

# BEST RETAIL LEASE

**Square Footage: 24,500**

The Q De Soto

21010 Erwin St., Woodland Hills

GOLD  
AWARD

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.



**Scott Romick**  
Managing Director



**Jay Rubin**  
Principal



# BEST OFFICE SALE

**Deal Value: \$20.6 Million**

5435-5445 Balboa Blvd., Encino

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SILVER  
AWARD

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.



**Scott Romick**  
Managing Director



**Darren Casamassima**  
Principal



# BEST OFFICE SALE

**Deal Value: \$15.8 Million**

601 S. Glenoaks Blvd., Burbank

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BRONZE  
AWARD

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.



**Scott Romick**  
Managing Director



**Darren Casamassima**  
Principal



**David Kaufman**  
Principal

