





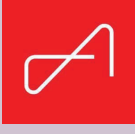













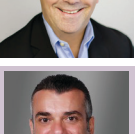

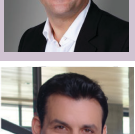
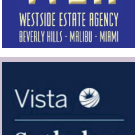



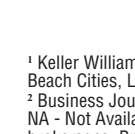
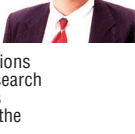


THE LIST

RESIDENTIAL REAL ESTATE BROKERAGE FIRMS

Ranked by 2021 L.A. County sales volume

► NEXT WEEK
Shipping Lines

Rank		Brokerage <ul style="list-style-type: none">• name• address• website	L.A. County Sales Volume <ul style="list-style-type: none">• 2021• 2020 (in millions)	L.A. County Units Sold <ul style="list-style-type: none">• 2021• 2020	Specialty Areas (partial list)	Profile <ul style="list-style-type: none">• headquarters• L.A. offices• L.A. agents	Top Local Executive <ul style="list-style-type: none">• name• title• phone	
1		Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 compass.com	\$31,486 \$21,316	18,493 14,329	condos, income property, land, multifamily units, single-family homes, townhouses, Compass Concierge, Compass Cares, Compass Luxury Division, Compass Sports + Entertainment Division, Compass Ranch + Land Division, Compass Commercial	New York 25 2,724	Parker Beatty Regional VP, Southern California + Hawaii (310) 230-5478	
2		Keller Williams Forward Living¹ 439 N. Canon Drive, Suite 300 Beverly Hills 90210 N/A	8,351 7,331	6,009 7,794	condos, income property, land, multifamily units, single-family homes, townhouses	Beverly Hills 8 2,434	Paul Morris CEO (310) 939-9303	
3		Coldwell Banker Realty 301 N. Canon Drive, Suite 200 Beverly Hills 90210 coldwellbankerhomes.com	7,832 9,328	5,148 6,536	condos, income property, land, multifamily units, single-family homes, townhouses, global luxury	Beverly Hills 30 2,114	Jamie Duran President, Coldwell Banker Realty in Southern California (310) 777-6200	
4		The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 theagencyre.com	7,444 4,414	2,886 1,835	condos, income property, land, multifamily units, single-family homes, townhouses, new development	Beverly Hills 11 358	Mauricio Umansky CEO (424) 230-3700	
5		Rodeo Realty Inc. 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 rodeore.com	7,274 5,041	4,749 4,639	condos, income property, land, multifamily units, single-family homes, townhouses, new construction, commercial	Beverly Hills 12 NA	Syd Leibovitch President (310) 471-2600	
6		Pinnacle Estate Properties Inc. 23733 Malibu Road, Suite 500 Malibu 90265 pinnacleestate.com	6,424² 6,424	NA NA	condos, income property, land, multifamily units, single-family homes, townhouses, escrow services, title insurance	Malibu 13 NA	Dana Potter CEO (310) 456-0880	
7		Berkshire Hathaway HomeServices California Properties 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 bhhsocalifornia.com	5,733 3,872	3,229 2,460	condos, income property, land, multifamily units, single-family homes, townhouses, commercial	San Diego 10 689	Martha Mosier President (310) 777-7800	
8		Douglas Elliman Real Estate 150 El Camino Drive, Suite 150 Beverly Hills 90212 elliman.com	4,937 2,763	1,796 1,343	condos, income property, land, multifamily units, single-family homes, townhouses, new development, master trust and probate, sports and entertainment division, farm and ranch division	New York 7 447	Stephen Kotler CEO, Western Region (310) 595-3888	
9		Re/Max Estate Properties 63 Malaga Cove Plaza Palos Verdes Estates 90274 eplahomes.com	4,488 4,005	3,817 3,827	condos, income property, land, multifamily units, single-family homes, townhouses	Palos Verdes Estates 14 539	Sandra Sanders James Sanders Founder, Broker Owner President, Broker Owner (310) 378-9494	
10		Hilton & Hyland Real Estate Inc. 257 N. Canon Drive Beverly Hills 90210 hiltonhyland.com	4,327 3,500	747 515	condos, income property, land, single-family homes, estates, architectural properties	Beverly Hills 1 NA	Rick Hilton Chairman (310) 278-3311	
11		Sotheby's International Realty Inc. 9665 Wilshire Blvd., Suite 400 Beverly Hills 90212 sothebyshomes.com	3,617 2,208 ²	1,514 NA	condos, land, multifamily units, single-family homes, townhouses	New York 9 583	Michael Williamson EVP, Southern California Regional Manager (310) 724-7000	
12		JohnHart Real Estate 330 N. Brand Blvd., Suite 130 Glendale 91203 johnhartrealestate.com	2,844 1,696	3,284 2,383	condos, income property, land, multifamily units, single-family homes, townhouses	Glendale 11 371	Harout Keuroghlian CEO (818) 246-1099	
13		Westside Estate Agency Inc. 210 N. Canon Drive Beverly Hills 90210 weahomes.com	2,770 2,475	202 275	condos, single-family homes	Beverly Hills 2 66	Kurt Rappaport President (310) 247-7770	
14		Vista Sotheby's International Realty 2501 N. Sepulveda Blvd., Second Floor Manhattan Beach 90266 vistasir.com	2,686 1,891	1,511 1,160	condos, income property, multifamily units, single-family homes, townhouses	Manhattan Beach 9 272	Rick Edler CEO (310) 541-8271	
15		Re/Max Premier Properties 133 E. Huntington Drive Arcadia 91006 N/A	2,060 1,496	2,014 2,324	condos, single-family homes, townhouses	Arcadia 7 216	Kuan Sung CEO (626) 229-2200	

¹ 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, South Bay, Studio City, Calabasas.
² Business Journal estimate.
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Researched by Andrew Crowley

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RESIDENTIAL REAL ESTATE BROKERAGE FIRMS *Continued from page 14*

Rank		Brokerage <ul style="list-style-type: none">• name• address• website	L.A. County Sales Volume <ul style="list-style-type: none">• 2021• 2020(in millions)	L.A. County Units Sold <ul style="list-style-type: none">• 2021• 2020	Specialty Areas (partial list)	Profile <ul style="list-style-type: none">• headquarters• L.A. offices• L.A. agents	Top Local Executive <ul style="list-style-type: none">• name• title• phone	
16		Keller Williams Advisors & Santa Monica 2701 Ocean Park Blvd., Suite 140 Santa Monica 90405 kwsantamonica.com	\$1,809 \$1,104	1,175 756	condos, income property, land, multifamily units, single-family homes, townhouses	Santa Monica 4 572	Richard Cunningham Owner, Operating Principal (310) 482-2200	
17		The Beverly Hills Estates 8878 Sunset Blvd. West Hollywood 90069 thewilliamsestates.com/the-beverly-hills-estates	1,504 824	136 86	condos, land, single-family homes	West Hollywood 1 NA	Branden Williams Rayni Williams Co-Founders (310) 626-4248	
18		Re/Max One/Gold 11141 Tampa Ave. Northridge 91326 maxoneproperties.com	1,466 ¹ 1,466 ¹	NA NA	condos, income property, land, multifamily units, single-family homes, townhouses, luxury home sales	Northridge NA NA	Keith Myers President (818) 366-3300	
19		Deasy Penner Podley 200 S. Los Robles Ave. Pasadena 91101 dppre.com	1,445 1,064	1,022 973	condos, income property, land, multifamily units, single-family homes, townhouses, architecture, historic and estate properties	Pasadena 8 NA	George Penner CEO (626) 683-0777	
20		Re/Max of Valencia 27720 Dickason Drive Valencia 91355 remax-valencia-ca.com	1,444 1,130	1,906 1,728	condos, income property, land, multifamily units, single-family homes, townhouses	Santa Clarita 4 174	David Rendall Broker, Owner (661) 702-4500	
21		Century 21 Allstars 9155 Telegraph Road Pico Rivera 90660 c21allstars.com	1,312 771	1,862 1,578	condos, income property, land, multifamily units, single-family homes, townhouses	Pico Rivera 1 NA	Joseph Villaescusa CEO, President (562) 863-2121	
22		Berkshire Hathaway HomeServices California Properties - Cerritos 16911 Bellflower Blvd. Bellflower 90706 bhhscaprops.com	1,300 1,457 ¹	2,676 2,410	condos, income property, land, multifamily units, single-family homes, townhouses	Bellflower 15 950	Dennis Rosas President (562) 860-2625	
23		Nourmand & Associates 6525 Sunset Blvd., Suite 100 Los Angeles 90028 nourmand.com	1,292 850	625 510	condos, single-family homes, townhouses	Los Angeles 3 155	Michael Nourmand President (323) 460-6360	
24		Equity Union ² 13412 Ventura Blvd., Suite 350 Sherman Oaks 91423 equityunion.com	1,211 ¹ 1,211	NA 1,618	condos, income property, land, multifamily units, single-family homes, townhouses	Sherman Oaks 3 NA	Harma Hartouni CEO (818) 989-2000	
25		Strand Hill Properties/Christie's International Real Estate 1131 Morningside Drive Manhattan Beach 90266 strandhill.com	1,050 1,456	385 663	condos, income property, land, multifamily units, single-family homes, townhouses	Manhattan Beach 3 71	Chris Richardson President (310) 545-0707	
26		Dilbeck Real Estate 1030 Foothill Blvd. La Cañada-Flintridge 91011 dilbeck.com	1,027 908	1,035 1,046	condos, income property, land, multifamily units, single-family homes, townhouses	La Cañada-Flintridge 8 314	Mark Dilbeck President (818) 790-6774	
27		Keller Williams Beverly Hills 439 N. Canon Drive, Penthouse Beverly Hills 90210 kwbeverlyhills.com	885 ¹ 885	NA 674	condos, income property, land, multifamily units, single-family homes, townhouses, luxury, commercial, industrial, land	Beverly Hills 1 NA	David Bailey Owner (310) 432-6400	
28		Keller Williams Pacific Estates 2883 E. Spring St., Suite 100 Long Beach 90806 kwpehome.com	872 ¹ 872	NA 1,173	condos, income property, land, multifamily units, single-family homes, townhouses	Long Beach 1 NA	Mark Groves Team Leader (562) 513-7800	
29		Pardee Properties 1524 Abbot Kinney Blvd. Venice 90291 pardeeproperties.com	818 524	405 296	condos, income property, land, multifamily units, single-family homes, townhouses	Venice 2 NA	Tami Pardee CEO, Founder (310) 907-6517	
30		Keller Williams Pasadena 251 S. Lake Ave., Suite 320 Pasadena 91101 kwpasadena.com	739 ¹ 739	NA NA	condos, income property, land, multifamily units, single-family homes, townhouses, multifamily, mixed-use, tenant representation, office sales, industrial	Pasadena 3 NA	Ken Parsons Operating Principal (626) 204-3300	

¹ Business Journal estimate.

² Formerly Keller Williams Realty Encino-Sherman Oaks; no longer part of Keller Williams.

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Researched by Andrew Crowley

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RESIDENTIAL REAL ESTATE BROKERAGE FIRMS *Continued from page 16*

Rank	Brokerage • name • address • website	L.A. County Sales Volume • 2021 • 2020 (in millions)	L.A. County Units Sold • 2021 • 2020	Specialty Areas (partial list)	Profile • headquarters • L.A. offices • L.A. agents	Top Local Executive • name • title • phone	
31	 Keller Williams Antelope Valley 1401 W. Rancho Vista Blvd. Palmdale 93551 antelopevalleykw.com	\$728' \$728	NA 2,293	condos, income property, land, multifamily units, single-family homes, townhouses	Palmdale 2 NA	Garrett Rough Adam Wilson Team Leaders (661) 538-2800	
32	 Century 21 Peak 5900 Canoga Ave., Suite 150 Woodland Hills 91367 c21peak.com	679 407	587 500	condos, income property, land, multifamily units, single-family homes, townhouses, commercial real estate, international, short sales, investment property opportunities, tract sales	Woodland Hills 3 286	Eli Tene Principal, Owner (855) 732-5500	
33	 Realty Executives Santa Clarita 24106 Lyons Ave. Santa Clarita 91321 realtyexecutives-scv.com	579 453	854 770	condos, income property, land, multifamily units, single-family homes, townhouses	Santa Clarita 3 175	Jim Tanner CEO, President (661) 286-8600	
34	 Century 21 Realty Masters 11716 Rosecrans Ave. Norwalk 90650 c21realtymasters.com	577' 577'	NA NA	condos, income property, multifamily units, single-family homes, townhouses	Montebello 3 NA	J.J. Lopez President (562) 677-1800	
35	 Berkshire Hathaway HomeServices California Properties - Torrance 23530 Hawthorne Blvd., Suite 100 Torrance 90505 bhhscaproperties.com	545 526	612 515	condos, income property, multifamily units, single-family homes, townhouses	Torrance 3 145	Bruce Short CEO, President (310) 373-0021	
36	 Re/Max All-Pro 43832 20th St. West Lancaster 93534 remaxallpro.com	515 412	1,320 1,290	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	
37	 Re/Max Masters 475 E. Badillo St. Covina 91723 mastersrealestate.com	504 361	363 456	condos, income property, land, multifamily units, single-family homes, townhouses, commercial, mobile homes	Covina 2 77	Jose Pastora President (626) 967-1779	
38	 Amalfi Estates 984 Monument St., Suite 105 Pacific Palisades 90272 amalfiestates.com	472 180	177 70	condos, income property, land, multifamily units, single-family homes, townhouses	Pacific Palisades 1 NA	Anthony Marguleas Founder (310) 573-4245	
39	 Keller Williams L.A. Harbor 28901 S. Western Ave., Suite 139 Rancho Palos Verdes 90275 kwlaharborhub.com	422 386	531 504	condos, income property, land, multifamily units, single-family homes, townhouses	Rancho Palos Verdes 1 200	Meny Atias Jennifer Kucera Operating Partners (310) 519-1080	
40	 Oppenheim Group Real Estate 8606 Sunset Blvd. West Hollywood 90069 ogroup.com	417 254	160 69	condos, income property, single-family homes	West Hollywood 1 NA	Jason Oppenheim President, Broker office@ogroup.com	
41	 Coldwell Banker Quality Properties 11280 Corbin Ave. Porter Ranch 91326 valleyestates.com	408' 408'	NA NA	condos, income property, land, multifamily units, single-family homes, townhouses, property management, development	Porter Ranch 3 NA	Ken Sampson President (818) 725-2500	
	 Keller Williams Glendale-Burbank-La Cañada Flintridge 889 Americana Way, Suite 408 Glendale 91210 thinkkw.com	408 1,103'	342 328	condos, income property, land, multifamily units, single-family homes, townhouses, probate and trust sales, estate properties	Glendale 3 NA	Nick Avedissian Mike Derian Broker, Operating Principals (818) 432-3200	
43	 Re/Max Tri-City Realty Inc. 811 N. Central Ave. Glendale 91203 remaxtricity.com	142' 142'	NA NA	condos, income property, land, multifamily units, single-family homes, townhouses	Glendale 2 NA	Mathew Matti Broker, Owner (818) 409-0040	
44	 Keyes Real Estate 5119 Eagle Rock Blvd. Los Angeles 90041 keyesla.com	130 95	79 76	condos, income property, land, multifamily units, single-family homes, townhouses	Eagle Rock 2 6	Brad Keyes Managing Broker, Owner (310) 486-9417	

¹ Business Journal estimate.

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