Brokerage & Acquisitions 9378 Wilshire Blvd., Suite 200 Beverly Hills 90212 thepartnerstrust.com	2,474 2,155	1,821 1,517	condos, income property, land, multifamily units, single-family homes, townhouses, investments, new development, commercial	Beverly Hills 8 240	Nick Segal CEO (310) 858-6800
12	Re/Max Premier Properties 223 N. First Ave., Suite 101 Arcadia 91006 N/A	1,932 1,800	2,503 NA	condos, income property, land, multifamily units, single-family homes, townhouses	Arcadia 7 276	Kuan T. Sung CEO (626) 229-2200
13	Teles Properties 9470 Wilshire Blvd., Suite 120 Beverly Hills 90212 telesproperties.com	1,797 1,585	1,905 1,917	condos, income property, land, single-family homes, townhouses, estates, ranches, international	Beverly Hills 8 243	Peter Loewy CEO (424) 203-1800
14	Berkshire Hathaway HomeServices California Properties 18000 Studebaker Road, Suite 600 Cerritos 90703 bhscaprops.com	1,450 1,475	3,637 3,623	condos, income property, land, multifamily units, single-family homes, townhouses	Cerritos 22 800	Bruce T. Mulhearn President (562) 860-2625
15	Dilbeck Real Estate 1030 Foothill Blvd. La Cañada-Flintridge 91011 dilbeck.com	1,377 1,437	1,794 1,941	condos, income property, land, multifamily units, single-family homes, townhouses	La Cañada-Flintridge 13 506	Mark Dilbeck President (818) 790-6774
16	Keller Williams Beverly Hills 439 N. Canon Drive, Penthouse Beverly Hills 90210 kwbeverlyhills.com	1,301 1,065	1,379 843	condos, income property, land, multifamily units, single-family homes, townhouses, luxury, commercial, industrial, land	Beverly Hills 1 495	Gary Reavis CEO (310) 432-6400
17	Compass 9454 Wilshire Blvd., Suite 400 Beverly Hills 90212 compass.com	1,293 NA	1,003 NA	condos, income property, land, single-family homes, townhouses	New York 4 231	Stan Richman/Beverly Hills Leah Sternberg/Pasadena Regional Vice Presidents (310) 230-5478
18	Keller Williams Realty Pacific Estates 2883 E. Spring St., Suite 100 Long Beach 90806 kwpehome.com	1,214 957	1,933 1,808	condos, income property, land, multifamily units, single-family homes, townhouses	Long Beach 1 368	Amy Osterbeck Team Leader (562) 513-7800
19	Vista Sotheby's International Realty 608 Silver Spur Rolling Hills Estates 90274 vistasir.com	1,186 1,160	897 681	condos, multifamily units, single-family homes, townhouses	Palos Verdes 6 219	Rick Edler, Co-CEO Darin DeRenzis, President (310) 541-8271
20	Re/Max Olson & Associates Inc. 11141 Tampa Ave Northridge 91326 olsonmax.com	1,087 1,049	1,587 1,665	condos, income property, land, multifamily units, single-family homes, townhouses	Northridge 5 162	Keith Myers President (818) 879-2266

¹ Formerly Prudential California Realty.

² Business Journal estimate.

³ Formerly Prudential California Realty/Mulhearn Group.

NA - Not Available Note: The information on this list was provided by representatives of the brokerages themselves. Brokerages are ranked by their sales volume in L.A. County. To the best of our knowledge, this information is accurate as of press time. While every effort is

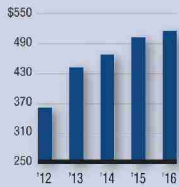
made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, Los Angeles Business Journal, 5700 Wilshire Blvd., Suite 170, Los Angeles 90036. ©2017 Los Angeles Business 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.

Researched by David Nusbaum



SANTA MONICA: Gibson International opened its fourth office on Montana Avenue in Santa Monica last year.

Rapid Increases
 Median year-end home prices in L.A. County continue to increase. (in thousands)



Source: California Association of Realtors

Rank	Brokerage • name • address • website	L.A. County Sales Volume • 2016 • 2015 (in millions)	L.A. County Units Sold • 2016 • 2015	Specialty Areas (partial list)	Profile • headquarters • L.A. offices • L.A. agents	Top Local Executive • name • title • phone
21	Re/Max of Valencia 25101 The Old Road Santa Clarita 91331 remax-valencia-ca.com	\$1,020 \$915	2,000 1,848	condos, income property, land, multifamily units, single-family homes, townhouses	Santa Clarita 2 157	David Rendall Broker/Owner (661) 255-2650
22	Keller Williams Realty Santa Monica 2701 Ocean Park Blvd., Suite 140 Santa Monica 90405 kwsantamonica.com	915 762	918 1,055	condos, income property, multifamily units, single-family homes, townhouses	Santa Monica 2 488	Richard Cunningham Owner (310) 482-2200
23	Gibson International 11538 San Vicente Blvd. Los Angeles 90049 gibsonintl.com	902 848	627 586	condos, income property, land, multifamily units, single-family homes, townhouses, estates, luxury homes, new construction	Brentwood 4 160	Scott L. Gibson President (310) 820-0195
24	Realty Executives Santa Clarita 26650 The Old Road, Suite 300 Santa Clarita 91331 realtyexecutives-scv.com	862 892	1,636 1,872	condos, income property, land, multifamily units, single-family homes, townhouses	Valencia 5 300	Jim Tanner CEO, President (661) 964-1600
25	Nourmand & Associates 6525 Sunset Blvd., Suite 100 Los Angeles 90028 nourmand.com	772 816	602 604	condos, single-family homes, townhouses	Los Angeles 3 152	Michael B. Nourmand President (323) 460-6360
26	Keller Williams Realty Los Feliz 1660 Hillhurst Ave. Los Angeles 90027 kwlosfeliz.com	772 760	1,196 1,217	condos, income property, land, multifamily units, single-family homes, townhouses	Los Angeles 2 87	David Bailey President (323) 300-1000
27	Keller Williams Pasadena 251 S. Lake Ave., Suite 150 Pasadena 91101 pasadena.yourkwoffice.com	771 693	929 814	condos, income property, land, multifamily units, single-family homes, townhouses, mixed-use, tenant rep, office sales, industrial	Pasadena 1 179	Brock Worthen Managing Partner (626) 204-3300
28	Podley Properties 350 S. Lake Ave., Suite 240 Pasadena 91101 podley.com	768 778	999 971	condos, income property, land, multifamily units, single-family homes, townhouses	Pasadena 6 185	William Podley Chairman (626) 795-9571
29	JohnHart Real Estate 330 N. Brand Blvd., Suite 130 Glendale 91203 johnhartrealestate.com	712 349	1,321 702	condos, income property, land, multifamily units, single-family homes, townhouses	Glendale 7 280	Harout Keuroghlian CEO (818) 246-1099
30	Keller Williams Larchmont 118 N. Larchmont Blvd. Los Angeles 90004 kwlarchmont.com	704 626	680 650	condos, income property, land, multifamily units, single-family homes, townhouses	Los Angeles 1 337	Joey Sacavitch CEO (323) 762-2600

NA - Not Available Note: The information on this list was provided by representatives of the brokerages themselves. Brokerages are ranked by their sales volume in L.A. County.

Researched by David Nusbaum

Continued on page 18

OFFICES: Ewing & Associates Sotheby's International Realty opened new offices in Westlake Village and Hidden Hills last year.

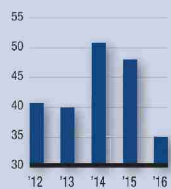
Rank	Brokerage • name • address • website	L.A. County Sales Volume • 2016 • 2015 (in millions)	L.A. County Units Sold • 2016 • 2015	Specialty Areas (partial list)	Profile • headquarters • L.A. offices • L.A. agents	Top Local Executive • name • title • phone
31	Douglas Elliman 150 El Camino Drive Beverly Hills 90212 elliman.com	\$700 \$400	373 195	condos, income property, land, multifamily units, single-family homes, townhouses	New York 2 100	Colin Keenan, Managing Broker Stephen Kotler, President, Western Region (310) 595-3888
32	Keller Williams Realty Calabasas 23975 Park Sorrento, Suite 110 Calabasas 91302 kwcalabasas.com	633 504	840 639	condos, income property, land, multifamily units, single-family homes, townhouses, horse properties	Calabasas 1 250	Harma Hartouni Operating Principal (818) 657-6500
33	Halton Pardee & Partners Inc. 1524 Abbot Kinney Blvd. Venice 90291 haltonpardee.com	633 600	322 350	condos, income property, land, multifamily units, single-family homes, townhouses	Venice 2 25	Tami Pardee Owner/Broker (310) 907-6517
34	Keller Williams Studio City 4061 Laurel Canyon Blvd. Studio City 91604 kwstudiocity.com	633 779	766 785	condos, income property, land, multifamily units, single-family homes, townhouses	Studio City 1 316	Harma Hartouni Operating Principal (818) 432-1500
35	Century 21 Allstars 9155 Telegraph Road Pico Rivera 90660 c21allstars.com	630 595	1,838 1,789	condos, income property, multifamily units, single-family homes	Pico Rivera 1 250	Joseph Villaescusa CEO, President (562) 863-2121
36	Berkshire Hathaway HomeServices California Properties - Torrance 23530 Hawthorne Blvd., Suite 100 Torrance 90505 bhhscaproperties.com	550 453	601 580	condos, income property, multifamily units, single-family homes, townhouses	Torrance 3 175	Bruce Short CEO, President (310) 373-0021
37	Keller Williams Antelope Valley 1401 W. Rancho Vista Blvd. Palmdale 93551 antelopevalleykw.com	523 443	2,088 1,887	condos, income property, land, multifamily units, single-family homes, townhouses	Palmdale 2 400	Robert P. Talbot CEO (661) 538-2800
38	Keller Williams Encino-Sherman Oaks 16820 Ventura Blvd. Encino 91436 kwencinoshermanoaks.com	498 396	717 615	condos, income property, land, multifamily units, single-family homes, townhouses	Encino 1 281	Harma Hartouni Operating Principal (818) 380-5100
39	Ewing & Associates Sotheby's International Realty 23647 Calabasas Road Calabasas 91302 ewingsir.com	472 278	415 269	condos, income property, land, multifamily units, single-family homes, townhouses	Calabasas 2 77	Roger P. Ewing President (818) 222-9500
40	Keller Williams World Media Center 111 N. First St., Suite 300 Burbank 91502 thinkkw.com	465 NA	629 NA	condos, income property, land, multifamily units, single-family homes, townhouses, commercial, industrial	Burbank 1 252	Nick Avedessian Mike Derian Owners/Brokers (818) 239-3500
41	Wish Sotheby's International Realty 13501 Ventura Blvd. Sherman Oaks 91423 wishsir.com	460 388	465 397	condos, income property, land, multifamily units, single-family homes, townhouses	Sherman Oaks 3 75	Ernest A. Wish Broker/President/General Counsel (818) 990-8700
42	Re/Max Masters 475 E. Badillo St. Covina 91723 mastersrealestate.com	433 442	862 987	condos, income property, land, multifamily units, single-family homes, townhouses, commercial, mobile homes	Covina 6 152	Jose E. Pastora President (626) 967-1779
43	Keller Williams Realty Marina/LA 13274 Fiji Way Marina Del Rey 90292 kw.com	433 305	664 523	condos, income property, land, multifamily units, single-family homes, townhouses	Marina Del Rey 1 418	Harma Hartouni Operating Principal (310) 305-8333
44	Century 21 Realty Masters 11716 Rosecrans Ave. Norwalk 90650 c21realtymasters.com	419 411	1,096 1,010	condos, income property, multifamily units, single-family homes, townhouses	Montebello 3 215	JJ Lopez President (562) 677-1800
45	Coldwell Banker Quality Properties 11280 Corbin Ave. Porter Ranch 91326 valleyestates.com	373 337	664 653	condos, income property, land, multifamily units, single-family homes, townhouses, property management, development	Porter Ranch 2 127	Ken Sampson President (818) 725-2500
46	Century 21 Peak/Peak Commercial 5900 Canoga Ave., Suite 400 Woodland Hills 91367 peakcorp.com	355 187	645 255	condos, income property, land, multifamily units, single-family homes, commercial, international	Woodland Hills 5 185	Eli Tene Principal (818) 591-3300
47	Keller Williams Pacific Estates Cerritos 17785 Center Court Drive North, Suite 120 Cerritos 90703 cerritos.kw.com	312 NA	669 NA	condos, income property, land, multifamily units, single-family homes, townhouses	Cerritos 1 200	Joshua Spitzzen Team Leader (562) 261-0900
48	Re/Max All-Pro 43832 20th St. West Lancaster 93534 remaxallpro.com	282 214	1,103 941	condos, income property, land, multifamily units, single-family homes, townhouses, probates, short sales, REO, commercial	Lancaster 2 100	Kenneth Terracciano Broker/Owner/President (661) 945-9461
49	Strand Hill Properties/Christie's International Real Estate 1131 Morningside Drive Manhattan Beach 90266 strandhillproperties.com	277 79	166 37	condos, income property, land, multifamily units, single-family homes, townhouses	Manhattan Beach 4 79	Chris Richardson President (310) 545-0707
50	Keller Williams Realty Brentwood 11812 San Vicente Blvd., Suite 100 Los Angeles 90049 kwbrentwoodla.com	256 372	198 456	condos, income property, multifamily units, single-family homes, townhouses	Los Angeles 1 287	Aaron G. Leider/Rick Cunningham/Colette Ching Owners (310) 826-8200

NA - Not Available
 Note: The information on this list was provided by representatives of the brokerages themselves. Brokerages are ranked by their sales volume in L.A. County. 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. Please send corrections or additions on company letterhead to the Research Department, Los Angeles Business Journal, 5700 Wilshire Blvd., Suite 170, Los Angeles 90036. ©2017 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.

Researched by David Nusbaum

For Sale
 Median days on market for homes in L.A. County declined last year.



Source: California Association of Realtors