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RESIDENTIAL BROKERAGE FIRMS

Ranked by 2020 L.A. County sales volume

Rank	Brokerage • name • address • website	L.A. County Sales Volume • 2020 • 2019 (in millions)	L.A. County Units Sold • 2020 • 2019	Specialty Areas (partial list)	Profile • headquarters • L.A. offices • L.A. agents	Top Local Executive • name • title • phone	
1	 Compass 9454 Wilshire Blvd., Ground Floor Beverly Hills 90212 compass.com	\$17,649 \$12,606	10,825 12,703	condos, income property, land, multifamily units, single-family homes, townhouses, Compass Concierge, Compass Bridge Loans, Compass Luxury Division, Compass Cares	New York NA NA	Kamini Lane President, West Region (310) 230-5478	
2	 Coldwell Banker Realty 301 N. Canon Drive, Suite 200 Beverly Hills 90210 coldwellbankerhomes.com	9,328 10,693	6,536 7,221	condos, income property, land, multifamily units, single-family homes, townhouses, global luxury	Beverly Hills 30 1,847	Jamie Duran President, Coldwell Banker Realty in Southern California (310) 273-3113	
3	 Keller Williams Forward Living Group¹ 439 N. Canon Drive, Suite 300 Beverly Hills 90210 N/A	7,331 6,397	7,794 6,658	condos, income property, land, multifamily units, single-family homes, townhouses	Beverly Hills 13 3,415	Paul Morris CEO (310) 939-9303	
4	 Pinnacle Estate Properties Inc. 23733 Malibu Road, Suite 500 Malibu 90265 pinnacleestate.com	6,424 4,395	NA NA	condos, income property, land, multifamily units, single-family homes, townhouses, escrow services, title insurance	Malibu 13 1,253	Dana Potter CEO (310) 456-0880	
5	 Rodeo Realty Inc. 9171 Wilshire Blvd., Suite 321 Beverly Hills 90210 rodeore.com	5,041 4,890	4,639 4,945	condos, income property, land, multifamily units, single-family homes, townhouses, new construction, commercial	Beverly Hills 12 NA	Syd Leibovitch President (310) 471-2600	
6	 The Agency 331 Foothill Road, Suite 100 Beverly Hills 90210 theagencyre.com	4,414 4,845	1,835 1,753	condos, income property, land, multifamily units, single-family homes, townhouses	Beverly Hills 10 376	Mauricio Umansky CEO (424) 230-3700	
7	 Re/Max Estate Properties 63 Malaga Cove Plaza Palos Verdes Estates 90274 eplahomes.com	4,005 3,513	3,827 3,139	condos, income property, land, multifamily units, single-family homes, townhouses	Palos Verdes Estates 14 559	Sandra Sanders Founder, Broker/Owner James Sanders President, Broker/Owner (310) 378-9494	
8	 Berkshire Hathaway HomeServices California Properties - Beverly Hills 131 S. Rodeo Drive, Suite 100 Beverly Hills 90212 bhhsocalifornia.com	3,872 3,868	2,460 2,515	condos, income property, land, multifamily units, single-family homes, townhouses, commercial	San Diego 10 689	Martha Mosier President (310) 777-7800	
9	 Hilton & Hyland Real Estate Inc. 257 N. Canon Drive Beverly Hills 90210 hiltonhyland.com	3,500 3,380	515 528	condos, income property, land, single-family homes, estates, architectural properties	Beverly Hills 1 157	Jeff Hyland President (310) 278-3311	
10	 Douglas Elliman Real Estate 150 El Camino Drive Beverly Hills 90212 elliman.com	2,763 2,354	1,343 1,269	condos, income property, land, multifamily units, single-family homes, townhouses, master trust and probate, sports and entertainment division, new development	New York 7 435	Stephen Kotler CEO, Western Region (310) 595-3888	
11	 Westside Estate Agency Inc. 210 N. Canon Drive Beverly Hills 90210 weahomes.com	2,588 2,475 ²	184 NA	condos, land, single-family homes, townhouses	Beverly Hills 2 62	Kurt Rappaport President (310) 247-7770	
12	 Sotheby's International Realty Inc. 9665 Wilshire Blvd., Suite 400 Beverly Hills 90212 sothebyshomes.com	2,208² 2,208 ²	NA NA	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	 Vista Sotheby's International Realty 2501 N. Sepulveda Blvd., Second Floor Manhattan Beach 90266 vistasir.com	1,891 1,614	1,160 1,071	condos, multifamily units, single-family homes, townhouses	Manhattan Beach 9 NA	Rick Edler CEO (310) 541-8271	
14	 John Hart Real Estate 330 N. Brand Blvd., Suite 130 Glendale 91203 johnhartrealestate.com	1,696 1,304	2,383 1,856	condos, income property, land, multifamily units, single-family homes, townhouses	Glendale 11 355	Harout Keuroghlian CEO (818) 246-1099	
15	 Re/Max Premier Properties 133 E. Huntington Drive Arcadia 91006 N/A	1,496 1,672	2,324 2,564	condos, single-family homes, townhouses	Arcadia 7 186	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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16	 Re/Max One/Gold 11141 Tampa Ave. Northridge 91326 maxoneproperties.com	\$1,466' \$1,466	NA 1,885	condos, income property, land, multifamily units, single-family homes, townhouses, luxury home sales	Northridge NA NA	Keith Myers President (818) 366-3300	
17	 Berkshire Hathaway HomeServices California Properties - Cerritos 18000 Studebaker Road, Suite 600 Cerritos 90703 bhscaprops.com	1,457' 1,457	NA 3,188	condos, income property, land, multifamily units, single-family homes, townhouses	Cerritos NA NA	Dennis Rosas President (562) 860-2625	
18	 Strand Hill Properties/Christie's International Real Estate 1131 Morningside Drive Manhattan Beach 90266 strandhill.com	1,456 1,170	663 533	condos, income property, land, multifamily units, single-family homes, townhouses	Manhattan Beach 3 68	Chris Richardson President (310) 545-0707	
19	 Keller Williams Realty Encino-Sherman Oaks 16820 Ventura Blvd. Encino 91436 kwencinoshermanoaks.com	1,211 1,304	1,618 1,342	condos, income property, land, multifamily units, single-family homes, townhouses	Encino 1 400	Harma Hartouni Operating Principal (818) 380-5100	
20	 Re/Max of Valencia 27720 Dickason Drive Valencia 91355 remax-valencia-ca.com	1,130 978	1,728 1,666	condos, income property, land, multifamily units, single-family homes, townhouses	Santa Clarita 4 152	David Rendall Broker, Owner (661) 255-2650	
21	 Keller Williams Realty Santa Monica 2701 Ocean Park Blvd., Suite 140 Santa Monica 90405 kwsantamonica.com	1,104 1,018	756 768	condos, income property, land, multifamily units, single-family homes, townhouses	Santa Monica 3 435	Richard Cunningham Owner, Operating Principal (310) 482-2200	
22	 Keller Williams Glendale-Burbank-La Cañada Flintridge 889 Americana Way, Suite 408 Glendale 91210 thinkkw.com	1,103' 1,103	NA 1,168	condos, income property, land, multifamily units, single-family homes, townhouses, probate and trust sales, estate properties	Glendale 3 NA	Nick Avedissian Mike Derian Brokers, Operating Principals (818) 432-3200	
23	 Deasy Penner Podley 200 S. Los Robles Ave. Pasadena 91101 dppre.com	1,064 1,178	973 1,134	condos, income property, land, multifamily units, single-family homes, townhouses, architecture, historic and estate properties	Pasadena 8 250	George Penner CEO (626) 683-0777	
24	 Dilbeck Real Estate 1030 Foothill Blvd. La Cañada-Flintridge 91011 dilbeck.com	908 1,029	1,046 1,255	condos, income property, land, multifamily units, single-family homes, townhouses	La Cañada-Flintridge 8 315	Mark Dilbeck President (818) 790-6774	
25	 Keller Williams Beverly Hills 439 N. Canon Drive, Penthouse Beverly Hills 90210 kwbeverlyhills.com	885 1,078	674 1,023	condos, income property, land, multifamily units, single-family homes, townhouses, luxury, commercial, industrial, land	Beverly Hills 1 502	David Bailey Owner (310) 432-6400	
26	 Keller Williams Pacific Estates 2883 E. Spring St., Suite 100 Long Beach 90806 kwpehome.com	872 872'	1,173 NA	condos, income property, land, multifamily units, single-family homes, townhouses	Long Beach 1 345	Mark Groves Team Leader (562) 513-7800	
27	 Nourmand & Associates 6525 Sunset Blvd., Suite 100 Los Angeles 90028 nourmand.com	850 768	510 478	condos, single-family homes, townhouses	Los Angeles 3 166	Michael Nourmand President (323) 460-6360	
28	 The Beverly Hills Estates 8878 Sunset Blvd. West Hollywood 90069 thewilliamsstates.com/the-beverly-hills-estates	824 786	86 78	condos, single-family homes	West Hollywood 1 12	Branden Williams Rayni Williams Co-Founders (310) 626-4248	
29	 Century 21 Allstars 9155 Telegraph Road Pico Rivera 90660 c21allstars.com	771 870'	1,578 1,831	condos, income property, land, multifamily units, single-family homes, townhouses	Pico Rivera 1 303	Joseph Villaescusa CEO, President (562) 863-2121	
30	 Keller Williams Pasadena 251 S. Lake Ave., Suite 320 Pasadena 91101 kwpasadena.com	739 779'	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	

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Researched by Joshua Niv

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31	 Keller Williams Antelope Valley 1401 W. Rancho Vista Blvd. Palmdale 93551 antelopevalleykw.com	\$728 \$664	2,293 2,295	condos, income property, land, multifamily units, single-family homes, townhouses	Palmdale 2 327	Garrett Rough Adam Wilson Team Leaders (661) 538-2800	
32	 Keller Williams Silicon Beach 13274 Fiji Way, Suite 100 Marina del Rey 90292 kwsiliconbeach.com	641' 641	NA 580	condos, income property, land, multifamily units, single-family homes, townhouses	Marina del Rey 1 NA	Rick Dergan Panos Papadopoulos Operating Partners (310) 305-8333	
33	 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	
34	 Berkshire Hathaway HomeServices California Properties - Torrance 23530 Hawthorne Blvd., Suite 100 Torrance 90505 bhhsocalproperties.com	526 528	515 540	condos, income property, multifamily units, single-family homes, townhouses	Torrance 3 NA	Bruce Short CEO, President (310) 373-0021	
35	 Pardee Properties 1524 Abbot Kinney Blvd. Venice 90291 pardeeproperties.com	524 528	296 316	condos, income property, land, multifamily units, single-family homes, townhouses	Venice 2 26	Tami Pardee CEO, Founder (310) 907-6517	
36	 Wish Sotheby's International Realty 13501 Ventura Blvd. Sherman Oaks 91423 wishsir.com	486 485	408 498	condos, income property, land, multifamily units, single-family homes, townhouses	Sherman Oaks 4 110	Ernest Wish Broker, President, General Counsel (818) 990-8700	
37	 Realty Executives Santa Clarita 25350 Magic Mountain Parkway, Suite 190 Valencia 91355 realtyexecutives-scv.com	453 504	770 880	condos, income property, land, multifamily units, single-family homes, townhouses	Valencia 3 185	Jim Tanner CEO, President (661) 964-1600	
38	 RE/MAX All-Pro 43832 20th St. West Lancaster 93534 remaxallpro.com	412 375	1,290 1,240	condos, income property, land, multifamily units, single-family homes, townhouses, probates, short sales, real estate owned, trusts, commercial	Lancaster 2 95	Kenneth Terracciano Broker, Owner, President (661) 945-9461	
39	 Coldwell Banker Quality Properties 11280 Corbin Ave. Porter Ranch 91326 valleyestates.com	408' 408	NA 535	condos, income property, land, multifamily units, single-family homes, townhouses, property management, development	Porter Ranch 3 NA	Ken Sampson President (818) 725-2500	
40	 Century 21 Peak 5900 Canoga Ave., Suite 150 Woodland Hills 91367 c21peak.com	407 459	500 761	condos, income property, land, multifamily units, single-family homes, townhouses, commercial real estate, international, short sales, investment property opportunities, tract sales	Woodland Hills 3 NA	Eli Tene Principal, Owner (855) 732-5500	
41	 Keller Williams L.A. Harbor 28901 S. Western Ave., Suite 139 Rancho Palos Verdes 90275 kwlh.yourkwoffice.com	386 359	504 533	condos, income property, multifamily units, single-family homes, townhouses	Rancho Palos Verdes 1 230	Meny Atias Jennifer Kucera Operating Partners (310) 519-1080	
42	 RE/MAX Masters Realty 475 E. Badillo St. Covina 91723 mastersrealestate.com	361 372	456 570	condos, income property, land, multifamily units, single-family homes, townhouses, commercial, mobile homes	Covina 2 91	Jose Pastora President (626) 967-1779	
43	 Oppenheim Group Real Estate 8606 Sunset Blvd. West Hollywood 90069 ogroup.com	254 268	69 57	condos, income property, single-family homes	West Hollywood 1 14	Jason Oppenheim President, Broker office@ogroup.com	
44	 Amalfi Estates 984 Monument St., Suite 105 Pacific Palisades 90272 amalfiestates.com	180 164	70 51	condos, income property, land, multifamily units, single-family homes, townhouses	Pacific Palisades 1 NA	Anthony Marguleas Founder (310) 573-4245	
45	 RE/MAX Tri-City 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	
46	 Keyes Real Estate 5119 Eagle Rock Blvd. Los Angeles 90041 keyesla.com	95 54	76 50	condos, income property, land, multifamily units, single-family homes, townhouses	Eagle Rock 1 6	Brad Keyes Managing Broker, Owner (310) 486-9417	

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