

TOP RESIDENTIAL FIRMS IN L.A.

RANKED BY 2015 L.A. COUNTY SALES VOLUME

SOURCE: LOS ANGELES BUSINESS JOURNAL - MARCH 2016

THE LIST

RESIDENTIAL BROKERAGE FIRMS

Ranked by 2015 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 \$12.1 billion in sales last year. That's down from \$12.3 billion in 2014. Coldwell Banker has 27 offices and more than 2,000 agents in L.A. County.

ESTATES: In Los Angeles County, Sotheby's International Realty Inc. reported a 45 percent increase in the number of homes sold for \$10 million or more last year. The company sold 29 homes with a sale price higher than \$10 million compared with 20 homes in 2014.

BRANCH: In November, John Aaroe Group opened a new branch in Baldwin Hills.

MERGER: In June, Vista Sotheby's International Realty merged with South Bay Brokers. The combined company kept the Vista Sotheby's name and has 196 agents across six South Bay offices.

Rank	Brokerage • name • address • website	L.A. County Sales Volume ¹ • 2015 • 2014	L.A. County Units Sold • 2015 • 2014	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	\$12,101 \$12,269	9,464 9,966	condos, income property, land, multifamily units, single-family homes, townhouses, Previews International	Beverly Hills 27 2,073	Jeff Culbertson, Exec. V.P., Southwest Region Robert K. Foster, President (877) 317-4601
2	Rodeo Realty 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 rodeore.com	5,005 4,263	5,934 5,355	condos, income property, land, multifamily units, single-family homes, townhouses, new construction, commercial	Beverly Hills 12 1,200	Syd Leibovitch President (310) 471-2600
3	Berkshire Hathaway HomeServices California Properties 9696 Wilshire Blvd. Beverly Hills 90210 bhhsocalifornia.com	4,265 4,090	3,494 3,374	condos, income property, land, multifamily units, single-family homes, townhouses, commercial	San Diego 11 719	David M. Cabot CEO, President (310) 777-7800
4	Sotheby's International Realty Inc. 9665 Wilshire Blvd., Suite 400 Beverly Hills 90212 sothebysrealty.com	4,109 4,082	2,677 2,807	condos, single-family homes, townhouses	New York 15 716	Frank G. Symons Executive Vice President, COO (310) 724-7000
5	Re/Max Estate Properties 63 Malaga Cove Plaza Palos Verdes Estates 90274 realestateoflosangeles.com	4,050 3,305	4,340 3,790	condos, income property, land, multifamily units, single-family homes, townhouses	PV Estates 17 678	Sandra Sanders President (310) 378-9494
6	Pinnacle Estate Properties Inc. 9137 Reseda Blvd. Northridge 91324 pinnacleestate.com	3,204 2,910	NA NA	condos, income property, land, multifamily units, single-family homes, townhouses, escrow services, title insurance	Northridge 8 916	Dana Potter President (818) 993-7370
7	Hilton & Hyland Real Estate 250 N. Canon Drive Beverly Hills 90210 hiltonhyland.com	2,784 2,915	679 752	condos, income property, land, multifamily units, single-family homes, townhouses	Beverly Hills 150	Rick Hilton, Chairman Jeff Hyland, President (310) 278-3311
8	Westside Estate Agency 210 N. Canon Drive Beverly Hills 90210 weahomes.com	2,411 2,379	259 256	condos, land, single-family homes, townhouses, serving ultra hi net worth individuals	Beverly Hills 3 60	Kurt Rappaport, President Stephen Shapiro, Chairman (310) 247-7770
9	John Aaroe Group 150 S. Rodeo Drive, Suite 100 Beverly Hills 90212 aaroe.com	2,336 1,833	2,834 1,677	condos, income property, land, multifamily units, single-family homes, townhouses, estates, architectural, new construction	Beverly Hills 9 410	John Aaroe CEO (310) 272-8002
10	Partners Trust Real Estate Brokerage & Acquisitions 9378 Wilshire Blvd., Suite 200 Beverly Hills 90212 thepartnerstrust.com	2,155 1,790	1,517 1,337	condos, income property, land, multifamily units, single-family homes, townhouses, investments	Beverly Hills 8 NA	Nick Segal President (310) 858-6800
11	The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 theagencyre.com	2,001 1,731	636 537	condos, income property, land, multifamily units, single-family homes, townhouses	Beverly Hills 2 NA	Mauricio Umansky, CEO Billy Rose, President (424) 230-3700
12	Shorewood Realtors 2141 Rosecrans Ave., Suite 1160 El Segundo 90245 shorewood.com	1,839 1,778	1,323 1,454	condos, income property, land, multifamily units, single-family homes, townhouses, commercial and investment	Manhattan Beach 10 277	Roger A. Herrman CEO, President (310) 349-3000
13	Re/Max Premier Properties 223 N. First Ave., Suite 101 Arcadia 91006 N/A	1,800 1,520	NA 2,239	condos, income property, land, multifamily units, single-family homes, townhouses	Arcadia 7 280	Sung Kuan CEO (626) 229-2200
14	Teles Properties 9470 Wilshire Blvd., Suite 120 Beverly Hills 90212 telesproperties.com	1,585 1,254	1,917 1,419	condos, income property, land, single-family homes, townhouses, estates	Beverly Hills 7 315	Peter Loewy CEO (424) 203-1800
15	Berkshire Hathaway HomeServices California Properties 18000 Studebaker Road, Suite 600 Cerritos 90703 bhhsocalpropr.com	1,475 1,263	3,623 3,475	condos, income property, land, multifamily units, single-family homes, townhouses	Cerritos 21 800	Bruce T. Mulhearn President (562) 860-2625
16	Dilbeck Real Estate 1030 Foothill Blvd. La Canada 91011 dilbeck.com	1,437 1,211	1,941 1,771	condos, income property, land, multifamily units, single-family homes, townhouses	La Canada-Flintridge 13 499	Mark Dilbeck President (818) 790-6774
17	Vista Sotheby's International Realty 608 Silver Spur Rolling Hills Estates 90274 vistasir.com	1,160 486	681 313	condos, multifamily units, single-family homes, townhouses	Palos Verdes 6 196	Rick Edlar, Co-CEO Darin DeRenzi, President (310) 541-8271
18	Keller Williams Beverly Hills 439 N. Canon Drive, Penthouse Beverly Hills 90210 kwbeverlyhills.com	1,065 1,065	843 843	condos, income property, land, multifamily units, single-family homes, townhouses, luxury, commercial, industrial, land	Beverly Hills 1 NA	Gary Reavis CEO (310) 432-6400
19	Re/Max Olson & Associates Inc. 11141 Tampa Ave. Northridge 91326 olsonmax.com	1,049 994	1,665 1,583	condos, income property, land, multifamily units, single-family homes, townhouses	Northridge 5 NA	Keith Myers President (818) 879-2266
20	Keller Williams Realty Pacific Estates 2883 E. Spring St., Suite 100 Long Beach 90806 kwpehome.com	957 724	1,808 1,536	condos, income property, land, multifamily units, single-family homes, townhouses	Long Beach 1 305	David Cullen CEO, President (562) 513-7800

¹ In millions.

² Formerly Prudential California Realty.

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

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Researched by David Nusbaum

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