Los Angeles Business Journal

VALLEY COMMERCIAL REAL ESTATE AWARDS 2025



2025 HONOREES & FINALISTS

This year's annual Valley Commercial Real Estate Awards event was a great success! We once again shone the spotlight on the champions of the commercial real estate space in the Valley.

The Inside The Valley team was proud to present the 2025 awards at the Orchard Conference Center at CSUN, where we recognized the biggest, best and most notable projects of last year.

We also honored the most successful commercial real estate brokers and broker teams in the Valley area.

Congratulations honorees!



ENTERTAINMENT / STUDIOS **EAST END GLENDALE**

1223 Glendale Blvd., Los Angeles
Developer: East End Capital
General Contractor: DBaC Inc.
Architect: Bell Design Group



The East End Glendale Studios is an urban campus northeast of Los Angeles. This campus features the new construction of two sound stages adjacent to a surface parking lot, with three stories of office space buffering the private campus from the busy street. The sound stages feature ancillary uses (green rooms, make-up, etc.) and the offices are designed to fit optimal scales of production. The surface parking is partially covered for an outdoor mill with ample room for staging, trucks and trailers.

The overall building design is reinforced with high quality design and detailing. The high-quality, vertical wood louvers and the glazed curtain wall contrast the smooth concrete surfaces to create an overall component of color and variety to maintain human interests. The design of the building is sensitive to the need to create a palette of colors and materials that work well together and complement the building and site design.

HEALTH SCIENCES / MEDICAL **ADVENTIST HEALTH**

2950 Sycamore Dr., Simi Valley
Developer: Adventist Health
General Contractor: Parker Brown Inc.
Architect: GP Architecture



Parker Brown completed a 7,000 square foot tenant improvement project for Adventist Health, marking their first major collaboration. The $1.8 million project included 20 exam rooms, private offices, reception, restrooms, a blood draw area, and a lounge. Highlights included custom Pulp Studio glass, wood slat ceilings and image wall coverings. PBI managed a full building power upgrade alongside a concurrent roofing project and elevator upgrades. New rooftop HVAC units were installed for improved efficiency. Despite the complexity, the project was completed within six months. Parker Brown has also worked on several smaller projects for Adventist Health.

This project significantly impacts the Simi Valley community, home to 130,000 residents, by enhancing the only hospital's facilities in the area. The upgraded space supports Adventist Health's ability to provide quality care, improve patient experiences and meet growing healthcare demands. As a major local employer, the project also reinforces Adventist's vital role in the community's economy and well-being.

Realizing potential in every dimension.

In 2024, 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.

INDUSTRIAL SALE OF THE YEAR

Bennett Robinson
Craig Peters
Sam Glendon
Richard Ramirez
Mike Zugsmith

OFFICE SALE OF THE YEAR

Kyle Barratt
Mark Perry
Jackie Benavidez

MULTIFAMILY SALE OF THE YEAR

Priscilla Nee
Dan Blackwell
Gianni Novo

LAND SALE OF THE YEAR

Michael Slater

RETAIL SALE OF THE YEAR

Alex Kozakov
Patrick Wade

RETAIL LEASE OF THE YEAR

Cody Chiarella
Casey Metcalf

MEDICAL LEASE OF THE YEAR

Cody Chiarella
Angie Weber
Dana Nialis



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CBRE

TENANT IMPROVEMENT **EISNER HEALTH**

8640 Van Nuys Blvd., Panorama City
Developer: Eisner Health
General Contractor: Parker Brown Inc.
Architect: Birba Group



Parker Brown Inc. has successfully completed a transformative tenant improvement project for Eisner Health in Panorama City. This 12,111 square foot renovation reflects Parker Brown's dedication to delivering projects that seamlessly integrate functionality, design and architecture to meet the needs of healthcare providers. The extensive renovation spanned two floors, 10,404 square feet on the first and 1,707 square feet on the second. Significant structural enhancements were made, including the reinforcement of the building's facade, improving its structural integrity and long-term durability. The addition of a modern elevator ensures ADA compliance and provides easier access between floors.

Parker Brown also prioritized the facility's operational efficiency and comfort by installing a new roof and state-of-the-art AC units, guaranteeing a safe and welcoming space regardless of external conditions. The design and architectural upgrades were thoughtfully executed to align with Eisner Health's mission of offering high-quality care in a patient-centered setting.

AFFORDABLE HOUSING / MULTI-FAMILY **CITRUS CROSSING**

900 E. Broadway, Glendale
Developer: Meta Housing Corporation
General Contractor: Milender White Inc.
Architect: AC Martin



Developed in partnership with the Glendale Housing Authority and Meta Housing Corporation, Citrus Crossing, certified as LEED Platinum, includes 126 affordable Senior Housing units in a five-story podium building with two levels of subterranean parking. Completed in the third quarter of 2024, it is the first phase of Glendale Housing Authority's redevelopment of the Broadway/Belmont facilities.

Utilizing traditional materials such as brick, stucco and wood siding in a clean, modern aesthetic on the exterior, Citrus Crossing is organized as an open courtyard building linking phase I with the future phases by a paseo and the open courtyard. The design team linked these spaces together for the betterment of the residents' experience. Rooftop decks at level five have been programmed for different activities such as gardening and art classes along with small gathering spaces with exceptional views.

This new senior affordable housing development serves as a vital step in the Glendale Housing Authority's vision to transform the Broadway/Belmont area.

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FDIC

COMMUNITY IMPACT 30601 AGOURA AT INNOVATION GATEWAY

GOLD AWARD

30601 Agoura Rd., Agoura Hills
Developer: Harbor Associates
General Contractor: RCI Builders
Architect: Maio Grodsky



Harbor Associates led the comprehensive redevelopment of the first and second floors of 30601 Agoura at Innovation Gateway to accommodate the cutting-edge needs of A2 Biotherapeutics, Inc. (A2). A2, a clinical-stage biotech company, is utilizing this space for GMP manufacturing, laboratory testing and corporate offices. This redesign supports A2's mission to pioneer first in class logic-gated cell therapies for addressing unmet needs in cancer treatment.

With innovation, collaboration and efficiency in mind, RCI Builders and Maio Grodsky, the architect on this project, has strategically positioned and built the laboratories for research and development workflows, allocated corporate offices in a modern, facilitative manner, and incorporated specialized zones with controlled environments within all GMP manufacturing areas.

CONGRATULATIONS TO MARSHALL COLE FOR BEING SELECTED AS A DAILY JOURNAL TOP PROFESSIONAL RESPONSIBILITY LAWYER FOR 2025.

LOOK NO FURTHER BECAUSE NEMECEK & COLE GETS THE JOB DONE.



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WE LOVE LA

We've been through hard times before.

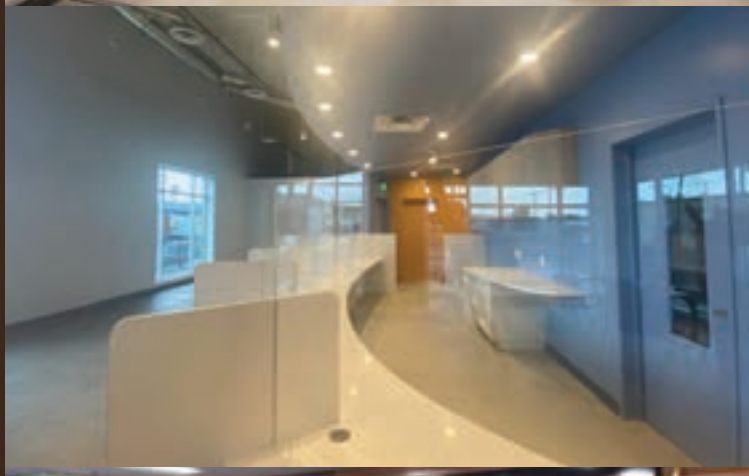
Remember the Northridge Earthquake of 1994? **We do.** Our company was just a few months old and we followed the good advice we received: "Don't raise your construction rates. Customers will remember how you helped them through the tough times." We held the line and earned the trust and repeat business from customers who have been with Parker Brown for more than 30 years.

Our **commitment to this community** is seen in the work we do with non-profit food pantries, under-one-roof service providers, and health care facilities built in underserved communities.

Parker Brown has grown to more than 60 employees who live here, work here, and raise their families here.

This is our community. We got through tough times before and we will do it again.







PARKER BROWN
General Contractors

www.parkerbrowninc.com
818-999-5078
21116 Vanowen St.,
Canoga Park, CA 91303



TIGRAN NALBANDYAN
LA Premier Realty



ALEX KOZAKOV
CBRE



PATRICK WADE
CBRE

BEST RETAIL SALE DEAL OF THE YEAR

GOLD AWARD

4301 W. Riverside Dr., Burbank
Deal Value: $9M

Alex Kozakov and Patrick Wade of CBRE successfully facilitated the sale of a prime two-tenant NNN asset in Toluca Lake. The team faced the unique challenge of finding a buyer capable of meeting the sale's stringent requirements, including a 50% down payment and the assumption of a five-year loan. Leveraging its extensive network, the CBRE team identified and secured a qualified private investor who accepted the terms and recognized the long-term value of this unique asset in a dense, infill market.

This notable transaction speaks to the desire for investors to continue to invest in commercial real estate in the local community, especially in quality retail assets.

PREMIER REALTY INVESTMENT CAPITAL MANAGEMENT

CBRE

FEDER & ASSOCIATES
COMMERCIAL REAL ESTATE



Celebrating Excellence



I am deeply grateful to receive the Best Land Lease Deal of the Year award at the 2025 Inside The Valley Commercial Real Estate Awards. This achievement reflects the trust and collaboration of our esteemed clients and partners. Your unwavering support has been instrumental in our success. I look forward to continuing our journey together, achieving even greater milestones in the future.

RON FEDER
President, RJ Feder & Associates, Inc.

(818) 222-0404 | rfeder@rjfeder.com | peakcommercial.com/properties
Service Beyond Expectation



CODY CHIARELLA
CBRE



AMBER EDWARDS
SRS Real Estate Partners



SCOTT LANDGRAF
SRS Real Estate Partners

BEST RETAIL LEASE DEAL OF THE YEAR

NORTHPARK VILLAGE SQUARE

27716 McBean Pkwy., Valencia
Square Footage: 16,708

GOLD AWARD

Cody Chiarella of CBRE facilitated a 16,708 square foot lease on behalf of the landlord and secured a lease with Planet Fitness at Northpark Village Square in Valencia. This deal is notable not only for its size, but also because Chiarella was able to successfully secure a tenant for the large junior anchor space within a 15-month period from Rite Aid's vacate and bankruptcy notice dates.

The swift turnaround was achieved through proactive market strategies and effective collaboration with the landlord and the city of Santa Clarita to make minor zoning changes, allowing Planet Fitness to enter the market.

CBRE SRS



TODD NATHANSON
illi Commerical Real Estate



STEFAN SIEGEL
illi Commerical Real Estate



SCOTT LANDGRAF
SRS Real Estate Partners



GARRET COLBURN
SRS Real Estate Partners



McCALL HUSKE
SRS Real Estate Partners

illi SRS

BEST RETAIL LEASE

7011 Topanga Canyon Blvd., Canoga Park
Square Footage: 2,800

SILVER AWARD

Arby's missed out on its option and did not want to pay market rent rate. illi was hired to fill vacancies. Stefan Siegel aggressively marketed the location to national retailers and QSRs. The team received interest from a number of major food chains, including Jack in the Box and Dunkin Donuts, but Raising Cane's offered to pay the highest rent, beating out other contenders. This location is the first in the West Valley.

BEST RETAIL LEASE

4114 Sepulveda Blvd., Unit I, Culver City
Square Footage: 4,056

BRONZE AWARD



CHRIS ALIHEMMAT
Spectrum Commercial Real Estate, Inc.



CASEY METCALF
CBRE

SPECTRUM COMMERCIAL REAL ESTATE, INC. CBRE

The lease transaction at 4114 Sepulveda Blvd., Unit I, Culver City, involves Pacific Dental securing a 4,056 square foot space in a prestigious Class A center. This transaction transforms a former Chase Bank into a modern dental practice, showcasing the adaptability of retail spaces. This deal exemplifies strategic leasing that enhances community accessibility to cutting-edge dental services. Pacific Dental's operations will also create new jobs, further contributing to the local economy.



KEVIN SHANNON
Newmark



KEN WHITE
Newmark



ROB HANNAN
Newmark



LAURA STUMM
Newmark



MIKE MOLL
Newmark

BEST OFFICE SALE DEAL OF THE YEAR

GOLD AWARD

801 BRAND BLVD

801 Brand Blvd., Glendale
Deal Value: $42.8M

Newmark represented the seller, CBREIM, in the sale of 801 Brand Blvd., to the buyer East Arden LLC. The property sold for $42.8 million. This Class A office building is located in the heart of Glendale. It is a 13-story postmodern granite and glass building that offers easy access to the 134, 2 and 5 Freeways.

Features include bright marble and glass lobby with lounge, landscaped patio with seating areas and water feature, storefront and tower vacancies with cubicles, conference rooms, adjacent parking structure with rooftop deck and large rooftop with helipad.

NEWMARK

BEST OFFICE SALE

SILVER AWARD

710 S. Central, Glendale
Deal Value: $11.7M



KYLE BARRATT
CBRE



MARK PERRY
CBRE



JACKIE BENAVIDEZ
CBRE

CBRE

The CBRE team, led by Kyle Barratt, successfully orchestrated the sale of a nearly 44,000 square foot office building in Glendale for $11.65 million. This deal is particularly noteworthy because the building had been on the market unsuccessfully several times over the past two years. The owner was struggling financially to maintain the property. Utilizing its strategic marketing skills, expert market knowledge and extensive network, CBRE targeted owner / user potential buyers and finalized the sale within a few months.

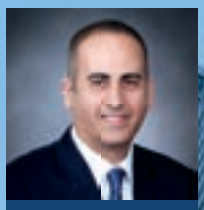
SPECTRUM
COMMERCIAL REAL ESTATE, INC.

INDUSTRIAL | RETAIL | OFFICE | MEDICAL | LAND

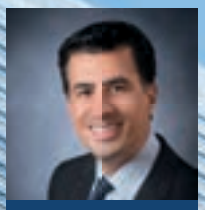
Congratulations

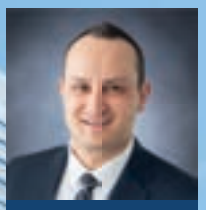
TO OUR NOMINEES

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VALLEY COMMERCIAL REAL ESTATE AWARDS 2025

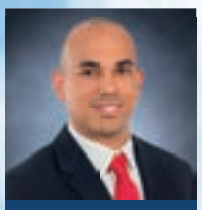

YAIR HAIMOFF, SIOR

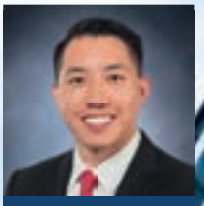

RANDY CUDE


ANDREW GHASSEMI


MATT SREDEN


RON KASSAN

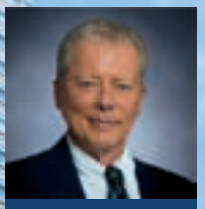

CHRIS ALIHEMMAT

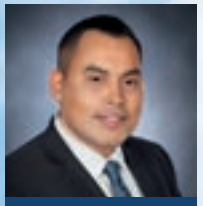

CONNOR QUAN

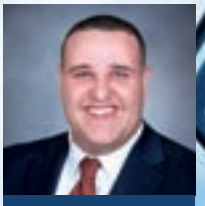

DANIEL HAKIMPOUR


ARTHUR MINASSIAN


COREY BREIT


GORDON MACE


ELIAS L. MARTINEZ


BARRY JAKOV

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MATT SREDEN
Spectrum CRE



YAIR HAIMOFF
Spectrum CRE



ANDREW GHESSEMI
Spectrum CRE



DAN SANCHEZ
JLL

BEST OFFICE LEASE DEAL OF THE YEAR

GOLD AWARD

27201 Tourney Rd., Suites 110 & 220, Santa Clarita
Square Footage: 10,934

This transaction involved a lease renewal for a medical user at a property on Tourney Road in Valencia. The process was executed in a highly efficient manner, ensuring the terms aligned with the ownership's objectives. The renewal reflects a collaborative and effective negotiation process, meeting the landlord's goals for long-term stability and profitability. Securing a high-profile tenant in the medical field further enhances the property's reputation as a premier location for healthcare services.

This deal stands out due to the speed and efficiency with which the renewal was completed, as well as the strategic alignment of terms with the ownership's priorities.

SPECTRUM COMMERCIAL REAL ESTATE, INC. JLL

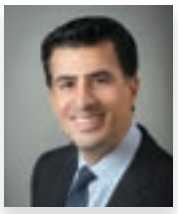
BEST OFFICE LEASE

SILVER AWARD

26415 Carl Boyer Dr., Suites 125 & 160, Santa Clarita
Square Footage: 7,253



YAIR HAIMOFF
Spectrum CRE



ANDREW GHESSEMI
Spectrum CRE



MATT SREDEN
Spectrum CRE



JERRY PORTER
CRESA

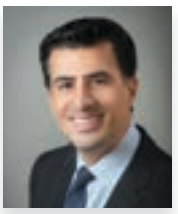
This lease renewal involved an 11-month negotiation process with a general office user. The final agreement was structured for a five-year term, securing favorable terms that aligned perfectly with the owner's objectives. The deal is an example of carefully balancing the needs of both the landlord and tenant, leading to a successful outcome that ensures long-term stability and tenant satisfaction. This transaction stands out due to the extended negotiation period, requiring consistent effort and strategic communication.

SPECTRUM COMMERCIAL REAL ESTATE, INC. cresa

BEST OFFICE LEASE

BRONZE AWARD

26415 Carl Boyer Dr., Suites 120 & 140, Santa Clarita
Square Footage: 4,529



ANDREW GHESSEMI
Spectrum CRE



MATT SREDEN
Spectrum CRE



YAIR HAIMOFF
Spectrum CRE



SAM GLENDON
CBRE

This transaction involved securing a new lease for California Psychcare, Inc., a medical tenant expanding into the Santa Clarita Valley. The seven-year lease was executed at the building's asking rate, a testament to the property's strategic value and market appeal. The landlord benefitted from multiple offers on the suite, underscoring the property's desirability. A critical factor for the tenant was the availability of building signage, which the landlord provided, making the location even more attractive.

SPECTRUM COMMERCIAL REAL ESTATE, INC. CBRE

DELPHI

BUSINESS PROPERTIES

SILVER MEDAL RECIPIENT



Mike Hooker
Executive Vice President

BROKER OF THE YEAR



David Hoffberg, SIOR
Executive Vice President

BRONZE MEDAL RECIPIENT



Mike Centurioni
Senior Vice President

EXCELLENCE IN CRE BROKERAGE SINCE 1977



Jeff Puffer, SIOR
President & CEO
LABJ Valley 200 Honoree



Ross Thomas, SIOR
Founder



Jerry Scullin
COO Emeritus



Bruce Simpson
Exec. Vice President



Stuart Leibsohn
Exec. Vice President



Bob Hoyer
Senior Vice President



Jim Hobson
Senior Vice President



Kevin Cooper
Senior Vice President



Adam Stout
Senior Vice President



Matt Tyler
Senior Associate



Amy Garcia
Assistant to CEO



Wendy Watson
Executive Assistant

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BUSINESS PROPERTIES

7100 Hayvenhurst Avenue, Suite 211, Van Nuys, CA 91406
Office: (818) 780-7878 Fax: (818) 780-8152
CalDRE #01498195

BEST INDUSTRIAL SALE DEAL OF THE YEAR

GOLD AWARD

WEST VALLEY DISTRIBUTION CENTER

8901 Canoga Ave., Canoga Park

Deal Value: Confidential



BRET HARDY
Newmark



JIM LINN
Newmark



ANDREW BRINER
Newmark



AARON BANKS
Newmark



KEVIN SHANNON
Newmark

West Valley Distribution Center is a 154,328 square foot single-tenant distribution facility in Canoga Park. Newmark Executive managing directors Bret Hardy, Jim Linn and Andrew Briner; associate director Aaron Banks; and co-head, US capital markets Kevin Shannon represented the undisclosed seller. The buyer is an institutional investment firm.

Located at 8901 Canoga Avenue, West Valley Distribution Center is strategically positioned on 7.7 acres in the North Los Angeles submarket. The property is fully leased on a long-term basis to Parts Authority, a leading tenant in the automotive aftermarket industry.

NEWMARK

BEST INDUSTRIAL SALE

EASY STREET INDUSTRIAL CENTER

2401 N. Chain Dr., Bldg. 1, Simi Valley

Deal Value: $50.6M

SILVER AWARD



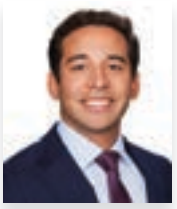
JOHN DeGRINIS
Newmark



PATRICK DuROSS
Newmark



JEFF ABRAHAM
Newmark



JAVIER GALVAN
Newmark



STEVE SHIELDS
CBRE

NEWMARK

CBRE

The end user of this building needed to build out significant cold storage improvements to the property in order to meet their operational timing hurdles. The team structured a creative deal that would allow for the buyer to commence improvements while the shell building was still under construction. The end result is a state-of-the-art cold storage and dry goods warehouse/delivery hub for a Class A tenant – a rare find in the market.

BEST INDUSTRIAL SALE

NOHO COLLECTION

4640-5200 Lankershim Blvd., North Hollywood

Deal Value: $45M

BRONZE AWARD



KEVIN SHANNON
Newmark



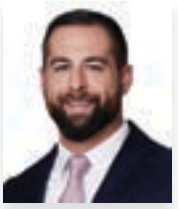
ROB HANNAN
Newmark



KEN WHITE
Newmark



LAURA STUMM
Newmark



MICHAEL MOLL
Newmark



MICHAEL KOLCUM
Newmark

NEWMARK

Newmark arranged the sale of 5200 and 4640 Lankershim referred to as "The Noho Collection" located in the North Hollywood submarket. Located in the NoHo's Arts District, one of Los Angeles' strongest "live, work, play" environments and situated on the "main and main" corner of Lankershim and Magnolia, 5200 Lankershim consists of 183,524 square feet and is 71% leased to a diverse mix of tech, entertainment and media tenants.



RON KASSAN
Spectrum CRE



ART MINASSIAN
Spectrum CRE



SCOTT CASWELL
Lee & Associates

BEST INDUSTRIAL LEASE DEAL OF THE YEAR

GOLD AWARD

9200, 9230 & 9250 Mason Ave., Chatsworth
Square Footage: 180,927

The transaction involving Aware Products LLC, doing business as Voyant Beauty, is a landmark achievement due to its scale, scope, and complexity. The deal involved securing three leases totaling $20,886,793, covering a combined 181,000 square feet across three industrial buildings, making it the largest lease transaction by square footage and dollar value in the San Fernando Valley for 2024.

This deal required navigating unique logistical and operational needs specific to Voyant Beauty's production and distribution functions. A key challenge was aligning the tenant's long-term growth objectives with the landlord's financial goals while negotiating favorable terms for both parties.

SPECTRUM COMMERCIAL REAL ESTATE, INC.

LEE & ASSOCIATES COMMERCIAL REAL ESTATE SERVICES

BEST INDUSTRIAL LEASE

SILVER AWARD

1150 Aviation Pl., San Fernando
Square Footage: 147,000



BENNETT ROBINSON
CBRE



ERIC OLOFSON
Cushman & Wakefield



JOHN MINERVINII
Cushman & Wakefield

CBRE

CUSHMAN & WAKEFIELD

Bennett Robinson of CBRE successfully renewed a 147,000 square foot lease for a prominent vitamin and supplement company manufacturing facility. This company, which has operated at this location for over 37 years, was considering relocating out-of-state as its lease was nearing expiration. Through thoughtful negotiation and strategic presentation of the benefits of remaining in the location, Robinson secured a lease renewal on behalf of the landlord, ensuring the facility's continued operation for five additional years.

BEST INDUSTRIAL LEASE

BRONZE AWARD

VALENCIA COMMERCE CENTER

27911 Franklin Pkwy., Valencia
Square Footage: 136,670



CRAIG PETERS
CBRE



SAM GLENDON
CBRE



RICHARD RAMIREZ
CBRE



MIKE ZUGSMITH
CBRE

CBRE

The CBRE team led by Craig Peters successfully orchestrated the renewal of a nearly 140,000 square foot distribution facility for Shield HealthCare. Shield has operated from this industrial facility in Valencia since 2008. Initially occupying a portion of the building, the company expanded to occupy the entire building located within the Valencia Commerce Center. The renewal was arranged on mutually beneficial terms, providing ownership with the advantage of a long-standing, reliable tenant.



BRYAN LEWITT
JLL



MICHAEL SLATER
CBRE

BEST LAND SALE DEAL OF THE YEAR

SITE ADJACENT TO MOTION PICTURE & TELEVISION FUND CAMPUS

Mulholland Drive, Woodland Hills

Deal Value: $30M

GOLD AWARD

Michael Slater of CBRE led the $30 million transaction involving the sale of a 19-acre property adjacent to the Motion Picture and Television Fund campus in Woodland Hills to California Commercial Investment. The site is set to be transformed into Livelle Mulholland, a 300-unit luxury senior living community.

Initially, the city was resistant to the number of units proposed by the developer, which were essential for the project's profitability. The CBRE team conducted a thorough analysis and presented compelling evidence to the city, highlighting the community's need for such a development. Their efforts ultimately convinced the city to approve the necessary entitlements.

JLL CBRE

Bank Local, Build Local: Supporting Business Growth

MISSION VALLEY BANK believes that strong communities are built on strong local businesses. That is why the bank's philosophy is simple: Bank Local | Build Local. When you choose to bank with Mission Valley Bank, your deposits do not sit in an account—they go to work, fueling small businesses, creating jobs, and strengthening the local economy.

> *"A community's strength is measured by how it invests in itself."*

Unlike big banks that distribute funds across the country, Mission Valley Bank reinvests locally. Your deposits back Small Business Administration loans, helping entrepreneurs expand, hire employees, and innovate. These loans are a lifeline for many businesses, providing essential funding for everything from new equipment to real estate purchases. When businesses grow, they create jobs and generate market growth that benefits everyone.

Mission Valley Bank is more than just a lender. It offers merchant services, treasury management, and relationship-based checking and savings accounts tailored to the needs of local businesses.

- **Merchant Services** – Mission Valley Bank provides secure and efficient payment processing, ensuring businesses can accept transactions seamlessly.
- **Treasury Management** – Mission Valley Bank's cash flow solutions help businesses optimize working capital and manage day-to-day operations efficiently.
- **Relationship Banking** – Mission Valley Bank takes the time to understand your business, offering checking and savings accounts that fit your unique needs.

"A community's strength is measured by how it invests in itself. Money should work for the community, not just move through it," said Justin Stewart, senior vice president, community banking, "Bank Local | Build Local is a commitment to resilience, and opportunity for the people and businesses we serve."

The experienced bankers at Mission Valley Bank are the backbone of the Bank Local | Build Local philosophy, providing expertise and high-touch, personalized service that truly supports businesses. Their deep understanding of the local economy, combined with a commitment to building lasting relationships, ensures that business clients receive the right products and services needed for their long-term goals.

By banking locally, you are building a financial ecosystem that keeps money circulating in the community, ensuring stability, and prosperity for all. Whether you are an entrepreneur seeking funding, a business looking for financial solutions, or an individual who wants their money to make a difference, Mission Valley Bank is here for you.

Information for this article was provided by Mission Valley Bank. For more information contact Justin Stewart at jstewart@missionvalleybank.com. Member FDIC. Learn more at missionvalleybank.com.

BEST LAND LEASE DEAL OF THE YEAR

GOLD AWARD



RON FEDER
Peak Commercial

9143 De Soto Ave., Chatsworth
Square Footage: 79,741

The property, formerly home to an LA Fitness facility, was left as an uncompleted shell during the pandemic after an intended renovation was halted. The structure was ultimately demolished, and the site was prepared for future development. In response to growing interest from potential developers, ownership decided to offer the land for lease.

The ground lease will enable Homestead Capital Group to transform this property into a state-of-the-art self-storage facility, adding approximately 110,000 square feet of new space across four buildings. Homestead will spearhead the $25 million development, which is expected to bring substantial growth to the surrounding area.

PEAK COMMERCIAL



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RANDY CUDE
Spectrum CRE



YAIR HAIMOFF
Spectrum CRE



ANDREW GHESSEMI
Spectrum CRE



MATT SREDEN
Spectrum CRE

BEST MEDICAL SALE DEAL OF THE YEAR

GOLD AWARD

23206 Lyons Ave., Sites, 101, 102, 106, 110, 112, 202 & 212, Valencia
Deal Value: $6.6M

The sale of the Santa Clarita Medical Center is a prime example of a complex yet successful transaction. This premier medical property encompassed eight individual medical condos, totaling approximately 12,324 square feet, and was sold for a combined price of $6,560,000. The deal was notable for its intricacy, requiring the coordination of multiple buyers and units while meeting the financial expectations of various stakeholders.

The property's open-concept design and strategic location in Santa Clarita made it a rare and highly sought-after asset in the market. Successfully navigating the complexities and achieving a seamless transition for all parties underscores why this deal merits recognition.

SPECTRUM COMMERCIAL REAL ESTATE, INC.

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BEST MEDICAL LEASE DEAL OF THE YEAR

GOLD AWARD

VALLEY MEDICAL PLAZA

14600 Sherman Way, Suite 300, Van Nuys
Square Footage: 18,218



CODY CHIARELLA
CBRE



ANGIE WEBER
CBRE



DANA NIALIS
CBRE

Cody Chiarella of CBRE represented the landlord, while Angie Weber and Dana Nialis represented the tenant, to secure an early long-term extension at Valley Medical Plaza, a 100,000 square foot outpatient medical project. The project is owned by Healthcare Realty, and the occupier is Optum. This location is critical for Optum, with a total of 18,218 square feet on a full floor. The brokerage team's strategic guidance was key in securing this opportunity for both the ownership and tenant.

The retention of Optum is a notable win for the San Fernando Valley, allowing Healthcare Realty and Optum to maintain a high-quality brand for this trophy project.

CBRE

BEST MEDICAL LEASE

SILVER AWARD

18533 Soledad Canyon, Santa Clarita
Square Footage: 14,743



TOM OLIVER
NAI Capital



JOHN CSERKUTI
NAI Capital



BRYAN LEWITT
JLL



CHRIS ISOLA
JLL

NAI Capital JLL

JLL represented Northeast Valley Health Corporation (NEVHC) in a new lease in Santa Clarita. This is a 10-year lease extension and expansion (doubling in size) for Northeast Valley Health Corporation of their Santa Clarita Health Center. This lease represents the growing trend of medical uses co-locating in retail settings, which provide an ease of access for patients and drive increased foot traffic to neighboring retailers. JLL's Bryan Lewitt and Chris Isola represented NEVHC in the transaction.

BEST MEDICAL LEASE

BRONZE AWARD

24355 Lyons Ave., Santa Clarita
Square Footage: 13,149



BRYAN LEWITT
JLL



CHRIS ISOLA
JLL



JACOB GRIESER
Welltower

JLL welltower

JLL secured this new lease for The Stepping Stones Group that provides therapeutic and behavioral health services for children. One challenge associated with this transaction was the need to create an outdoor play area for the tenant. The Welltower asset management team was willing to provide access to a portion of the surface parking area to convert to the playground, while still maintaining a 4/1,000 parking ratio for the existing medical tenants.

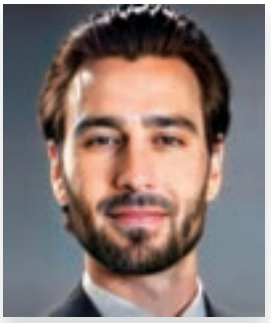
BEST MULTI-FAMILY SALE DEAL OF THE YEAR

GOLD AWARD

11741 Saticoy St., North Hollywood
Deal Value: $11.8M



RICK RAYMUNDO
Marcus & Millichap



BEN SAVOY
Marcus & Millichap

Rick Raymundo of Marcus & Millichap was selected to market and sell 11741 Saticoy Street in North Hollywood. This was the first time in 35 years that the 85-unit multifamily property was made available for sale, and Raymundo successfully sourced an all cash buyer to purchase the asset at a price of $11,800,000. According to CoStar COMPS, it was only the third property with at least 85 units to sell in the entire San Fernando Valley within the prior twelve months.

Raymundo focused on a specific buyer with significant liquid capital to deploy for the purchase as well as the renovation of the vacant units.

Marcus & Millichap

BEST MULTI-FAMILY SALE

ENCINO COUNTRY CLUB APARTMENTS

SILVER AWARD

17000 Burbank Blvd., Encino
Deal Value: $10M



PRISCILLA NEE
CBRE



GIANNI NOVO
CBRE

CBRE

CBRE's team led by Priscilla Nee, successfully represented the buyer and seller in the $10 million sale of the 43-unit Encino Country Club Apartments. This transaction is notable for its size and scope, involving a significant multi-family property in a highly desirable submarket. Nee, in collaboration with Gianni Novo from CBRE's Debt and Structured Finance team, worked diligently to produce a buyer-approved lender and secure a high-leverage 82% loan-to-value loan.

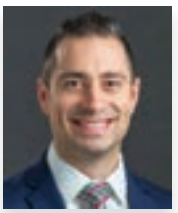
BEST MULTI-FAMILY SALE

BRONZE AWARD

11616 Burbank Blvd., North Hollywood
Deal Value: $9.6M



GLEN SCHER
Marcus & Millichap



FILIP NICULETE
Marcus & Millichap

Marcus & Millichap

The successful sale of 11616 Burbank Blvd. is a testament to strategic problem-solving and adaptability in a challenging market environment. This multifamily property, priced below replacement cost and with a recorded tentative tract map allowing for future condo sales, faced significant hurdles, including high interest rates. After two months of slow activity, the seller reduced the asking price by $500,000, increasing the CAP rate to 5.06%, which attracted a local, all-cash buyer with a long-term investment approach.



ZORIK DADOYAN
Equity Union Commercial

BEST COMMUNITY IMPACT LEASE DEAL OF THE YEAR

GOLD AWARD

CAL STATE UNIVERSITY OF NORTHRIDGE

10150 Lindley Ave., Northridge
Square Footage: 151,736

The Hilltop, a historically unusable and underutilized parcel in the San Fernando Valley, is being transformed in a groundbreaking deal that reimagines its potential. Due to its unique geological features and the presence of a fault line, development on the site has been challenging. However, this innovative lease agreement with Valley United Soccer Club marks a visionary use of the space, converting the location into a valuable community asset.

Facilitated by Zorik Dadoyan, the off-market deal exemplifies forward-thinking collaboration. Valley United Soccer Club, the new tenant, will develop two state-of-the-art soccer fields and has secured a lease with options extending up to 20 years.

EQUITY UNION REAL ESTATE

Strengthening Communities Through Thoughtful Construction

IN TIMES OF disaster — whether from wildfires, earthquakes, or other challenges — Parker Brown Inc. stands out for its commitment to rebuilding with integrity. Since its founding in 1994, the company has built a solid reputation in the San Fernando Valley and beyond, focusing on projects that genuinely impact communities and businesses.

Parker Brown's work goes beyond constructing buildings; it's about creating spaces that serve people. The company has contributed to the development of healthcare centers, food pantries and "Under One Roof" community spaces — projects that provide vital services and support for those in need. Whether rebuilding after a disaster or creating spaces for long-term community support, Parker Brown takes pride in its role as a partner in resilience.

What sets Parker Brown apart is its commitment to fairness, especially during times of crisis. This was evident after the Northridge earthquake when others raised prices to take advantage of the disaster. Parker Brown, however, maintained steady pricing, helping businesses rebuild affordably.

The company is also proud to have worked with the owners of Panda Inn, a national restaurant chain, on the remodel of their iconic Pasadena location. This project not only focused on updating the space but also preserving its unique character while enhancing the customer experience. Being selected by such a respected brand underscores Parker Brown's dedication to quality and attention to detail.



As Southern California faces new challenges, Parker Brown remains committed to its community-first approach. The company's dedication to fair pricing and expertise in disaster recovery has made it a trusted partner for organizations seeking to rebuild efficiently and ethically.

Parker Brown's focus on transparency, collaboration and long-term impact ensures that their work is more than just construction—it's about rebuilding hope and opportunity.

Learn more at parkerbrowninc.com.

CONGRATULATIONS TO ALL OUR 2025 FINALISTS

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Newmark

Adam Abushagur
Marcus & Millichap

Chris Alihemmat
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Erica Balin
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Aaron Banks
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Kyle Barratt
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GP Architecture

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RCI Builders

The Evolving Office Commercial Real Estate Market in the San Fernando Valley

BY DEAN HUNT

THE SAN FERNANDO Valley's office commercial real estate market is undergoing a significant transformation. Over the past six months, we have observed a notable shift in ownership from institutional investors to private capital. This change is reshaping the landscape, particularly in areas like Glendale, where significant transactions over 100,000 square feet have taken place, including the notable transaction of 801 N. Brand by CBRE.

Shift from Institutional Investors to Private Capital

Historically, institutional investors were prominent in the commercial real estate market in the San Fernando Valley.



801 N. Brand

However, recent trends indicate a growing presence of private capital. This shift is driven by various factors, including the flexibility and agility that private investors bring to the table. Unlike institutional investors, private capital can often move more quickly and make decisions that are more responsive to market conditions. These owners can also offer competitive rents that align with current market conditions, thanks to the favorable acquisition prices they secured compared to historical rates.

Significant Transactions and Market Activity

In the last six months, the San Fernando Valley has seen several significant transactions, particularly in Glendale. One of the most notable transactions was the sale of 801 N. Brand, facilitated by CBRE. This transaction, along with others, highlights the increasing interest of private investors in the region. These transactions are not only significant in size but also in their potential impact on the market. Private capital repositioning these assets are also ready and capable of transacting, with allocation for tenant improvements and incentives.

Market Challenges and Opportunities

While the office market in the San Fernando Valley remains challenged, these recent transactions are creating new opportunities. The new owners, primarily private investors, can offer lower rents to occupiers. This is a strategic move to attract tenants in a market where vacancy rates have been a concern. According to CBRE research, the total vacancy rate in the San Fernando Valley remained stable quarter-over-quarter at 19.4%, but it increased from 18.0% one year prior. In contrast, Greater Los Angeles' overall vacancy rate was 23.9% in Q4 2024. The combination of increased activity and larger tenant demand signals a positive trend towards vacancy absorption, offering hope for the recovery of the office market.

Sublease availability in the San Fernando Valley was reported at 7.0% or 1.6 million square feet in Q4 2024, marking a 40 basis points increase year-over-year. Despite these challenges, there are positive signs. Net absorption totaled negative 40,261 square feet in Q4 2024. Although this figure is in negative territory, it represents an improvement from the amounts reported in the past five consecutive quarters.

Increasing Tenant Activity and Larger Footprints

One of the encouraging trends in the San Fernando Valley office market is the increasing volume of tenants. Compared to 12 months ago, more tenants are looking to take larger footprints. This increase in tenant activity is a positive sign for the market. As absorption improves, it leads to stability in rents and encourages capital investments. These investments, in turn, drive more interest from office occupiers. We've observed this trend in other major office markets, such as New York, San Francisco, and Seattle, where market recovery has been driven by stabilized office attendance policies, the resilience of the legal and financial services sectors, and the growth of companies in emerging tech fields like AI.

New Opportunities for Owner / Occupiers and Investors

The market is also seeing more office products becoming available, providing notable opportunities for owner/occupiers and investors. For instance, properties like 19809 Prairie Street are coming onto the market, offering attractive options for those looking to invest or occupy office space in the region.

Optimism for the San Fernando Valley Office Market

Overall, the San Fernando Valley submarket is performing well compared to other parts of Los Angeles. While challenges remain, the shift in ownership to private capital, significant transactions, and increasing tenant activity are reasons to be optimistic about the future of the Valley office market. The ability of new owners to offer competitive rents and make capital investments in their properties is likely to attract more office occupiers, further stabilizing and potentially revitalizing the market.

Dean Hunt is CBRE's executive managing director, Greater Los Angeles. Learn more at CBRE.com.