

# THE LIST

## RESIDENTIAL BROKERAGE FIRMS

Ranked by 2019 L.A. County sales volume

**▶ NEXT WEEK**

Air Charter Operators, Airlines,  
Travel Agencies

Rank	Brokerage • name • address • website	L.A. County Sales Volume • 2019 • 2018 (in millions)	L.A. County Units Sold • 2019 • 2018	Specialty Areas (partial list)	Profile • headquarters • L.A. offices • L.A. agents	Top Local Executive • name • title • phone	
1	 <b>Compass</b> 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 compass.com	<b>\$12,606</b> \$8,378	12,703 5,630	condos, income property, land, multifamily units, single-family homes, townhouses, Compass Concierge, Compass Cares, Compass Bridge Loans	New York 35 2,000	Kamini Lane Regional President, Southern California (310) 230-5478	
2	 <b>Coldwell Banker Realty</b> 190 N. Canon Drive, Suite 200 Beverly Hills 90210 coldwellbankerhomes.com	<b>10,693</b> 11,268	7,221 7,678	condos, income property, land, multifamily units, single-family homes, townhouses, global luxury	Beverly Hills 24 NA	Jamie Duran President, Coldwell Banker Realty in Southern California (877) 317-4601	
3	 <b>Keller Williams Forward Living Group<sup>1</sup></b> 439 N. Canon Drive, Suite 300 Beverly Hills 90210 NA	<b>6,397</b> 6,409	6,658 7,001	condos, income property, land, multifamily units, single-family homes, townhouses	Beverly Hills 11 2,574	Paul Morris CEO (310) 939-9303	
4	 <b>Rodeo Realty Inc.</b> 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 rodeore.com	<b>4,890</b> 5,209 <sup>2</sup>	4,945 NA	condos, income property, land, multifamily units, single-family homes, townhouses, new construction, commercial	Beverly Hills 12 1,200	Syd Leibovitch President (310) 471-2600	
5	 <b>The Agency</b> 331 Foothill Road, Suite 100 Beverly Hills 90210 theagencyre.com	<b>4,845</b> 4,061	1,753 1,508	condos, income property, land, multifamily units, single-family homes, townhouses	Beverly Hills 10 342	Mauricio Umansky CEO (424) 230-3700	
6	 <b>Pinnacle Estate Properties Inc.</b> 23733 Malibu Road, Suite 500 Malibu 90265 pinnacleestate.com	<b>4,395</b> 4,032	NA NA	condos, income property, land, multifamily units, single-family homes, townhouses, escrow services, title insurance	Malibu 11 1,100	Dana Potter CEO (310) 456-0880	
7	 <b>Berkshire Hathaway HomeServices California Properties - Beverly Hills</b> 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 bhscalifornia.com	<b>3,868</b> 4,337	2,515 2,890	condos, income property, land, multifamily units, single-family homes, townhouses, commercial	San Diego 10 688	Mary Lee Blaylock CEO, President (310) 777-7800	
8	 <b>Re/Max Estate Properties</b> 63 Malaga Cove Plaza Palos Verdes Estates 90274 eplahomes.com	<b>3,513</b> 3,938	3,139 3,483	condos, income property, land, multifamily units, single-family homes, townhouses	Palos Verdes Estates 14 608	Sandra Sanders Founder, Broker Owner James Sanders President, Broker Owner (310) 378-9494	
9	 <b>Hilton &amp; Hyland Real Estate Inc.</b> 257 N. Canon Drive Beverly Hills 90210 hiltonhyland.com	<b>3,380</b> 3,410	528 584	condos, income property, land, single-family homes, estates, architectural properties	Beverly Hills 1 156	Jeff Hyland President (310) 278-3311	
10	 <b>Westside Estate Agency Inc.</b> 210 N. Canon Drive Beverly Hills 90210 weahomes.com	<b>2,475<sup>2</sup></b> 2,475	NA 275	condos, land, single-family homes, townhouses	Beverly Hills 3 NA	Kurt Rappaport President (310) 247-7770	
11	 <b>Douglas Elliman Real Estate</b> 150 El Camino Drive Beverly Hills 90212 elliman.com	<b>2,354</b> 2,292	1,269 1,589	condos, income property, land, multifamily units, single-family homes, townhouses, master trust and probate, sports and entertainment division, new development	New York 9 481	Stephen Kotler CEO, Western Region (310) 595-3888	
12	 <b>Sotheby's International Realty Inc.</b> 9665 Wilshire Blvd., Suite 400 Beverly Hills 90212 sothebyshomes.com	<b>2,208<sup>2</sup></b> 2,208	NA 1,251	condos, land, multifamily units, single-family homes, townhouses	New York 10 NA	Michael Williamson SVP - L.A. Regional Manager, Brokerage Manager (310) 786-1812	
13	 <b>Re/Max Premier Properties</b> 223 N. 1st Ave., Suite 101 Arcadia 91006 N/A	<b>1,886<sup>2</sup></b> 1,886	NA NA	condos, income property, land, multifamily units, single-family homes, townhouses	Arcadia 7 NA	Kuan Sung CEO (626) 229-2200	
14	 <b>Vista Sotheby's International Realty</b> 2501 N. Sepulveda Blvd., Second Floor Manhattan Beach 90266 vistasir.com	<b>1,614</b> 1,467	1,071 977	condos, multifamily units, single-family homes, townhouses	Manhattan Beach 9 266	Rick Edler Co-CEO (310) 541-8271	
15	 <b>Re/Max One/Gold</b> 11141 Tampa Ave. Northridge 91326 maxoneproperties.com	<b>1,466</b> 1,282	1,885 1,762	condos, income property, land, multifamily units, single-family homes, townhouses, luxury home sales	Northridge 4 200	Keith Myers President (818) 366-3300	

<sup>1</sup> Keller Williams Forward Living Group consolidated Keller Williams offices: Beverly Hills, Hollywood Hills, Westwood, Beach Cities, Los Feliz, Inglewood, Larchmont, Cerritos, La Mirada, Long Beach, Studio City, Calabasas in 2019.

<sup>2</sup> Business Journal estimate.

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16	 <b>Berkshire Hathaway HomeServices California Properties - Cerritos</b> 18000 Studebaker Road, Suite 600 Cerritos 90703 bhscaprops.com	\$1,457 \$1,589	3,188 3,277	condos, income property, land, multifamily units, single-family homes, townhouses	Cerritos 20 800	Dennis Rosas President (562) 860-2625	
17	 <b>Keller Williams Realty Encino-Sherman Oaks</b> 16820 Ventura Blvd. Encino 91436 kwencinoshermanoaks.com	1,304 726	1,342 1,042	condos, income property, land, multifamily units, single-family homes, townhouses	Encino 1 NA	Harma Hartouni Operating Principal (818) 380-5100	
	 <b>John Hart Real Estate</b> 330 N. Brand Blvd., Suite 130 Glendale 91203 johnhartrealestate.com	1,304 1,152	1,856 1,732	condos, income property, land, multifamily units, single-family homes, townhouses	Glendale 11 297	Harout Keuroghlian CEO (818) 246-1099	
19	 <b>Deasy Penner Podley</b> 200 S. Los Robles Ave. Pasadena 91101 dppre.com	1,178 1,203	1,134 1,449	condos, income property, land, multifamily units, single-family homes, townhouses, architecture, historic and estate properties	Pasadena 9 NA	George Penner CEO (626) 683-0777	
20	 <b>Strand Hill Properties/Christie's International Real Estate</b> 1131 Morningside Drive Manhattan Beach 90266 strandhill.com	1,170 1,094	533 493	condos, income property, land, multifamily units, single-family homes, townhouses	Manhattan Beach 3 123	Chris Richardson President (310) 545-0707	
21	 <b>Keller Williams Glendale-Burbank-La Cañada Flintridge</b> 889 Americana Way, Suite 408 Glendale 91210 thinkkw.com	1,103 1,024	1,168 1,143	condos, income property, land, multifamily units, single-family homes, townhouses, probate and trust sales, estate properties	Glendale 3 380	Nick Avedissian Mike Derian Brokers, Operating Principals (818) 432-3200	
22	 <b>Dilbeck Real Estate</b> 1030 Foothill Blvd. La Cañada-Flintridge 91011 dilbeck.com	1,029 1,279	1,255 1,472	condos, income property, land, multifamily units, single-family homes, townhouses	La Cañada-Flintridge 11 414	Mark Dilbeck President (818) 790-6774	
23	 <b>Keller Williams Realty Santa Monica</b> 2701 Ocean Park Blvd., Suite 140 Santa Monica 90405 kwsantamonica.com	1,018 1,172	768 846	condos, income property, multifamily units, single-family homes, townhouses	Santa Monica 2 NA	Richard Cunningham Owner, Operating Principal (310) 482-2200	
24	 <b>RE/MAX of Valencia</b> 27720 Dickason Drive Valencia 91355 remax-valencia-ca.com	978 971	1,666 1,711	condos, income property, land, multifamily units, single-family homes, townhouses	Santa Clarita 3 166	David Rendall Broker, Owner (661) 255-2650	
25	 <b>Century 21 Allstars</b> 9155 Telegraph Road Pico Rivera 90660 c21allstars.com	870 <sup>1</sup> 870	NA 2,126	condos, income property, land, multifamily units, single-family homes, townhouses	Pico Rivera 1 NA	Joseph Villaescusa CEO, President (562) 863-2121	
26	 <b>Keller Williams Pasadena</b> 251 S. Lake Ave., Suite 150 Pasadena 91101 kwpasadenaintl.com	779 <sup>1</sup> 779	NA 816	condos, income property, land, multifamily units, single-family homes, townhouses, multifamily, mixed-use, tenant representation, office sales, industrial	Pasadena 3 NA	Victor Ahn Managing Partner (626) 204-3300	
27	 <b>Nourmand &amp; Associates</b> 6525 Sunset Blvd., Suite 100 Los Angeles 90028 nourmand.com	768 962	478 592	condos, single-family homes, townhouses	Los Angeles 3 NA	Michael Nourmand President (323) 460-6360	
28	 <b>Keller Williams Antelope Valley</b> 1401 W. Rancho Vista Blvd. Palmdale 93551 antelopevalleykw.com	664 615	2,295 2,157	condos, income property, land, multifamily units, single-family homes, townhouses	Palmdale 2 NA	Garrett Rough Adam Wilson Team Leaders (661) 538-2800	
29	 <b>Keller Williams Silicon Beach</b> 13274 Fiji Way, Suite 100 Marina del Rey 90292 kwsiliconbeach.com	641 721	580 602	condos, income property, land, multifamily units, single-family homes, townhouses	Marina del Rey 1 NA	Rick Dergan Panos Papadopoulos Operating Partners (310) 305-8333	
30	 <b>Century 21 Realty Masters</b> 11716 Rosecrans Ave. Norwalk 90650 c21realtymasters.com	577 <sup>1</sup> 577	NA 1,283	condos, income property, multifamily units, single-family homes, townhouses	Montebello 3 NA	J.J. Lopez President (562) 677-1800	

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31	 <b>Berkshire Hathaway HomeServices California Properties - Torrance</b> 23530 Hawthorne Blvd., Suite 100 Torrance 90505 bhhsocalproperties.com	\$528 \$580	540 626	condos, income property, multifamily units, single-family homes, townhouses	Torrance 3 NA	Bruce Short CEO, President (310) 373-0021	
	 <b>Halton Pardee &amp; Partners Inc.</b> 1524 Abbot Kinney Blvd. Venice 90291 haltonpardee.com	528 616	316 342	condos, income property, land, multifamily units, single-family homes, townhouses	Venice 2 NA	Tami Halton Pardee CEO, Founder (310) 907-6517	
33	 <b>Realty Executives Santa Clarita</b> 25350 Magic Mountain Parkway, Suite 190 Valencia 91355 realtyexecutives-scv.com	504 703	880 1,272	condos, income property, land, multifamily units, single-family homes, townhouses	Valencia 4 200	Jim Tanner CEO, President (661) 964-1600	
34	 <b>Wish Sotheby's International Realty</b> 13501 Ventura Blvd. Sherman Oaks 91423 wishesir.com	485 580	498 573	condos, income property, land, multifamily units, single-family homes, townhouses	Sherman Oaks 4 110	Ernest Wish Broker, President, General Counsel (818) 990-8700	
35	 <b>Century 21 Peak</b> 5900 Canoga Ave., Suite 150 Woodland Hills 91367 c21peak.com	459 291	761 679	condos, income property, land, multifamily units, single-family homes, townhouses, commercial real estate, international, short sales, investment property opportunities	Woodland Hills 3 385	Eli Tene Principal, Owner (855) 732-5500	
36	 <b>Coldwell Banker Quality Properties</b> 11280 Corbin Ave. Porter Ranch 91326 valleyestates.com	408 363	535 475	condos, income property, land, multifamily units, single-family homes, townhouses, property management, development	Porter Ranch 3 157	Ken Sampson President (818) 725-2500	
	 <b>Keller Williams South Bay</b> 23670 Hawthorne Blvd., Suite 100 Torrance 90505 kwrealtysouthbay.com	408 <sup>1</sup> 408	NA 633	condos, income property, multifamily units, single-family homes, townhouses	Torrance 1 NA	Jeff Anderson Operating Principal (310) 375-3511	
38	 <b>Re/Max All-Pro</b> 43832 20th St. West Lancaster 93534 remaxallpro.com	375 347	1,240 1,200	condos, income property, land, multifamily units, single-family homes, townhouses, probates, short sales, real estate owned, trusts, commercial	Lancaster 2 NA	Kenneth Terracciano Broker, Owner, President (661) 945-9461	
39	 <b>Re/Max Masters</b> 475 E. Badillo St. Covina 91723 mastersrealestate.com	372 385	570 1,021	condos, income property, land, multifamily units, single-family homes, townhouses, commercial, mobile homes	Covina 5 141	Jose Pastora President (626) 967-1779	
40	 <b>Keller Williams L.A. Harbor</b> 28901 S. Western Ave., Suite 139 Rancho Palos Verdes 90275 rpv.yourkwoffice.com	340 <sup>1</sup> 340	NA 531	condos, income property, multifamily units, single-family homes, townhouses	Rancho Palos Verdes 1 NA	Gordon Inman Owner, Broker (310) 519-1080	
41	 <b>Keller Williams Realty Brentwood</b> 11812 San Vicente Blvd., Suite 100 Los Angeles 90049 kwbrentwoodla.com	235 <sup>1</sup> 235	NA 291	condos, income property, multifamily units, single-family homes, townhouses	Los Angeles 1 NA	Aaron Leider Owner, Broker (310) 826-8200	
42	 <b>Amalfi Estates</b> 984 Monument St., Suite 105 Pacific Palisades 90272 amalfiestates.com	164 134	51 47	condos, income property, land, multifamily units, single-family homes, townhouses	Pacific Palisades 1 NA	Anthony Marguleas Founder (310) 573-4245	
43	 <b>Re/Max Tri-City Realty Inc.</b> 811 N. Central Ave. Glendale 91203 remaxtricity.com	142 177	NA NA	condos, income property, land, multifamily units, single-family homes, townhouses	Glendale 2 32	Mathew Matti Broker, Owner (818) 409-0040	
44	 <b>Keyes Real Estate</b> 5119 Eagle Rock Blvd. Los Angeles 90041 keyesla.com	54 43	50 31	condos, income property, land, multifamily units, single-family homes, townhouses	Eagle Rock 1 8	Brad Keyes Managing Partner (310) 486-9417	

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