



Geoff Boler, Jay Luchs and Kevin Shannon

Executive vice chairmen; co-head of U.S. capital markets at Newmark



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Business activity this past year in the Los Angeles area amplified Newmark's role as a leading commercial real estate brokerage.

The firm placed first nationally in Real Estate Alert's multifamily broker rankings based on investment sales for the first half of 2026. Newmark reached

percent market share and \$11.87 billion in transaction volume.

Newmark has also shined on the office side in 2026, placing second nationally in investment sales volume for Real Estate Alert's first-half office broker rankings with a 34.4 percent year-over-year increase for a 25.1 percent market share.

"Our market share 11 years ago was less than 5 percent," said Kevin Shannon, who joined Newmark's L.A. office in January 2016 after a decade at CBRE. "The rise through the rankings is professionally the greatest accomplishment of my career."

Shannon's team advised on some notable transactions in Southern California over the past year. That included representing seller Granite Properties in its \$89 million sale in December of its three-building, 383,558-square-foot Orange City Square office complex in Orange to MGR Real Estate.

Geoff Boler, who joined Newmark's Orange County office in Irvine in March 2025 from what was then Eastdil Secured, arranged a deal on behalf of L.A.-based Eagle Real Estate Partners for its \$132.5 million purchase of the Crystal View Apartments in Garden Grove in July 2026.

The deal, which involved Eagle teaming with Vistria Group as part of a joint venture, extended affordability restrictions near expiration at the 402-unit workforce housing community.

Jay Luchs, who has worked out of Newmark's Century City office since 2013, credits longtime Newmark CEO Barry Gosin's ability to obtain top talent with enabling the brokerage to move up the rankings.

entrepreneurial environment,” Luchs said. “Everything has gotten better because of the confidence and mentality that Newmark provided with this entrepreneurial feeling.”

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