









THE LIST

COMMERCIAL BROKERS

► NEXT WEEK'S LIST
Medical Device Makers/Drug Makers

RANKED BY VALUE OF SALES AND LEASES FROM OC OFFICE(S)

| Rank | Company | | Value of 2024 sales and leases (millions) | OC brokers | 2024 leases | 2024 sales | OC employees | Percentage breakdown of business | Largest lease, square footage | Top local official(s) | |
|------------|--|---|---|-------------------------|----------------------------|--------------------------|--------------------------|---------------------------------------|-------------------------------|--|--|
| Prev. Rank | Address | Company logo | •yearly % change | •yearly % change | •yearly % change | •yearly % change | •yearly % change | •Office •Industrial •Apartments | •Retail •Land •Other | •Title •Phone/fax | |
| 1 (1) | CBRE Group Inc. 18575 Jamboree Rd., Ste. 600 Irvine 92612-2554 Headquarters: Dallas Website: cbre.com/orange-county Email: kurt.strasmann@cbre.com |  | \$8,584.5 13% | 136 -1% | 1,475 2% | 247 4% | 385 8% | wnd | wnd | •5560 Katella Ave. - 215,000 sq. ft. •1403-1685 Simi Town Center Valley - 593,827 sq. ft. Kurt Strasmann executive managing director (949) 725-8500/(949) 725-8545 |  |
| 2 (3) | Newmark⁽¹⁾ 18401 Von Karman Ave., Ste. 150 Irvine 92612-8590 Headquarters: New York Website: nmrk.com Email: inquiries@ngkf.com |  | \$4,777.5 ⁽²⁾ NA | 47 ⁽²⁾ NA | 1,271 ⁽²⁾ NA | 294 ⁽²⁾ NA | 305 ⁽²⁾ NA | wnd | wnd | •wnd •wnd Nick DiPaolo executive VP/regional managing director, Southwest (949) 608-2000/(949) 608-2003 |  |
| 3 (2) | JLL⁽¹⁾ 17877 Von Karman Ave., Ste. 500 Irvine 92614-5265 Headquarters: Chicago Website: us.jll.com |  | \$4,420.3 ⁽²⁾ NA | 40 ⁽²⁾ NA | 441 ⁽²⁾ NA | 142 ⁽²⁾ NA | 204 ⁽²⁾ NA | wnd | wnd | •wnd •wnd Jeffrey Ingham senior managing director (949) 885-2900/(949) 885-2901 |  |
| 4 (4) | Colliers⁽¹⁾ 3 Park Plaza, 12th floor Irvine 92614-2504 Headquarters: Toronto Website: colliers.com Email: amanda.spangler@colliers.com |  | \$4,258.6 ⁽²⁾ NA | 77 ⁽²⁾ NA | 343 ⁽²⁾ NA | 359 ⁽²⁾ NA | 148 ⁽²⁾ NA | wnd | wnd | •wnd •wnd Amanda Spangler managing director (949) 724-5500/(949) 724-5600 |  |

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ORANGE COUNTY

P: 949.468.3200
5 Park Plaza, Suite 1400
Irvine, CA 92614

PLANO

P: 972.378.9111
2500 Dallas Parkway, Suite 600
Plano, TX 75093

AUSTIN

P: 512.703.1400
4301 Westbank Drive Bld A, Suite 225
Austin, TX 78746

HOUSTON

P: 713.403.4200
3200 Southwest Freeway, Suite 3200
Houston, TX 77027











Todd Friedland

Managing Shareholder,
California







| | | | | | | | | | | | | |
|----------|--|---|------------------------------|-----------|----------------------------|--------------------------|------------|------------------|------------------|---|---|---|
| 5 (5) | Marcus & Millichap 19800 MacArthur Blvd., Ste. 150 Irvine 92612-2420 Headquarters: Calabasas, CA Website: marcusmillichap.com Email: jonathan.giannola@marcusmillichap.com |  | \$4,255 ⁽²⁾ NA | 69 25% | 9 50% | 437 ⁽²⁾ NA | 94 -1% | 4% 5% 33% | 35% 6% 17% | •wnd •Chateau de Ville Apartments, Anaheim - 215,312 sq. ft. | Hessam Nadiji CEO/president (949) 419-3200/(949) 419-3210 |  |
| 6 (6) | SRS Real Estate Partners 610 Newport Center Drive, Ste. 1500 Newport Beach 92660-6425 Headquarters: srsre.com Website: ivy.kwon@srsre.com |  | \$2,039.2 -21% | 91 30% | 203 -17% | 433 -29% | 123 27% | wnd | wnd | •wnd •wnd | Matthew Mousavi/Patrick Luther/Garrett Colburn senior managing principals, co-heads of capital markets/president |  |
| 7 (7) | Cushman & Wakefield 18111 Von Karman Ave., Ste. 1000 Irvine 92612-7101 Headquarters: Chicago Website: cushmanwakefield.com |  | \$2,800 NA | 42 -7% | 2,000 ⁽²⁾ NA | 200 ⁽²⁾ NA | 107 -5% | wnd | wnd | •1226 N. Olive St., Anaheim - 364,586 sq. ft. •7400 Hazard Ave., Westminster - 258,506 sq. ft. | John Gallivan executive director (949) 955-7647 |  |
| 8 (8) | Voit Real Estate Services 2020 Main St., Ste. 100 Irvine 92614-8218 Headquarters: Irvine Website: voitco.com Email: vres@voitco.com |  | \$1,787.5 -26% | 67 2% | 1,322 -0% | 240 -12% | 35 -3% | 22% 66% 1% | 5% 5% 1% | •3130-3150 E. Miraloma Ave. Anaheim - 144,000 sq. ft. •5530 Beach/5609 River Way, Buena Park - 162,008 sq. ft. | Eric Hinkelman/Vance McNeilly CEO, COO (949) 851-5100/(949) 261-9092 |  |
| 9 (9) | Land Advisors Organization 100 Spectrum Center Drive, Ste. 1400 Irvine 92618-4982 Headquarters: Irvine Website: landadvisors.com Email: teaton@landadvisors.com |  | \$1,398.5 -13% | 30 7% | 0 0% | 365 -13% | 8 14% | 0% 0% 0% | 0% 100% 0% | •wnd •wnd | Tony Eaton president, California division (949) 852-8288/(949) 852-8108 |  |

Abbreviations: NA: not applicable; wnd: would not disclose
Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the information on this list was provided by the companies themselves. List may not be reprinted without permission of the editor. Photos show the first top official listed.

⁽¹⁾ Current data was not provided prior to Business Journal publication
⁽²⁾ Business Journal estimate












Researched by Desmond Celo

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► From page 28

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|-----------------------|---|---|--|--------------------------------------|------------------------------------|-----------------------------------|--|--|----------------------------|--|---|
| | | | | | | | | •Office •Industrial •Apartments | •Retail •Land •Other | | |
| 10 (10) | Lee & Associates Realty Group Totals for following three OC operations |  | \$1,304.7 -12% | 126 2% | 1,259 4% | 198 -2% | 51 2% | wnd | wnd | •wnd •wnd | |
| () | Lee & Associates Commercial Real Estate Services Inc.-Orange 1004 W. Taft Ave., Ste. 150 Orange 92865-4146 Headquarters: Orange Website: lee-associates.com Email: mvogt@lee-associates.com |  | \$666.5 -15% | 45 5% | 458 4% | 78 3% | 3 0% | 25% 65% 0% | 5% 5% 0% | •wnd •wnd | Marshal Vogt president, Orange office (714) 647-9100 |
| () | Lee & Associates Realty Group Newport Beach Inc. 100 Bayview Circle, Ste. 600 Newport Beach 92660-2982 Headquarters: Newport Beach Website: lee-associates.com Email: eabrego@lee-associates.com |  | \$625.5 -9% | 38 -5% | 347 -10% | 65 23% | 5 -17% | 44% 34% 4% | 14% 4% 0% | •wnd •wnd | Rick Turner managing partner (949) 724-1000 |
| () | Lee & Associates-Irvine 9838 Research Drive Irvine 92618-4310 Headquarters: Irvine Website: lee-associates.com Email: bgonzalez@leeirvine.com |  | \$12.7 -12% | 43 5% | 454 19% | 55 -23% | 43 5% | 36% 47% 0% | 13% 4% 0% | •2 Sinclair St., Perris, 92571- 348,480 sq. ft. •1012-98 N. State College & 2011-21 La Palma Ave., Anaheim, CA 92806 - 92,934 sq. ft. | Allen Basso/Dave Smith co-presidents (949) 790-3143/(949) 790-3161 |
| 11 (16) | Savills Inc. 520 Newport Center Drive, eighth floor Newport Beach 92660-7020 Headquarters: New York Website: savills.us Email: rsharf@savills.us |  | \$1,193.2 5% | 38 0% | 439 4% | 18 50% | 50 2% | 70% 30% 0% | 0% 0% 0% | •2040 Dyer Road, Santa Ana, 92705 - 278,132 sq. ft. •25371 Commercentre Drive, Lake Forest 92630, - 37,090 sq. ft. | Royce Sharf vice chairman/branch manager (949) 706-6600/(949) 706-6565 |
| 12 (11) | NAI Capital Commerical 1920 Main St., Ste. 100 Irvine 92614-7244 Headquarters: Encino Website: naicapital.com Email: bchilds@naicapital.com |  | \$1,265 7% | 36 3% | 425 7% | 110 -5% | 38 0% | 30% 30% 10% | 20% 10% 0% | •Redhill/Victory, Tustin - 189,000 sq. ft. •1441 N. Red Gum, Anaheim - 26,620 sq. ft. | Brian C. Childs executive managing director (949) 468-2300/(949) 468-2301 |
| 13 (14) | The Hoffman Company 18881 Von Karman Ave., Ste.150 Irvine 92612-1566 Headquarters: Irvine Website: hoffmanland.com Email: tdallape@hoffmanland.com |  | \$1,245 36% | 13 8% | 0 0% | 77 22% | 17 -6% | 0% 10% 0% | 90% 0% 0% | •wnd •wnd | Tom Dallape/Norm Scheel co-owners (949) 553-2020/(949) 553-8449 |
| 14 (15) | Daum Commercial Real Estate Services 4400 MacArthur Blvd., Ste. 950 Newport Beach 92660-2062 Headquarters: Los Angeles Website: daumcommercial.com Email: steve.pearson@daumcommercial.com |  | \$885.4 -24% | 26 0% | 313 -15% | 73 -40% | 5 0% | 12% 78% 3% | 5% 0% 2% | •wnd •wnd | Steve Pearson executive VP/regional branch manager (949) 724-1900/(949) 474-1771 |
| 15 (15) | Hanley Investment Group Real Estate Advisors 3500 E. Coast Highway, Ste. 100 Corona del Mar 92625-2474 Headquarters: Corona del Mar Website: hanleyinvestmentgroup.com Email: info@hanleyinvestment.com |  | \$774.6 4% | 15 15% | 0 0% | 152 1% | 12 0% | 0% 0% 0% | 100% 0% 0% | •wnd •Huntington Oaks Center, Monrovia - 250,787 sq. ft. | Ed Hanley president (949) 585-7610/(949) 585-7611 |
| 16 (17) | Kidder Mathews 5 Park Plaza, Ste. 1700 Irvine 92614-2533 Headquarters: Seattle Website: kidder.com Email: info@kidder.com |  | \$481.6 21% | 54 -10% | 287 -1% | 38 19% | 20 -5% | 19% 52% 0% | 24% 1% 4% | •wnd •wnd | Eric Paulsen COO (949) 557-5000 |
| 17 (16) | Saywitz Company 4740 Von Karman Ave., Ste. 100 Newport Beach 92660-2172 Headquarters: Newport Beach Website: saywitz.com Email: bsaywitz@saywitz.com |  | \$376 -6% | 6 0% | 48 -8% | 8 -38% | 15 -12% | 30% 40% 25% | 0% 5% 0% | •wnd •wnd | Barry Saywitz founder/president (949) 930-7500/(949) 930-7555 |
| 18 (18) | Avison Young 1 Park Plaza, Ste. 100 Irvine 92614-5980 Headquarters: Chicago Website: avisonyoung.com Email: karina.rico@avisonyoung.com |  | \$260.6 -9% | 10 0% | 105 -10% | 10 -33% | 31 -9% | 76% 5% 0% | 7% 12% 0% | •County of Orange, 27141 Aliso Creek Road, 1st Floor - 18,096 sq. ft. •Hiji Investment Co., 791 Camarillo Springs Road, - 7,666,560 sq. ft. | Keith Kropfl principal/director, brokerage services (213) 407-7310/(949) 757-1844 |

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