

Rank	Brokerage • name • address	L.A. County Sales Volume' • 2011 • 2010	L.A. County Units Sold • 2011 • 2010	Residential Services (partial list)	Specialty Areas (partial list)	Profile • headquarters • L.A. offices • L.A. agents	Top Local Executive • name • title • phone
1	<b>Coldwell Banker Residential Brokerage</b> 11999 San Vicente Blvd., Suite 100 Brentwood 90049	\$9,482 \$10,135	10,291 11,440	escrow, leasing, mortgage, relocation, sales, architectural previews	condos, income property, land, multifamily units, single-family homes, townhouses, estate	Parsipanny, N.J. 30 2,145	Jeff Culbertson president (310) 442-8040
2	<b>Prudential California Realty</b> 9696 Wilshire Blvd. Beverly Hills 90210	3,041 3,561	3,375 3,966	escrow, leasing, mortgage, relocation, sales, title	condos, income property, land, multifamily units, single-family homes, townhouses, high rise	San Diego 13 655	David M. Cabot ceo, president (310) 777-7800
3	<b>Sotheby's International Realty</b> 9665 Wilshire Blvd., Suite 100 Beverly Hills 90212	2,693 3,083	2,257 2,432	leasing, sales	condos, single-family homes, townhouses	New York 12 690	Frank G. Symons executive vice president, coo (310) 724-7000
4	<b>Rodeo Realty</b> 266 N. Beverly Drive Beverly Hills 90210	2,077 1,696	4,459 4,259	escrow, leasing, mortgage, relocation, sales, affiliates	condos, multifamily units, single-family homes, townhouses	Beverly Hills 8 905	Syd Leibovitch owner, president (310) 471-2600
5	<b>Re/Max Palos Verdes/Execs Realty</b> 63 Malaga Cove Plaza Palos Verdes Estates 90274	1,977 1,970	3,414 3,464	escrow, leasing, mortgage, relocation, sales	condos, income property, land, multifamily units, single-family homes, townhouses	PV Estates 12 513	Sandra Sanders president (310) 378-9494
6	<b>Pinnacle Estate Properties Inc.</b> 9137 Reseda Blvd. Northridge 91324	1,814 1,696	NA NA	escrow, leasing, relocation, sales, residential resale, foreclosures, land	condos, income property, land, multifamily units, single-family homes, townhouses, foreclosures	Northridge 8 730	Dana Potter president (818) 993-7370
7	<b>Shorewood Realtors Inc.</b> 1050 Duncan Ave., Suite L Manhattan Beach 90266	1,310 1,323	1,354 1,434	escrow, leasing, mortgage, relocation, sales	condos, income property, land, multifamily units, single-family homes, townhouses	Manhattan Beach 8 316	Arnold Goldstein/Lawrence Wolf co-owners, brokers (310) 376-8021
8	<b>Hilton &amp; Hyland Real Estate</b> 250 N. Canon Drive Beverly Hills 90210	1,250 1,210	315 354	leasing, sales	condos, income property, land, multifamily units, single-family homes, townhouses	Beverly Hills 1 109	Rick Hilton/Jeff Hyland chairman/president (310) 278-3311
9	<b>Prudential California Realty/Mulhearn Group</b> 18000 Studebaker Road, Suite 205 Cerritos 90703	1,241 1,341	4,299 4,715	escrow, mortgage, relocation, sales	condos, income property, land, multifamily units, single-family homes, townhouses	Cerritos 20 800	Bruce T. Mulhearn president (562) 860-2625
10	<b>Westside Estate Agency</b> 210 N. Canon Drive Beverly Hills 90210	1,079 956	317 256	leasing, mortgage, sales	condos, land, single-family homes, townhouses, large homes and estates	Beverly Hills 3 70	Kurt Rappaport/Stephen Shapiro co-founders (310) 860-8889
11	<b>Dilbeck Real Estate Real Living</b> 1030 Foothill Blvd. La Canada 91011	1,025 1,162	2,229 2,526	leasing, relocation, sales	condos, income property, land, multifamily units, single-family homes, townhouses	La Cañada-Flintridge 13 486	Mark Dilbeck president (818) 790-6774
12	<b>Partners Trust Real Estate Brokerage &amp; Acquisitions</b> 9378 Wilshire Blvd. Beverly Hills 90212	683 265	540 214	escrow, leasing, relocation, sales, social media services, investments	condos, income property, land, multifamily units, single-family homes, townhouses, investments	Beverly Hills 3 80	Nick Segal president (310) 858-6800
13	<b>Realty Executives Santa Clarita</b> 26650 The Old Road, Suite 300 Valencia 91381	622 664	1,800 1,896	escrow, leasing, mortgage, relocation, sales	condos, income property, land, multifamily units, single-family homes, townhouses	Valencia 4 300	Jim Tanner ceo, president (661) 964-1600
14	<b>Re/Max of Valencia</b> 25101 The Old Road Santa Clarita 91381	541 630	1,521 1,689	escrow, mortgage, relocation, sales	condos, income property, land, multifamily units, single-family homes, townhouses	Santa Clarita 2 121	Alice O'Hare president (661) 255-2650
15	<b>South Bay Brokers Inc.</b> 2501 N. Sepulveda Blvd., Second Floor Manhattan Beach 90266	501 498	506 504	leasing, relocation, sales	condos, income property, land, multifamily units, single-family homes, townhouses	Manhattan Beach 6 107	Jim Van Zanten ceo (310) 546-7611

<b>16</b>	<b>Podley Properties</b> 350 S. Lake Ave., Suite 240 Pasadena 91101	498 590	880 990	escrow, leasing, mortgage, relocation, sales	condos, income property, land, multifamily units, single-family homes, townhouses	Pasadena 6 165	William Podley president (626) 795-9571
<b>17</b>	<b>Nourmand &amp; Associates</b> 6525 Sunset Blvd., Suite 100 Los Angeles 90028	469 423	312 292	leasing, relocation, sales	condos, single-family homes, townhouses	Los Angeles 3 145	Michael B. Nourmand president (323) 460-6360
<b>18</b>	<b>Re/Max Masters</b> 475 E. Badillo St. Covina 91723	345 373	1,148 1,218	escrow, leasing, relocation, sales	condos, income property, land, multifamily units, single-family homes, townhouses, short sales	Covina 4 113	Jose E. Pastora broker/owner (626) 967-1779
<b>19</b>	<b>Re/Max of Cerritos</b> 13405 Artesia Blvd. Cerritos 90703	314 340	523 531	escrow, leasing, sales	condos, income property, land, multifamily units, single-family homes, townhouses	Cerritos 3 98	Grace Hu president (562) 802-5822
<b>20</b>	<b>Re/Max Tri-City Realty Inc.</b> 811 N. Central Ave. Glendale 91203	298 318	659 742	leasing, relocation, sales	condos, income property, land, multifamily units, single-family homes, townhouses	Glendale 5 65	Mathew Matti broker/owner (818) 409-0040
<b>21</b>	<b>Gibson International</b> 11538 San Vicente Blvd. Los Angeles 90049	278 261	251 228	escrow, leasing, mortgage, relocation, sales, short sales	condos, income property, land, multifamily units, single-family homes, townhouses, estates	Brentwood 1 78	Scott L. Gibson president (310) 820-0195
<b>22</b>	<b>Keller Williams Realty</b> 23670 Hawthorne Blvd., Suite 100 Torrance 90505	239 260	687 620	sales	condos, single-family homes, townhouses	Torrance 1 252	Rocky Wright co-ceo (310) 375-3511
<b>23</b>	<b>Re/Max All-Pro</b> 43832 20th St. West Lancaster 93534	187 148	1,236 974	escrow, leasing, mortgage, relocation, sales	condos, income property, land, multifamily units, single-family homes, townhouses, foreclosures, short sales	Lancaster 1 62	Peter Terracciano Kenneth Terracciano owners/brokers (661) 945-9461
<b>24</b>	<b>Scott Anastasi Realty</b> 511 Torrance Blvd., Suite 101 Redondo Beach 90277	96 104	117 256	leasing, sales	condos, income property, land, multifamily units, single-family homes, townhouses	Redondo Beach 1 NA	Scott Anastasi broker/owner (310) 540-8600
<b>25</b>	<b>Nordine Realtors</b> 2629 Manhattan Ave., Suite 290 Hermosa Beach 90254	75 79	205 215	sales	condos, income property, land, multifamily units, single-family homes, townhouses, foreclosure	Hermosa Beach 1 3	Leo Nordine owner, broker (310) 379-8800

<sup>1</sup> In millions.

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. ©2012 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 the YGS Group, (800) 290-5460 ext. 100.

*Researched by David Nusbaum*