

# LOS ANGELES BUSINESS JOURNAL®

WEEK OF SEPTEMBER 25, 2006



## RESIDENTIAL REAL ESTATE BROKERAGES

Ranked by dollar volume of L.A. County sales

Rank	Brokerage (Ranking in 2005) • name • address • Web site	Sales Volume (in \$ mil) • L.A. total 2005 <sup>1</sup> • L.A. total 2006 <sup>2</sup>	Units Sold • L.A. total 2005 <sup>1</sup> • L.A. total 2006 <sup>2</sup>	Residential Services (partial list)	Specialty Areas (partial list)	Profile • headquarters city • L.A. total offices • L.A. total agents	Top Local Executive • name • title • phone
1	<b>Coldwell Banker Residential Brokerage (1)</b> 11611 San Vicente Blvd., Ninth Floor Los Angeles 90049 coldwellbanker.com	\$22,485.1/NA \$23,950.2/NA	22,773/NA 27,583/NA	escrow, leasing, mortgage, relocation, sales, title, architectural, commercial, concierge	income property, multi-family units, townhouses, estate, international, new construction	Paramerity, N.J. 50/1,082 3,753/64,100	Betty Graham president, coo (310) 820-6811
2	<b>Prudential California Realty John Aaroe Division (2)</b> 11111 Santa Monica Blvd., Suite 600 Los Angeles 90025 prudentialca.com	6,581.9/22,315.9 6,510.5/24,455.9	6,219/26,082 7,129/31,375	escrow, leasing, mortgage, relocation, sales, title, corporate resources, marketing	condos, income property, land, multi-family units, single-family homes, townhouses, high rise towers	San Diego 18/107 1,137/5,750	John Aaroe president (310) 479-8788
3	<b>RE/MAX All Cities Realty (3)</b> 400 S. Sepulveda Blvd., Suite 100 Manhattan Beach 90266 realstatelocal.com	3,350.2/3,678.1 3,234.5/3,519.8	3,527/4,318 4,280/5,031	escrow, leasing, mortgage, sales	condos, income property, land, multi-family units, single-family homes, townhouses	Manhattan Beach 12/14 584/638	Kelli Tood-Armondson ceo (310) 376-2225
4	<b>Prudential California Realty/Mulhearn Group (5)</b> 18000 Studebaker Road, Suite 205 Cerritos 90703 prucarealty.com	2,280.1/2,280.1 2,313.1/2,313.1	4,891/4,891 5,629/5,629	escrow, leasing, mortgage, relocation, sales	condos, income property, land, multi-family units, single-family homes, townhouses	Cerritos 19/19 800/800	Bruce T. Mulhearn president (562) 860-2625
5	<b>Shorewood Realtors Inc. (6)</b> 1050 Duncan Ave., Suite 1 Manhattan Beach 90266 shorewood.com	2,252.4/2,252.4 2,304.9/2,304.9	2,180/2,180 2,624/2,624	escrow, leasing, mortgage, relocation, sales	condos, income property, land, multi-family units, single-family homes, townhouses	Manhattan Beach 7/7 425/425	Arnold Goldstein Lawrence Wolf co-brokers (310) 378-8021
6	<b>Re/Max Palms Verdes Realty - Execs (4)</b> 63 Malaga Cove Plaza Palms Verdes Estates 90274 pvhomes.com	2,069/2,069 2,324.4/2,324.4	2,939/2,939 3,478/3,478	escrow, leasing, mortgage, relocation, sales	condos, income property, land, multi-family units, single-family homes, townhouses	Palms Verdes Estates 9/9 451/451	Sandra Sanders president (310) 378-9494
7	<b>Pinnacle Estate Properties Inc. (10)</b> 9137 Reseda Blvd. Northridge 91324 pinprop.com	1,979.4/1,979.4 1,644.6/1,644.6	NA/NA NA/NA	escrow, leasing, relocation, sales	condos, income property, land, multi-family units, single-family homes, townhouses	Northridge 8/8 446/446	Dana Potter president (818) 953-7370
8	<b>Dilbeck Realtors GMAC Real Estate (7)</b> 1030 Foothill Blvd. La Canada 91011 dilbeck.com	1,725.5/1,831 2,092.7/2,258.5	2,588/2,700 3,701/3,880	leasing, relocation, sales	condos, income property, land, multi-family units, single-family homes, townhouses	La Cañada-Flintridge 13/14 571/600	Mark Dilbeck president (818) 790-6774
9	<b>Re/Max OTB Estates (9)</b> 23586 Calabasas Road Calabasas 91302 NA	1,658.8/1,658.8 1,729.9/1,729.9	2,441/2,441 2,807/2,807	escrow, leasing, mortgage, relocation	condos, income property, land, multi-family units, single-family homes, townhouses	Calabasas 6/6 305/305	Jay Belson president (818) 789-7117
10	<b>Realty Executives Santa Clarita (8)</b> 26650 The Old Road, Suite 300 Valencia 91381 realtyexecutives-scv.com	1,576.2/1,576.2 1,849.1/1,849.1	2,879/2,879 3,815/3,815	escrow, leasing, mortgage, relocation, sales	condos, income property, land, multi-family units, single-family homes, townhouses	Valencia 4/4 400/400	Jim Tanner ceo, president (661) 964-1600
11	<b>Re/Max of Valencia (11)</b> 25101 The Old Road Santa Clarita 91381 remax-valencia-ca.com	1,317.3/1,317.3 1,479.2/1,479.2	2,742/2,742 3,079/3,079	escrow, mortgage, relocation, sales	condos, income property, land, multi-family units, single-family homes, townhouses	Santa Clarita 1/1 185/185	Alice O'Hare president (661) 255-2650
12	<b>White House Properties</b> 22144 Clarendon St., Suite 120 Woodland Hills 91367 whitehouseproperties.com	1,174/1,174 1,321/1,321	1,327/1,327 1,703/1,703	escrow, leasing, mortgage, relocation, sales	condos, income property, land, multi-family units, single-family homes, townhouses	Woodland Hills 3/3 300/300	Martin P. Williams II owner (818) 990-3100
13	<b>Westside Estate Agency</b> 210 North Canon Drive Beverly Hills 90210 w-e-agency.com	1,000/NA NA/NA	182/NA NA/NA	mortgage, sales	condos, income property, land, multi-family units, single-family homes, townhouses	Beverly Hills 2/2 41/NA	Stephen Shapiro Kurt Rappaport chairman/president (310) 247-7770
14	<b>Re/Max Masters Realty (13)</b> 475 E. Badillo St. Covina 91723 NA	893/NA 872.5/NA	NA/NA NA/NA	escrow	condos, income property, land, multi-family units, single-family homes, townhouses	Covina 6/7 178/23	Jose E. Pastora president (626) 967-1779
15	<b>South Bay Brokers Inc.</b> 2501 N. Sepulveda Blvd., Second Floor Manhattan Beach 90266 southbaybrokers.com	\$847.2/\$857.5 \$969.1/\$965.5	774/782 967/976	leasing, relocation, sales	condos, income property, land, multi-family units, single-family homes, townhouses	Manhattan Beach 1/2 121/121	Jack Gillespie Jim Van Zanten co-ces (310) 546-7611
16	<b>Re/Max Tri-City Realty Inc.</b> 811 N. Central Ave Glendale 91203 www.tricityre.com	711.5/711.5 742.3/742.3	1,021/1,021 1,239/1,239	leasing, relocation, sales	condos, income property, land, multi-family units, single-family homes, townhouses	Glendale 5/5 125/125	Matthew Matti broker/owner (818) 409-0040
17	<b>MacGregor Realty Inc. (14)</b> 845 Foothill Blvd. La Canada 91011 macgregor-realty.com	618/618 600/600	1,650/1,650 1,700/1,700	leasing, relocation, sales	condos, income property, land, multi-family units, single-family homes, townhouses	La Canada 2/2 52/52	Dan MacGregor president (818) 790-8300
18	<b>Park Regency Realty (16)</b> 10146 Balboa Blvd. Granada Hills 91344 parkregency.com	588/588 505/505	2,038/2,038 1,898/1,898	escrow, leasing, mortgage, relocation, sales	condos, income property, land, multi-family units, single-family homes, townhouses	Granada Hills 1/1 148/148	Joe Alexander ceo, president (818) 363-6116
19	<b>Dickson Podley Realtors (16)</b> 350 S. Lake Ave., Suite 240 Pasadena 91101 dicksonpodley.com	501.9/501.9 528.4/528.4	655/655 802/802	escrow, leasing, mortgage, relocation, sales	condos, income property, land, multi-family units, single-family homes, townhouses	Pasadena 4/4 125/125	William Podley Chris Dickson chairman/president (626) 795-9571
20	<b>Re/Max of Cerritos (20)</b> 13405 Artesia Blvd. Cerritos 90703 NA	495.7/504.8 365.7/438.9	802/963 648/778	escrow, leasing, mortgage, relocation, sales	condos, income property, land, multi-family units, single-family homes, townhouses	Cerritos 3/4 220/230	Grace Hu president (562) 802-5822

NA - Not Available

<sup>1</sup> July 1, 2005 through June 30, 2005.

<sup>2</sup> July 1, 2004 through June 30, 2005.

Note: The information on this list was provided by representatives of the brokerages themselves. Brokerages are ranked by their sales volume for the period July 1, 2005 through June 30, 2005, in Los Angeles County.

To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure

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Researched by David Neubauer