

THE LIST

RESIDENTIAL BROKERAGE FIRMS

Ranked by 2017 Valley-area sales volume

Rank	Brokerage • name • address • website	Valley-area Sales Volume • 2017 • 2016 (in millions)	Valley-area Units Sold • 2017 • 2016	Specialty Areas (partial list)	Profile • headquarters • Valley offices • Valley agents	Top Local Executive • name • title • phone	
1	 Pinnacle Estate Properties Inc. 23733 Malibu Road, Suite 500 Malibu 90265 pinnacleestate.com	\$3,296 \$3,012	NA NA	condos, income property, land, multifamily units, single-family homes, townhouses, escrow services, title insurance	Malibu 7 986	Dana Potter President (310) 456-0880	
2	 Rodeo Realty Inc. 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 rodeore.com	3,110 2,624	3,842 NA	condos, income property, land, multifamily units, single-family homes, townhouses, new construction, commercial	Beverly Hills 6 632	Syd Leibovitch President (310) 471-2600	
3	 Berkshire Hathaway HomeServices California Properties 16810 Ventura Blvd. Encino 91436 bhhsocalifornia.com	2,215 2,044	2,106 1,987	condos, income property, land, multifamily units, single-family homes, townhouses, commercial	San Diego 6 417	Mary Lee Blaylock CEO, President (818) 501-4800	
4	 Coldwell Banker Residential Brokerage 190 N. Canon Drive, Suite 200 Beverly Hills 90210 camoves.com	2,002 2,097	2,206 2,346	condos, income property, land, multifamily units, single-family homes, townhouses, global luxury	Beverly Hills 17 961	Greg Macres Exec. Vice President, Southwest Region (877) 317-4601	
5	 RE/MAX Olson & Associates Inc. 11141 Tampa Ave. Northridge 91326 olsonmax.com	1,130 1,087	1,443 1,587	condos, income property, land, multifamily units, single-family homes, townhouses	Northridge 3 178	Keith Myers President (818) 879-2266	
6	 RE/MAX of Valencia 25101 The Old Road Santa Clarita 91381 remax-valencia-ca.com	1,123 1,020	1,982 2,000	condos, income property, land, multifamily units, single-family homes, townhouses	Santa Clarita NA 161	David Rendall Broker, Owner (661) 255-2650	
7	 Keller Williams Studio City 4061 Laurel Canyon Blvd. Studio City 91604 kwstudiocity.com	1,058 633	901 766	condos, income property, land, multifamily units, single-family homes, townhouses	Studio City NA NA	Harma Hartouni Operating Principal (818) 432-1500	
8	 Realty Executives Santa Clarita 26650 The Old Road, Suite 300 Santa Clarita 91381 realtyexecutives-scv.com	932 862	1,823 1,636	condos, income property, land, multifamily units, single-family homes, townhouses	Valencia 5 275	Jim Tanner CEO, President (661) 964-1600	
9	 JohnHart Real Estate 330 N. Brand Blvd., Suite 130 Glendale 91203 johnhartrealestate.com	918 609	1,290 1,022	condos, income property, land, multifamily units, single-family homes, townhouses	Glendale 6 248	Harout Keuroghlian CEO (818) 246-1099	
10	 Keller Williams Realty Calabasas 23975 Park Sorrento, Suite 110 Calabasas 91302 kwcalabasas.com	827 618	807 614	condos, income property, land, multifamily units, single-family homes, townhouses, luxury, new construction, investment properties	Calabasas NA NA	Meny Atias CEO, Team Leader (818) 657-6500	
11	 Keller Williams Encino-Sherman Oaks 16820 Ventura Blvd. Encino 91436 kwencinoshermanoaks.com	773 498	781 717	condos, income property, land, multifamily units, single-family homes, townhouses	Encino 1 150	Harma Hartouni Operating Principal (818) 380-5100	
12	 Dilbeck Real Estate 1030 Foothill Blvd. La Cañada-Flintridge 91011 dilbeck.com	647 652	872 930	condos, income property, land, multifamily units, single-family homes, townhouses	La Cañada-Flintridge 7 257	Mark Dilbeck President (818) 790-6774	

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13	 Keller Williams Antelope Valley 1401 W. Rancho Vista Blvd. Palmdale 93551 antelopevalleykw.com	\$637 \$523	2,304 2,088	condos, income property, land, multifamily units, single-family homes, townhouses	Palmdale 1 NA	Robert P. Talbot CEO (661) 538-2800	
14	 BHHS California Realty 2860 E. Thousand Oaks Blvd. Thousand Oaks 91362 bhhscahomes.com	619 ¹ 619	827 ¹ 827	condos, income property, land, multifamily units, single-family homes, townhouses	Thousand Oaks 4 258	Bob Majorino Broker, Owner (805) 496-0555	
15	 Pacific Union International² 150 S. Rodeo Drive, Suite 100 Beverly Hills 90212 pacificunionla.com	545 551	500 489	condos, income property, land, multifamily units, single-family homes, townhouses, estates, architectural, new construction	San Francisco 3 94	Nick Segal President of Southern California (310) 272-8002	
16	 Ewing & Associates Sotheby's International Realty 23647 Calabasas Road Calabasas 91302 ewingsir.com	545 ¹ 545	484 ¹ 484	condos, income property, land, multifamily units, single-family homes, townhouses	Calabasas 2 81	Roger P. Ewing President (818) 222-9500	
17	 Wish Sotheby's International Realty 13501 Ventura Blvd. Sherman Oaks 91423 wishsir.com	512 460	511 465	condos, income property, land, multifamily units, single-family homes, townhouses	Sherman Oaks 4 106	Ernest A. Wish Broker, President, General Counsel (818) 990-8700	
18	 Keller Williams World Media Center 111 N. First St., Suite 300 Burbank 91502 thinkkw.com	465 ¹ 465	629 ¹ 629	condos, income property, land, multifamily units, single-family homes, townhouses, commercial, industrial	Burbank 1 252	Nick Avedessian Mike Derian Owners, Brokers (818) 239-3500	
19	 Century 21 Peak 5900 Canoga Ave., Suite 150 Woodland Hills 91367 c21peak.com	365 355	935 645	condos, income property, land, multifamily units, single-family homes, townhouses, commercial real estate, international, short sales, investment property opportunities, tract sales	Woodland Hills 2 150	Eli Tene Principal, Owner (855) 732-5500	
20	 Coldwell Banker Quality Properties 11280 Corbin Ave. Porter Ranch 91326 valleystates.com	343 ¹ 343	NA ¹ NA	condos, income property, land, multifamily units, single-family homes, townhouses, property management, development	Porter Ranch 1 75	Ken Sampson President (818) 725-2500	
21	 Re/Max All-Pro 43832 20th St. West Lancaster 93534 remaxallpro.com	317 282	NA 1,103	condos, income property, land, multifamily units, single-family homes, townhouses, probates, short sales, real estate owned, commercial	Lancaster 2 115	Kenneth Terracciano Broker, Owner, President (661) 945-9461	
22	 Re/Max Tri-City Realty Inc. 811 N. Central Ave. Glendale 91203 tricityre.com	225 243	320 411	condos, income property, land, multifamily units, single-family homes, townhouses	Glendale 3 NA	Mathew Y. Matti Broker, Owner (818) 409-0040	
23	 Keller Williams Realty North Valley 19300 Rinaldi St., Suite L Porter Ranch 91326 kwporterranch.com	216 246	469 554	NA	Porter Ranch 1 150	(818) 491-4500	
24	 The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 theagencyre.com	196 130	117 69	condos, income property, land, multifamily units, single-family homes, townhouses	Beverly Hills 2 46	Mauricio Umansky CEO (424) 230-3700	
25	 Compass 9454 Wilshire Blvd., Suite 400 Beverly Hills 90212 compass.com	116 0	112 0	condos, income property, land, multifamily units, single-family homes, townhouses	New York 2 40	Allison Yazdian Senior V.P., General Manager (310) 230-5478	

¹ Business Journal estimate.

² Acquired John Aaroe Group and Partners Trust Real Estate Brokerage & Acquisitions in 2017.
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