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COVER PHOTO: Pat Meara, COO of commercial real estate developer JMB Realty, and Joe Harris, vice president, asset management and development group, at the site of the under-construction Century City Center. (Photo by Varon Panganiban)

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Dear Reader:

In our 4th annual edition of the Commercial Real Estate Magazine, we present several articles that suggest a positive outlook for the 2024 Commercial Real Estate (CRE) market.

Our cover story puts a spotlight on a cornerstone Century City development and its continuing infrastructure improvements. Reports indicate a surge of manufacturing jobs though demand for industrial space is leveling off. The real estate market is showing signs of a recovery albeit under new norms. There is marked progress in reducing building emissions, and more opportunities indicate a bright future for CRE in Southern California.

In addition, this issue features lists of the top architecture firms, the top general contractors and the top commercial real estate brokerage firms.

Finally, you'll find this year's CRE visionaries. Each has demonstrated strong leadership in their respective sectors to steer their companies on a path toward sustained growth while also being prominent members within the community.

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Emerging Trends to Watch Out for in 2024

The Urban Land Institute (ULI) and PwC US recently released “Emerging Trends in Real Estate 2024,” an annual report unveiling critical data and trends in the development sector.



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In its 45th edition, the report’s overarching theme is “The Great Reset,” determining that the industry must form new “norms” and can no longer rely on past benchmarks to determine how the market will function in the future.

The report includes proprietary data and insights from more than 2,000 leading real estate industry experts, exploring shifts in the property sector since the pandemic, changing investor sentiment toward climate risks, the emergence of impact investing and other real estate issues within the United States and Canada.

“Despite economic headwinds and challenges with obtaining credit, there are opportunities available for high-quality properties that meet the needs of investors and tenants,” said Andrew Alperstein, a leader with PwC US’ real estate practice. “Firms must learn to ride out the current short-term risks and adapt their growth strategy to succeed in this period of higher-for-longer interest rates.”

Emerging Trends in Real Estate Report’s Top Trends

Retail outlook is exceeding expectations.

Retail tenant demand has skyrocketed over the past 18 months. The United States closed 2023 with roughly 35 million square feet of new retail product across all shopping center types. The industry is coming to realize that the nation will keep shopping for most of its goods and many services in shopping centers indefinitely, even if e-commerce continues to take market share away from in-store retailers – due in most part to a collective reassessment of the sector than by any dramatic recent shifts in supply and demand dynamics.

Hybrid work is here to stay. The real estate industry has largely accepted that the office sector will not be returning to its pre-pandemic state, as employee work and commuting preferences are standing firm. Office buildings have lost their appeal to investors with sales transactions down more than twice as much as other major property

types. While there is a call for repurposing high-vacancy office buildings, industry leaders caution that not all can be economically converted, and a better solution may be demolishing them and repurposing the land.

It’s all about the debt. Rapidly rising federal debt could potentially “crowd out” private investments in the industry, leading to slower economic growth and higher interest rates, both of which would create long-term delays in property construction, investments and returns. Primary debt sources such as originations have fallen, enabling private debt sources to step in where others refuse to lend. Credit has become more expensive and strictly underwritten, leading borrowers to hold onto their existing debt. Despite the lack of credit, some investors are cautiously pursuing deals and lining up to take advantage of undervalued assets. The industry is seeing its highest “buy” rating since 2010, signaling a favorable entry point for acquisitions after a decade of unabating appreciation.

CRE learning to navigate AI. AI advancements are showing promise in the real estate industry, offering capabilities such as enhancing the property search and analysis process, reshaping how investors assess potential investments, improving the customer experience and streamlining due diligence and fraud detection in real estate transactions. However, despite AI’s tenured use in the industry, many of its capabilities are still largely unknown to CRE experts with a lack of understanding and AI misinformation being cited as key barriers to adoption.

Adapting for future climate challenges.

The number of billion-dollar climate events continues to rise and growing government regulations and ESG mandates, especially in leading CRE markets, mean property owners and managers have more reasons than ever to make ESG a priority. A way to achieve more sustainable development is to reposition the development and design process. Not every building will be converted for each of its uses; some assets will simply become obsolete and need to be demolished. Architects and developers are beginning to explore design for disassembly, which could maximize economic value and minimize environmental impacts of destruction and embodied carbon through reuse, repair, remanufacture and recycling.

Read the full report at [pwc.com](https://www.pwc.com).



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SURGE OF MANUFACTURING JOBS BOOSTS LOCAL ECONOMIES

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A recent report published by the NAIOP Research Foundation, in partnership with Newmark, examines the surge of manufacturing jobs reshoring and the impact on industrial real estate, local communities and the broader economy.

“Forging the Future: Manufacturing Growth and Its Effects on North American Industrial Markets,” recently published by NAIOP, was written by Newmark’s Lisa DeNight, managing director, National Industrial Research, and Liz Berthelette, CRE, head of Northeast research and national life science research.

“Currently, the U.S. has less than five billion existing square feet of statistically-tracked manufacturing inventory. Comparatively, we are priming for market expansion that could equate to upwards of 10% of that entire stock – 500 million square feet – in the next decade alone. This unprecedented surge in North American facility announcements in recent years underscores the profound impact of global risk considerations and domestic manufacturing incentives on the industrial market,” said DeNight.

Berthelette continued, “The confluence of the CHIPS Act, Inflation Reduction Act and Infrastructure Investment and Jobs Act represents an amount of federal spending aimed at catalyzing industrial development that has few parallels in modern U.S. history – it would likely be appropriate to consider this a watershed moment for the sector.”

Reshoring is being driven by several factors including disruptions in global supply chains, tensions between the U.S. and China, and U.S. government spending on infrastructure and subsidies for industries associated with electrification, green energy and strategically important technologies.

“The volume of proposed manufacturing projects has the potential to reshape the U.S.

[Continued on page 48]



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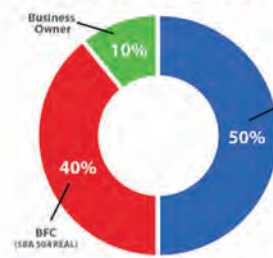
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GROSS DOMESTIC PRODUCT CONTINUES TO GROW AS LAND INVESTMENT AND PROPERTY DEVELOPMENT INCREASE

New commercial real estate development in the U.S. remains a major driver of economic activity, creating jobs, generating personal earnings and producing significant contributions to the national and state economies, according to the Economic Impacts of Commercial Real Estate research study conducted annually by the NAIOP Research Foundation.

The combined economic contributions of new commercial building development and the operations of existing commercial buildings in 2023 resulted in direct expenditures of \$913.1 billion and the following impacts on the U.S. economy:

- Contributed \$2.5 trillion to U.S. GDP
- Generated \$881.4 billion in personal earnings
- Supported a total of 15 million jobs

Total construction spending was up an estimated 5.6% in 2023 and accounted for approximately 20.6% of total GDP (inclusive of the multiplier effect). The subsector of

nonresidential construction was a strong performer for the industry at large in 2023 with the value of completions increasing by 21.9%.

- Office construction expenditures averaged \$49.8 billion over the past five years (2019-2023). Office activity totaled \$56.3 billion in 2023, up 5.4% from 2022. It is important to note that the data sources used for this report categorize data centers as office construction.
- Industrial (manufacturing) construction expenditures averaged \$52.8 billion over the past five years (2019-2023). Industrial activity totaled \$79.5 billion in 2023, representing a 22.1% decrease



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from 2022. However, construction activity previously surged 217.2% from 2021 to 2022 (\$32.2 to \$102.1 billion).

- Warehouse construction outlays averaged \$45.4 billion over the past five years (2019-2023). Warehouse activity totaled \$51.8 billion in 2023, down 14% from 2022.
- Retail construction expenditures averaged \$16.6 billion over the past five years (2019-2023). Retail activity totaled \$19.3 billion in 2023, down 0.7% from 2022.

The construction industry has been in a generally strong growth cycle since the end of 2020. Construction employment averaged 7.96 million jobs in 2023. The industry added more than 709,000 jobs over three years (2021-2023) and added an estimated 218,000 jobs (2.8% growth) in 2023 – a faster pace of growth than the overall job market.

Despite the growth in jobs, there were indications of a construction slowdown in 2023. Slow growth in real (inflation-adjusted) GDP (1.2%) and real business investment (0.7%) is expected in 2024 – both evidence of cooling demand for construction and

real estate, according to the report. While expected slowdowns in economic growth in 2024 could dampen demand, the total value of construction is anticipated to increase modestly with growth in nonresidential construction, particularly infrastructure, expected to outweigh declines in residential construction.

“Overall, commercial real estate continues to be a vibrant and important contributor to the nation’s economy,” said Marc Selvitelli, CAE, president and CEO, NAIOP. “We are seeing some adjustment in construction activity, notably in the industrial sector, whose growth had been on a record-setting trend following changes to the retailing paradigm driven by the pandemic and other economic forces. We are bullish that as those forces settle out, commercial real estate will expand in 2024.”

Since 2008, NAIOP has conducted this study for the purpose of estimating the annual economic contribution of commercial real estate development to the U.S. economy. This study is used by real estate professionals and municipal, state and federal officials and employees to understand and quantify the key economic benefits of commercial real estate development.



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Navigating Multi-family Investments – Caution and Strategy

The world of multi-family real estate is filled with incredible opportunities, but let's be honest – it's also pretty challenging. It's not just about crunching numbers; it's about understanding the bigger picture.

Here's a great question to ask yourself before investing in a multi-family property: How do you ensure you're making the right moves in this complex landscape? Here's a quick and helpful guide to offer some help prior to spending any cash or signing any contracts.

Preparation is Key

This entails thorough research, familiarization with tools and resources like a newly released *Multi-Family Investment Checklist* and networking with seasoned veterans in the field. These steps are key to not just surviving but really making a mark in this competitive space.

Assessing Return on Investment

Evaluate the return on your investment. Carefully scrutinize the financial implications of renovations and its impact on rental income. This includes determining whether upgrades, like adding a bathroom, justify their costs in terms of increased rent. Additionally, understanding the potential land value for future development, the necessity and cost-effectiveness of tenant buyouts and conducting comparative analyses of renovated properties are all vital factors in projecting profitability.

Strategic Planning and Market Analysis

Prospective investors need to assess the feasibility of achieving their desired price per square foot post-renovation in light of market conditions. This entails critically evaluating whether the investment will retain its value even if rental targets aren't met. And, securing financing that recognizes the income potential of the property, rather than solely relying on comparable sales, provides

a strategic advantage that can significantly influence the investment's success.

To download The Multi-family Investment Checklist: go to latimes.com/multifamily-investment-checklist.

Investing in multi-family real estate requires strategic foresight and the ability to anticipate and mitigate risks. By asking the right questions and conducting a comprehensive evaluation of potential investments, individuals can substantially increase their likelihood of success. Remember, in the intricate realm of real estate investing, knowledge isn't just power – it's profit.

Taylor Avakian is one of L.A.'s most active commercial real estate brokers specializing in multi-family properties. You can connect with him on LinkedIn, Instagram or Twitter/X.



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Rexford Industrial Acquires Blackstone Industrial Assets in Combined \$1-Billion Investment

The three million square feet of industrial properties will enlarge the company's profile throughout L.A. and O.C.

Rexford Industrial Realty, Inc., a real estate investment trust focused on creating value by investing in and operating industrial properties located throughout infill Southern California, recently announced it has acquired approximately three million square feet of industrial properties pursuant to separate transactions with Blackstone Real Estate, including the Blackstone Property Partners strategy as well as Blackstone Real Estate Partners and Blackstone Real Estate Income Trust, for an aggregate purchase price of \$1 billion.

The combined portfolio comprises 48 properties, totaling 3,008,000 square feet,

acquired for \$1 billion or \$332 per square foot on average. The combined portfolio is 98% leased with 99% of the property square footage located within core, infill submarkets in Los Angeles and Orange counties.

In aggregate, the investments are expected to generate a weighted average initial unlevered cash yield of 4.7% and an anticipated stabilized unlevered cash yield of 5.6%. These investments were funded using proceeds from Rexford Industrial's recent exchangeable senior note offerings and cash on hand.

"These strategic investments in exceptionally well-located, high-quality assets within infill

Southern California, the nation's highest-barrier and lowest supply industrial market, represent a significant opportunity to drive accretive cash flow growth, increased operating margins and long-term value creation," stated Howard Schwimmer and Michael Frankel, co-chief executive officers of Rexford Industrial.

"With these transactions, we are pleased to further our Blackstone relationship and look forward to identifying opportunities for future collaboration. Looking forward, our total pipeline comprises approximately \$300 million of investments under contract or accepted offer, bringing the aggregate year-to-date \$1.4 billion of investments completed or in the pipeline to a weighted average 5.0% anticipated initial unlevered cash yield and anticipated 5.7% stabilized unlevered cash yield."

David Levine, co-head of Americas Acquisitions for Blackstone Real Estate, said, "These transactions represent an excellent outcome for our investors and demonstrate the strong institutional demand for high-quality assets in attractive markets like Southern California, where we own over 50 million square feet of warehouses. Logistics continues to experience near record low vacancy and remains a high conviction theme for Blackstone Real Estate globally; we are proud owners of \$175 billion of warehouses around the world. Along with our portfolio company Link Logistics, we are pleased to work with Rexford on these transactions, who will be an excellent steward of these properties going forward."



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Forecast Less Than Sunny but Varies by Market Sector

Office market sees gradual recovery as multi-family sector rides housing demand wave; industrial and retail markets continue to thrive.

The recently released Winter 2023 Allen Matkins/UCLA Anderson Forecast California Commercial Real Estate Survey shows that commercial real estate developers, owners and investors have reverted to a less-than-confident outlook on the office sector as rental and occupancy rates continue to weaken.

This sentiment is a departure from the optimism shared by many in the sector a year ago. The findings come as the commercial real estate industry continues to navigate rising interest rates, declining valuations and economic uncertainty, leading to a contraction in new commercial development across most asset classes.

The bi-annual survey polls a panel of California real estate professionals to project a three-year-ahead outlook for commercial real estate

and the macroeconomic trends impacting industry participants across the multi-family, office, retail and industrial markets.

“With the winter 2023 survey findings pointing to uncertainty as the prevailing sentiment in the commercial real estate community, we are advising clients to engage with business partners today so that they are prepared to capture the upside of a dislocated market,” said Allen Matkins partner John Tipton. “It is more important than ever that the commercial real estate industry embraces the changes of a post-COVID world to continue to play a crucial role in enabling the national economy.”

Office Development Remains On The Sidelines

The cautious outlook for office development follows a period of confidence in early 2022,

when it was predicted that the office market would rebound, presenting opportunity for new development as companies emphasize office-centric work following pandemic-era restrictions. The latest survey finds that 29% of Southern California panelists and 20% of Northern California panelists are planning new office developments this year, compared to 48% and 50% in 2022, respectively, when demand was expected to grow alongside supply. However, those expectations did not materialize according to the latest survey, as 2022’s high interest rate environment impacted office market fundamentals.

“The bearish outlook on office performance revealed in the winter 2023 survey underscores the need for office owners to play an active role in this sector as the economy and work-from-home continue to impact performance,” said Allen Matkins partner Alain R’bibo, co-chair of the firm’s Century City real estate group. “In addition to driving new leasing, which will be challenging in this market, office landlords should consider how they can drive demand for space by incentivizing existing tenants to come into the office more and increase utilization, which will ultimately enhance asset value.”

Multi-family Rides Housing Demand Wave

The uncertain outlook on office is also impacting sentiment on multi-family performance in metropolitan markets. The survey finds that urban multi-family assets have not recovered as quickly as those in suburban markets as migration trends outside of city centers continue and residents seek more affordable, transit-oriented housing options.

Two factors driving new multi-family development in the 2023-25 period are the inland parts of the state experiencing growth in logistics and infrastructure construction, coupled with a series of state laws – SB8, SB9 and SB10, and AB2011, AB2097 and AB2234 – overriding some local building approval processes, therefore opening land currently zoned for single-family homes to the construction of small multi-family structures, and reducing barriers to multi-family construction in transit corridors.

“California has such a lack of supply. As such, interest rates and inflation won’t create a huge impact on land use entitlements and development,” says Spencer Kallick, partner at Allen Matkins. “The multi-family market is very hot right now.”

Industrial Begins To Normalize

While industrial remains a strong performer in the industry, the latest survey predicts that demand will remain strong but not increase at 2020 and 2021 rates in the coming years. According to the survey, two-thirds of Northern California respondents and more than half of Southern California respondents are planning at least one new industrial project in the next 12 months. While this is comparable to the summer 2022 survey, the most recent survey results did indicate a slight decrease in development over the next three years.

“The biggest factor keeping industrial a hot market is continued e-commerce growth, which will drive high levels of demand in the industrial sector for the foreseeable future,” says Allen Matkins partner Seth Garrett. “Especially since the new supply has yet to match e-commerce demand in some markets.”

Retail Remains On The Rise

Following a period of headwinds caused by the pandemic and consumer reliance on e-commerce, the winter 2023 survey points to signs of recovery in the retail market. Panelists identified three key factors that are creating optimism in the sector:

- New housing development driving demand for nearby retail options
- Return to the office, albeit limited, and growth in tourism leading to retail demand in metropolitan areas
- The reconfiguration of existing retail establishments adapting to open-air, post-COVID concepts to attract new customers

“The retail industry has been resilient and able to adapt to meet consumer needs,” said Allen Matkins partner Sandy Jacobson. “As the sector inches towards a new cycle, we are seeing better than expected performance in retail centers with a diverse tenant set that offer consumers convenience. We see the most opportunity in establishments that offer a one-stop shopping experience, with tenants spanning needs-based goods, services, experiences and more.”

The Allen Matkins/UCLA Anderson Forecast California Commercial Real Estate Survey and Index polled a panel of California real estate professionals in the development and investment markets on various aspects of the commercial real estate market. The survey is designed to capture incipient activity by commercial real estate developers. To achieve this goal, the panel looks at the markets three years in the future and building conditions over the three-year period. The survey was initiated by Allen Matkins and the UCLA Anderson Forecast in 2006, in furtherance of their interest in improving the quality of current information and forecasts of commercial real estate.

The UCLA Anderson Forecast is one of the most widely watched and often-cited economic outlooks for California and the nation and was unique in predicting both the seriousness of the early-1990s downturn in California and the strength of the state’s rebound since 1993. The forecast was credited as the first major U.S. economic forecasting group to call the recession of 2001 and, in March 2020, it was the first to declare that the recession caused by the COVID-19 pandemic had already begun.



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At the Center of It All

All photos by Varon Panganiban (except where noted)

Century City, long the star of L.A.'s professional and creative firms, is receiving major upgrades including a new, LEED-certified office tower and a link in the city's ongoing transit improvements.

For JMB Realty, the storyline of building the newest office tower in Century City was fraught with more plot turns and twists than a Hollywood blockbuster – fitting for a building that will serve as the headquarters for Creative Artists Agency (CAA), the largest talent agency in the entertainment industry.

“It’s been a long and winding road,” said Patrick Meara, chief operating officer for Chicago-based commercial real estate developer JMB Realty,

joined onsite by Joe Harris, a vice president in the company’s asset management and development group. “In 2017, rents were going up, there was great demand and it’s hard to build on the Westside. We were reaching the conclusion of the entitlement process, and it came together at the right time,” he said.

The 37-story, 730,000-square-foot Century City Center tower project designed by Los Angeles-based architecture firm Johnson Fain will be completed in 2026 on the northeast corner of Avenue of the Stars and Constellation Boulevard in Century City. It includes four levels of underground parking and one level of parking at ground level, and a two-acre park connected to the building on the roof of the parking area. The building is being targeted for LEED Platinum certification, indicating

◀ Pat Meara of JMB, Rhett Alvord of Clark Construction and Joe Harris of JMB meet at the Century City Center site.



A rendering of the under-construction Century City Center (courtesy of Johnson Fain)

the highest level of sustainable measures incorporated into its design and construction.

Plans for the long-vacant site at 1950 Avenue of the Stars were first proposed in 2005 and alternated between office and residential proposals for more than a decade before the official groundbreaking in 2022. With entitlement deadlines looming, JMB sought to move forward with construction in 2020, but the COVID-19 pandemic and the Hollywood writers’ strike created a sudden cliffhanger straight out of an action movie – similar to a famed film that prominently featured JMB’s nearby Fox Plaza (also designed by Johnson Fain).





Principal architect Scott Johnson of Johnson Fain looks over a model of Century City. (Photo by Alan LaGuardia)

Activity slowed for about a year, but when plans moved forward, the new building and its healthy and sustainable elements were even more desirable for the entertainment, legal and financial tenants that were eager to return to offices with abundant outdoor space and plentiful amenities.

The two-acre park will have meeting pavilions equipped with high-speed wireless internet and outdoor television screens for client and employee meetings and catering options available. It's connected to a second level indoor tenant social lounge that will serve beverages and food. Other amenities include a 6,500-square-foot onsite fitness center and ground-floor retail.

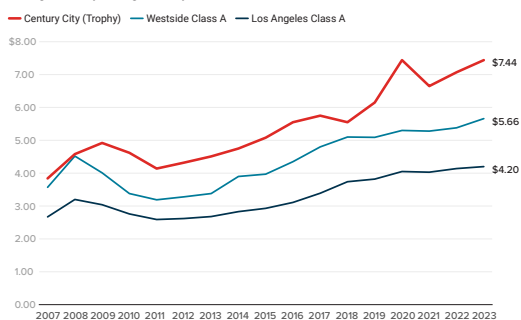
"If you are in a creative or service business, you have to bring in the best people to compete in that industry," said Scott Johnson, principal at Johnson Fain and the lead architect for the tower. "The best people have opinions that you want to address. They want to know if the indoor air is filtered and that they can take their laptop outside on a nice day, which is most days in Los Angeles."

"THE BEST [TENANTS] HAVE OPINIONS THAT YOU WANT TO ADDRESS. THEY WANT TO KNOW IF THE INDOOR AIR IS FILTERED AND IF THEY CAN TAKE THEIR LAPTOP OUTSIDE ON A NICE DAY, WHICH IS MOST DAYS IN LOS ANGELES."

-Scott Johnson, principal, Johnson Fain

Century City continues to command a rent premium over the rest of the market

Average Monthly Asking Rents by Year



Source: JLL Research

Costs on the Rise; Builders and Investors Remain Bullish

Rents have steadily increased over the past several years in the 10-million-square foot submarket, where large tenants typically sign long-term leases. Landlords have responded by reinvesting in their properties to add amenities, such as renovated lobbies, and by offering strong tenant concession packages. Tenants are also making improvements. For example, commercial real estate firm CBRE recently opened a new, 21,000-square-foot office at 2000 Avenue of the Stars that features innovative technology and a variety of collaborative spaces.

Those tenants who signed 10- to 15-year leases with expirations in the next few years are facing significant rent increases but have very few options to move and may end up needing to renew at higher rates.

Asking rates for top-tier spaces have surpassed \$100 per square foot on an annual basis and peaked at about \$120 per square foot annually, although concessions on typical long-term leases in the area include tenant improvement allowances that surpass \$100-per-square-foot along with one month of rent abatement per year of term.

Nevertheless, Cushman & Wakefield's landlord representation team of Eric Olofson, Pete Collins and Scott Menkus secured tenants from each of the three largest industries that collectively lease space in

Century City. CAA leased 400,000 square feet in the lower portion of the building, investment firm Clearlake Capital leased the top eight floors spanning approximately 150,000 square feet and law firm Sidley Austin leased 75,000 square feet. Tenants have options for additional space and the brokers at Cushman & Wakefield noted that they are actively seeking a tenant for just one more vacant floor of the building, which encompasses approximately 20,000 square feet. Lease terms were not disclosed, but industry sources pegged the asking rates well above \$100-per-square-foot on an annual basis with below average concession packages.

For CAA, the move across the street comes on the heels of its acquisition of ICM Partners, which had an office nearby. The new headquarters will bring more than 1,000 employees together under one roof, which required a larger office space than its current digs at 2000 Avenue of the Stars. CAA searched far and wide to accommodate its growing needs

but found the right spot just across the street. It represents a significant transformation for a company that has additionally undergone a change of ownership, as French luxury goods billionaire Francois-Henri Pinault acquired the majority stake in the agency last year.

Global law firm Sidley Austin will move its Century City office from an adjacent building while Clearlake Capital will trade its Santa Monica headquarters near the beach for the upper eight floors of the building, which features expansive ocean views.

"It's been the most successful lease up in Los Angeles history. The tenants saw the vision. That's what allowed us to have so much success in pre-leasing," said Eric Olofson, executive vice chair at Cushman & Wakefield in West Los Angeles. "This one broke all the rules because it hasn't been built yet and hadn't even really begun construction when these transactions were being negotiated. These tenants paid a significant premium due to the quality of the project and its abundant amenities."

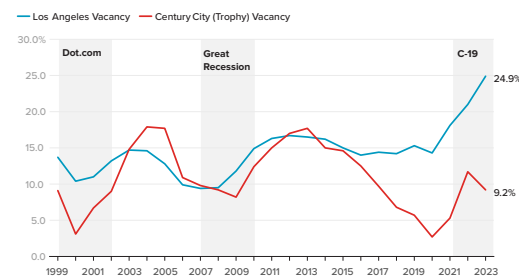
In fact, a study by commercial brokerage firm JLL that was released last month cited Avenue of the Stars in Century City as one of the top 10 office streets in the country. The report said that asking rents in Century City average \$90.46-per-square-foot on an annual basis, which rivals San Francisco's Financial District and surpasses areas such as Brickell Avenue in Miami.

The Fight to Attract and Retain Talent

Other factors driving demand are the "flight to quality" where office tenants are willing to pay higher rates for higher quality spaces in an effort to attract and retain talent. Employers want to make the office a great place to go and want to avoid mandating office attendance.

As flight-to-quality comes into focus, Century City becomes the first LA market to recover since the pandemic

Office Vacancy Percentage by Year



Source: JLL Research

"These firms connect their reputations with their real estate," said Scott Menkus, executive managing director at Cushman & Wakefield.

The high-end real office district benefits from the presence of the Westfield Century City Mall, which underwent a billion-dollar renovation several years ago as well as the extension of the Metro

“VIRTUALLY EVERY GREAT CITY IN THE WORLD HAS A SUBWAY SYSTEM LIKE THIS.”

-Ron Tutor, CEO, Tutor Perini

D (Purple) subway line through the Westside, including a stop in the center of Century City, but the one of the most underappreciated factors supporting office leasing in the area is one that is difficult to replicate – long-term investors who are not beholden to shareholders or stuck with financing challenges. Many of the area’s office buildings have long-term ownership that has been through several real estate cycles and doesn’t have a reactionary approach to market ebbs and flows. That stability is attractive to tenants seeking strong operators when signing long-term leases.

“Many of the landlords don’t have to contend with shareholders or lenders. The area has world-class amenities. Office buildings have gyms, coffee shops and eateries all on-site

and you’ve got a market that is unplagued by other issues such as safety,” said Brian Niehaus, managing director at JLL who also represents a property in Century City. “Anyone with a lease expiring now may be stuck renewing because there’s a half-million square feet of net new requirements coming.”

A Depressed Market?

Meanwhile, much of the office market in Los Angeles and nationwide is suffering from lower occupancy and depressed asking rates.

Pre-pandemic, San Francisco had the highest lease asking rates on the West Coast due to low vacancy rates and high demand from technology companies that supported asking rates greater than \$100 per square foot full-service gross on an annual basis. However, that city’s tech industry has supported a greater amount of remote work, which has softened demand while Southern California’s strong entertainment, finance and professional services industries have supported Century City and surrounding West Los Angeles areas.

JMB secured a \$575-million construction loan last year from Cale Street Partners to fund the project and hired Clark Construction to build the project. JMB declined to disclose the full

project cost, but it is contributing significant equity to construction and industry sources estimate that high-end office construction would cost in excess of \$1,000-per-square-foot, which puts the total project cost above \$800 million. By comparison, the 52-story, one-million-square-foot 777 Tower at 777 S. Figueroa St. in Downtown Los Angeles recently sold for \$145 million in March after owner Brookfield DTLA defaulted on loans related to the building.

“This building pushes the envelope of office construction in Los Angeles, not only in size and height, covering a monumental five and a half acres and reaching 569 feet tall, but also in sustainability,” said Abe Vogel, vice president of Clark Construction.

Below Deck

While the steel and concrete climb higher at JMB’s site, crews at Metro Los Angeles’ Century City station are busy a full 90 feet below ground working on the tunnels and platform that will connect West Los Angeles to the region’s greater rail transit system. The Century City station abuts JMB’s site and is separated by mere inches of dirt along Constellation Boulevard. Metro’s multi-billion-dollar D – Purple Line extension will be completed in three phases that will extend the subway from its current terminus at Wilshire and Western in Koreatown to the VA West Los Angeles campus just west of the 405 freeway on Wilshire Boulevard.

“Virtually every great city in the world has a subway system like this,” said Ron Tutor, chief executive of Sylmar-based infrastructure giant Tutor-Perini Corp., which is building phases two and three of the extension at a cost of nearly \$3 billion combined. “It’s fun to be building it through the system all the way to the VA.”

Tutor has a long history of building subways in Los Angeles, and he credits work on the

SKLAR KIRSH CONGRATULATES CO-FOUNDER AND CO-CHAIRMAN ANDREW KIRSH



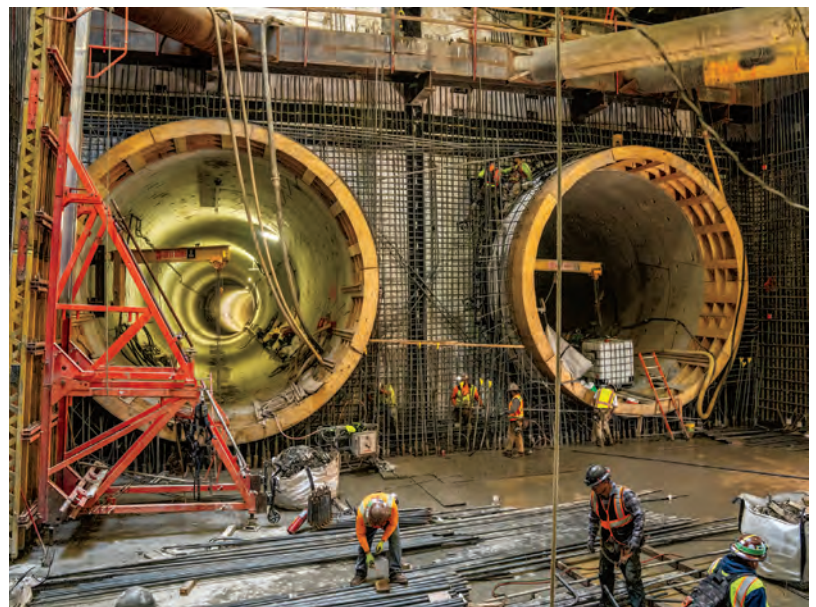
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WWW.SKLARKIRSH.COM

**SKLAR
KIRSH**



90-foot-deep access tunnels were dug to allow ingress into the freshly bored subway tubes.



The twin tubes are waterproofed and sealed prior to laying down track. (Photos by Varon Panganiban)

modern-day system that goes back decades. Tutor, now an octogenarian, announced plans to step down from his day-to-day role as chief executive and move into an executive chairman. "I'll maintain a role of guidance and I'll be around to make sure everything stays fine," he said.

Metro reached a major milestone last month when it completed tunneling for the D Line extension. Upcoming major components of work include building the emergency walkways alongside the tunnel and installing rail lines for the roughly nine-mile track that includes seven new stations. There is still much to complete before passengers begin making the 29-minute commute from Westwood to Downtown. Concrete loads are moving by truck through the tubes to crews who build the emergency

walkways that line the route. Once that work is completed and the stations are constructed, the actual rail lines will be installed. Plans call for the final phase to be delivered to Metro by early 2027, and passengers could begin riding the train from Westwood to downtown Los Angeles by early 2028. Construction timelines were accelerated when Metro secured additional funding to push these projects ahead in anticipation of the 2028 Olympics.

While the Metro work is being done mostly underground and out-of-sight from the public, future tenants at JMB's site can literally watch their future workspace being developed, sometimes from their current desks.

Westside Rising

While hugely significant, these two projects are not the only ones in progress on the city's western end. New office construction in the area is still rare, but there have been several residential towers built over the past decade, including the towers at the Century Plaza Hotel. One new office tower has been proposed at the southern end of Avenue of the Stars. It calls for an estimated 35-story office building as part of a 1.6-million-square-foot development at the Fox Studio Lot.

Slightly farther, major nearby projects, including One Beverly Hills located a little over a mile

away at the former Robinsons-May site, kicked-off a \$2 billion mixed-use development in February. The 17.5-acre project will offer a luxury Aman Hotel with 78 all-suite guest rooms, 255 Aman-branded residences across two luxury towers and a standalone 100,000-square-foot private Aman Club. It also includes 10 acres of open space with both public and private parks, 30,000-square-feet of commercial space and parking for 1,900 vehicles. That project is slated to open in 2027.

Those projects demonstrate the strength of the area where ownership groups can invest billions of dollars and hold projects for the long-term. For JMB's Pat Meara, that's all part of the plan.

"We don't have a plan to build as cost effectively as possible to flip and sell it. We build and maintain quality buildings and take the attitude that we will own them forever," he said.

-David Nusbaum



The bored tube leads to the Century City station, which features a train turnaround point. (Photo by Varon Panganiban)



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Thankful to have been a part of Century City Center's success!

www.nyase.com

info@nyase.com



We are very proud to have contributed to making some amazing places even better in Los Angeles for **over 20 years** and we look forward to what is next!



Advisory | Development | Project Management | Investment



Challenge Accepted as Progress Is Being Made in Reducing Emissions

The properties that have participated in a carbon reduction challenge reduced emissions by almost 4% in one year.



@bilanol / Adobe Stock

The Building Owners and Managers Association (BOMA) International has released the first results from the BOMA Carbon Reduction Challenge, revealing that the commercial real estate industry is making progress in reducing building emissions.

Hundreds of properties across the country are participating in this challenge, and from 2022 to 2023, participating buildings experienced a year-over-year reduction in total emissions, emissions intensity and total energy consumption. The key takeaway statistic: Participating buildings in the U.S. reduced their total emissions by 3.84% in a single year.

BOMA International is committed to providing the global built environment with the tools needed to implement carbon reduction strategies that improve building performance, provide pathways to demonstrate building emission reductions and ensure economic viability. The Carbon Challenge asks properties to benchmark their emissions in the ENERGY STAR Portfolio Manager. The initiative also

includes an online decarbonization resource library that catalogs best practices from leading organizations and government agencies.

“This initiative is designed to allow building owners and operators the opportunity to determine what carbon reduction practices work best for their particular circumstances,” said Don Davis, BOMA International’s vice president for advocacy and building codes. “We want to support ongoing voluntary efforts and recognize the successes of the commercial real estate industry in reducing carbon emissions in the built environment.”

BOMA issued a statement congratulating and thanking the properties participating in the challenge for demonstrating the commercial real estate industry’s commitment to reducing carbon emissions on a voluntary basis. Registration remains open for new participants, and properties can be located anywhere in the world. More information on the initiative can be found at BOMA. Founded in 1907, the association is a federation of U.S.

local associations and global affiliates. As the leading trade association for commercial real estate professionals, it represents the owners, managers, service providers and other property professionals for all commercial building types, including office, industrial, medical, corporate and mixed-use. The mission is to advance a vibrant commercial real estate industry through advocacy, influence and knowledge.

BOMA serves as a primary source of information on building management and operations, leasing, building operating costs, energy consumption patterns, local and national building codes, technological developments and industry trends.



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Ranch Lot Studios, an upcoming 926,000-square-foot campus designed by Gensler. (photo courtesy of Gensler)

New Developments are Redefining the Local Landscape

Deal-makers and change-creators in Southern California's CRE world discuss the challenges, opportunities and bright future of the business sector in the region and beyond.

From the coast to the mountains, few regions in the United States have as many opportunities for growth – and as many challenges – as Southern California from a build-out perspective. With costs rising, a land and housing shortage that can be seen as fundamental to the area's DNA and even seismic complexities, those in the commercial real estate sector who build L.A.'s megaprojects to multiple housing units face a path as complex as any skyscraper blueprint.

Yet SoCal companies have moved forward with a multitude of projects ranging from the nearly completed \$2-billion Intuit Dome in Inglewood to mixed-use office projects, entertainment studios, hospitals, student housing developments and rail line

expansions. These investments also support thousands of jobs for the region's architecture firms and general contractors, along with the engineering firms and trades.

Land is at a premium in Los Angeles and commercial real estate professionals frequently need to find creative ways to reposition properties. For example, Exposition Park near USC has undergone a major transformation that continues to bring new life to the area. The Los Angeles Sports Arena was demolished to make room for BMO Stadium, which now hosts both men's and women's professional soccer teams. Additionally, the \$1-billion Lucas Museum of Narrative Art is projected to open next year. It's a vital redevelopment for the region's arts and entertainment.

Downtown Los Angeles-based architectural giant Gensler has a hand in many of the region's most recognized projects. The firm, which is generally recognized as one of the largest in the world, generated \$239 million in local revenue last year across its offices in downtown and Newport Beach, which made it the highest-ranked company on this year's L.A. Times B2B Publishing list of top architecture firms.

"We're lucky to say that our business is multi-dimensional. We do a great job of bringing expertise across a wide spectrum," said Kelly Farrell, a managing director of Gensler's Los Angeles office and the firm's global leader of the residential practice. "That expertise involves building connections to the way that we live, work and play."

New studio development projects are key to sustaining the region's growing entertainment industry, which has been bolstered by demand for streaming content from a plethora of content providers. Studio space is at a premium and there has been very little new studio construction in Los Angeles over the past two decades. Gensler is the architect for Ranch Lot Studios, a 926,000-square-foot campus developed by Worthe Real Estate Group and Stockbridge that will be fully leased to Warner Bros. It will add 16 soundstages for the production giant, bringing its total to 56 locally-based soundstages upon completion.

Other soundstage development plans include Hackman Capital's plans for nearly a million square feet of new studio and office space at the Television City campus in the Beverly Grove area designed by Foster + Partners. There are also proposals for renovations and

additions at the Radford Studio Center in Studio City and the Fox Studio Lot in Century City.

Entertainment is just one of the sectors that is expanding. Farrell noted that the firm is working in Pasadena to figure out the kinds of support that life science companies need to stay and build their business near California Institute of Technology and the Jet Propulsion Laboratory. The region's life science industry has historically been dwarfed by the robust biotech sector in San Diego and the Bay Area, but the Los Angeles region has potential to create new high-paying jobs if it could better support the needs of these companies.

Making Moves

These projects require more than just office and studio space. They require employees who can afford to live and work in the area. High costs of living and difficulty with mobility are especially sensitive topics in Los Angeles, where cars are the dominant form of transportation, especially compared with transit-rich cities like New York or Chicago.

Gensler is pursuing multiple transit projects: One is a large-scale project to work with Metro on a connection between the San Fernando Valley and the Westside along the Sepulveda Corridor. Smaller projects include working with the city of Los Angeles to reimagine a one-mile stretch of Hollywood Boulevard that will expand space for pedestrians and bicycles while leaving space for cars. If successful, the Hollywood project will be expanded to a larger stretch of the boulevard.

In Los Angeles, some transit projects are intimately connected to housing construction because incentives are provided near mass transit centers such as Metro stops or bus plazas. West Edge in West Los Angeles is an example of a recent mixed-use development that has office, housing and retail elements



“WE AS A FIRM SUPPORT AN ABUNDANT HOUSING MODEL — WE’RE BUILDING ACROSS THE WHOLE SPECTRUM.”

—*Kelly Farrell,*
managing director & global leader of the
residential practice, Gensler’s L.A. office

alongside immediate access to the Metro stop at the Bundy Station on the Expo Line.

“We’re at a massive deficit for housing units,” said Farrell. “There’s no silver bullet. We as a firm support an abundant housing model. We’re building across the whole spectrum,” she said.

Other forms of housing include student housing. Gensler is working with local community colleges to help secure housing for students who are struggling to find housing and with a non-profit that provides housing and support services for veterans and market rate housing projects.

“There are a lot of people committed to building housing. Momentum builds momentum. Los

Angeles is a city that can constantly redefine itself. It brought its downtown to life,” said Farrell.

A Downsizing Office Market: A Golden Opportunity?

Gensler moved its office from Santa Monica to Downtown Los Angeles, where it occupies about 100,000 square feet. It recently reinvested in its own office to provide more flexible workspace. The third floor reopened and there are plans to renovate three more floors. The investment comes at a time when some firms are downsizing office needs and vacancy rates have increased.

“There’s something really powerful about a well designed space. Offices are more versatile than ever,” said Farrell.

Nevertheless, the office market as a whole is one of the weakest segments of commercial real estate. It hasn’t rebounded nearly as quickly from the COVID-19 pandemic as the retail and hospitality sectors. Employees have embraced hybrid and remote work models. These new working arrangements have led to opportunities to acquire buildings at a discount to replacement cost due to softer fundamentals compared with other real estate asset classes, such as industrial and multi-family.

“Demand for office buildings continues to increase, as investors view current values as a generational buying opportunity. More institutional investors are actively evaluating acquisitions, primarily in premium markets and locations where they feel the office recovery will occur at a quicker pace,” said Stephen Somer, managing director at Eastdil Secured, a commercial brokerage firm that handles sales only.

The firm has recently completed local transactions that include Brookfield’s bankruptcy sale of 777 Figueroa St. in DTLA and the Pen Factory in Santa Monica, which was acquired by JPMorgan Chase for \$178 million. The Pen Factory is 100% leased to GoodRx and Activision. These transactions demonstrate that investors are still seeking assets in strong markets.

“Additionally, there seems to be a direct correlation between physical occupancy and worker compensation, especially with those employees that have bonus or profit participation structures,” added Somer.

—*David Nusbaum*



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TOP ARCHITECTURE FIRMS

L.A. Times B2B Publishing presents the 40 largest architecture firms ranked by Southern California architectural fee income for 2023.

Gensler is the largest firm in the region with fee income of \$239 million in Southern California. The architectural giant has an office in Downtown Los Angeles along with a second regional office in Newport Beach. It has 136 licensed architects who work in Southern California and employs 600 people total in those offices. The firm works on all types of projects; notable ongoing ones include the Ranch Lot Studios in Burbank and the Los Angeles Chargers' Headquarters and Training Facility in El Segundo.

AO, which is headquartered in the city of Orange, is second on the list with \$102 million in fee income last year. The firm's notable projects include The Row at Redhill, a mixed-use residential project that includes 80,000 square feet of retail space. Some firms such as AECOM and Arcadis perform other types of work, such as engineering services. They were asked to separate work for architectural services only. Overall, the 40 largest architectural firms in Southern California generated \$1.33 billion in fee income last year. They employ more than 1,200 licensed architects in 64 local offices.

To view these lists online, visit latimes.com/b2b/CRE.

Gensler **1**

gensler.com

Revenue **\$239 million**
 Headquarters City **Los Angeles, CA**
 Year Established **1965**

Top Local Executives

JOHN ADAMS
 Co-Regional Managing Principal

ELIZABETH BRINK
 Co-Regional Managing Principal



AO **2**

aoarchitects.com

Revenue **\$102 million**
 Headquarters City **Orange, CA**
 Year Established **1974**

Top Local Executives

RC ALLEY
 Managing Partner

ROB BUDETTI
 Managing Partner



HMC Architects **3**

hmcarchitects.com

Revenue **\$97.9 million**
 Headquarters City **Ontario, CA**
 Year Established **1940**

Top Local Executive

BRIAN STATON
 President & CEO



LPA Inc. **4**

lpadesignstudios.com

Revenue **\$54.4 million**
 Headquarters City **Irvine, CA**
 Year Established **1965**

Top Local Executives

WENDY S. ROGERS
 Chief Executive Officer

KEITH HEMPEL
 President



CO Architects **5**

coarchitects.com

Revenue **\$51.1 million**
 Headquarters City **Los Angeles, CA**
 Year Established **1996**

Top Local Executive

JENNA KNUDSEN
 Managing Principal



KTGY **6**

ktgy.com

Revenue **\$46.8 million**
 Headquarters City **Irvine, CA**
 Year Established **1991**

Top Local Executive

TRICIA ESSER
 Chief Executive Officer



AC Martin Inc. **7**

acmartin.com

Revenue **\$46.7 million**
 Headquarters City **Los Angeles, CA**
 Year Established **1906**

Top Local Executive

TOM HSIEH
 President & CEO



DLR Group **8**

dlrgroup.com

Revenue **\$46.7 million**
 Headquarters City **Omaha, NE**
 Year Established **1966**

Top Local Executives

PAMELA TOUSCHNER
 California Region Leader

BRIAN ARIAL
 Global Mixed-Use Leader



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TOP ARCHITECTURE FIRMS

HOK 9

hok.com

Revenue \$41.0 million
Headquarters City St. Louis, MO
Year Established 1955

Top Local Executives

ANNE FLETCHER
Managing Principal

ADAEZE CADET
Design Principal



Corgan 10

corgan.com

Revenue \$40.1 million
Headquarters City Dallas, TX
Year Established 1938

Top Local Executive

BRENT KELLEY
Managing Principal



ZGF 11

zgf.com

Revenue \$39.9 million
Headquarters City Portland, OR
Year Established 1991

Top Local Executive

MITRA MEMARI
Managing Partner



AECOM Technical Services Inc. 12

aecom.com

Revenue \$37.3 million
Headquarters City Los Angeles, CA
Year Established 1990

Top Local Executives

CHARLENE DEKKER
VP, Director of Operations, Southern California

DONNA CLANDENING
VP, Managing Principal



CannonDesign 13

cannondesign.com

Revenue \$36.0 million
Headquarters City New York, NY
Year Established 1945

Top Local Executive

HAZIM RABADI
Los Angeles Office Leader



Skidmore, Owings & Merrill 14

som.com

Revenue \$34.2 million
Headquarters City Chicago, IL
Year Established 1936

Top Local Executives

OLIN WICKENZIE
Design Partner

PAUL DANNA
Design Partner



HDR 15

hdrinc.com

Revenue \$32.5 million
Headquarters City Omaha, NE
Year Established 1917

Top Local Executive

TRIP GRANT
Managing Principal



RDC-S111 16

rdc-s111.com

Revenue \$29.3 million
Headquarters City Long Beach, CA
Year Established 1979

Top Local Executive

BRAD WILLIAMS
Chief Executive Officer



Marmol Radziner 17

marmol-radziner.com

Revenue \$29.1 million
Headquarters City Los Angeles, CA
Year Established 1989

Top Local Executives

LEO MARMOL
Managing Partner

RON RADZINER
Design Partner



HKS Architects Inc. 18

hksinc.com

Revenue \$27.9 million
Headquarters City Dallas, TX
Year Established 1939

Top Local Executive

SCOTT HUNTER
Regional Director



Ware Malcomb 19

waremalcomb.com

Revenue \$26.1 million
Headquarters City Irvine, CA
Year Established 1972

Top Local Executives

SERGIO VALENTINI
Southern California Regional Principal

ALICIA ZARO
Regional Director



Perkins&Will 20


perkinswill.com

Revenue \$26.0 million
Headquarters City Chicago, IL
Year Established 1935

Top Local Executives

RICHARD MARSHALL
Managing Director

DAVID SHELDON
Marketing Director



Stantec 21

stantec.com

Revenue \$25.4 million
Headquarters City Edmonton, Canada
Year Established 1954

Top Local Executives

PATRICK M. MCKELVEY
Senior Principal

SCOTT REED
Principal, Architecture



Hammel, Green and Abrahamson Inc. 22

hga.com

Revenue \$21.4 million
Headquarters City Minneapolis, MN
Year Established 1953

Top Local Executive

JENNIFER RIES
VP, Planning Principal & Office Director



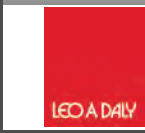
LEO A DALY 23

leoadaly.com

Revenue \$20.0 million
Headquarters City Omaha, NE
Year Established 1915

Top Local Executive

PAUL H. COLEMAN
VP, Managing Principal



JERDE 24

jerde.com

Revenue \$17.0 million
Headquarters City Los Angeles, CA
Year Established 1977

Top Local Executive

TAMMY MCKERROW
Global Design Director



TOP ARCHITECTURE FIRMS

NAC 25

nacarchitecture.com

Revenue \$16.9 million
Headquarters City Spokane, WA
Year Established 1960

Top Local Executives

HELENA JUBANY
Managing Principal

MICHAEL PINTO
Design Director, Principal



NBBJ 26

nbbj.com

Revenue \$16.0 million
Headquarters City Seattle, WA
Year Established 1943

Top Local Executive

ROBERT MANKIN
Managing Partner



Taylor Design 27

wearetaylor.com

Revenue \$15.8 million
Headquarters City Tustin, CA
Year Established 1979

Top Local Executive

KEVIN HINRICHS
President



TCA Architects 28

tca-arch.com

Revenue \$15.4 million
Headquarters City Irvine, CA
Year Established 1993

Top Local Executives

ARAM CHAHBAZIAN
Chief Executive Officer

IRWIN YAU
President



Johnson Fain 29

johnsonfain.com

Revenue \$13.0 million
Headquarters City Los Angeles, CA
Year Established 1959

Top Local Executives

SCOTT JOHNSON
Co-President

WILLIAM FAIN JR.
Co-President



Van Tilburg, Banvard & Soderbergh 30


vtbs.com

Revenue \$12.0 million
Headquarters City Santa Monica, CA
Year Established 1994

Top Local Executives

JOHANNES VAN TILBURG
Principal

NAVY F. BANVARD
Managing Principal



HED 31


hed.design

Revenue \$11.5 million
Headquarters City Detroit, MI
Year Established 1908

Top Local Executives

TANIA VAN HERLE
Co-CEO

ENRIQUE SUAREZ
Co-CEO



Boulder Associates 32

boulderassociates.com

Revenue \$9.5 million
Headquarters City Boulder, CO
Year Established 1983

Top Local Executives

DARCI HERNANDEZ
Principal

DIEDRE MCGEE
Principal



Arcadis 33

arcadis.com

Revenue \$9.2 million
Headquarters City Amsterdam, Netherlands
Year Established 1888

Top Local Executive

BRIAN CRAVENS
Principal



Hendy 34

hhendy.com

Revenue \$9.1 million
Headquarters City Newport Beach, CA
Year Established 1980

Top Local Executives

CAROLINA WEIDLER
Co-CEO & Managing Principal

SUSAN DWYER
Co-CEO & Managing Principal




Abramson Architects 35

abramsonarchitects.com

Revenue \$8.0 million
Headquarters City Los Angeles, CA
Year Established 1999

Top Local Executive

TREVOR ABRAMSON
Founding Partner



Nadel Architecture + Planning 36

nadelarc.com

Revenue \$6.4 million
Headquarters City Los Angeles, CA
Year Established 1973

Top Local Executive

GREG LYON
Chairman



HLW 37

hlw.design

Revenue \$5.4 million
Headquarters City New York, NY
Year Established 1885

Top Local Executives

SEJAL SONANI
Principal, Managing Director CA

LOUISE SHARP
Principal



Patrick TIGHE Architecture 38

tighearchitecture.com

Revenue \$3.5 million
Headquarters City Los Angeles, CA
Year Established 2001

Top Local Executive

PATRICK TIGHE
Owner, Lead Designer



Omgivning 39

omgivning.com

Revenue \$3.3 million
Headquarters City Los Angeles, CA
Year Established 2009

Top Local Executive

KARIN LILJEGREN
Founder & Principal



AXIS/GFA Architecture + Design 40

axisgfa.com

Revenue \$2.8 million
Headquarters City San Francisco, CA
Year Established 2001

Top Local Executives

GENE FONG
Founding Principal Architect

KEVIN SUND
Principal



TOP GENERAL CONTRACTORS

L.A. Times B2B Publishing presents the 25 largest general contractors ranked by Southern California revenue for 2023. Firms that perform healthcare, education and infrastructure work are among the largest in the region.

Hensel Phelps leads the list with \$1.21 billion in local revenue last year. The contractor's major work includes a \$1.2-billion project at LAX to redevelop American Airlines Terminals 4 and 5, a \$1.1-billion project for Harbor-UCLA Medical Center and a \$500-million project for Kaiser Permanente Riverside Medical Center.

It is followed by Swinerton Builders, which operates local offices in Downtown Los Angeles and Santa Ana, with \$1.12 billion in Southern California revenue last year. Its major projects include Weingert Tower 1A, a permanent supportive housing development in Downtown Los Angeles.

New York-based Turner Construction ranked third on the list. Notable local projects include a joint venture with AECOM to build the Intuit Dome in Inglewood that will serve as the Los Angeles Clippers' home venue beginning later this year. It will open during the summer with concerts.

Overall, the 25 largest general contractors generated \$12.5 billion in Southern California revenue last year. They employ more than 8,400 people across 60 local offices.

To view these lists online, visit latimes.com/b2b/CRE.

Hensel Phelps


1

Revenue: \$1.22 billion
Headquarters City: Greeley, CO
Year Established: 1937

TOP LOCAL EXECUTIVES

Tom Diersback
Executive Vice President

Damian Buessing
Regional Vice President



henselphelps.com

Swinerton Builders

2

Revenue: \$1.12 billion
Headquarters City: Concord, CA
Year Established: 1888

TOP LOCAL EXECUTIVE

Lia Tatevasian
SVP, Region Manager



swinerton.com

Turner Construction Co.

3

Revenue: \$945 million
Headquarters City: New York, NY
Year Established: 1902

TOP LOCAL EXECUTIVE

Reed McMains
VP & General Manager



turnerconstruction.com

Tutor Perini Corp.

4

Revenue: \$929 million
Headquarters City: Sylmar, CA
Year Established: 1894

TOP LOCAL EXECUTIVE

Ronald N. Tutor
Chairman & CEO



tutorperini.com

Oltmans Construction Co.

5

Revenue: \$900 million
Headquarters City: Whittier, CA
Year Established: 1932

TOP LOCAL EXECUTIVES

John Gormly
Chairman & CEO

Charlie Roy
President



oltmans.com

AECOM

6

Revenue: \$733 million
Headquarters City: Dallas, TX
Year Established: 1990

TOP LOCAL EXECUTIVES

Tim Smith
Executive Vice President

Eric Schreiner
Executive Vice President



aecom.com

C.W. Driver Cos.

7

Revenue: \$682 million
Headquarters City: Pasadena, CA
Year Established: 1919

TOP LOCAL EXECUTIVE

Dana Roberts
Chairman & CEO



cwdriver.com

McCarthy Building Companies Inc.

8

Revenue: \$622 million
Headquarters City: St. Louis, MO
Year Established: 1864

TOP LOCAL EXECUTIVE

Mike Myers
CEO, SoPac Region



mccarthy.com

PCL Construction Services Inc.

9

Revenue: \$569 million
Headquarters City: Denver, CO
Year Established: 1906

TOP LOCAL EXECUTIVES

Aaron Yohnke
President, California Buildings

Michael Headrick
VP & District Manager



pcl.com

DPR Construction

10

Revenue: \$552 million
Headquarters City: Redwood City, CA
Year Established: 1990

TOP LOCAL EXECUTIVES

Michael Konetzke
Alicia Loh Ortiz
Southern California Co-Business Unit Leaders



dpr.com

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TOP GENERAL CONTRACTORS

Clark Group **11**

Revenue: \$542 million
 Headquarters City: McLean, VA
 Year Established: 1906

TOP LOCAL EXECUTIVE



Carlos Gonzalez
 Division President



clarkconstruction.com

Bernards **12**

Revenue: \$534 million
 Headquarters City: San Fernando, CA
 Year Established: 1974

TOP LOCAL EXECUTIVES



Dave Cavecche
 Chief Executive Officer



Andy Buerk
 President



bernards.com

W.E. O'Neil Construction **13**

Revenue: \$532 million
 Headquarters City: Chicago, IL
 Year Established: 1927

TOP LOCAL EXECUTIVES



John Finn
 President



Mike Byrne
 Executive Vice President



weoneil.com

Millie and Severson General Contractors **14**

Revenue: \$403 million
 Headquarters City: Los Alamitos, CA
 Year Established: 1945

TOP LOCAL EXECUTIVE



Ben Severson
 President



mandsinc.com

The PENTA Building Group **15**

Revenue: \$367 million
 Headquarters City: Las Vegas, NV
 Year Established: 2000

TOP LOCAL EXECUTIVE



Paul Dutmer
 Director, Southern California




The PENTA Building Group

pentabldggroup.com


Balfour Beatty US **16**

Revenue: \$315 million
 Headquarters City: Dallas, TX
 Year Established: 1909


TOP LOCAL EXECUTIVES



Brian Cahill
 President, California



Kelly Pharris
 VP, West, US Civils



balfourbeattyus.com

RAM Construction **17**

Revenue: \$259 million
 Headquarters City: Irvine, CA
 Year Established: 2018

TOP LOCAL EXECUTIVES



Spencer Moran
 Principal & Co-Founder



Matt Renault
 Principal & Co-Founder



ramconstruction-us.com

Here's to the game changers

When it comes to building L.A., no one does it with more care and pride than our own Jim Stanley. Congratulations to Jim on his recognition as a commercial real estate industry 2024 Visionary by L.A. Times B2B Publishing.

Morley Builders

18

Revenue
\$245 million

Headquarters City
Santa Monica, CA

Year Established
1947

TOP LOCAL EXECUTIVE



Charles Muttillo
President



morleybuilders.com

Suffolk Construction

19

Revenue
\$205 million

Headquarters City
Boston, MA

Year Established
1982

TOP LOCAL EXECUTIVE



James Stanley
EVP, Division Manager



suffolk.com

Kemp Bros. Construction Inc.

20

Revenue
\$195 million

Headquarters City
Santa Fe Springs, CA

Year Established
1955

TOP LOCAL EXECUTIVES



Greg Scot Solaus
Chief Executive Officer



Darren Sagert
Chief Financial Officer



kempbros.com

PNG Builders

21

Revenue
\$170 million

Headquarters City
Irwindale, CA

Year Established
1959

TOP LOCAL EXECUTIVES



Steve Mathison
President



Picasso Bhowmik
Vice President



png.builders

HITT Contracting

22

Revenue
\$149 million

Headquarters City
Falls Church, VA

Year Established
1927

TOP LOCAL EXECUTIVE



Trevor Coffey
Senior Vice President



hitt.com

Del Amo Construction


23

Revenue
\$145 million


Headquarters City
Torrance, CA

Year Established
1972

TOP LOCAL EXECUTIVE



Steve Donahue
Principal



delamoconstruction.com

Shawmut Design and Construction

24

Revenue
\$110 million

Headquarters City
Boston, MA

Year Established
1982

TOP LOCAL EXECUTIVE



Greg Skalaski
EVP, West Region



shawmut.com

Webcor

25

Revenue
\$102 million

Headquarters City
San Francisco, CA

Year Established
1971

TOP LOCAL EXECUTIVE



Jit Pahilajani
EVP, Builders



webcor.com



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HITT.COM/LOSANGELES

California License #811478

Top Commercial Real Estate Brokerage Firms

L.A. Times B2B Publishing presents the 25 largest commercial real estate brokerage firms ranked by Southern California transaction volume for 2023. Transaction volume includes both leases and sales for Los Angeles, Orange, Riverside, San Bernardino and Ventura counties.

Overall, the 25 largest commercial real estate brokerage firms conducted \$117.1 billion in Southern California transaction volume last year, led by CBRE Group. CBRE's volume was split about 60% from sales transactions and 40% from leasing transactions.

The largest firms typically handle sales and lease transactions across all property types, including office, industrial, retail, multi-family, data centers and hospitality properties. Some firms have brokers who specialize in niche industries, such as cold storage and senior housing.

Three firms listed handle sales transactions only and do not have brokers who perform leasing transaction services. They are Eastdil Secured, Marcus & Millichap and Northmarq.

The top 25 firms employ more than 2,900 licensed commercial brokers across 127 local offices.

To view these lists online, visit latimes.com/b2b/CRE.

cbre.com

CBRE 1

TOP LOCAL EXECUTIVES		Transaction Volume
		\$36.8 billion
Headquarters City		Dallas, TX
Year Established		1906

LEWIS HORNE
President, Greater Los Angeles, Orange County and Inland Empire

JESSICA LALL
Managing Director, Downtown Los Angeles



cushmanwakefield.com

Cushman & Wakefield 2

TOP LOCAL EXECUTIVES		Transaction Volume
		\$15.7 billion
Headquarters City		Chicago, IL
Year Established		1917

MATT CHATHAM
Regional President

CODY CANNON
Managing Principal



jll.com

JLL 3

TOP LOCAL EXECUTIVES		Transaction Volume
		\$13.3 billion
Headquarters City		Chicago, IL
Year Established		1783

TOM MALONEY
Executive Managing Director & President of Office Tenant Representation

CHARLIE SMITH
Senior Managing Director and Broker Lead for the Los Angeles Region



savills.us

Savills 4

TOP LOCAL EXECUTIVES		Transaction Volume
		\$9.68 billion
Headquarters City		New York, NY
Year Established		1954

JOSH GORIN
President, Los Angeles Region

MARK SULLIVAN
Chairman, North American Brokerage



lee-associates.com

Lee & Associates 5

TOP LOCAL EXECUTIVE	Transaction Volume	
	\$8.37 billion	
Headquarters City		Los Angeles, CA
Year Established		1979

JEFFREY M. RINKOV
Chief Executive Officer



eastdilsecured.com

Eastdil Secured 6

TOP LOCAL EXECUTIVES		Transaction Volume
		\$7.22 billion
Headquarters City		New York, NY & Santa Monica, CA
Year Established		1967


MIKE VAN KONYENBURG
President

JAY BORZI
Managing Director




colliers.com

Colliers 7

TOP LOCAL EXECUTIVE	Transaction Volume	
	\$6.58 billion	
Headquarters City		Toronto, Canada
Year Established		1976

JODIE POIRIER
Executive Managing Director, Greater Los Angeles



nmrk.com

Newmark 8

TOP LOCAL EXECUTIVE	Transaction Volume	
	\$4.59 billion	
Headquarters City		New York, NY
Year Established		1929

NICK DIPALO
Executive Vice President, Regional Managing Director, Southwest Market Leader



marcusmillichap.com

Marcus & Millichap 9

TOP LOCAL EXECUTIVES		Transaction Volume
		\$2.77 billion
Headquarters City		Calabasas, CA
Year Established		1971

HESSAM NADJI
President & CEO

RICHARD MATRICARIA
EVP, Chief Operating Officer Western Division



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voitco.com


Voit Co. 10

TOP LOCAL EXECUTIVES

Transaction Volume
\$1.87 billion

Headquarters City
Irvine, CA

Year Established
1971



ERIC HINKELMAN
Chief Executive Officer

VANCE MCNEILLY
Chief Operating Officer



northmarq.com

Northmarq 11

TOP LOCAL EXECUTIVE

Transaction Volume
\$1.83 billion

Headquarters City
Minneapolis, MN

Year Established
1962



JEFF COX
Executive Managing Director



naicapital.com

NAI Capital Commercial 12

TOP LOCAL EXECUTIVE

Transaction Volume
\$1.6 billion

Headquarters City
Los Angeles, CA

Year Established
1979



CHRIS JACKSON
Chief Executive Officer



kidder.com


Kidder Mathews 13

TOP LOCAL EXECUTIVES

Transaction Volume
\$1.53 billion


Headquarters City
Seattle, WA

Year Established
1967



JIM KRUSE
Regional President, Greater Los Angeles Brokerage

ERIC PAULSEN
Regional President, SoCal-Arizona Brokerage



larealtypartners.com

L.A. Realty Partners 14

TOP LOCAL EXECUTIVE

Transaction Volume
\$1.1 billion

Headquarters City
Los Angeles, CA

Year Established
2010



RICHARD BUCKLEY
Principal



lasvn.com

SVN 15

TOP LOCAL EXECUTIVE

Transaction Volume
\$800 million

Headquarters City
Boston, MA

Year Established
1987



DAVID RICH
Managing Partner



avisonyoung.us


Avison Young 16

TOP LOCAL EXECUTIVE


Transaction Volume
\$756 million

Headquarters City
Chicago, IL

Year Established
1978



CHRISTOPHER COOPER
Principal & Regional Managing Director - Western US



cresa.com

Cresa Global Inc. 17

TOP LOCAL EXECUTIVES

Transaction Volume
\$648 million

Headquarters City
Chicago, IL

Year Established
1993



W. LAWISON MARTIN
Managing Principal - Market Leader

DENNIS E. SMITH
Managing Principal - Market Leader



saywitz.com

The Saywitz Company 18

TOP LOCAL EXECUTIVE

Transaction Volume
\$450 million

Headquarters City
Newport Beach, CA

Year Established
1994



BARRY SAYWITZ
President



lyonstahl.com

Lyon Stahl Investment Real Estate 19

TOP LOCAL EXECUTIVES

Transaction Volume
\$452 million

Headquarters City
El Segundo, CA

Year Established
2015



BRETT LYON
Partner

WOODY STAHL
Partner



klabin.com

The Klabin Company 20

TOP LOCAL EXECUTIVES

Transaction Volume
\$368 million

Headquarters City
Torrance, CA

Year Established
1961



FRANK SCHULZ
Managing Principal

DAVID A. PRIOR
Senior Managing Principal



kwcommercialsocal.com

Keller Williams Coastal Properties 21

TOP LOCAL EXECUTIVES

Transaction Volume
\$279 million

Headquarters City
South Bay, CA

Year Established
2002



MENY ATLAS
Chief Executive Officer

JASON DUFAULT
Managing Director



eoprealty.com


EOP Realty 22

TOP LOCAL EXECUTIVE


Transaction Volume
\$273 million

Headquarters City
Beverly Hills, CA

Year Established
2016



LEE JOSEPH POLSTER
President



kennedywilsonservices.com

Kennedy Wilson Brokerage 23

TOP LOCAL EXECUTIVE

Transaction Volume
\$197 million

Headquarters City
Beverly Hills, CA

Year Established
1977



ED SACHSE
President



illcre.com

illi Commercial Real Estate 24

TOP LOCAL EXECUTIVES

Transaction Volume
\$135 million

Headquarters City
Sherman Oaks, CA

Year Established
2007



TODD NATHANSON
President

DAWN FUQUA
Executive Director



spectrumcre.com

Spectrum Commercial Real Estate Inc. 25

TOP LOCAL EXECUTIVES

Transaction Volume
\$112 million

Headquarters City
Valencia, CA

Year Established
2018



YAIR HAIMOFF
Executive Managing Director

SHANDREA NIBLETT
Chief Operating Officer



VISIONARIES

Commercial real estate, not unlike numerous other industries, has gone through unprecedented challenges over the past few years. And, yet, almost halfway through 2024, the Southern California commercial real estate sector has proven to be resilient, not just surviving but thriving.

Current trends indicate a strong, steady recovery and it's thanks to the resolve and savvy of CRE professionals – including executives, lenders, builders and professional service advisors – that there is cause for an optimistic outlook.

Their keen intuition has steered their companies on the path to sustained growth, and they deserve recognition here as visionaries who have demonstrated noteworthy successes and accomplishments during the last 24 months, strong leadership throughout the span of his/her career and community involvement that contributes beyond their organization.

Ryan Barncastle is a seasoned business transactional attorney with extensive experience across various legal domains, including corporate, real estate, securities and private equity. As a licensed broker, his real estate practice spans a wide spectrum, representing institutions, investment companies, lenders, developers, brokers, operators and property management firms. Based in Los Angeles, Barncastle's practice mirrors the city's diversity and dynamism, catering to international business magnates, private equity investors, real estate moguls and entrepreneurs across emerging industries. He has advised clients on complex international real estate transactions and recently represented Wendover Housing Partners in a public-private partnership, facilitating financing for Nature's Medicines and advising athletes, entertainers and private equity firms.



**Ryan J.
Barncastle**

Barnes & Thornburg LLP
Partner

Professional Services Advisors



**Rebecca
Beal**

Del Amo Construction
Senior Project Manager

General Contractors

Rebecca Beal boasts over 15 years of expertise in commercial and industrial construction, specializing in various sectors such as pharmaceuticals, entertainment, retail, healthcare, education and commercial real estate. Currently serving as senior project manager at Del Amo Construction, she leads and oversees all project operations on a daily basis, ensuring meticulous attention to detail and adherence to project timelines. Beal's journey in the construction industry began as a construction project manager at Rexford Industrial, where she managed an extensive portfolio of over 50 industrial construction projects for property owners. She oversaw both general and subcontractors throughout all phases of the real estate cycle. Prior to her tenure at Del Amo Construction, Beal served as an assistant project manager at L.E. Waters Construction Co. in Los Angeles.

Michael Arnold, a highly acclaimed broker, has garnered recognition from prominent publications and organizations over the past 25 months. As the executive vice president and founder of the Tenant Consulting Group at NAI Capital Commercial, he has been pivotal in propelling the company's success, both as a top producer and a leader in establishing the Tenant Consulting Group. With over 25 years of experience, Arnold offers a consultative and comprehensive approach, assisting companies in addressing their cultural, financial and operational needs. He has been recognized by the Los Angeles Business Journal and Co-Star. Arnold orchestrated one of the largest lease deals in Los Angeles in 2022 on behalf of Miller Barondess LLP at 2121 Avenue of the Stars. He serves as vice chairman at NAI Global Corporate Services, underscoring his status as a prominent figure in the industry.



**Michael
Arnold**

NAI Capital Commercial
Executive Vice President

Commercial Real Estate Brokers



**Erica
Balin**

*Lee & Associates –
LA North / Ventura, Inc.*
Principal

Commercial Real Estate Brokers

Since 2004, Erica Balin has been deeply involved in helping tenants and landlords in the San Fernando Valley region maximize property value and negotiate favorable terms. As principal at Lee & Associates – LA North/Ventura, Inc., she excels in representing tenants, landlords and investors in industrial and commercial property transactions. Her first year saw her close deals totaling 600,000 square feet and nearly \$48 million. Over the past 24 months, Balin has facilitated numerous significant sales and leases, including properties like 8101-8117 Orion Ave; 9223 Deering Ave; 9530 De Soto Ave. & 9533 Irondale Ave; 2950 Madera Rd; and 20559 Prairie St. Her leadership extends beyond her professional endeavors. She has been recognized as a "Woman of Influence for Broker-Tenant Representation" by GlobeSt's Women of Influence Awards and joined the Board of Directors in May 2022.

Bill Bauman, vice chairman at Newmark, leads a top-tier retail brokerage team specializing in retail land planning and investment sales in Southern California. With three decades of industry experience, he has overseen transactions exceeding \$19 billion. Bauman's team offers comprehensive tenant representation services, including market analysis, competitor assessment, lease negotiation and rollout strategies. Newmark's recent sales include The Paseo in Pasadena (\$103 million), The Summit in Reno, Nevada (\$82 million), HHLA in West Los Angeles (\$80 million) and Bay Street in Emeryville, CA (\$91.5 million). Bauman's major leasing projects involve the redevelopment of Eagle Rock Plaza (450,000 sq. ft.), the former Lowes in Aliso Viejo (200,000 sq. ft.) and The Paseo in Pasadena (460,000 sq. ft.).



**Bill
Bauman**

Newmark
Vice Chairman

Commercial Real Estate Brokers



**Lisa
Bhathal Merage**

Revitate
Co-Founder, Chief Impact
Officer & Managing Partner

Professional Services Advisors

Lisa Bhathal Merage, co-founder and chief impact officer of Revitate, stands as a visionary figure in the commercial real estate sphere, spearheading initiatives that merge profitability with social impact. With a background in fashion entrepreneurship, she transitioned into real estate with RAJ Capital, pioneering the RevOZ opportunity zone investment platform and injecting over \$1.3 billion into economic growth ventures. Under Merage's guidance, Revitate has emerged as a catalyst for positive change, focusing on projects like Revitate Cherry Tree and Revitate Impact, aimed at preserving affordable housing and community development. Her leadership extends beyond Revitate, with endeavors in sports ownership and philanthropy. Notably, she acquired the National Women's Soccer League's Portland Thorns FC and is involved in various charitable organizations, including the OC Museum of Art.

VISIONARIES

Bill Bloodgood has been a prominent figure in the South Bay and Culver City office real estate scene since 1992. His expertise spans the underwriting, acquisition and disposition of numerous high-profile assets across Greater Los Angeles, totaling over eight million square feet of institutional office space. In the past two years, Bloodgood has facilitated several noteworthy deals, including a 207,289-square-foot lease with the County of Los Angeles at 1500 Hughes Way in Long Beach and a 115,000-square-foot sale to SKIMS at 1601 Vine Street in Hollywood. Notable leases also include agreements with The Toy Association, California Physicians' Service, Bento Box Entertainment LLC and Morgan Stanley Smith Barney Financing LLC.



**Bill
Bloodgood**

Newmark
Executive Managing Director,
Agency Market Leader

Commercial Real Estate Brokers

Steve "Bogie" Bogoyevac, the senior managing director of investments at Marcus & Millichap and the driving force behind The Bogie Group, boasts over two decades of experience in apartment complexes and over 1,000 exchanges across Long Beach, the South Bay and Los Angeles. With an impressive track record, including 13 Broker of the Year honors from Marcus & Millichap South Bay/Long Beach and numerous National Achievement and Sales Recognition awards, Bogoyevac is celebrated for his unparalleled expertise and accomplishments in the real estate domain. Under his leadership, his team has facilitated over \$300 million in investment real estate transactions, spanning more than 105 deals since 2022. Particularly noteworthy is the sale of 6317 Flora Avenue, hailed as the largest transaction in the city of Bell during 2023, underscoring Bogie's prowess and market influence.



**Steve
Bogoyevac**

Marcus & Millichap
Senior Managing Director

Commercial Real Estate Brokers



**Corey
Boock**

Nossaman
Partner, Infrastructure Group

Professional Services Advisors

Corey Boock is a renowned expert in public-private partnerships (P3s), with over 30 years of experience in structuring and negotiating innovative deals across transportation, social infrastructure and water sectors. Notably, he played a key role in landmark projects like the \$1.8-billion East End Crossing (now Lewis and Clark Bridge) and the San Francisco Municipal Transportation Agency's Potrero Yards Modernization. Boock's influence extends to states like Michigan and Indiana, where he spearheaded significant initiatives such as the I-75 Modernization Project and the East End Crossing. Additionally, he has provided advisory services to transportation authorities in North Carolina, Nevada and California, contributing to projects such as the I-77 Managed Lanes Project, Project Neon in Las Vegas and various highway improvement initiatives.



**Eve
Brackmann**

Munck Wilson Mandala, LLP
Partner

Professional Services Advisor

Throughout her 19-year legal career, Eve Brackmann has cultivated a strong presence and sterling reputation within the Southern California legal community. At Munck Wilson Mandala's LA office, she spearheads the expansion of real estate litigation services in the region. Brackmann also serves as co-chair of the Orange County Bar Association's Mentoring Committee, director-at-large on the board of OCBA and a longstanding arbitrator on the OCBA's Mandatory Fee Arbitration Panel. In Los Angeles, she contributes to the Litigation and Real Property law sections for both the Los Angeles Bar Association and the Cannabis Law section. Brackmann participates with California Women Lawyers, the Association of Business Trial Lawyers, the Women Lawyers Association of Los Angeles, the American Bar Association and the National Order of the Barristers.

2024 Visionary Eve Brackmann Munck Wilson Mandala

With over 20 years of experience in Commercial Real Estate law, Eve has successfully represented a variety of retail clients from small to big-box, as well as landlords and tenants, logistics companies, developers, shopping center owners, mortgage companies, and many other CRE clients in a variety of litigated disputes and trials, in addition to lease and other business negotiations. As a leader in her field, Eve co-chairs Munck Wilson Mandala's national CRE practice.

Learn more about Eve at munckwilson.com or contact her at ebrackmann@munckwilson.com.



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MANDALA**

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VISIONARIES

Jeff Bramson is a senior managing director and co-head of the Los Angeles Capital Markets Business with over 20 years of experience in the industry. He joined JLL as part of the HFF acquisition in 2019 and, at the time, was responsible for overseeing the investment advisory business in Chicago for JLL Capital Markets. Since joining HFF in 2005, he has closed more than \$13 billion of investment advisory transactions. Bramson then became the co-head of the Chicago office in 2014 and oversaw the business which more than doubled gross revenues during his tenure. Throughout this time, Jeff worked on notable, record-setting transactions such as the Blackstone/Equity Office Properties portfolio sale, 300 North LaSalle and the McDonald's Global Headquarters building. He recently relocated to Los Angeles in January 2022 and specializes in investment sales advisory throughout the greater area.



**Jeff
Bramson**

JLL

Senior Managing Director &
Co-Head of the Los Angeles
Capital Markets Business

Commercial Real Estate Brokers

Starting in 2009, Shaya Braverman faced challenging times during the market downturn. However, his resilience and determination propelled him to become a leader in the field over the span of 15 years. In 2017, he joined forces with Morgan McMullin and Dario Svidler to establish Partners CRE. Their team quickly rose to prominence, consistently recognized as the top commercial team at Compass before transitioning to Keller Williams, where they maintained their leading position, boasting annual sales of approximately \$200 million. Notably, Braverman orchestrated a remarkable LIHTC deal in 2023, securing a \$40-million transaction, doubling its value from two years prior when he initially sold it for \$30 million. In January 2024, in addition to his role as a founding member and executive vice president of Partners CRE, he assumed the position of president at KW Commercial, BH.



**Shaya
Braverman**

*Partners CRE I
KW Beverly Hills*

President of KW Commercial, BH

Commercial Real Estate Brokers



**Jason
Brooks**

Buchalter
Shareholder

Professional Services Advisors

Jason Brooks, a valued member of Buchalter's Real Estate and Cannabis Practice Groups in Orange County, brings a wealth of experience to his role. Notable accomplishments include leading a developer through a multi-billion-dollar mixed-use project in South Florida, guiding a national developer in a \$1.5+ billion mixed-use project in Los Angeles, facilitating the sale of a prestigious \$100+ million single-family residence in Los Angeles, advising on a significant \$500 million, multi-building, mixed-use development in Miami, overseeing entitlements for a substantial two-million square foot mixed-use project in Los Angeles and handling the sale of a noteworthy \$90+ million, nine-property senior living company in California. Prior to his legal career, Brooks held pivotal roles, including working alongside the assistant attorney general in the Antitrust Division and serving as chief of staff for a private equity fund.



**Tim
Bryne**

*Elevated LA | Compass
Commercial*

Regional Director

Commercial Real Estate Brokers

Tim Byrne, a Los Angeles native with over 20 years of experience in Southern California's real estate market, serves as the regional director at Elevated LA | Compass Commercial. A Loyola Marymount University graduate, Tim has built a distinguished career by assisting clients in wealth generation through savvy real estate investments. Specializing in the high-end Westside market, he utilizes his comprehensive understanding of market trends to offer strategic advice on property management, refinancing, selling and renovation. Byrne's multifaceted expertise encompasses residential and commercial brokerage, asset management, property finance, appraisal and leasing. His diverse portfolio boasts over \$500 million in closed transactions across Southern California, earning national recognition for his achievements.

Darren Casamassima, a principal at Lee & Associates – LA North/Ventura, Inc, specializes in office property sales and leasing across Greater Los Angeles, with a focus on the San Fernando and Conejo Valleys. With over 20 years of experience, he has executed transactions exceeding one million square feet and has earned a stellar reputation among national and global firms like American Greetings and Lionsgate Entertainment. Casamassima's consistent recognition includes induction into the President's Circle of Excellence and ranking among the company's top producers. Over the past 24 months, he has successfully closed over 75 deals totaling \$51 million and 242,000 square feet, showcasing his expertise in industrial sales and leases. Casamassima's notable transactions include 3450 Cahuenga Blvd., 17000 Ventura Blvd. and 1656 9th Street in Santa Monica.



**Darren
Casamassima**

*Lee & Associates –
LA North / Ventura, Inc.*
Principal

Commercial Real Estate Brokers

Scott Caswell began his real estate career at Ashwill Burke & Company while working his way through college. Recognized twice by the San Fernando Valley Business Journal for executing the "Best Industrial Lease of the Year" in 2017 and 2019 and awarded "Best Land Sale of the Year" in 2019. He now serves as principal and managing director of Lee & Associates – LA North / Ventura, Inc. With a career spanning over 17 million square feet of transactions valued at over \$725 million, Caswell is acknowledged as a premier broker in the San Fernando Valley. In addition to his professional achievements, he is actively engaged in community service, serving on various boards, including the Society of Industrial and Office Realtors (SIOR), the American Industrial Real Estate Association (A.I.R.) and the Board of Governors of Foundations for the Providence/Cedars-Sinai Medical Center.



**Scott
Caswell**

*Lee & Associates –
LA North / Ventura, Inc.*
Principal

Commercial Real Estate Brokers



**Jason
Cave**

Del Amo Construction
Principal

General Contractors

Principal at Del Amo Construction, Jason Cave brings over four decades of experience in the industry, with the last 30 years dedicated to the company. His expertise spans various sectors, including commercial, life sciences, education, institutional, office, retail and entertainment, with notable projects reaching up to \$500 million. Cave's strategic business development planning and execution play a pivotal role in cultivating relationships and securing projects. Through meticulous attention to detail and effective management of the estimating team, he consistently surpasses clients' expectations in meeting stringent financial commitments. He oversees budgeting, bidding, scheduling, logistics planning and value engineering, consistently surpassing clients' expectations. Cave's hands-on approach ensures project success, making him a key figure at Del Amo Construction.



**Daniel
Cenicerros**

Connect Media
Founder & CEO

Professional Services Advisors

Daniel Cenicerros is the founder and CEO of Connect Media, an integrated media and creative company specializing in commercial real estate and finance. With nearly 30 years of experience, he has been pivotal in shaping the industry's media landscape, working with leading brands and guiding Connect Media to impressive growth. Recognized for its achievements, Connect Media has earned spots on prestigious lists like the Inc. 5000 and The Financial Times ranking of America's Fastest-Growing Companies. Since its inception in 2015, Connect Media has flourished under Cenicerros' visionary leadership, expanding its reach across the U.S. and Canada. Prior to this, he co-founded influential platforms like GlobeSt.com and Real Estate Southern California Magazine. Cenicerros' commitment extends beyond business, as he engages with organizations like the Latino Business Action Network and REA-L.

VISIONARIES

Nicholas Chang specializes in facilitating industrial and commercial property transactions tailored for e-commerce, warehousing, distribution, manufacturing and logistics purposes across Los Angeles and the Inland Empire. Beyond single-tenant properties, he also manages multi-tenant industrial and office parks, as well as raw land for vertical industrial development. Chang prioritizes client satisfaction, fostering enduring relationships and has amassed a track record of over 60 industrial building transaction closings annually, totaling more than \$650 million in commercial real estate. Noteworthy among his achievements is the sale of a one-plus million square foot distribution center in Buena Park, the largest single-tenant industrial building transaction in the LA basin in 2017. Recognized for his excellence, Chang is a recipient of the NAI "Capital Club" Award and holds CCIM and SIOR designations.



Nicholas Chang

NAI Capital Commercial
Executive Vice President

Commercial Real Estate Brokers

Jason Chao, an esteemed industrial broker at CBRE's Ontario office, boasts over 22 years of experience in commercial real estate. Throughout his career, he has facilitated more than 800 transactions totaling over 22 million square feet of industrial properties in the San Gabriel Valley and the Inland Empire. His client portfolio includes major players like Invesco, TA Realty and Overton Moore Properties. Chao is committed to nurturing the success of his team and supporting new members to excel. Notably, he achieved remarkable success in 2023, completing over 100 transactions valued at \$526 million, leading to his promotion to executive vice president. One notable achievement includes securing a 10-year lease for two buildings totaling 1.8 million square feet for a fast-growing e-commerce retailer in Southern California.



Jason Chao

CBRE

Executive Vice President

Commercial Real Estate Brokers



Rafael Cohen

IDB Bank

SVP, Senior Relationship Manager

Banks/Lenders

Rafael Cohen is the senior vice president of IDB Bank's California commercial real estate sector. With nearly two decades of experience in the financial services and banking industries, he has a proven track record in balance-sheet commercial real estate lending. In his role, he helps to drive the Bank's portfolio exceeding \$700 million, focusing on loan originations, asset management and deposit gathering. Cohen's expertise encompasses construction, transitional and permanent loans across various asset classes, underpinning his role in fostering relationship-based lending solutions. His prior roles at Meridian Capital and First Bank of Beverly Hills have cemented his reputation as a seasoned banking professional dedicated to excellence and client success.



Chet A. Cramin

Musick, Peeler & Garrett

Partner

Professional Services Advisor

Chet A. Cramin, a partner at Musick, Peeler & Garrett's Orange County office, brings over 20 years of expertise in real estate and business transactions. He serves as a senior member of the legal team at a leading REIT, where he spearheads ground-up development and redevelopment. Cramin's responsibilities encompass construction and design to leasing and property management. He specializes in vendor agreements related to shopping center operations, covering areas such as telecommunications, energy management and marketing. With memberships in the California State Bar and the American Bar Association, Cramin remains committed to delivering exceptional service to his clients. He recently facilitated high-value acquisitions and leases for clients and managed complex financing and construction projects.

Congratulations!



Jason Brooks
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Daniel Cenicerros

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Founder & CEO at ConnectMedia

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VISIONARIES

Malcolm Davies, founder and senior managing partner of WAY Capital in Los Angeles, boasts over 25 years of expertise in commercial real estate. With a remarkable track record of over \$15 billion in total capitalizations, he has led WAY Capital to secure more than \$1.8 billion in financings since its inception in early 2022, totaling over \$3 billion in capitalizations in under two years. WAY Capital received recognition as Boutique Debt Advisor of the Year by Real Estate Capital USA in its inaugural year. Under Davies' leadership, WAY Capital has facilitated 50+ transactions with over 40 capital partners. His industry leadership extends to organizations such as the Urban Land Institute, NAIOP and the Mortgage Bankers Association. He is also dedicated to philanthropy, serving as a founding member of PEERS and supporting The Giving Spirit, a nonprofit aiding people experiencing homelessness in Los Angeles.



**Malcolm
Davies**

WAY Capital Inc.
Founder & Senior Managing Partner

Professional Services Advisors

Brandon Davis is a partner for Nossaman, specializing in alternative delivery projects and focusing on large design-build and public-private partnership (P3) projects. With a wealth of experience, he has contributed to groundbreaking initiatives including multiple transportation projects. Notably, Davis played a pivotal role in establishing state design-build and P3 programs in several states. His portfolio includes guiding major transportation projects such as the Los Angeles World Airports' Automated People Mover (APM) and Consolidated Rent-A-Car Facility (ConRAC). Davis also led legal teams advising on significant initiatives like the Austin Bergstrom International Airport's Capital Improvement Program, the California high-speed train system and the Port of Long Beach's Gateway Bridge.



**Brandon
Davis**

Nossaman
Partner, Infrastructure Group

Professional Services Advisors



**Jennifer Lynn
Davis**

TMC Financing
SVP, Business Development

Banks/Lenders

Jennifer Davis, a seasoned financial leader with over 35 years of industry experience, is currently the senior vice president of business development at TMC Financing. Her extensive background includes distinguished roles at Bank of America, where she held positions as senior vice president, premier banking market manager, client manager and financial advisor. Throughout her career, Davis has been instrumental in facilitating over \$2 billion in commercial real estate financing for nearly 600 small businesses across Arizona, California, Nevada and Oregon. This achievement has resulted in the creation or retention of approximately 5,000 jobs, significantly impacting local economies. Her exceptional leadership has earned her recognition as one of LA's Top Lenders by the Los Angeles Business Journal and a nomination for the Women in Business Awards by the Orange County Business Journal.



**Michael
DeGiorgio**

Crexi
Founder & CEO

Professional Services Advisors

Michael DeGiorgio is the visionary founder and CEO of Crexi, revolutionizing the commercial real estate industry. Under his guidance, Crexi has achieved remarkable milestones, including hosting the world's largest single-asset online real estate transaction and expanding its presence with offices in Miami and Irvine, in addition to its Los Angeles headquarters. Facilitating over \$600 billion in transactions to date, Crexi empowers over 2.5 million buyers, brokers and tenants to explore more than \$7 trillion in property value nationwide. Due to DeGiorgio's progress in the industry, he has been honored with prestigious awards, including the 2019 50 Under 40 GlobeSt Award, the 2020 GlobeSt Influencers in Technology Award and recognition as a 2022 GlobeSt CRE Tech Influencer.

Christine Deschaine has been an essential member of Kennedy Wilson Brokerage's senior team since 2013, overseeing approximately 255,000 square feet of commercial space in Greater Los Angeles. Over the past two years, she has completed transactions totaling \$75 million, focusing on areas like Downtown Santa Monica, Montana Avenue and Culver City. Specializing in retail brokerage, Deschaine advises institutional and private capital owners, tenants and developers, earning recognition in industry publications such as California Centers Magazine and LA Business First. Notable achievements include achieving full occupancy at San Vicente Place in Brentwood and successfully leasing retail space at The Culver Steps in Culver City. Her recent lease transactions encompass deals with Poppy Bank, AJA Vineyards and Crumbl Cookies.



**Christine
Deschaine**

*Kennedy Wilson
Property Services*
Senior Vice President

Commercial Real Estate Brokers

Jacky Dilfer is a highly experienced leader in commercial and SBA lending, serving as the executive director of Business Finance Capital (BFC). With over 20 years of expertise, she has spearheaded BFC's remarkable growth, consistently ranking among the nation's top SBA lenders. Under her guidance, BFC has facilitated over 1,000 commercial real estate transactions, surpassing \$5 billion in loans. Dilfer's dedication to client satisfaction extends beyond her professional endeavors, as she actively contributes to organizations like AltaMed Health Care Services and the Jewish Free Loan Association. She also serves as a board member for the C5 Youth Foundation of Southern California, mentoring teens to achieve their aspirations.



**Jacky
Dilfer**

Business Finance Capital
Executive Director

Banks/Lenders



**Jim
Dillavou**

Paragon Commercial Group
Principal & Co-Founder

Commercial Real Estate
Developers

Jim Dillavou is a co-founder and principal at Paragon Commercial Group, where he specializes in corporate strategy and acquisitions. Additionally, he holds the position of national head of retail investments and retail capital markets for Lincoln Property Company. With a background as a real estate and finance attorney at Latham & Watkins LLP, Dillavou brings extensive experience in capital structuring, acquisitions, dispositions, leasing and entitlements across the U.S. He co-founded Paragon in 2009 to capitalize on retail real estate investment opportunities following the the Global Financial Crisis. Dillavou's expertise was recognized by the Urban Land Institute as one of the "Top 40 Under 40" land use and real estate professionals nationwide, as well as one of top five retail real estate professionals in LA. by the Los Angeles Business Journal.



**Caroline
Dreyfus**

Cox, Castle & Nicholson
Partner

Professional Services Advisors

Caroline Dreyfus is a seasoned finance attorney at Cox, Castle & Nicholson with over 24 years of experience, specializing in complex financing transactions, including construction, mezzanine and multi-state portfolio loans. She represents lenders and borrowers across property types and advises clients from inception to post-closing. Recent highlights include multi-million-dollar construction loans for mixed-use projects in New York and Illinois, navigating tax abatements and regulatory agreements. Dreyfus is actively involved in professional organizations and received accolades including the Connect Commercial Real Estate's "Lawyers in Real Estate Award" in 2022 and recognition by Best Lawyers and Southern California Super Lawyers. She was honored as a Rainmaker in Debt & Equity Finance Influencers by GlobeSt Real Estate Forum in 2020.

VISIONARIES

Marisa Drury serves as the executive vice president and regional director of the Los Angeles Real Estate Lending Group at California Bank & Trust (CB&T), boasting a remarkable 25-year career with the institution. With a track record of over \$3.5 billion in loan origination, she specializes in construction and mini-perm financing across various property types. Drury's leadership has significantly contributed to the growth of CB&T's Real Estate Group, earning her accolades such as Top Performer in the President's Club and Top Originator in 2022. She attributes her success to thoroughness and shares her wealth of experience to guide the next generation of bankers. Drury's journey began at Sumitomo Bank of California, leading to her current role at CB&T after Zions Bancorporation's acquisition.



Marisa Drury

California Bank & Trust
EVP & Regional Director

Banks/Lenders

Jason DuFault serves as the managing director for KW Commercial of the Long Beach office and is also the regional managing director for KW Commercial Southern California. With over 20 years of experience in real estate investment, finance and management, his success stems from his deep market knowledge, current trends and personalized approach. Notably, DuFault secured a \$150-million retail portfolio marketing assignment and completed over \$8 million in off-market sales. During the pandemic, he reimaged KW Commercial's service model, focusing on personalized client support and assembling a team of vetted professionals to provide comprehensive guidance on commercial real estate transactions. This strategic shift has garnered new clients and significant deals, including the sale of the \$156-million retail portfolio.



Jason DuFault

KW Commercial

Regional Managing Director—
Southern California

Commercial Real Estate Brokers



Lindsay Dunn

City National Bank
EVP & Head of Commercial
Real Estate Banking

Banks/Lenders

Lindsay Dunn is the executive vice president and head of commercial real estate banking at City National Bank, where she manages a \$10-billion loan portfolio and an \$8-billion deposit base. She began her banking career at Union Bank of California, rising through the ranks before joining City National in 2005. With over two decades of experience, Dunn oversees financing for real estate developers and investors and has spearheaded the bank's expansion into affordable housing, financing nearly 350 units in the past year alone. Recognized by prestigious publications like the Los Angeles Business Journal and American Banker, her leadership has been pivotal in City National's success. In addition to her professional achievements, Dunn is actively involved in community organizations, serving on the boards of RBC Community Investments, California Science Center Foundation and Imagine LA.



Greg Engel

Compass

SVP of Compass Commercial

Commercial Real Estate Brokers

Greg Engel brings over 25 years of diverse experience in commercial real estate, boasting \$1 billion in sales across various sectors including corporate users, tenants, investors and nonprofits. Before transitioning to real estate, he spent two decades as president and senior director of a physician's service company, overseeing practice openings and property transactions throughout Southern California. With a keen eye for negotiation, Engel handles transactions involving multi-family properties, land, retail spaces and entertainment venues. His team specializes in innovative marketing strategies and meticulous due diligence, offering comprehensive services from investment analysis to development management. Engel's expertise extends to diverse areas such as medical practices, religious properties, trust matters and bankruptcy settlements across Los Angeles and Riverside counties.

CONGRATULATIONS!



AEGEA LEE

EVP, REGIONAL DIRECTOR
OF REAL ESTATE



MARISA DRURY

EVP, REGIONAL DIRECTOR
OF REAL ESTATE

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VISIONARIES

Courtney Ettus leads Crexi's marketing with 25+ years of experience in marketing strategy for Fortune 500 businesses and startups. Prior to joining in 2018, she served as CMO of Greenfly, Inc., a venture-backed SaaS content delivery platform. For 10+ years prior, Ettus led global media for Visa, Bank of America, Beats by Dre, Slack, Luxottica, BP and Emirates Airlines, among others. She spent her first 10 years at Kenneth Cole Productions, Inc. and as VP of global marketing, she directed global marketing strategy and ran the in-house agency. For her work, Ettus has been recognized by GlobeSt as both a 2020 Marketing Influencer of the Year and a 2021 Elite Women of Influence in Commercial Real Estate, and also serves as a GlobeSt Women of Influence Board Advisor.



**Courtney
Ettus**

Crexi
Chief Marketing Officer

Professional Services Advisors

Anita Famili is a distinguished attorney with over two decades of experience advising real estate clients on complex transactions nationwide. Notable achievements include her recent representation of Unibail-Rodamco-Westfield in the sale of the Westfield Mission Valley Shopping Center for approximately \$290 million and her role as the go-to counsel for a national specialty grocer in acquisitions, development and leasing across the country. She also leads Manatt's Cannabis and CBD practice, guiding clients through real estate transactions within the evolving cannabis industry landscape. Famili has been recognized for her efforts by Chambers USA, Los Angeles Times B2B Publishing, National Law Journal, Legal 500, Los Angeles Business Journal and Daily Journal.



**Anita
Famili**

Manatt, Phelps & Phillips, LLP
Leader of Manatt's Real Estate
Transactions and Finance Practice
and Cannabis and CBD Practice

Professional Services Advisors



**Kenneth
Fields**

Greenberg Glusker LLP
Partner

Professional Services Advisors

With over three decades of experience, Kenneth Fields is a standout figure at Greenberg Glusker's esteemed real estate department. Renowned for managing transactions exceeding \$2 billion and representing industrial giants like Rexford Industrial Realty, his expertise spans diverse sectors. Fields' recent deals include a portfolio acquisition of five industrial properties in Los Angeles and San Bernardino counties, valued at over \$100 million. He also facilitated the acquisition of an 80-acre parcel for Rexford Industrial Realty and orchestrated the purchase and sale of several office building projects for The Johnston Group. Fields frequently moderates panels for organizations like Connect, CRE and Bisnow. Furthermore, he has been recognized as an Industrial Influencer by GlobeSt Real Estate Forum and named one of California's Top 10 Real Estate Attorneys by Connect CRE.



**Robin
Finch**

Greenberg Glusker LLP
Partner

Professional Services Advisors

With two decades of experience, Robin Finch, partner at Greenberg Glusker's Real Estate Group, specializes in advising high-net-worth individuals, developers and contractors. She has led complex deals nationwide, demonstrating her expertise in negotiating contracts and navigating regulations. Finch's recent accomplishments include representing a national provider of wholesale data centers in a significant construction contract and financing transaction, as well as facilitating a \$90-million acquisition deal for a major developer in Albuquerque, New Mexico. She guides clients through regulatory changes and mentors her colleagues. Finch's contributions have earned her recognition, including being named to Connect CRE's "Women in Real Estate" list and twice honored as a "Commercial Real Estate Visionary" by LA Times B2B Publishing.

Kyle Fishburn is a prominent figure in Los Angeles' competitive commercial real estate scene, particularly renowned for his prowess in retail leasing. Over the past 24 months, he has facilitated more than 65 transactions, totaling \$52 million, significantly impacting the San Fernando Valley market by securing major tenants like Fogo de Chão, Mitsuwa Marketplace and Harbor Freight Tools. Recognized for his exceptional performance, Fishburn was promoted to assistant vice president in 2023, after demonstrating his capabilities since joining the firm in 2019. Currently overseeing one-plus million square feet of commercial space in Greater Los Angeles, including 13 active listings in the San Fernando Valley, he is responsible for all aspects of marketing, property tours and contract negotiations on behalf of his landlords.



**Kyle
Fishburn**

*Kennedy Wilson Property
Services*
Assistant Vice President

Commercial Real Estate Brokers

Julie Flesner, communications director at Investors Management Group (IMG), has played a pivotal role in driving improvements in the online rental housing market over the past year. In response to President Biden's transparency initiative, she has spearheaded the development of new services aimed at providing renters with comprehensive information on total rental costs. Through strategic collaborations with platforms such as Zillow, Apartments.com, Yardi and RealPage, Flesner has led the way in empowering renters to make well-informed housing decisions. Her efforts with IMG's LA-based asset management team have significantly enhanced platform integrations and AI technology, fostering a more transparent and accessible multi-family housing landscape nationwide.



**Julie
Flesner**

Investors Management Group
Communications Director

Professional Services Advisors



**Allan
Freedman**

Berkadia
Managing Director

Banks/Lenders

Allan Freedman, a managing director at Berkadia Los Angeles, stands out as an esteemed authority in multi-family finance, boasting a remarkable history of closing over \$6 billion in financing. With a career spanning over two decades, he specializes in debt origination and underwriting for multi-family properties nationwide, leveraging profound expertise in Fannie Mae, Freddie Mac and FHA/HUD programs. Notably, Freedman is a highly sought-after speaker at multi-family conferences and actively contributes to the University of Southern California Masters of Real Estate Program. Among his recent achievements are notable loan closings, including The Fountains of Fair Oaks (\$44.5 million), The MV (\$25.75 million) and South Main Station Phase I (\$49.44 million).



**Adam
Friedlander**

Beta Agency
Senior Vice President

Commercial Real Estate Brokers

Adam Friedlander, a senior vice president at Beta Agency, leads a team of specialized commercial real estate professionals focusing on retail properties. With over 17 years of experience, he has facilitated transactions totaling more than \$1 billion and encompassing over two million square feet. Before joining Beta Agency in 2022, Friedlander served as a director at JLL's Net Lease Property Group in Orange County, where he advised clients on single-tenant and multi-tenant investments nationwide. Previously, as a senior associate at Marcus & Millichap Real Estate Investment Services, he specialized in retail shopping centers and single-tenant net lease investments, consistently ranking as a top agent and earning numerous sales awards. Adam is an active member of the International Council of Shopping Centers and the Loyola Marymount University Real Estate Advisory Committee.

VISIONARIES

Arnie Garfinkel, founder and president of the All Star Group, Inc., is a seasoned professional in commercial real estate lending with over four decades of experience. Since 1995, he has been at the helm of the All Star Group, Inc., known for its innovative Commercial Real Estate & Lending Conferences in California, featuring trademarked events like the LoanMakers Forum, DealSavers and Focus Networking. Garfinkel's past leadership positions at GECC, Foothill Capital, Pacific Thrift & Loan and UCCI have honed his expertise, making him a sought-after speaker and industry expert. He actively contributes to the industry by producing events for associations such as the Southland Regional Association of Realtors and the Long Beach Commercial Real Estate Council.



Arnie Garfinkel

All Star Group
President

Professional Services Advisors

With over two decades at Savills, Josh Gorin has consistently been a top producer and leader. In 2023, he became president of the Los Angeles Region, guiding strategy, fostering collaboration and mentoring talent. In 2023, Gorin had facilitated some of the largest transactions in Los Angeles, including representing Sony Pictures Entertainment in a landmark four-floor lease at 5750 Wilshire Boulevard, the largest office lease of the year. He also completed transactions on behalf of the World Surf League, FilmLA, Genesco, Capital Brands, The Segal Company and one of the largest technology companies in the world. As he enters his 27th year at Savills, Gorin remains committed to making a positive impact on the Los Angeles community through his work and civic engagement.



Josh Gorin

Savills North American
President, Los Angeles Region

Commercial Real Estate Brokers



John Greenbaun

IDB Bank
First Vice President, Senior Relationship Manager

Banks/Lenders

John Greenbaun is the first vice president and senior relationship manager for IDB Bank's California Commercial Real Estate Division. In his role, he actively works alongside his team to maintain the bank's more than \$700-million CRE book of business within its California region, contributing to the portfolio's 15% YOY growth, while cultivating strong working relationships with many of the city's top developers and investors. An accomplished banker, Greenbaun has more than 25 years of experience within the Los Angeles commercial real estate sector. Before joining IDB, he served as a founding member of the multi-family lending group at Bank of Hope, as well as an award-winning executive director and client manager at JPMorgan in both Los Angeles and New York.



Eoin Gubbins

Harvest LLP
Partner

Professional Services Advisors

Eoin Gubbins is a seasoned real estate attorney with over 15 years of experience, specializing in complex agreements and leases. Notably, he has facilitated over \$500 million in real estate transactions for clients ranging from large developers to individual property owners. Gubbins' expertise extends to navigating intricate land use matters and regulatory challenges, where he has successfully represented clients before various public bodies and agencies. As a co-founder of Harvest LLP, he has overseen the negotiation of significant leases, including a 50,000-square-foot life science lease in Alameda County, CA, and a 16,000+ square-foot lease at a premier biotechnology campus in the Bay Area.



Celebrating Rafael Cohen and John Greenbaun

IDB congratulates our West Coast CRE leaders for their successful and dynamic deal-making in Southern California and beyond.



Rafael Cohen

SVP, California CRE
213-861-6447 | RCohen@idbny.com



John Greenbaun

SVP, California CRE
213-833-5087 | JGreenbaun@idbny.com

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VISIONARIES

Danny Guggenheim, a member of Mintz's Los Angeles Real Estate Group since 2020, also serves as co-chair of the international real estate section, driving the group's growth. With over 15 years of experience, he specializes in diverse real estate transactions, from acquisitions to financings. His notable projects include properties across Southern California and the U.S., showcasing his extensive reach and capabilities. Guggenheim is also a thought leader, actively contributing to the commercial real estate community through speaking engagements and publications. He shares his expertise as a lecturer in law at USC's Gould School of Law and supports pro bono initiatives, making a significant impact on individuals and communities in need.



**Danny
Guggenheim**

Mintz
Member

Professional Services Advisors

David Harrington serves as president at Matthews Real Estate Investment Services™, where he drives the company's expansion and oversees critical operations. With over 20 years in commercial real estate, he has held key roles, demonstrating strategic vision and dedication. Previously, as executive vice president and managing director, Harrington led the growth of the multi-family division, expanding its reach and achieving billions in sales. Promoted to president in 2022, he collaborates with executives to solidify Matthews™ as an industry leader, overseeing achievements like office openings and senior hires. He also spearheaded the successful launch of the Capital Markets Division and Auction Services line, garnering national acclaim. Based in El Segundo, CA, Harrington is committed to community service and actively participates in Matthews™ Corporate Social.



**David
Harrington**

*Matthews Real Estate
Investment Services*

President

Commercial Real Estate Brokers



**Chuck
Hershson**

Fidelity Mortgage Lenders
Chairman

Banks/Lenders

Charles "Chuck" Hershson, the founder of Fidelity Mortgage Lenders, Inc, has transformed his dining room table startup into a thriving private lending institution over the past five decades. With a team of over 22 professionals and a diverse product lineup, Fidelity stands out in the industry. Beyond business, Hershson is deeply involved in community service, serving on the boards of The Guardians of Los Angeles Jewish Health, the Los Angeles Jewish Health Foundation, the Cancer Support Community and American Friends of the Hebrew University. Known affectionately as "Uncle Chuck" by his employees, he heavily prioritizes their well-being, offering comprehensive benefits and financial support, especially during challenging times like the COVID-19 pandemic.



**Eric
Hinkelman**

Voit Real Estate Services
Chief Executive Officer

Commercial Real Estate Brokers

As chief executive officer of Voit Real Estate Services, Eric Hinkelman leads the company's strategic initiatives and operations, working with Vance McNeilly, COO, Eric Northbrook, Executive Managing Director – SD and the rest of his management team to achieve the company's short- and long-term goals and objectives. With over 35 years of industry experience, Hinkelman's leadership has been instrumental in steering Voit through challenging times, focusing on strengthening the firm's core values and attracting top talent. Despite economic uncertainties, he prioritizes staff well-being and professional development, ensuring continued success for the company. Before joining Voit, Hinkelman held senior positions at Cushman & Wakefield and Trammell Crow Company, bringing a wealth of expertise to his role.

Jane Hinton, a partner at Hunton Andrews Kurth LLP in Los Angeles, brings extensive experience in commercial real estate and finance to her practice. Her recent notable deals include representing Fortress Credit Corp in a \$100-million credit facility and facilitating the acquisition and rehabilitation of a multi-family complex. She also represented Pacific Gas & Electric Company in connection with an \$800-million public offering. For her work, Hinton has received accolades such as being ranked by Chambers USA. Outside of her position, her commitment to pro bono work extends to assisting nonprofit organizations such as Safe Place for Youth, Amnesty International USA and the Vietnam Dustoff Association. Hinton also supports community organizations like the Boys and Girls Club of Burbank, Bet Tzedek and BEST, contributing her legal expertise to their causes.



**Jane
Hinton**

Hunton Andrews Kurth LLP
Partner

Professional Services Advisors

As the markets lead for the JLL Orange County office, Jeffrey Ingham plays a pivotal role in facilitating real estate transactions for clients in Southern California and beyond. With a focus on portfolio strategy, transaction management and lease negotiations, he collaborates with a diverse clientele including Alteryx, Innocean, Pacific Premier Bank, United HealthCare and Pacific Alternative Asset Management (PAAMCO). Under Ingham's stewardship, the Orange County office has flourished, witnessing remarkable growth from 20 employees to over 120 during the past decade. With extensive experience spanning office and industrial markets, he has been instrumental in notable projects such as Fox Plaza, Transamerica Center and Newport Gateway, representing esteemed clients such as LaSalle Investment Management, Morgan Stanley and Transamerica.



**Jeffrey
Ingham**

JLL
Senior Managing Director &
Orange County Markets Lead

Commercial Real Estate Brokers



**Gianluca
Jacoli**

Shield Commercial Real Estate
Principal

Commercial Real Estate Brokers

Gianluca Jacoli stands out as a highly accomplished multi-family real estate agent, boasting a stellar reputation within the industry. Over the past 24 months, he has achieved record-breaking sales, solidifying his position as the go-to agent in areas such as Redondo Beach, Hermosa Beach, Culver City and more. From standard sales to complex transactions like 1031 Exchanges and Seller Carry Installment Sales, Jacoli excels in delivering tailored solutions that consistently exceed expectations. Having closed nearly \$1 billion in multi-family sales, including iconic properties and major development projects, his achievements underscore his expertise and dedication. Continuously recognized as one of Los Angeles' premier agents, Jacoli remains steadfast in his commitment to helping clients achieve their real estate goals and cementing his reputation as a trusted industry advisor.



**Andrew
Jennison**

Newmark
Vice Chairman

Commercial Real Estate Brokers

Andrew Jennison, vice chairman at Newmark in Century City, focuses on transactions in the \$10-\$100 million range, specializing in leasing and capital markets sales. With nearly 25 years of experience, he has amassed an impressive track record, overseeing nearly \$10 billion in transactional volume across leasing and capital markets sales in Los Angeles and beyond. With nearly 25 years of experience, Jennison has amassed an impressive track record, overseeing nearly \$10 billion in transactional volume across leasing and capital markets sales in Los Angeles and beyond. These transactions collectively amount to roughly \$300 million in total value over the span of two years.

VISIONARIES

As president of West Region Brokerage at Colliers U.S., David Josker leads offices across Arizona, California, Colorado, Hawaii, Nevada, Oregon, Texas, Utah and Washington. Previously serving as president of U.S. Southwest Region Brokerage, his executive oversight resulted in the region doubling its annual revenue, markedly increasing total brokerage headcount across each service line and fueling comprehensive growth throughout the country. Josker's strategic approach, honed over two decades in commercial real estate, encompasses brokerage, property and project management, debt and structured finance, investment sales and valuation. Drawing from his experience as a U.S. Marine Corps member, he fosters a progressive environment for diversity and equity.



David Josker

Colliers

President, West Region Brokerage

Commercial Real Estate Brokers

Damon Juha joined Freeman, Freeman & Smiley in 2007 and rose to become a partner and co-chair of the real estate department. Following Freeman's merger with Saul Ewing LLP in August 2023, he now serves as vice chair of the real estate practice group. Juha's expertise lies in facilitating commercial property transactions nationwide and abroad, representing a diverse clientele ranging from public companies to local developers. His notable deals include multi-million-dollar acquisitions, subleasing of large office buildings, retail lease negotiations and construction contract management. Juha holds an AV Preeminent Rating by Martindale-Hubbell Peer Review and has been consistently honored in the Best Lawyers in America and Super Lawyers listings. Outside of his legal practice, he actively engages with industry organizations like the Urban Land Institute and contributes to charitable endeavors.



Damon Michael Juha

Saul Ewing LLP

Partner & Real Estate Practice Vice Chair

Professional Services Advisors



Christianne F. Kerns

Hahn & Hahn LLP

Managing Partner

Professional Services Advisors

Christianne Kerns is the pioneering managing partner at Hahn & Hahn LLP, a historic Pasadena law firm. She led its transformation into a majority women-owned business, with over 85% of its personnel representing women or marginalized groups, earning prestigious certification. As managing partner, Kerns directs strategy, oversees operations, manages legal teams and fosters client relations. She's also an active practitioner specializing in real estate, business law and corporate governance. She serves as outside counsel for private companies, advising on compliance, acquisitions and partnerships, known for optimizing outcomes. Outside of her work, Kerns has also served as commissioner for the Los Angeles Homeless Services Authority for four years and as a board member at Villa Esperanza Services, which helps children and adults with developmental disabilities.



Laura Khouri

Western National Property Management

President

Property Management

Laura Khouri, the president of Western National Property Management (WNPM), has revolutionized multi-family property management throughout her distinguished 38-year career. Under her leadership, WNPM oversees the management of over 23,000 units valued at \$8 billion across California and Nevada. Khouri's approach prioritizes an owner's perspective, reflecting WNPM's ownership of more than half of its portfolio. Beyond business, she actively supports charitable causes such as Laura's House and UCI Medical Center. During the pandemic, she spearheaded initiatives providing \$7 million in rental assistance, introduced zero-interest loans for associates and orchestrated the acquisition of seven new properties. Khouri's recent accomplishments include a groundbreaking partnership with the Anaheim Ducks and the management of Treehouse Hollywood Apartments.

COX CASTLE

Congratulations

on being recognized as 2024
Commercial Real Estate Visionaries



Kevin Kinigstein
Partner



Caroline Dreyfus
Partner

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VISIONARIES

Kevin S. Kinigstein stands out as a seasoned real estate attorney at Cox, Castle & Nicholson LLP in Los Angeles, boasting 24 years of experience in intricate real estate dealings. At Cox Castle, he leads the seniors housing practice group, which he has nurtured into one of the West Coast's premier practices over 15 years. His extensive expertise spans various senior housing asset classes, from independent living to skilled nursing. Kinigstein plays a pivotal role in overseeing and mentoring his team, ensuring the smooth integration of various transactional components. His client roster ranges from entrepreneurial ventures to institutional players, encompassing sectors like life sciences, healthcare and mixed-use developments. Recent highlights include facilitating multi-million-dollar acquisitions, joint ventures and development projects across California and beyond.



**Kevin S.
Kinigstein**

Cox, Castle & Nicholson
Partner

Professional Services Advisors

Andrew T. Kirsh serves as co-chairman of Sklar Kirsh LLP, leading the Real Estate Practice Group and playing a key role on the management committee. With a career spanning two decades, he is a seasoned commercial real estate transactional attorney catering to a diverse clientele. Kirsh's career began at global firm Latham & Watkins before he contributed to the establishment of the Century City office of another international firm, Goodwin Procter. In 2013, he co-founded Sklar Kirsh LLP. A sought-after speaker at industry conferences, Kirsh hosts the popular podcast "Real Talk with Andrew Kirsh" and has represented the United States in the Maccabiah Games. In recent notable matters, he represented various clients in multi-million-dollar acquisitions and financing deals, including the acquisition of the Aon Center in Downtown Los Angeles and the sale of a self-storage facility in Pasadena, CA.



**Andrew
Kirsh**

Sklar Kirsh
Co-Chairman, Chair, Real Estate Department

Professional Services Advisor



**Zalmi
Klyne**

Northmarq
SVP & Managing Director

Banks/Lenders

Zalmy Klyne, currently serving as managing director at Northmarq's Los Angeles office, leads a dynamic team with a wealth of experience. With an impressive portfolio, he has successfully closed over \$1 billion in transactions and facilitated 137 deals within just two years at Northmarq. Klyne's journey in the financing sector commenced at Continental Partners, where his innate entrepreneurial spirit and aptitude for numbers quickly propelled him to success. He later transitioned to Northmarq, further solidifying his reputation as a proficient mortgage banking professional. Beyond his professional achievements, Klyne actively contributes to various Jewish religious organizations, holding leadership positions such as president of the Granada Hills board of directors for Chabad and serving on the advisory board of directors for the Village Synagogue.



**Jim
Kruse**

Kidder Mathews
Regional President of Greater LA Brokerage

Commercial Real Estate Brokers

Jim Kruse leads Kidder Mathews' Greater Los Angeles Brokerage, overseeing strategic pursuits, client relations and recruitment. With 35+ years in real estate, including roles at CBRE and Grubb & Ellis, he's respected as an industry authority and sought-after speaker. Since joining Kidder Mathews in 2022, Jim has nearly doubled the brokerage team to 104 brokers and opened a successful San Fernando Valley office. Kruse's achievements have earned him prestigious accolades, including the Los Angeles Business Journal's Leaders of Influence: CRE Brokers Award and recognition in LA Times B2B Publishing's SoCal's Top-Rated Best Places to Work. Additionally, his athletic background includes being an All-American water polo player and U.S. Olympic team member.

Brad Kuhn, chair of Nossaman's Eminent Domain & Valuation Group, is a renowned figure in real estate, eminent domain and land use law with nearly two decades of experience. His expertise spans various sectors including transportation, energy, water and telecommunications. Kuhn has handled over \$30 billion in development and infrastructure projects, earning recognition from Chambers & Partners and Best Lawyers in America®. Kuhn's notable representations include major utilities like Southern California Edison and California Water Service Company, as well as public agencies like the San Diego Association of Governments and Los Angeles County Metropolitan Transportation Authority. Additionally, he has successfully represented private clients such as 24 Hour Fitness and Jackson Family Wines in complex real estate disputes and negotiations.



**Brad
Kuhn**

Nossaman
Chair, Eminent Domain & Valuation Group

Professional Services Advisors

Ivan Kustic, hailing from Croatia, joined MetroGroup Realty Finance after graduating from USC in 2016. Within 18 months, he rose to senior vice president and became the firm's youngest partner in 2023. Despite challenges in 2023, Kustic's leadership expanded MetroGroup's client base and transaction volume. He stayed current and involved with the rapidly evolving capital markets and was able to expand MetroGroup's capital sources network, widening its capabilities and allowing the company to better serve its clients. He specializes in financing income properties of \$10 to \$25 million. Kustic also leads the SoCal NAIOP Young Professionals Group, an exclusive one-year educational program limited to 35 individuals that are younger than 35 years old, and serves on the NAIOP Board, showcasing his commitment to advancing in commercial real estate.



**Ivan
Kustic**

MetroGroup Realty Finance
Vice President

Banks/Lenders



**Deborah
La Franchi**

SDS Capital Group
CEO & Founder

Banks/Lenders

Deborah La Franchi, the founder and CEO of SDS Capital Group, has led the firm to manage over \$1.9 billion in assets, focusing on affordable housing development. Under her leadership, SDS has made significant impacts, including the creation of the SDS Supportive Housing Fund aiming to provide over 2,000 permanent supporting housing units in California. La Franchi promotes diversity and inclusion, with 50% of SDS' investment professionals being women or minorities. Additionally, SDS maintains a diverse internship program, aiming to increase opportunities for women and minorities in private equity. La Franchi also founded the Sustainable Communities Fund, a nonprofit supporting low-income entrepreneurs through microloans. Her efforts have earned SDS recognition as an ImpactAssets 50 manager for three consecutive years.



**Gabrielle
Lardiere**

Vestar
Vice President of Client Services

**Commercial Real Estate
Developers**

As vice president of client services for Vestar, Gabrielle Lardiere is responsible for the growth of Vestar's third-party asset services across the Western United States and the success of Vestar's third-party institutional accounts. Since joining Vestar in 2021, she has added approximately \$1 billion in assets under management totaling four million square feet. Prior to Vestar, Lardiere worked on a top-producing retail brokerage team specializing in leasing, investment sales and the sale of land for development in West LA, transacting on over \$500 million in sales and leasing assignments. She is a graduate of the University of Michigan, a member of IGSC and an active member of UNICEF NextGen Los Angeles serving as vice chair from 2013 to 2019.

VISIONARIES

Sal LaViña, partner and chair of the real estate department at Barnes & Thornburg LLP, boasts over three decades of experience in California real estate. His strategic prowess and negotiation skills have facilitated deals totaling nearly \$15 billion over the past decade, with recent highlights including assisting a publicly traded client in a \$400-million acquisition and representing a private real estate investment company in forming a \$100-million co-investment fund. As chair of Barnes & Thornburg's real estate department, LaViña has overseen significant growth, leading with positive feedback and empathy. He actively engages in community initiatives, fostering education and mentorship through organizations like the UCLA Ziman Center for Real Estate and NAIOP.



Salvador P. LaViña

Barnes & Thornburg LLP
Partner & Chair, Real Estate Department

Professional Services Advisors

Aegea Lee, executive vice president and regional director of the Orange County real estate lending group at California Bank & Trust (CB&T), brings over two decades of experience in cultivating, marketing and managing lending relationships. With a remarkable track record, she has originated over \$4 billion in new loan production and oversees a portfolio exceeding \$1 billion. Recognized as one of the "25 Most Powerful Women in Banking" by U.S. Banker Magazine in 2011, Lee co-chairs CB&T's Diversity, Equity and Inclusion Program, driving initiatives to foster a diverse and inclusive workplace. As co-chair of CB&T's DE&I Council, she is dedicated to promoting diversity, equity and inclusivity within the organization.



Aegea Lee

California Bank & Trust
EVP, Director of Real Estate

Banks/Lenders



Garrett Lee

Jamison Properties
President

Commercial Real Estate Developers

Garrett Lee, president of Jamison Properties, has made a significant impact on the commercial real estate industry despite his young age of 34. Leading the development arm of Koreatown-based Jamison, he has overseen the creation of over 5,000 apartment units in Los Angeles, including 150 affordable units, with an additional 2,000 units under construction. Under Lee's leadership, Jamison has revitalized Koreatown and expanded its presence in large-scale multi-family projects across Los Angeles, such as Circa LA. In 2024, Jamison is set to complete six multi-family projects totaling 1,400 units, including Opus, Western Station, Amara and Kara in Koreatown, along with adaptive reuse and hotel projects.



Jaime Lee

Jamison
Chief Executive Officer

Commercial Real Estate Developers

Jaime Lee serves as the CEO of the Jamison group of companies, a leading commercial real estate enterprise in Southern California. Under her guidance, Jamison has delivered over 5,000 apartment units in Los Angeles and has a pipeline exceeding 11,000 units, establishing itself as a prominent developer in the city. Recognizing the housing needs in Los Angeles, Lee and her siblings made a bold move in 2014, converting a significant portion of the firm's office buildings into residential properties. Despite challenges from the COVID-19 pandemic, her leadership ensured Jamison's resilience. With several multi-family projects slated for completion in 2024, she remains committed to empowering women, especially mothers, to re-enter the workforce and contribute to Jamison's success. In 2020, Lee's forward-thinking approach earned her the Urban Visionary Award from the Asia Society Southern California.

n
Northmarq

Leaders in Southern California **multifamily.**

Northmarq proudly congratulates **Shane Shafer** on being named a *2024 Visionary* by *LA Times B2B Publishing!*

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Managing Director
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Barnes & Thornburg congratulates its partners Sal LaViña and Ryan J. Barncastle from our Los Angeles office for being recognized as commercial real estate industry 2024 Visionaries by L.A. Times B2B Publishing.

BARNES & THORNBURG LLP

BTLAW.COM

VISIONARIES

Richard Lee specializes in industrial real estate, covering building sales, tenant representation, investment sales and land assemblage and ground-up development in Los Angeles and the Inland Empire. Before transitioning to commercial real estate, he co-founded an internet marketing startup and worked as a technology consultant. Since embarking on his real estate career in 2007, Richard has consistently closed over 60 industrial building transactions annually, totaling more than \$650 million in commercial real estate transactions. Notably, he facilitated the sale of the largest single-tenant industrial building in the Los Angeles Basin in 2017, a 1.08-million-square-foot distribution center in Buena Park, CA. Richard has been honored with the NAI "Capital Club" Award multiple times and holds the prestigious SIOR designation, reflecting his expertise and achievements in the field of industrial real estate.



**Richard
Lee**

NAI Capital Commercial
Executive Vice President

Commercial Real Estate Brokers

David Levine is a highly regarded figure in the industry, known for his pragmatic approach and sharp deal-making skills in commercial real estate. With expertise spanning acquisition, financing, development and joint ventures, he serves a diverse clientele. Levine has a deep understanding of asset classes, especially the hospitality sector, where he has negotiated with major hotel brands. His commitment to understanding clients' objectives and delivering prompt, dedicated service ensures their success in achieving their goals. Notable successes include rebranding the Trump International Hotel Waikiki, representing the developer in a new \$625-million joint venture throughout the U.S. to representing the owner in its hotel management negotiation for a 15-acre luxury Waldorf-Astoria development in Lake Tahoe.



**David
Levine**

Harvest LLP
Partner

Professional Services Advisors



**Joel
Levy**

SingerLewak
Partner

Professional Services Advisors

Joel Levy, partner at SingerLewak, is a distinguished Certified Public Accountant, boasting a rich career that spans several decades in the accounting and finance industry. A 1978 graduate from Miami University in Oxford, Ohio, with a B.S. in accountancy, he has carved a niche for himself in the media and entertainment sectors, including music, motion pictures and television, as well as in real estate. Levy is well-versed in managing family offices for high-net-worth clients, drawing on experience from reputable firms such as Ernst & Whinney and Provident Financial Management, alongside stints at smaller CPA firms. Beyond his professional endeavors, he has dedicated over 20 years to the Los Angeles Chapter of the Juvenile Diabetes Research Foundation Board, underlining his commitment to community service and philanthropy.



**Jeff
Love**

*Gibbs Giden Locher Turner
Senet & Wittbrodt*
Law Partner

Professional Services Advisor

Jeff Love, a partner at the firm, is a seasoned practitioner in real estate transactions, encompassing purchase agreements, syndication and financing across commercial, industrial and residential assets. He is adept at drafting and negotiating leases for various landlords and tenants on the West Coast. Love's background as a former general counsel in the private sector gives him valuable insights into client needs, allowing him to provide effective and cost-efficient representation while maintaining positive working relationships. He is a sought-after speaker and has shared his expertise in various forums, including podcasts and continuing education seminars, and has also contributed to publications such as the Los Angeles County Bar Association Real Property Section Review.

Brett Lyon, co-founder of Lyon Stahl Investment Real Estate, brings over a decade of real estate experience and a deep-rooted passion for the industry. Over the past decade, he and his partner have grown Lyon Stahl into a leading investment brokerage firm in Southern California, specializing in multi-family, redevelopment, residential and commercial real estate. Under Lyon's leadership, Lyon Stahl has achieved the number one market share for multi-family in Los Angeles and ranks second in the state for multi-family transactions. In addition to his role as a co-founder, he is a top-producing agent, handling hundreds of millions in transactional volume. Lyon's recent successes include the sale of 16 Fleet St., one of Marina Del Rey's largest and most expensive multi-family buildings.



**Brett
Lyon**

*Lyon Stahl Investment
Real Estate*
Broker & Co-Founder

Commercial Real Estate Brokers

T.C. Macker serves as president of WESTMAC Commercial Brokerage Company, a premier commercial real estate firm. Acknowledged by Goldwell Banker Commercial and a sustaining board member of UCLA's Ziman Center for Real Estate, he is a highly regarded expert in the commercial brokerage community. Over the past 24 months, he's facilitated over \$150 million in transactions, showcasing his dedication to client satisfaction. As a native Angeleno, Macker takes pride in giving back to his community; he is a board member of the Catholic Big Brothers and Big Sisters and a regular donor to various organizations like St. Jude Children's Hospital, the American Foundation for Suicide Prevention, the Gray Foundation to Cure Batten Disease and the Wounded Warrior Project.



**T.C.
Macker**

*WESTMAC Commercial
Brokerage Company*
President

Commercial Real Estate Brokers



**Guy
Maisnik**

Jeffer Mangels Butler & Mitchell
Vice-Chair, Global Hospitality
Group; Partner

Professional Services Advisors

Guy Maisnik has nearly three decades of experience in commercial real estate, specializing in hotels, finance and workouts. He serves as a partner and vice chair of Jeffer Mangels Butler & Mitchell (JMBM)'s Global Hospitality Group®, where he provides practical business and legal advice to clients. Notably, he has a special focus on complex hotel ground leases, mixed-use developments and structuring hotel lending programs for lenders, including CMBS, mezzanine and high-yield lenders. Maisnik is also well-versed in structuring capital raises through Chinese and EB5 investments, regional centers and Opportunity Zone compliance. His contributions to the real estate industry have earned him recognition in esteemed publications such as The Best Lawyers in America®, California Real Estate Journal's Best Real Estate Lawyers and Los Angeles Business Journal's Top 100 Lawyers.



**Henry
Manoucheri**

Universe Holdings
CEO & Founder

Commercial Real Estate Developers

Henry Manoucheri, CEO & founder of Universe Holdings, has led the company to impressive heights from the ground up. Within the first year of its establishment, the company's assets under management grew three times from 400 to 1,200 units. Now, with over three decades of experience, he has overseen transactions totaling more than \$500 million and under his guidance has expanded Universe Holdings' portfolio to include over 7,500 apartment units across the U.S. Under Manoucheri's guidance, Universe has greatly expanded its focus, buying in Southern California markets from San Diego to Ventura and expanding its footprint to include the East Coast. Renowned for innovative investments, he also prioritizes team collaboration, doubling the firm's workforce in the past three years.

VISIONARIES

Vance McNeilly serves as the chief operating officer at Voit Real Estate Services, where he directs financial operations, human resources, IT and administration across six Southern California offices. He had previously served as Voit's chief financial officer from 2011 through 2015. Prior to joining Voit, McNeilly spent 10 years with Trammell Crow Company, primarily as regional financial manager for the Western U.S., then as V.P. of finance for CBRE after the merger. With over 25 years of experience in top-tier commercial real estate firms, his meticulous financial management has kept Voit profitable, even during challenging times like the COVID-19 pandemic. McNeilly holds degrees from UCLA and UC Berkeley and is a Certified Management Accountant (CMA).



Vance McNeilly

Voit Real Estate Services
Chief Operating Officer

Commercial Real Estate Brokers

Dan Miller, a founding partner of Miller Barondess, LLP, boasts a stellar career in litigation, with a focus on trials, appeals and arbitrations nationwide. Renowned as one of Los Angeles' top litigators, he has secured numerous victories in complex real estate disputes, including a \$4 million finder's fee claim dismissal and successful defense of Cathay Bank against a \$4.5 million lawsuit. Leading by example, Miller mentors the firm's young talent, contributing to its growth with four new partners and 12 associates added in the past year. Beyond the courtroom, he is deeply involved in community service, volunteering with organizations like the Hollywood Food Coalition and OKBLA. Miller also shares his legal expertise as a guest lecturer at UCLA, where he's been teaching for the past 15 years.



Dan Miller

Miller Barondess, LLP
Partner

Professional Services Advisors



Rochelle Mills

Innovative Housing Opportunities
President & CEO

Commercial Real Estate Developers

As president and CEO of Innovative Housing Opportunities (IHO), Rochelle Mills spearheads the organization's mission to expand its portfolio of high-quality affordable housing. Since 2006, under her leadership, IHO has grown into an award-winning developer. Notably, IHO's innovative approach is showcased through the Living EmPower House project in Santa Ana, recognized as a top project to watch for its groundbreaking design promoting affordability and autonomy. This year, IHO will unveil three new housing communities in Southern California, including The Aspire in Riverside for transitional-age youth, Pacific Wind in Carlsbad for low-income working families and Serenity in South Los Angeles for low-income and formerly homeless seniors. Prior to joining IHO, Mills and her husband founded Mills Studio, where their high-end designs were featured on FineLiving, Homes Across America and national television.



Blake Mirkin

CBRE
Vice Chairman

Commercial Real Estate Brokers

With over three decades of experience, Vice Chairman Blake Mirkin has solidified his position as a top negotiator in complex real estate transactions nationwide. Overseeing more than 2,500 deals valued at over \$8 billion, he's a trusted advisor to a diverse clientele, ranging from institutional giants to major players in entertainment and technology. Mirkin's impact is felt in some of Los Angeles' most significant deals, including the repurposing of a 650,000-square-foot space at the Westside Pavilion for Google and UCLA, alongside transformative agreements with Riot Games and Netflix. Recognized within CBRE for his outstanding performance, his achievements include prestigious internal awards and induction into the elite Colbert Coldwell Circle. Recently promoted to vice chairman, he continues to lead by example, driving success and innovation in the industry.

Boasting over 40 years of experience in the commercial construction industry, Morris excels as the driving force behind Morris, Inc. His leadership extends across all facets of the company, including personnel management, client relations and business expansion. Throughout his illustrious career, Morris has spearheaded prominent projects across various sectors, from automotive and healthcare to hospitality and biotech, demonstrating prowess in project programming, design coordination and operations. He has also started and operated firms and projects in California, Nevada, Arizona, Oregon and Washington. In addition to his professional achievements, he is deeply committed to philanthropy. Morris and his wife have dedicated their time and resources to multiple charitable initiatives, notably supporting African Renewal Ministries through hands-on volunteering in Uganda.



Chris Morris

Morris, Inc.
President

General Contractors

Matthew Mousavi is the managing principal and co-founder of SRS' National Net Lease Group, headquartered in Newport Beach, California. He is recognized as one of the most active and reputable investment brokers in the country, with a track record of over \$9 billion in transaction volume. Mousavi oversees a team of 90 professionals focused exclusively on the sale of single-tenant and multi-tenant retail properties nationwide. Under his leadership, the SRS Capital Markets team completed approximately \$3 billion in transactions by the end of 2023, selling over 500 properties in more than 30 states. Mousavi believes this high-level performance in a challenging market was due in part to the determination and dedication of its brokers, SRS' national reach and presence and its collaborative culture.



Matthew Mousavi

SRS Real Estate Partners
National Net Lease Group
Managing Principal & Co-Founder

Commercial Real Estate Brokers



Haley Nelson

HGA
Design Principal

Architects

Haley Nelson IIDA, ASID, LEED AP, WELL AP is a design principal and associate vice president at HGA's Los Angeles office, where she spearheads the growth of the corporate practice in Southern California. She serves as the national interior design expertise leader at HGA, driving interior design excellence across the firm. Nelson is recognized as a leader in the real estate and design community, honored as a 2023 LA Business Journal Women of Influence in Construction. Currently, she is working with Trader Joe's to integrate design elements in both their Monrovia and Boston corporate office spaces that reflect the strong brand of the company. With a strong commitment to client service and design quality, Nelson has led notable projects for premier film studios and corporate headquarters, including Vizio and Generali Global Assistance.



Janet D. Neman

Kidder Mathews
EVP, Shareholder

Commercial Real Estate Brokers

Janet Neman, an executive vice president and shareholder at Kidder Mathews, boasts over 37 years of experience in commercial real estate. Due to her expertise, she is renowned for her exceptional performance, having sold over \$1.8 billion in assets. Recognized as the No. 1 Top Producer in Greater Los Angeles in 2023, Neman has consistently ranked among the top producers throughout her career, earning various awards including Women of Influence and Broker of the Year. She's also deeply committed to philanthropy, supporting causes such as anti-domestic violence initiatives and after-school programs for young people. Neman's efforts include offering support to the International Society for Children with Cancer, St. Jude Children's Research Hospital and the Jenesse Center and the Los Angeles Shelter for Battered Women.

VISIONARIES

Jonathan Nikfarjam is the managing principal and founder of Shield Commercial Real Estate. Nikfarjam is a licensed real estate broker with over 16 years of experience and has also served as an expert real estate witness. Over his brokerage career, he has closed over 250 transactions totaling just under \$1 billion. Prior to founding Shield CRE, Nikfarjam was the managing principal of the Coldwell Banker Commercial Advisors office in El Segundo, ranking in the top 2% of the company's commercial agents. He has received numerous accolades, including being named a 2023 LA Times B2B Publishing Commercial Real Estate Visionary and receiving the 2023 Crexi Platinum Broker Award. He is also a four-time recipient of the LA Business Journal's "Who's Brokering Los Angeles" recognition.



**Jonathan
Nikfarjam**

Shield Commercial Real Estate
Managing Principal

Commercial Real Estate Brokers

Oded Noy currently serves as the CTO of Crexi, transforming the world of commercial real estate. Due to his past military experience, he is known for his determination. He is now regarded as a technological expert and has become the board advisor to many SaaS companies. Before Crex, Noy was the co-founder as well as the CTO of TrueCar prior to its initial public offering in 2014. In his private equity work as an active senior operating partner and board member, he has participated in multiple acquisitions and exits with higher than 5x returns. Outside of Crexi, Noy is also a founder and managing partner for 12 years in the early-stage fund Amplify.LA as well as the founder and chairman of the CTO Forum, the largest CTO group in the nation.



**Oded
Noy**

Crexi
Chief Technical Officer

Professional Services Advisors



**Greg
Offsay**

illi Commercial Real Estate
Executive Vice President

Commercial Real Estate Brokers

Greg Offsay, a native Angeleno, brings his deep-rooted love for Los Angeles into his role as a real estate professional. Joining illi Commercial Real Estate in 2007 after graduating from the University of Southern California with a bachelor's degree in economics, he has since become an executive vice president with a primary focus on leasing and investment sales of illi and industrial properties. Throughout his career, Offsay has facilitated over 300 transactions, working with a diverse range of clients including notable names like Westfield, Macerich, Dunkin Donuts and Hertz Rent-a-Car. His contributions to illi's investment sales business have been significant, with over \$85 million in sales transactions completed since 2015. Notable transactions in 2023 include sales in Northridge, Burbank and Valley Village.



**Eddie
Ollmann**

Vestar
Vice President of Property
Management

Commercial Real Estate Developers

Eddie Ollmann is the vice president of property management for Vestar and leads the company's West Coast region – totaling nearly 11 million square feet of space. He has spent almost 25 years in the real estate industry and brings a wealth of experience to Vestar, including his leadership roles with high-profile and long-standing companies such as Irvine Company, Westar Associates and Westfield Malls. Ollmann's background is not limited to his impressive career in the real estate industry as he is an active member of the International Council of Shopping Centers and holds their esteemed Certified Retail Real Estate Professional (CRRP) credential. Outside of his work experience, he is an accomplished veteran who served in the U.S. Army Reserves and was deployed during Operation Iraqi Freedom and Operation Enduring Freedom.

Philip Otto is a cultural anthropologist and creative leader specializing in retail design at KTGy, where he serves as the executive design director. With over 30 years of experience, he has collaborated with distinguished brands like Anthropologie, Coca-Cola and Nike, infusing his work with a deep understanding of human behavior and culture. As a moderator and speaker for industry events and a member of leadership teams, Otto contributes to shaping the future of retail design. His approach prioritizes cultural research and human connection, resulting in innovative retail spaces that resonate with communities. Otto's expertise extends to reimagining retail environments from small community plazas to large shopping malls, emphasizing flexibility and adaptability to meet evolving consumer needs and preferences.



**Philip
Otto**

KTGY
Executive Design Director

Architects

Ricardo Pacheco serves as managing director of brokerage for Colliers' Los Angeles offices. Implementing his forward-thinking business acumen and diverse industry expertise garnered through his 16-year career, he partners with over 100 sales professionals across Los Angeles to develop strategic business plans and provide superior client service. Outside of his current position, Pacheco previously served as a regional director for Colliers' U.S. Southwest Region, playing an integral role in working with brokerage professionals to win, keep and grow business across the Southwest. Before joining Colliers, he held various leadership positions across occupier and investor services during an 11-year tenure with CBRE. There, Pacheco was responsible for leading one of the company's most significant transaction management corporate accounts.



**Ricardo
Pacheco**

Colliers
Managing Director, Los Angeles

Commercial Real Estate Brokers



**Susan Jennifer
Patelson**

Gallagher
Area Executive Vice President,
Managing Director – Real Estate
& Hospitality Practice

Professional Services Advisors

Susan Patelson, a UCLA graduate, began her career at General Star Management, focusing on insurance for regional railroads and advocating for safety on Capitol Hill regarding mixed rail traffic. Joining AIG in 2001, she managed casualty for Lexington in Los Angeles. At Gallagher since 2002, Patelson oversees casualty for real estate & hospitality, facilitating captive formation and alternative risk financing. She educates property managers on insurance-related issues and is a panelist for legal and educational organizations. She addresses insurance trends affecting real estate, counterbalancing increased costs with captives and alternative risk financing. Patelson successfully navigated construction exclusions for developer clients within umbrella policies.



**Eric
Paulsen**

Kidder Mathews
Regional President
of SoCal-Arizona Brokerage

Commercial Real Estate Brokers

Eric Paulsen, president of Southern California and Arizona brokerage for Kidder Mathews, oversees strategic business pursuits and growth through recruiting and client relationships. With over 120 professionals across regional offices, his leadership has driven an average of more than 1,347 transactions, valued at \$2.175 billion, and 43.50 million square feet in the last two years. With over 30 years of experience, Paulsen is a respected speaker at industry conferences and events and actively engages in the community, serving as president of NAIOP Southern California Chapter's executive committee and chairing various boards. Before Kidder Mathews, he held leadership roles at Topside Real Estate, Cushman & Wakefield, Ten-X Commercial, LNR Property Corporation and CBRE, closing nearly \$10 billion in assets domestically and raising \$1.25 billion for a development fund over his career.

VISIONARIES

Barbara Perrier, a prominent figure in the commercial real estate industry, boasts a remarkable 35-year career at CBRE specializing in industrial and land sales. In 2023 alone, her team closed 76 deals worth \$3.28 billion, earning her prestigious titles like vice chairman and induction into CBRE's elite Colbert Coldwell Circle. As part of CBRE's National Partners, Perrier has contributed to transactions exceeding \$252 billion since 2010. Her work in CBRE exceeds professional goals as she is an esteemed member of CBRE's Women's Network and has served as an advisory board member. Outside of CBRE, her philanthropic efforts earned her the Spirit of Life Award® from the City of Hope in 2023, alongside esteemed colleagues Val Achtemeier and Darla Longo.



Barbara Perrier

CBRE
Vice Chairman

Commercial Real Estate Brokers

Jodie Poirier, as the executive managing director and market leader for Colliers' Greater Los Angeles region, oversees 300 professionals across eight offices. Her strategic direction and leadership have led to industry-leading results, emphasizing growth objectives and innovative tactics. In 2020, Poirier became the first woman to oversee operations across the Greater Los Angeles region for a leading commercial real estate firm. Her pioneering role as the first woman to oversee operations in Greater Los Angeles showcases her influence and mentorship in a historically male-dominated industry. With over two decades of experience, Poirier has held leadership positions in Boston and Los Angeles, contributing to the firm's national office and industrial service lines.



Jodie Poirier

Colliers
Executive Managing Director,
Greater Los Angeles

Commercial Real Estate Brokers



Martin Pupil

Stream Realty Partners
Executive Managing
Director and Partner

Commercial Real Estate Brokers

Martin (Marty) Pupil, as executive managing director and partner at Stream Realty Partners, brings over 14 years of experience from Colliers, where he served as national president of brokerage services. Since joining Stream in 2018, he has been instrumental in expanding the company's real estate services platform across Orange County, the Inland Empire and Los Angeles. Pupil's visionary leadership has not only led to significant growth but has also attracted top talent to Stream, resulting in the addition of eight new members to the industrial brokerage team. Additionally, he has overseen the successful development and sale of major industrial projects such as the Alder Commerce Center in Bloomington, CA (174,000 square feet) and the Tapo Canyon Commerce Center in Simi Valley (350,000 square feet).



Michelle Rabinovich

*Shawmut Design
and Construction*
Director of Estimating

General Contractors

Michelle Rabinovich, director of estimating for Shawmut's West region, leads her team in providing comprehensive estimates for construction projects and navigating challenges with skill and foresight. She has led major pre-construction efforts, including Shawmut's largest project to date. Beyond her professional achievements, Rabinovich is committed to promoting diversity and inclusion in the industry, actively supporting initiatives such as Shawmut's Diversity Leadership Council and BuildOUT California. She also volunteers with organizations like the Chabad Jewish Center and MaeDay Rescue. Rabinovich's impactful contributions have earned her recognition as a 2023 Woman of Influence in Construction, Engineering & Architecture by the Los Angeles Business Journal and an ENR California 2023 Top Young Professional.

LEADERS WHO
INSPIRE



EOIN GUBBINS
Partner



DAVID LEVINE
Partner



CHRIS RIZZA
Partner

Congratulations to Eoin Gubbins,
David Levine and Chris Rizza
for being recognized by
L.A. Times B2B Publishing as 2024
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CONGRATULATIONS TO OUR PARTNERS

**Joan Velazquez
& Albert Valencia**

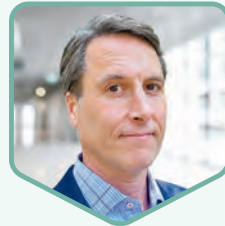
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VISIONARIES

Sam Ragsdale is a respected construction leader known for his work on iconic projects in Los Angeles and Southern California. Starting his career at an ENR-Ranked firm, he was able to hold onto leading roles and develop his expertise, joining Shawmut Design and Construction in 2023. He brings 20 years of expertise to drive the firm's expansion and bring new ideas to the foreground. Ragsdale had completed a mass timber installation training with CHICAP at the Carpenter Training Center in Chicago, the first in the country to do so. His proactive problem-solving and innovative approaches ensure project success, exemplified by his work on the Petersen Automotive Museum. Praised for his strategic insight, Ragsdale enhances Shawmut's capacity to serve partners across the region.



**Sam
Ragsdale**

*Shawmut Design
and Construction*
Project Executive

General Contractors

Paul Rahimian is the CEO and founder of Parkview Financial, a national debt fund specializing in construction financing for real estate development projects. With over \$4 billion in financing executed since its inception in 2009, Parkview has earned a reputation for providing fast and creative solutions to developers across the United States. Under Rahimian's leadership, Parkview has expanded its presence with offices in Los Angeles, New York, Atlanta and Las Vegas, becoming one of the most respected private construction lenders in the industry. His leadership and commitment to excellence have earned Parkview numerous awards and accolades from prestigious publications such as GlobeSt, the Los Angeles Business Journal, Real Estate Capital USA and Connect Media.



**Paul
Rahimian**

Parkview Financial
CEO & Founder

Banks/Lenders



**Alexandra Morgan
Ranney**

Gallagher

SVP, Director of Real Estate
& Hospitality Practice

Professional Services Advisor

Alexandra Ranney is an accomplished insurance broker and risk consultant with a 15-year career in the real estate industry. Starting at Allstate in 2015 and transitioning to Gallagher in 2016, she quickly rose through the ranks, earning recognition as the "2016 Rookie of the Year." Over the years, Ranney consistently ranked among the top 10 producers in her region and became a director of the Real Estate & Hospitality Global Practice Group at Gallagher. Recognized for her exceptional performance, she has received accolades such as being named a "Real Estate Power Broker" and a "Rising Star" by Risk & Insurance Magazine. Ranney is actively involved in community engagement and leadership roles, serving on the board of the Cincinnati Insurance Board and honored as one of the "Top 20 Under 40."



**Richard
Rasmussen**

Lagerlof, LLP

Partner

Professional Services Advisors

Richard Rasmussen, a partner at Lagerlof, LLP, specializes in corporate, real estate and business law, bringing extensive experience to his practice. Recognized for his professionalism and ethics with an AV rating from Martindale-Hubbell, he has been consistently honored as a "Super Lawyer" in Southern California and listed among "Southern California's Top-Rated Lawyers" by LA Times B2B Publishing. Rasmussen's comprehensive approach to legal counsel extends to serving as outside general counsel for clients in diverse sectors, including automobile dealerships, manufacturing, retail, nonprofit organizations and real estate brokerage firms. He is deeply involved in professional associations such as the National Association of College and University Attorneys (NACUA), the National Association of Dealer Counsel (NADC) and local bar associations.

Caleigh Raymer is a visionary leader in construction management, known for reshaping California's skyline and setting new industry standards. With a strong educational background in engineering and meteorology, she began her career during the recession, rising to dual roles of project manager and chief estimator at a young age. Over 16 years, Raymer has managed projects totaling over \$5 billion, including high-profile developments like One Beverly Hills and LAX Tom Bradley International Terminal. At Lendlease, she exceeded profit plans while fostering operational excellence. As director of construction at Genton Cockrum Partners and now as construction manager at PCL Construction, Raymer continues to drive innovation and excellence, leaving an indelible mark on the industry and community.



**Caleigh
Raymer**

PCL Construction

Construction Manager

General Contractors

Rick Raymundo is a seasoned professional with over 25 years of experience serving as the senior managing director of investments and executive director of Marcus & Millichap's National Multi-Housing Group. Leading a highly successful team in the firm's Encino office, he has closed an impressive 49 transactions valued at nearly \$200 million in 2022 and 2023 alone. Throughout his career, Raymundo has closed transactions totaling approximately \$1.3 billion since joining Marcus & Millichap. Joining their Encino branch in 2023, he quickly emerged as one of the office's top agents, earning accolades such as the Top Selling Agent Award. Outside of his professional endeavors, Raymundo is actively involved in philanthropy, supporting organizations like Lake Avenue Church, Saddleback Church and St. Jude Children's Research Hospital.



**Rick
Raymundo**

Marcus & Millichap

Senior Managing Director,
Investments & Executive Director,
National Multi-Housing Group

Commercial Real Estate Brokers



**Christopher
Rizza**

Harvest LLP

Partner

Professional Services Advisors

Chris Rizza stands out as an exceptional real estate attorney, boasting over a decade of experience in both corporate and legal realms. With a specialized focus on commercial leasing and related transactions across diverse asset classes, he serves a broad spectrum of clients ranging from landlords and developers to institutional investors and tenants. Throughout his tenure at prestigious firms such as McGuireWoods, Cox Castle & Nicholson and Crosbie Gliner Schiffman Southard & Swanson LLP, Rizza has consistently delivered favorable outcomes for his clients. Armed with dual JD/MBA degrees, he brings a unique blend of legal expertise and business acumen to the table, guiding clients through intricate deals with a keen eye on both legal nuances and strategic implications.



**Shlomi
Ronen**

Dekel Capital

Founder & Managing Principal

Banks/Lenders

Shlomi Ronen's extensive career in commercial real estate, spanning over two decades, includes founding Dekel Capital, where he has orchestrated tailored financial solutions totaling over \$10 billion in equity, mezzanine and debt financing. Notable achievements under his leadership include the launch of Dekel Correspondent Lending (DCL) in 2023, which underscores his commitment to innovation in addressing the evolving needs of the industry. Ronen's leadership style emphasizes collaboration and meritocracy, fostering a positive work environment at Dekel Capital. His involvement in philanthropic endeavors mirrors his dedication to making a broader positive impact beyond business. Additionally, through Dekel Strategic Investors (DSI), Ronen is actively addressing the growing need for quality senior housing facilities, reaffirming his commitment to advancing the industry.

VISIONARIES

Xan Saks, a respected figure in commercial real estate, has led Beta Agency's remarkable growth over six years, transforming it into a national powerhouse representing over 500 companies. His innovative strategies and steadfast work ethic have propelled Beta's success, resulting in over \$1 billion in transactions across 16 states since 2018. Saks' expertise shines in managing complex deals and navigating market challenges, demonstrating his commitment to client success and community impact. Beyond his professional achievements, he fosters collaboration and mentorship, embodying excellence in both his personal and professional endeavors. With a decade-long tenure in commercial real estate, Saks eagerly anticipates the arrival of his first child in 2024, marking a significant personal milestone alongside his continued dedication to excellence.



Xan Saks

Beta Agency
Partner & Co-Founder

Commercial Real Estate Brokers

Drew Sanden, with over 15 years of commercial real estate experience, co-founded TailoredSpace and SimplerSpace with Scott Maples to innovate the coworking market. His expertise drives TailoredSpace's focus on suburban markets, offering quality space and unique landlord partnerships, while SimplerSpace targets landlords with vacant offices. Sanden's unique approach includes signing long-term service agreements with landlord partners, allowing them to share in the upside and exceed market lease rates. With recent expansion into San Juan Capistrano and plans to double its portfolio in 2024, TailoredSpace is meeting the demand for flexible workspaces in suburban areas. As co-founder and CEO, Sanden oversees existing campuses and explores new partnerships, leveraging his extensive brokerage background for success.



Drew Sanden

TailoredSpace
Co-Founder

Commercial Real Estate Developers



Barry Saywitz

The Saywitz Company
President

Commercial Real Estate Brokers

Barry Saywitz started his real estate career after graduating from UCLA in 1989, coinciding with Orange County's commercial real estate market crash. Despite the obstacles along the path, he rose through the ranks to become a partner at Howard Ecker & Company, later purchasing its West Coast operations and founding The Saywitz Company. Recognizing the need for a national platform, Saywitz established The Core Network, now one of the largest commercial real estate organizations in the country. In the mid-1990s, he expanded into property investment with Saywitz Properties, now managing over 100 properties in Southern California. His accomplishments include consecutive appearances on the Inc. 5000 list and recognition as one of Orange County's most influential people.



Vicky Schiff

Avrio Real Estate Credit
Chief Executive Officer

Banks/Lenders

Vicky Schiff, CEO of Avrio Real Estate Credit, has been a trailblazer for women in a predominantly male industry, paving the way for others through her talent and dedication. Leading all aspects of Avrio, including investments, finance and strategy, she is recognized as a seasoned entrepreneurial thinker and C-suite executive. Schiff's visionary leadership led to the establishment of Avrio in 2023, offering short-term debt and structured finance products for commercial real estate assets. With a goal to originate \$500 million in loans this year, Avrio utilizes specialized processes developed in collaboration with Dream Unlimited Corp. and PaulsCorp, LLC, to streamline ESG data analysis and reporting. Schiff's entrepreneurial spirit is evident in her track record of founding successful firms since 1996, supporting women- and minority-led ventures.

Chris Schoeneborn, a senior partner at Gallagher's real estate and hospitality practice in Los Angeles, manages over \$100 million in premiums annually, with a robust network of insurance carrier relationships spanning the U.S. and Europe. Facing challenges such as rising insurance costs in catastrophe-exposed regions like California, he and his team innovate solutions and negotiate loan requirements with lenders to adapt to evolving insurance landscapes. With expertise in construction insurance, Schoeneborn oversees coverage for projects exceeding \$1 billion in construction value annually, including significant podium-style multi-family developments in Los Angeles County. Additionally, he manages insurance programs for transformative projects such as a \$2 billion redevelopment of a decommissioned power plant in Northern California and a \$150 million mixed-use project revitalizing a harbor in Southern California.



Chris Schoeneborn

Gallagher
Executive Director

Professional Services Advisors

Tom Sestanovich's remarkable journey from overcoming bone cancer at 15 to attaining prominence as a distinguished attorney epitomizes resilience and triumph. A graduate of UCLA and a former varsity athlete, he represented the USA in the Paralympic Games. Today, as a valued attorney at Saul Ewing LLP, Sestanovich provides counsel to esteemed clients including ARKA Properties Group, Inc. and Wells Fargo Bank, N.A. His deal management expertise extends across multiple states. Recognized in esteemed publications like Best Lawyers and Super Lawyers, his pragmatic approach and industry insight distinguish him within the legal community. Beyond his professional achievements, Sestanovich remains dedicated to philanthropic endeavors, supporting UCLA cancer clinics and contributing to the U.S. Olympic and Paralympic movements.



Thomas R. Sestanovich

Saul Ewing LLP
Partner

Professional Services Advisors



Shane Shafer

Northmarq
Managing Director

Commercial Real Estate Brokers

Shane Shafer is a seasoned managing director at Northmarq, overseeing investment sales in Southern California from the Irvine office, with over two decades of experience in commercial real estate. He spearheaded Northmarq's presence in the region, consistently ranking among its most productive advisors. With a career spanning \$6 billion in sales, Shafer maintains robust relationships with institutional apartment owners and private capital companies, securing his status as a top broker. Notable transactions include the record-setting sale of The Bryant at Yorba Linda and Nineteen01 in Santa Ana. His expertise extends beyond transactions, as seen in his role in expanding Northmarq's offices and committees. Shafer's commitment to community service is evident through his involvement in founding GO, a Christian organization dedicated to serving those in need.



Lee Shapiro

Kennedy Wilson Property Services

EVP, Director of Retail Brokerage

Commercial Real Estate Brokers

Lee Shapiro serves as executive vice president, director of retail at Kennedy Wilson Brokerage in Los Angeles, boasting 34 years of expertise in commercial real estate. Specializing in retail, office and mixed-use ground-up development, he has closed over 1,300 transactions valued at nearly \$2 billion. Over the past two years alone, Shapiro completed 100 transactions representing 371,000 square feet of commercial real estate valued at \$188 million. He manages 2.6 million square feet of commercial space across Southern California, including high-profile assignments for properties like One Santa Fe, Millennium Biltmore and Ivy Station. Additionally, Shapiro facilitated a 15-year lease with upscale grocer Bristol Farms at Modera Argyle, enhancing the Hollywood Entertainment District.

VISIONARIES

Louise Sharp, LEED AP, serves as principal at HLW, leading the interior architectural design practice for their West Coast offices in Los Angeles and San Francisco. With over a decade at HLW, she has designed over 1.5 million square feet of creative workplace globally, from London to Shanghai. Her recent projects include the global headquarters for Belkin International in El Segundo, emphasizing transparency, sustainability and indoor/outdoor collaborations. Another standout accomplishment is a confidential global consulting firm's office in Downtown LA's historic US Bank Tower, designed to LEED Platinum standards with outdoor terraces and local elements enhancing wellness and sustainability. Sharp is actively involved in the local real estate community, contributing expertise through speaking engagements and memberships in organizations like CoreNet and LAHQ.



Louise Sharp

HLW International LLP
Principal

Architects

Kevin Sher, a partner at Greenberg Glusker LLP, has specialized in real estate law for nearly two decades. He advises diverse clients, including Fortune 100 companies, on transactions ranging from acquisitions to leasing and financing. Known for his ability to simplify complex legal concepts, Sher mentors associates within the firm's Real Estate Group and contributes to continuing education programs and as a result, has earned recognition for his insights into industry trends, including being named to prestigious lists like the GlobeSt Real Estate Forum's "2023 Influencer in Industrial Real Estate" and LA Times B2B Publishing's 2022 Commercial Real Estate Visionaries list. His extensive experience includes handling multi-million-dollar transactions across California and other states, representing clients in acquisitions, dispositions, leases and more.



Kevin Sher

Greenberg Glusker LLP
Partner

Professional Services Advisors



Glenn Sherman

Saul Ewing LLP
Partner

Professional Services Advisors

Glenn Sherman, a UCLA Economics and Southwestern University School of Law graduate, brings over 40 years of expertise to Freeman Freeman & Smiley, now merged with Saul Ewing LLP. With a focus on commercial real estate, he handles transactions nationwide, from leasing to construction and development. Sherman advises clients on various property types including offices, shopping centers and residential spaces. His recent projects include major fitness operator leases, shopping center developments and a Yeshiva School assembly and construction in Nevada. Beyond his legal practice, Sherman contributes to his community through involvement with organizations like Guardians for the Jewish Homes and annual support for Camp Bob Waldorf, the Jewish Federation and more.



Mark Sigal

Datex Property Solutions
Chief Executive Officer

Professional Services Advisors

Mark Sigal serves as chief executive officer at Datex Property Solutions, leading the company's growth, client relations, product development and business strategy. Under his leadership, Datex has achieved remarkable growth in sales, recurring revenues and client acquisition, driven by its purpose-based approach to real estate portfolio management. Sigal takes pride in the advancements made by Datex's R&D team, particularly in enhancing automation, unstructured data management and custom reporting features. These include innovations like a leasing automation system tailored for retail, a CRM system designed for retail portfolios and ad hoc reporting tools for flexible KPI tracking. With a writing and communications background, he has written for publications and on his blog, The Network Garden, sharing insights on technology and business.

[Continued from page 6]

manufacturing base, which currently measures approximately four billion square feet. Of the approximately 300 major manufacturing projects announced since 2020, just over half have publicly released details about the size of the facility. The announced projects could increase the size of the U.S. manufacturing building stock by 6-13% in just a decade," according to the report.

"The impact of reshoring manufacturing will be dramatic and far-reaching in terms of industrial real estate, local and national tax revenues, increases in jobs and growth in regional and national economies," said Marc Selvitelli, CAE, president and CEO, NAIOP.

According to Newmark's advanced manufacturing report from September, "Manufacturing Momentum: Advanced Manufacturing Ascendancy in North America," more than 300 major manufacturing facility announcements have been made across the U.S. since 2020, representing approximately \$400 billion in pledged project investment and at least 210,000 new proposed jobs.

Among the key findings in the NAIOP Research Foundation/Newmark report:

- Firms in the high-tech, automotive, energy and bio-manufacturing sectors are making the largest investments in new manufacturing in the U.S. New construction is expected to expand the footprint of U.S. manufacturing space by 6-13% over the next 10 years.
- New manufacturing plants have been announced in every U.S. state, but investment has been concentrated in the Midwest and Southeast. Most new construction is expected to be in secondary or tertiary market locations that can offer adequate supplies of affordable energy and skilled labor.
- Most of the new manufacturing construction will be build-to-suit or owner-built, but demand will also exist for speculative manufacturing space. The expansion of domestic manufacturing is also expected to generate demand for logistics space and other types of commercial real estate in the communities surrounding new plants. The amount of additional demand generated by this construction will vary depending on a project's sector, existing supply chains and local market dynamics.

- Several of the trends driving onshoring in the U.S. are also contributing to nearshoring of manufacturing to Mexico and Canada, with Mexico attracting the most nearshoring investment. This investment is generating demand for logistics and complementary manufacturing facilities along the U.S. border with Mexico, pushing down vacancy rates and spurring new construction near key border crossings.

NAIOP elevates the commercial real estate development industry by providing advocacy, education, research and connections to foster business opportunities. In partnership with chapters, they connect and serve a diverse network of leading CRE professionals.



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VISIONARIES

Sandy Sigal's work at NewMark Merrill Companies makes him known for his drive and expertise. Serving as chief executive officer and president at NewMark Merrill, he leads a dynamic team overseeing the development and ownership of shopping centers across Southern California, Colorado and Illinois. With a robust portfolio valued at over \$2.5 billion and comprising 95 shopping centers, Sigal drives the company's growth and strategic vision. He is committed to championing the survival of small businesses, dedicating countless hours to engaging with local and state policymakers to address industry challenges. Sigal also spearheaded impactful community initiatives like "Together We Can," aimed at supporting tenants through the pandemic and "Wave of Kindness," fostering partnerships with local entities to aid frontline workers, educators and underserved populations.



**Sandy
Sigal**

NewMark Merrill Companies
President & CEO

**Commercial Real Estate
Developers**

Stephen Silverstein, principal and managing director at Avison Young, brings over 30 years of expertise in design, project management and workplace strategies. Based in Orange County, California and the New York Metro Area, he plays a crucial role in delivering comprehensive solutions to occupier and investor clients across industries. Silverstein spearheads efforts to enhance Avison Young's internal platforms and service delivery nationwide, particularly in design, construction and project management for real estate enterprise solutions. With prior leadership roles at Deloitte, Cushman & Wakefield and GBRE, he has managed significant portfolios and led global initiatives for clients like Bank of the West and AECOM.



**Stephen
Silverstein**

Avison Young
Principal & Managing Director

Professional Services Advisors



**Charlie P.
Smith**

JLL
Senior Managing Director
& Broker Lead

Commercial Real Estate Brokers

Charlie P. Smith serves as senior managing director and broker lead at JLL's Los Angeles Brokerage, managing agency leasing, tenant representation and industrial teams across multiple regions. With a focus on innovative growth strategies, he directs internal operations, communication, revenue, recruiting and resources. Smith spearheads strategic planning, team structuring and productivity enhancement to ensure exceptional client experiences. Collaborating with JLL leadership, he ensures high-performing talent retention through mentorship and career development. In the last 24 months, Smith's team recruited 17 skilled producers, fostering trust and collaboration, reflected in improved people survey scores. Internal initiatives led by him have fortified operations and fueled regional growth.



**Arturo
Sneider**

Primestor Development
Co-Founder & CEO

**Commercial Real Estate
Developers**

Hailing from Mexico City, Arturo Sneider has dedicated over three decades to uplifting minority and low/moderate income communities in Southern California and beyond. His journey began by addressing the challenges faced by Mexican immigrants, evolving from local initiatives to the founding of Primestor, a minority-owned, 88% minority and 51% women led real estate developer with a focus on urban areas. Sneider's leadership fosters inclusivity. Through community engagement, Primestor ensures developments meet local economic needs through job creation and infrastructure improvements. With over \$1 billion invested, Primestor navigates economic uncertainties, evidenced by their recent \$250 million Urban Vision Fund I launch. Their transformative projects span from South Gate to Boyle Heights, attracting institutional investors and retailers previously hesitant to engage underserved communities.

Jason Somers, a native of Los Angeles, began his real estate journey during his junior year at UCLA, interning with a project management firm. His expertise in interpreting municipal code law attracted high-profile clients, including figures from the entertainment industry like Brad Pitt. In 2014, he co-founded Crest Real Estate, specializing in optimizing properties in Los Angeles, notably navigating the baseline hillside ordinance. Crest Real Estate's portfolio expanded to include major commercial and hospitality projects, with recent highlights such as the restoration of the historic John Lautner Beverly Hills office building and the Sportsman Lodge mixed-use development in Studio City. Somers has invested his own equity in developments like the Stanley One & Californication House projects, pushing design boundaries in Los Angeles.



**Jason
Somers**

Crest Real Estate
Founder & President

Commercial Real Estate Developers

As executive vice president of Suffolk Los Angeles, Jim Stanley drives operational excellence, leveraging data and technology to ensure project success. With over 16 years at Suffolk, he has overseen innovative data solutions, including Suffolk's proprietary "owner's dashboard," revolutionizing project management. His leadership has facilitated the completion of high-profile projects like the Moxy & AC Hotel and affordable housing like 6th and San Julian. Beyond his professional achievements, Stanley supports organizations like Homes 4 Families and the ACE Mentor Program. Under his guidance, Suffolk was honored as the Commercial Construction Company of the Year in 2023. Stanley also takes part in multiple organizations, like the Los Angeles Business Journal and the Valley Industry & Commerce Association while also serving on the regional board for the Suffolk Giving Circle.



**James
Stanley**

Suffolk
EVP, Division Manager

General Contractors



**Kimberly R.
Stepp**

Stepp Commercial Group
Principal

Commercial Real Estate Brokers

Kimberly R. Stepp, principal and co-founder of Stepp Commercial Group, is a prominent figure in Los Angeles's multi-family brokerage sector, having facilitated over \$3 billion in property sales. As one of California's few female owners and operators of a commercial real estate firm, her success stems from mentorship, innovative marketing and unwavering client dedication. Stepp's firm prioritizes client interests, fostering long-term relationships built on trust and exceptional service. She specializes in maximizing client net worth and investment goals across Santa Monica, West Hollywood and prime Westside markets. Beyond her professional achievements, Stepp has contributed to the community as a Big Sister (Big Sister/Brother Organization) for three decades and supports the Children's Bureau's mission in child welfare.



**Kenny
Stevens**

Kenny Stevens Team - Compass
Principal

Commercial Real Estate Brokers

Kenny Stevens is a widely recognized multi-family investment expert with an extensive track record totaling \$2+ billion in multi-family sales, with over 650 transactions in his 23 years of experience. He has established an understanding of the marketplace and an ability to "make a market" through aggressive underwriting, pricing and marketing strategies. From 2012-2015, Stevens led his team to rank as the #1 nationally ranked multi-family team among 80,000 Keller Williams agents. In 2018, he moved his team to Compass and leveraged greater exposure in the residential and commercial markets to set records across the city. Outside of work, Stevens serves as an executive vice president of The Guardians of the Los Angeles Jewish Home and is a major donor to The Jewish Federation of Greater Los Angeles.

VISIONARIES

Steve Taylor's journey in construction began in his teens, evolving from intern to project engineer and now as project executive. His expertise spans highway construction, creative office spaces, industrial developments and marine projects. Over 24 months, he managed projects worth \$250 million, including notable successes like his construction of one of the first seismic retrofits of an occupied high-rise building in Los Angeles, managing the construction of 2.5 million square feet of industrial space. Taylor expanded Del Amo Construction into Phoenix, overseeing \$150 million worth of projects. He finds fulfillment in mentoring talents and fostering their career growth. Apart from work, he dedicates time to community service, volunteering, coaching youth sports and engaging in school functions, enriching the communities he serves.



Steve Taylor

Del Amo Construction
Project Executive

General Contractors

Christopher Thornberg, Ph.D, is the founder of Beacon Economics LLC, renowned for his accurate economic forecasts and insightful analysis. As director of the UC Riverside School of Business Center for Economic Forecasting and Development, he's shaped policy and guided businesses nationwide. Thornberg's expertise spans real estate, labor markets and economic policy, advising entities from cities to hedge funds. In commercial real estate, he is sought after for his nuanced understanding of macroeconomic trends and their impact. He's addressed leading organizations and testified before Congress. Notable for predicting the subprime mortgage crisis and challenging pandemic-related fears, Thornberg's data-driven insights drive informed decision-making. An influential figure, he contributes to consensus economic forecasts and serves on various advisory boards.



Christopher Thornberg

Beacon Economics LLC
Founding Partner

Professional Services Advisors



James Travers

Cresa
Principal

Commercial Real Estate Brokers

In 1969, James Travers embarked on a relentless journey into commercial real estate, navigating New York's concrete jungle with determination. Despite countless rejections, he persisted, leveraging restroom visits to glean insights into office layouts. His childhood resilience and collegiate leadership roles laid the foundation for his tenacity. Starting from humble origins, Travers carved a path in real estate, driven by an exclusive focus on representing office occupiers. Relocating to Los Angeles in 1973, he applied his proven playbook, foreseeing the city's growth potential amidst initial skepticism. Travers' innovative approach, advocating solely for tenants, defied industry norms, resulting in monumental deals like Exxon's relocation. Through Travers Realty, he fostered a culture of unwavering commitment to clients, rejecting complacency in pursuit of excellence.



Albert Valencia

Ervin Cohen & Jessup LLP
Partner & Chair of the Real Estate Department

Professional Services Advisor

Albert Valencia, partner and chair of the real estate department, specializes in diverse real estate and business transactions. With a client base ranging from developers to commercial banks, he excels in acquisitions, joint ventures, financing and leasing across various asset classes. Prior to law, Valencia honed his expertise as a business consultant at global firms Arthur Andersen LLP and Deloitte Consulting LLP, working with Fortune 500 companies. His legal journey commenced at esteemed firms like Mayer Brown LLP and Proskauer Rose LLP. Recent highlights include leading the recapitalization of a 113,991-square-foot office property in Agoura Hills, California and co-leading the purchase of a 25,410-square-foot mixed-use property in Park City, Utah.

Joan Velazquez, the chair of Ervin Cohen & Jessup's real estate practice, is renowned for her innovative approach and unwavering focus on clients' business objectives. With a robust background representing diverse stakeholders in real estate, including owners, developers, investors, lenders and asset managers, she navigates complex projects seamlessly. Her expertise spans various property types, from office buildings to mixed-use developments, and she excels in structuring partnerships, joint ventures and intricate financing arrangements. Leveraging her tax acumen, Velazquez maximizes clients' returns while mitigating legal risks. Notable achievements include orchestrating the acquisition and financing of a \$63 million hotel-to-apartment conversion in Madison, Wisconsin and facilitating the sale of a \$150 million apartment complex in San Bernardino, California.



Joan Velazquez

Ervin Cohen & Jessup LLP
Partner & Chair of the Real Estate Department

Professional Services Advisor

Jarred Walker has forged a career in construction spanning two decades. Starting in his teens and continuing through college, he gained diverse experience across LA County's projects. After graduating from UC Santa Barbara, Walker refined his skills at The Irvine Company, then flourished at two of LA's top GCs. In 2018, he co-founded GCX, growing it into a nine-figure powerhouse. Committed to the community, he serves on Las Familias del Pueblo's board, aiding in their center's construction and upkeep near Skid Row. Walker excels in overcoming industry challenges, ensuring timely, budget-friendly and high-quality results. He educates brokers, architects and developers on construction data, fostering industry knowledge. Notable projects like Netflix Animation HQ and Warner Bros. Discovery showcase his versatility.



Jarred Scott Walker

GCX
Co-Founder & Managing Principal

General Contractors



Brant Weigand

SingerLewak
Partner

Professional Services Advisors

Brant Weigand is a distinguished partner at SingerLewak, bringing extensive expertise in accounting and a specialized focus on real estate, mobile home parks, multi-state income tax and corporate consolidations. A proud alumnus of California State University, Northridge, he graduated in 1978 with a master's degree in accounting. His professional journey includes a significant milestone in 1986 when he was admitted to Gorelick & Uslander, leading to a pivotal merger with SingerLewak in 2021. Weigand is an esteemed member of the American Institute of Certified Public Accountants (AICPA) and the California Society of Certified Public Accountants, reflecting his commitment to excellence and ethical standards in the field of accounting.



Brian Weinhart

Hill, Farrer & Burrill LLP
Partner

Professional Services Advisor

Brian Weinhart of Hill, Farrer & Burrill is renowned for his expertise in real estate financing. With a track record encompassing multi-billion-dollar loan workouts and restructurings, he navigates complex commercial real estate assets with finesse. Additionally, he advises large real estate operators on acquisitions, sales and leasing of diverse properties nationwide, from shopping centers to hotels. Weinhart is a prominent figure in the commercial mortgage-backed securities arena, representing portfolio lenders and servicers across the country. Outside his legal practice, he contributes to the community as chairman of the advisory board of the Heart Foundation at Cedars Sinai Medical Center. He has also shared his expertise as a speaker and has written for notable publications. Notably, Weinhart developed a national program facilitating ADU development.

VISIONARIES

Pamela Westhoff is recognized as a top-tier attorney in transactional real estate law, known for her adept handling of intricate leasing transactions, ground lease development projects, acquisitions, dispositions and development financing. With a strong background in business and a deep passion for real estate, she excels in devising innovative solutions tailored to her clients' specific needs and objectives. Westhoff's recent endeavors include facilitating a high-profile \$963 million acquisition of a prominent 5th Avenue retail project in New York City and negotiating a long-term lease for prime retail space on Rodeo Drive on behalf of an international luxury brand. Additionally, he has played a pivotal role in developing a ground lease template for a 600-acre project in Utah, and has handled various public-private partnership transactions across the Western US.



Pamela Westhoff

Sheppard, Mullin, Richter & Hampton LLP
Partner

Professional Services Advisors

Grace Winters is an attorney renowned for her expertise across the entire spectrum of real estate matters. She serves as an advisor to major clients nationwide, guiding them through large-scale projects in multi-family, commercial, office and industrial sectors. With a keen understanding of her clients' business objectives, Winters collaborates closely with her teams to lead and manage significant transactions. Her clientele includes property owners, developers, tenants and more. She has been instrumental in representing Avanath Capital Management in restructuring its multi-family property portfolio and refinancing debt and negotiating purchase agreements for investment management. Winters' exceptional skills and dedication have earned her recognition, including top rankings in the Southern California Real Estate section of Chambers USA.



Grace D. Winters

Manatt, Phelps & Phillips, LLP
Partner

Professional Services Advisors



Daniel William Withers

Matthews Real Estate Investment Services
Senior Vice President

Commercial Real Estate Brokers

With over 20 years of experience in the industry, Daniel Withers has gained a deep understanding of the local market and has established a solid reputation for delivering outstanding results to his clients. He is committed to providing his clients with a personalized service tailored to their specific needs and goals. He understands that buying or selling a property can be a complex and stressful process, and he works tirelessly to make the experience as smooth and seamless as possible. Over the course of his career, Withers has successfully closed over \$1 billion in multi-family investment sales and ground-up development sites.



Jon Wolf

Gibbs Giden Locher Turner Senet & Wittbrodt
Law Partner

Professional Services Advisor

Jon Wolf of Gibbs Giden Locher Turner Senet & Wittbrodt is a seasoned attorney specializing in business transactions, real estate matters, corporate governance and associated disputes. His expertise ranges from negotiating agreements for small businesses to managing multi-million-dollar transactions. Wolf's clientele encompasses a wide array of entities, including technology firms, family offices, real estate ventures, shopping centers, manufacturers, retailers and professional service providers. Previously serving as general counsel for a privately held software company, he handled various legal aspects such as intellectual property licensing, source code escrows, stock incentive plans and employment agreements. Wolf is an active member of the legal community, contributing to publications and receiving honors such as recognition as a Super Lawyers Rising Star.

J.A. Charles Wright embarked on his real estate journey in 2015, transitioning from a startup venture to commercial real estate after meeting fellow brokers at Matthews™. His trajectory led him through pivotal experiences, including a stint at Berkadia specializing in multi-family properties, before joining Matthews™ under the mentorship of David Harrington. Now holding the esteemed position of market leader, Wright spearheads the growth and development of Matthews™ Orange County office. His leadership has propelled the Orange County office to remarkable heights, boasting over 50 specialized agents and consistently ranking as a top-three producing office within Matthews™. With a steadfast work ethic and unwavering passion for commercial real estate, Wright has closed over 130 transactions totaling \$320 million in sales volume.



J.A. Charles Wright

Matthews™
Market Leader

Commercial Real Estate Brokers

With an illustrious career spanning 38 years, David Young has solidified his expertise in marketing industrial properties, specializing in serving tenants, buyers, landlords and sellers across North Los Angeles. As a distinguished member of the NAI Capital Commercial Circle of Excellence, he is recognized for his long-standing professional competence and success. Young's affiliation with NAI's ALPHA Team underscores his commitment to delivering top-tier corporate services to clients on a national and global scale. Additionally, his role within NAI's Mentor Team showcases his dedication to assisting fellow brokers with complex transactions, leveraging his wealth of experience. A stalwart member of the American Industrial Real Estate Association (AIR) for 32 years, Young also serves on the AIR Advisory Board.



David Young

NAI Capital Commercial
Executive Vice President

Commercial Real Estate Brokers



Shaunt Zakarian

Compass
Senior Estates Director, Commercial

Commercial Real Estate Brokers

Shaunt Zakarian epitomizes the qualities of an entrepreneur and philanthropist, known for his unwavering dedication and commitment to excellence. His remarkable ability to cultivate strong, lasting relationships has been pivotal in establishing his business primarily through referrals and repeat clients. Graduating as the youngest MBA student from Pepperdine University, Zakarian has demonstrated exceptional leadership skills and steadfast adherence to principles of quality, service and ethical conduct. With a keen eye for opportunities, he strategically guides his clients in their investment endeavors, often staying ahead of the market curve. This proactive approach has contributed to Zakarian's impressive track record, with over \$100 million in real estate sales over the past two years alone.



J. Wickham Zimmerman

Outside The Lines
Chief Executive Officer

General Contractors

J. Wickham Zimmerman is a visionary leader whose steady, motivational management style has propelled Outside The Lines (OTL) to remarkable growth since its inception in 2007. Named one of the nation's "fastest-growing companies" by Inc. 500 / 5000 four times in a decade, OTL, under his guidance, has evolved from a startup to a national powerhouse with installations spanning 24 states and international locations. Specializing in high-quality themed environments and innovative water features, OTL's imaginative creations, led by Zimmerman, adorn retail centers, parks, corporate offices and aquariums, captivating audiences nationwide. As CEO, he leverages his civil engineering background to tackle challenges with innovative solutions, including pioneering patented AI technology that revolutionizes interactivity in water features.

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