VALLEY COMMERCIAL REAL ESTATE AWARDS 2026

HONOREES

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CBRE

SPECTRUM COMMERCIAL REAL ESTATE, INC.

OFFICE STUDIO PLAZA

Location: Burbank
Developer: Douglas Emmett Management, LLC
General Contractor: MATT Construction
Architect: Gensler

This project represents a comprehensive repositioning of an existing commercial building, transforming it into a contemporary, market-responsive workplace destination. The design includes the interior public spaces and exterior environments, including the main building lobbies, shared amenity areas, plaza, and street front interface, elevating both tenant and visitor experience, with a focus on enhancing daily user experience and strengthening the building's connection to its surroundings.

To promote flexibility, comfort, and intuitive circulation, interior common areas were reimagined, incorporating modern materials, improved lighting, and refined detailing. Exterior upgrades included a redesigned plaza and an activated street front, improving visibility, accessibility, and urban connectivity. An amenity-rich urban campus, anchored by a world-class ground-floor fitness center, serves as a key social and wellness hub for tenants and visitors alike.

MIXED-USE INTRO BURBANK

Location: Burbank
Developer: LaTerra Development
General Contractor: Portrait Construction, Inc.
Architect: TCA Architects, Inc.

Located in the heart of Burbank, Intro Burbank redefines modern LA living with a relaxed yet elevated vibe. Spanning eight acres beside the Downtown Burbank Metrolink Station, this vibrant, transit-oriented development includes 573 residences across two eight-story buildings, complete with ground-floor retail and an expansive amenity program. Highlights include the one-acre rooftop terrace with panoramic views of the surrounding Burbank hills and five bodies of water, alongside BBQs, firepits, cabanas, two clubhouses, and two indoor-outdoor fitness areas.

Intro is targeting LEED Gold and WELL Building certification and is thoughtfully designed to support both everyday living and creative work. The property is rich in amenities tailored to its location in Burbank, designed to appeal to entertainment industry workers. These media-focused amenities include podcast production rooms, green screen studios, writing rooms, a private movie theater with concessions, multiple coworking areas and an indoor-outdoor event space called the "Gallery Link."

CONGRATULATIONS TO OUR 2025 TOP BROKERS

BROKER OF THE YEAR
SCOTT CASWELL
818.444.4911 | INDUSTRIAL

SCOTT ROMICK
818.933.0305 | OFFICE

DARREN CASAMASSIMA
818.933.0303 | OFFICE

ERICA BALIN
818.444.4912 | INDUSTRIAL

GRANT FULKERSON
818.449.4401 | INDUSTRIAL

JAY RUBIN
818.223.4385 | OFFICE

MIKE TINGUS
818.223.4380 | INDUSTRIAL

STACY VIERHEILIG-FRASER
818.933.0313 | OFFICE

WARREN BERZACK
818.933.0350 | MULTIFAMILY

DAVID KIM
805.626.1234 | OFFICE

ASSOCIATE OF THE YEAR
DAVID KAUFMAN
818.933.0311 | OFFICE

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CORP ID #01191898

RETAIL LOS ANGELES POLICE FEDERAL CREDIT UNION

Location: Van Nuys
Developer: Los Angeles Police Federal Credit Union
General Contractor: Parker Brown Inc.
Architect: RACAIA Architects

Parker Brown Inc. completed the final phase of a three-part headquarters renovation for the Los Angeles Police Federal Credit Union (LAPFCU) in Van Nuys. The multi-year partnership concluded in 2025 with the delivery of a fully reimagined headquarters environment designed to support executive leadership, administrative operations, and facilities management.

The final phase encompassed approximately 7,760 square feet across two floors. On the second floor, Parker Brown completed a 6,600 square foot executive suite featuring offices for the CEO, COO, CIO, and administrative staff. The scope included high-end interior finishes, custom millwork, and integrated furnishings consistent with the credit union's branding and operational needs. Layout and detailing were designed to balance privacy, functionality, and a professional client-facing environment. On the first floor, the project included a 1,160 square foot renovation of facilities offices, along with a complete reconfiguration of the receiving area and facilities manager's office to improve workflow and operational efficiency.

INDUSTRIAL PACIFIC GOLDEN VALLEY INDUSTRIAL FACILITY

Location: Santa Clarita
Developer: Pacific Industrial
General Contractor: Oltmans Construction Co.
Architect: Architects Orange, LLP (AO)

Pacific Golden Valley is a state-of-the-art 172,843 square foot industrial facility developed on 12.87 acres in the rapidly growing Santa Clarita Valley. Designed by Architects Orange (AO), the project delivers a high-volume distribution warehouse featuring 25 dock-high loading doors, two ground-level doors, a 135-foot truck court, and a two-story 6,852 square foot office component. The building includes a 36-foot minimum clear height, a seven-inch warehouse slab, ESFR (K-25) sprinkler system, 56-by-50 foot typical column spacing, and three percent skylight coverage to utilize natural light.

A defining element of the project is its complex site development, which required extensive grading and the construction of six mechanically stabilized earth (MSE) retaining walls totaling more than 1,000 linear feet. The walls were engineered to meet California Building Codes and seismic standards. The facility also provides 219 auto parking stalls, eight EV charging stations, and a fully concrete, fenced, and secured yard.

HEALTH SCIENCES / MEDICAL AGOURA HILLS BUSINESS PARK

Location: Agoura Hills
Developer: Harbor Associates
General Contractor: RCI Builders, Inc.
Architect: ONE NINE ARCHITECTURE

This project delivered a comprehensive exterior and common area repositioning intended to modernize the building's identity and create a higher quality daily experience for tenants and visitors. Architecturally, the renovation introduced a new building paint scheme paired with a featured lattice element at the facade, adding depth, texture, and a contemporary design visible from the street.

The site was upgraded with new exterior landscaping along the immediate building perimeter, reinforcing curb appeal and creating a more inviting approach to the building. An outdoor amenity destination was constructed, including an elevated deck with a custom trellis structure, full furnishings, and integrated audio-visual capability to support informal collaboration and hosted events. Technology enhancements, such as WiFi and common-area music, were incorporated to align the property with modern workplace expectations. The interior scope refreshed first impressions and circulation through a remodeled lobby and upgraded common-area corridors.

EDUCATION CSUN AUTODESK TECHNOLOGY ENGAGEMENT CENTER

Location: Northridge
Developer: California State University, Northridge
General Contractor: Hathaway Dinwiddie Construction Company
Architect: AC Martin

The Autodesk Technology Engagement Center at California State University, Northridge (CSUN) – completed in August 2025 – is a 34,000 square foot facility designed to advance equity in STEM education. Anchored by the Global Hispanic Serving Institute Equity Innovation Hub (EIH), the center addresses persistent equity gaps by inspiring historically underrepresented students to pursue STEM careers. Funded by a $25 million state allocation and philanthropic support from Autodesk and Apple, both invested in the building. The design allows for the work and students to be the focal point while simultaneously supporting students' success.

Equity was embedded throughout the design process. The project team led workshops with CSUN leadership, faculty, staff, and underserved students to ensure the facility would be welcoming, inclusive, and reflective of the university's diverse population. Outdoor gathering areas, shaded seating, and STEM activity zones further integrate the building into campus life, creating an accessible and inspiring environment for all.

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805-583-6853

CITY OF SIMI VALLEY

MULTI-FAMILY PROPERTY SOLANA AT DUARTE STATION

Location: Duarte
Developer: MBK Rental Living
General Contractor: R.D. Olson Construction
Architect: TCA Architects, Inc.

The Solana Apartments at Duarte Station is a landmark mixed-use residential project located immediately east of the Metro Gold Line and serves as the second phase of the Duarte Station Apartments master-planned community. The development features an eight-level parking structure surrounded by five levels of residential units, delivering a thoughtfully designed, high-density housing solution within a transit-oriented environment.

The project offers a diverse mix of unit types, ranging from studios to four-bedroom residences of up to approximately 2,200 square feet, accommodating a wide range of tenant needs. Architecturally, the building makes a bold visual statement through a multi-color exterior palette that harmonizes with brick veneer elements, elevating the aesthetic character of the surrounding neighborhood. Resident experience was a central focus of the design. Amenities include an approximately 4,000 square foot fitness center with a dedicated yoga studio and an outdoor Accoya wood yoga deck.

TENANT IMPROVEMENT A&J EL MONTE TRAINING FACILITY

Location: El Monte
Developer: Apprentice and Journeyman Training Trust Fund
General Contractor: Swinerton Builders
Architect: FCGA Architecture

Swinerton provided general contracting services for the renovation of five existing buildings in El Monte into a new, state-of-the-art training facility for the Apprentice & Journeyman Training Trust Fund of the Southern California Plumbing & Piping Industry. The two-phase project converted existing one- and two-story industrial warehouse buildings into plumbing training labs, classroom spaces, and offices to consolidate multiple smaller facilities from around the Southern California region.

The project scope included the addition of below-grade structural concrete pits for simulation and training on mock below-grade plumbing installation. Significant process piping and gas piping was installed, including oxygen, compressed air, argon, nitrogen, and chilled water pipes serving welding and brazing training booths. To support additional unique training needs, a full campus power upgrade was performed with accelerated switchgear design and procurement. Additional upgrades were completed to accommodate the installation of full solar power systems on all five rooftops.

COMMUNITY IMPACT VALOR ACADEMY ELEMENTARY SCHOOL

GOLD AWARD

Location: North Hills
Developer: Bright Star Schools
General Contractor: Oltmans Construction Co.
Architect: Berliner Architects

Valor Academy, part of the Bright Star Schools network, is a new campus serving approximately 552 students. The project combined thoughtful new construction with the preservation of a designated Los Angeles Historic-Cultural Monument's 1920s residence that was fully rehabilitated and repurposed as the school's administration building. The scope included complete site demolition, restoration of the historic home, and construction of a new 39,425 square foot, two-story, wood-framed classroom building equipped with fully compliant fire and life-safety systems.

Most importantly, Valor Elementary School was intentionally established in North Hills to serve a predominantly immigrant community facing significant language barriers, as well as students with special needs who have historically been underserved due to limited access.

BILL BAUMAN
Newmark

KYLE MILLER
Newmark

KEVIN SHANNON
Newmark

KEN WHITE
Newmark

BEST RETAIL SALE DEAL OF THE YEAR

THE RANCH

3830 W. Verdugo Ave., Burbank
Deal Value: $62.4M

GOLD AWARD

The Ranch is a core infill neighborhood shopping center, currently anchored by Smart & Final and CVS with significantly below market rents and the ability to reposition the anchors over the next 10 years.

This offering included over 85,000 square feet of improvements on nearly six acres of land. The seller had completed a multimillion-dollar remodel, and the property was 100% leased at the time of the sale and closed at $62.4 million, a 3.8% cap rate. Newmark procured over 15 offers from institutional, private HNW, and family offices in a very competitive process. The property was ultimately sold to a family office.

NEWMARK

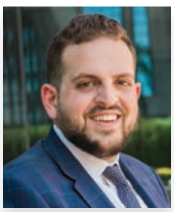

ALEXANDER KOZAKOV
CBRE


PATRICK WADE
CBRE


MATTHEW GREENBERG
CBRE


JACK WEBBER
CBRE


BO HENDERSON
CBRE


JONATHAN KRIKORIAN
IREA


CLARK EVERITT
IREA


WILLIAM EVERITT
IREA

BEST RETAIL SALE DEAL OF THE YEAR

SILVER AWARD

14434-14480 Sherman Way, Van Nuys
Deal Value: $11.3M

This transaction showcases the sale of a significant retail development located at 14434-14480 Sherman Way, a strategically positioned property on a 1.2 acre parcel at the bustling intersection of Van Nuys Boulevard and Sherman Way. The CBRE team represented the seller, Duckhorn Partners, in the deal. The development features a two-tenant structure, anchored by DaVita Dialysis and El Gallo Giro. This newer retail development represents a valuable addition to the Van Nuys commercial landscape.

CBRE IREA

SCOTT ROMICK
Lee & Associates - LA North/Ventura

JAY RUBIN
Lee & Associates - LA North/Ventura

RON KASPI
Wilshire Advisory Group

BEST RETAIL LEASE DEAL OF THE YEAR

GOLD AWARD

THE Q DE SOTO

21010 Erwin St., Woodland Hills
Square Footage: 24,500

This transaction brings in a major new retail entertainment use to Warner Center to service the expanding residential tenants. The lease is for approximately 24,000 square feet for a family entertainment user at The Q De Soto, a newly constructed mixed-use development in the heart of Warner Center. The deal stands out for both its scale and strategic significance. Leasing a large-format retail space within a brand-new, predominantly residential project required careful alignment of tenant use, design, and operations with the surrounding luxury apartments and broader Warner Center master plan.

This transaction strengthened the project's retail component, enhanced tenant mix, and positioned The Q De Soto as a key contributor to Warner Center's live-work-play ecosystem.

LEE & ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES

WILSHIRE
ADVISORY GROUP

BEST RETAIL LEASE

SILVER AWARD

24525 Copper Hill Dr., Santa Clarita
Square Footage: 3,000

RANDY CUDE
Spectrum CRE

YAIR HAIMOFF
Spectrum CRE

CONNOR QUAN
Spectrum CRE

BILL GILMORE
Coldwell Banker

SPECTRUM
COMMERCIAL REAL ESTATE, INC.

COLDWELL BANKER
REALTY

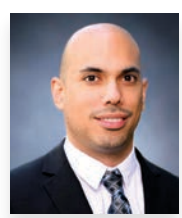
This transaction involved a 20-year ground lease for the first Farmer Boys restaurant location in the Santa Clarita Valley, marking a significant market entry for the brand. The deal was notable for its long-term scope and complexity, as it required more than 2.5 years of coordination and entitlement work before construction could even begin. Successfully executing the lease required persistence, strategic problem-solving, and close collaboration among all parties, demonstrating exceptional execution.

BEST RETAIL LEASE

BRONZE AWARD

9134 Van Nuys Blvd., Panorama City
Square Footage: 2,000

HEUNG JOON J BAE
Redpoint Realty



CHRIS ALIHEMMAT
Spectrum CRE

REDPOINT
REALTY

SPECTRUM
COMMERCIAL REAL ESTATE, INC.

Securing the world's leading coffee retailer is a pinnacle achievement for a retail center. This transaction involved meeting exacting site criteria regarding visibility, signage, and utility capacity. The negotiation was a rigorous exercise in meeting corporate standards while protecting the landlord's delivery timeline. The successful execution has fundamentally repriced the asset, as the "Starbucks Effect" typically drives value for all adjacent bays.

Realizing potential in every dimension.

In 2025, CBRE consistently delivered outcomes that drive business and bottom-line performance for our clients across the L.A. North Region. We congratulate the following *Inside the Valley* Commercial Real Estate award finalists for setting the bar and being exemplary in the industry.

Retail Sale of the Year

Matthew Greenberg
Bo Henderson
Alexander Kozakov
Patrick Wade
Jack Webber

Industrial Sale of the Year

Sam Glendon

Office Sale of the Year

Jacob Bobek
Jonathan Dezzutti
Grant Goldman
Mike Longo
Melissa Moock
Scott Steuber
Sean Sullivan

Multifamily Sale of the Year

John Boyett
Eli Hiekali

Office Lease of the Year

Sam Glendon
Craig Peters
Ron Wade

Industrial Lease of the Year

Craig Peters
Bennett Robinson

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Executive Managing Director,
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+1 310 363 4900

Learn more at cbre.us/losangeles

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BEST OFFICE SALE DEAL OF THE YEAR

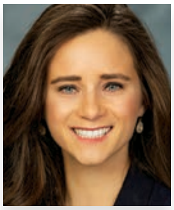
One Dole Drive, Westlake Village
Deal Value: $25.0M

GOLD AWARD


SCOTT STEUBER
CBRE


SEAN SULLIVAN
CBRE

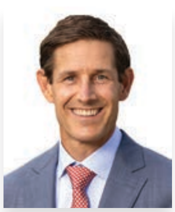

MIKE LONGO
CBRE


MELISSA MOOCK
CBRE


JACOB BOBEK
CBRE


GRANT GOLDMAN
CBRE


JONATHAN DEZZUTTI
CBRE


TODD TYDLASKA
CBRE

The sale of the One Dole Drive office campus to Oaks Christian School for $25 million is a standout achievement due to its complexity, creativity, and impact. This transaction involved a large, high-value property in the Conejo Valley, a market with very few buyers capable of acquiring an asset of this size. The CBRE team focused on identifying and marketing the property to owner-users and successfully secured the best possible terms for their client.

The full scope of the deal required seamless collaboration across three CBRE business lines: Capital Markets for the sale, Leasing for securing the new office space, and Turner & Townsend for project management of the relocation.

CBRE

BEST OFFICE SALE

5435-5445 Balboa Blvd., Encino
Deal Value: $20.6M

SILVER AWARD


SCOTT ROMICK
Lee & Associates - LA North/Ventura


DARREN CASAMASSIMA
Lee & Associates - LA North/Ventura

LEE & ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES

In the last five years, the office market has been struggling with occupancy and with the high vacancy valuations have dropped dramatically. With that, owners have been trying to find increased value and who and what gets them the highest and best use for their property. In this case, an adaptive reuse was the answer to the who/what question. This building provided the perfect fit of floorplate depth, ceiling height, configuration, and natural lighting for the buyers' proposed project.

BEST OFFICE SALE

601 South Glenoaks Blvd., Burbank
Deal Value: $15.8M

BRONZE AWARD


SCOTT ROMICK
Lee & Associates - LA North/Ventura


DARREN CASAMASSIMA
Lee & Associates - LA North/Ventura


DAVID KAUFMAN
Lee & Associates - LA North/Ventura


TIGRAN NALBANDYAN
LA Premier Group

LEE & ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES

PREMIER
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As rising interest rates, softening office demand, and structural shifts in the entertainment sector continue to weigh on valuations across LA-North's multi-tenant office market, uncertainty around future pricing has become widespread. Despite these headwinds, the team successfully secured a local medical group, All for Health, Health for All Inc., in a value-add transaction that mitigates vacancy risk by absorbing 38% of the building's vacant space.

Congratulations
TO OUR AWARD-WINNING BROKERS RECOGNIZED BY
Inside The VALLEY
YAIR HAIMOFF, SIOR
RANDY CUDE
CHRIS ALIHEMMAT
AND OUR TOP 2025 PRODUCERS
YAIR HAIMOFF, SIOR
RON KASSAN
ART MINASSIAN
CHRIS ALIHEMMAT
MATT SREDEN
RANDY CUDE
STAN GERSON
JOSHUA GERSON
COREY BREIT
DANIEL HAKIMPOUR
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COMMERCIAL REAL ESTATE, INC.

BEST OFFICE LEASE DEAL OF THE YEAR

GOLD AWARD

27750 N. Entertainment Dr., Valencia

Square Footage: 98,388

ALLEN TROWBRIDGE
Cushman & Wakefield

SAM GLENDON
CBRE

CRAIG PETERS
CBRE

The CBRE team, led by Sam Glendon, successfully negotiated a nearly 100,000 square foot office lease for a national life sciences company in Valencia. This strategic relocation moves the client from an older facility into a modern Class A building that had been largely vacant for several years.

The new location will serve as a hub for offices, research and development, and lab space, critical functions for the client's business unit. By reenergizing a previously underutilized building, the deal boosts Valencia's commercial real estate market and positions the region as a destination for life sciences and demonstrates the power of strategic real estate solutions.

BEST OFFICE LEASE

SILVER AWARD

8501 Fallbrook Ave., West Hills | **Square Footage:** 154,829

MATTHEW HEYN
Colliers

DAVID SOLOMON
Colliers

CAITLIN HOFFMAN
Colliers

BOB ROSENTHAL
Colliers

RON WADE
CBRE

Ron Wade of CBRE successfully negotiated the lease of 154,829 rentable square feet at 8501 Fallbrook Ave. on behalf of a prominent California healthcare provider network. This significant transaction, with a total lease value of $39.15 million, represents a major win for the San Fernando Valley and underscores the region's appeal to established businesses. The move also highlights the healthcare provider's commitment to in-person collaboration, employee engagement, and the specific advantages of remaining within the SFV.

BEST OFFICE LEASE

BRONZE AWARD

115 N. First St., Burbank | **Square Footage:** 53,777

CHRIS BAER
Avison Young

This transaction represents a significant long-term commitment by College of Dental and Medical Assistants Inc, underscoring the strength of the Burbank market as a hub for specialized education and workforce training. The tenant executed a lease for 53,777 square feet, with a total lease consideration of $33.4 million, reflecting both the scale and strategic importance of the deal. Representing the landlord, Chris Baer successfully positioned the building to meet the operational needs of an education-focused tenant requiring flexible, high-functioning space.

JOHN DeGRINIS
Newmark

PATRICK DuROSS
Newmark

JEFF ABRAHAM
Newmark

BEST INDUSTRIAL SALE DEAL OF THE YEAR

ETON BUSINESS PARK

Canoga Park
Deal Value: $28.0M

GOLD AWARD

The Eton Business Park transaction involved the sale of an 11-building, 205,636 square foot multi-tenant industrial business park in Canoga Park (West San Fernando Valley) for $28 million, or approximately $136 per square foot. This marked the first time the long-held asset had traded. It was the largest industrial sale in the LA North submarket for Q1 2025 and served as the seed deal for Turnbridge Equities' new Southern California value-add strategy focused on repositioning multi-tenant industrial properties. The deal's size and scope are notable: the park features flexible suite sizes ranging from 1,400 to 22,000 square feet across a campus-style setting near the Nordhoff Street/Eton Avenue corridor. At closing it was 70% occupied, well below the submarket's 98% average, creating clear upside through leasing and capital improvements in one of Greater Los Angeles' tightest industrial submarkets.

NEWMARK

BEST INDUSTRIAL SALE

21300 Vanowen St., Canoga Park
Deal Value: $16.3M

SILVER AWARD

ARI GREENE
Marcus & Millichap
Real Estate Investment Services

JOSHUA COHAN
Marcus & Millichap
Real Estate Investment Services

ADAM ABUSHAGUR
Marcus & Millichap
Real Estate Investment Services

Marcus & Millichap

This was a $16,300,000 industrial sale involving a FedEx credit tenancy with a long-term historical lease. The property is located in the heart of Warner Center and represents one of the last remaining industrial sites in the area that hasn't been redeveloped into multifamily.

The deal achieved a record price per square foot for industrial in this submarket. The transaction was highly complex, balancing FedEx's long-term occupancy with the property's significant future upside for redevelopment into multifamily if FedEx ever vacates.

BEST INDUSTRIAL SALE

28212-28230 Constellation Rd., Valencia
Deal Value: $13.6M

BRONZE AWARD

SAM GLENDON
CBRE

CBRE

The sale of the Valencia industrial property for $13.58 million is a notable achievement in the North Los Angeles industrial market. The property spans 60,000 square feet in one of Southern California's most competitive and supply-constrained industrial corridors, making this transaction impactful in terms of both size and market relevance. Industrial assets in this region are highly sought after, and successfully closing a deal of this magnitude demonstrates CBRE's ability to deliver exceptional results in a challenging environment.

BEST INDUSTRIAL LEASE DEAL OF THE YEAR

GOLD AWARD

SAUGUS STATION INDUSTRIAL CENTER

25750 & 25710 Springbrook Ave., Santa Clarita

Square Footage: 266,446

CRAIG PETERS
CBRE

The Saugus Station Industrial Center lease facilitated by CBRE for HASA stands out as one of the most significant industrial lease transactions in the Santa Clarita Valley. Located at 25750 & 25710 Springbrook Avenue, this combined 156,500 square foot property with approximately 109,946 square feet of yard space represents a strategic expansion and relocation for HASA, a leading manufacturer of water treatment products.

The deal is noteworthy for its size and complexity, as well as the strategic advantages it delivers. The CBRE team successfully identified a location that not only meets HASA's immediate operational needs but also provides room for future expansion.

CBRE

BEST INDUSTRIAL LEASE

SILVER AWARD

26313 Golden Valley Rd., Santa Clarita

Square Footage: 172,843

JOHN DeGRINIS
Newmark

PATRICK DuROSS
Newmark

JEFF ABRAHAM
Newmark

NEWMARK

The lease of the 172,843 square foot property at 26313 Golden Valley Rd. in Santa Clarita, was achieved by John DeGrinis, Patrick DuRoss, and Jeff Abraham of Newmark. DrinkPAK, one of the fastest-growing beverage manufacturing companies in the region, leased the property, demonstrating DrinkPAK's ongoing commitment to the Santa Clarita Valley. The lease marks DrinkPAK's fifteenth transaction with the Newmark team.

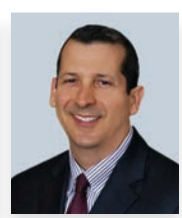
BEST INDUSTRIAL LEASE

BRONZE AWARD

7900 Nelson Rd., Unit A, Panorama City

Square Footage: 112,557

JEFF PUFFER
Delphi Business Properties, Inc.



BENNETT ROBINSON
CBRE

DELPHI BUSINESS PROPERTIES

CBRE

Delphi Business Properties, Inc.'s president & CEO, Jeff Puffer, SIOR negotiated the lease renewal at 7900 Nelson Road, Unit A in Panorama City. He represented the landlord, Rexford Industrial Realty, L.P., in the transaction of an approximately 112,557 square foot industrial unit which is part of a larger industrial building. He was able to procure multiple off market offers including the tenant renewal offer for the highly sought after class A building in Panorama City.

BEST MULTI-FAMILY SALE DEAL OF THE YEAR

GOLD AWARD

NEWCASTLE TOWERS APARTMENTS

5415 Newcastle Ave., Encino

Deal Value: $14.8M

DANIEL WITHERS
Matthews

Newcastle Towers represents a landmark transaction for the San Fernando Valley multifamily sector, reflecting renewed conviction in the Encino/Tarzana submarket despite a constrained capital environment. Closing at $14.75 million, the deal set a local price-per-unit record of $223,485 for multifamily properties sold within the last year.

While the 71,765 square foot property offered institutional scale with a desirable 80% two-bedroom unit mix, Matthews navigated further market headwinds of rising interest rates and cautious capital. This required constant recalibration of buyer underwriting to align with shifting lending realities. Matthews' Daniel Withers successfully identified a sophisticated buyer capable of quantifying and assuming this post-closing risk, ensuring a seamless transfer of title.

MATTHEWS™
REAL ESTATE INVESTMENT SERVICES

BEST MULTI-FAMILY SALE DEAL OF THE YEAR

SILVER AWARD

18621 Saticoy St., Reseda

Deal Value: $6.3M

JOHN BOYETT
CBRE

ELI HIEKALI
CBRE

CBRE

This transaction represents a landmark moment in the San Fernando Valley multifamily market. The 26-unit property at 18621 Saticoy Street had been held by a private legacy owner for over 40 years, making this the first time the asset was available for sale in decades. Securing the listing alone required exceptional market knowledge, credibility, and the ability to build trust. The Boyett Team at CBRE recommended a pricing strategy that accurately reflected current market conditions.

KEVIN SHANNON
Newmark

CHRIS BENTON
Newmark

ANTHONY MUHLSTEIN
Newmark

GABE MUNSON
Newmark

BEST LAND SALE DEAL OF THE YEAR

6400 Canoga Ave., Woodland Hills
Deal Value: (Confidential)

GOLD AWARD

The property, purchased by Wellpointe, is located at 6400 Canoga Avenue in Woodland Hills, and it consists of a development site.

The total square footage of the site measures 209,088. The deal was closed by the Newmark team of Kevin Shannon, Chris Benton, Anthony Muhlstein, and Gabe Munson.

NEWMARK