

SIGN IN

REGISTER

LOS ANGELES

Investors Sweeten The Pot For Brokers That Can Produce

MARCH 20, 2017 | BY KELSI MAREE BORLAND

LOS ANGELES—StarPoint awards a Porsche to a broker that brought in the most off-market deal volume to the firm last year, and the trend is gaining popularity for investors that want the best off-market buyers.

REPRINTS

To Continue Reading, Become A Free ALM Digital Reader.

Benefits Include:

- Unlimited access to GlobeSt.com and other free ALM publications
- Access to 15 years of GlobeSt.com archives
- Your choice of GlobeSt.com digital newsletters and over 70 others from popular sister publications
- $\,$ 5 free articles across the ALM subscription network every 30 days
- Exclusive discounts on ALM events and publications

REGISTER NOW

Already have an account? Sign In

* May exclude premium content

MORE LOS ANGELES HEADLINES

Bootleg Apartments Could Be Goldmines

Ports Positioned for a Modest Growth

Are Fannie and Freddie Heading for a Slow Down?

Berkadia L.A. Named Top Freddie Mac Producer

FEATURED EVENTS

RealShare Net Lease 2017

April 05, 2017 | New York, NY

The 15th annual RealShare Net Lease conference will bring together the industry's most influential & knowledgeable CRE executives

Learn More

RealShare Los Angeles

April 25, 2017 | Los Angeles , CA

With nearly 400 commercial real estate executives RealShare Los Angeles continues to be the leading industry event in the area.

Learn More

RealShare Apartments

October 18, 2017 | Los Angeles, CA





Kelsi Maree Borland > CONTACT KELSI MAREE BORLAND

Join 1500+ of the industry's top owners, investors, developers, brokers & financiers at THE MULTIFAMILY EVENT OF THE YEAR!

Learn More >

RELATED JOBS

PRESENTED BY SELECT LEADERS

Vice Director for Architecture & Planning (Brooklyn Museum) Brooklyn, NY 11238

The vice director for planning architecture at the brooklyn museum is a senior management position reporting to the chief operating officer. the vice director for planning architecture plays a critical role in shaping and overseeing the museum's longrange building infrastructure, construct...

Apply Now >

Asset Management Analyst (Kettler) Tysons, VA 22102

Under the direction of the vp of asset management, the asset management analyst will interact with multiple departments within both kettler inc. and kettler management inc. to provide analytical support and guidance for the company's large portfolio of affordable and market rate multi-famil...

Apply Now >

Retail Leasing Associate (Franklin Street) Tampa, FL 33609

Join one of the fastest growing real estate firms in the southeast! franklin street is actively seeking a commercial real estate agent who specializes in the retail leasing sector to join the team in our tampa office. candidates who qualify for this position will be aggressive, ambitious en...

Apply Now >

RESOURCES

RESOURCES

The Ultimate Checklist for Raising Untapped Pools of Investment Capital Online





Find out whether your company fits the bill for online real estate syndication by downloading the checklist now.

More Resources > More Resources

>

FEATURED CONTENT



Commentary
The Black Swans Are Circling

MARCH 31, 2017

Brexit has been triggered and the final outcome is very unclear. Chances are high that it will be a hard Brexit, but it is way too early to tell. The...



NY Life RE Investors Lines Up Big Portfolio Financing

MARCH 31, 2017

NEW YORK CITY—The mortgage and mezzanine debt is secured by an industrial portfolio spread across 11 states



Amherst in 2nd SFR Sale to Altisource

MARCH 31, 2017

AUSTIN, TX—By the end of 2017, Amherst may have completed more than \$1 billion single-family portfolio sales to Altisource since this past September.



How the Residential and Multifamily Sectors Are Changing

MARCH 31, 2017

NEWPORT BEACH, CA—The most important thing is the level of sophistication that is now required, which calls for teams with individuals who contribute specialized knowledge and relationships, Land Advisors' David Kidder tells GlobeSt.com.

Blob8Stace...

Advertise

Terms of Use

Privacy Policy

GlobeSt.com	Markets	Sectors	Real Estate Forum
About Us	National	Net Lease	Real Estate Forum
Contact Us	International	Multifamily	Current Issue
Contributors	Atlanta	Retail	Digital Edition
Advisory Board	Austin	Student Housing	Issue Gallery
Thought Leaders	Boston	Healthcare Real Estate	Reprints
RealShare Events	Chicago	Hotels	Advertise
eNewsletters	Dallas	Office	Subscribe / Renew

Houston

Los Angeles

All Markets >

Industrial

Current Issue



Copyright 2017 ALM Media Properties, LLC. All Rights Reserved. | About ALM | Contact ALM | Terms of Use | Privacy Policy





LOS ANGELES

Investors Sweeten The Pot For Brokers That Can Produce

MARCH 20, 2017 | BY KELSI MAREE BORLAND

LOS ANGELES—StarPoint awards a Porsche to a broker that brought in the most off-market deal volume to the firm last year, and the trend is gaining popularity for investors that want the best off-market buyers.

REPRINTS

To Continue Reading, Become A Free ALM Digital Reader.

Benefits Include:

- Unlimited access to GlobeSt.com and other free ALM publications
- Access to 15 years of GlobeSt.com archives
- Your choice of GlobeSt.com digital newsletters and over 70 others from popular sister publications
- 5 free articles across the ALM subscription network every 30 days
- Exclusive discounts on ALM events and publications

REGISTER NOW

Already have an account? Sign In

* May exclude premium content



Kelsi Maree Borland > CONTACT KELSI MAREE BORLAND

MORE LOS ANGELES HEADLINES

Bootleg Apartments Could Be Goldmines

Ports Positioned for a Modest Growth

Are Fannie and Freddie Heading for a Slow Down?

Berkadia L.A. Named Top Freddie Mac Producer

FEATURED EVENTS

RealShare Net Lease 2017

April 05, 2017 | New York , NY

The 15th annual RealShare Net Lease conference will bring together the industry's most influential & knowledgeable CRE executives

Learn More

RealShare Los Angeles

April 25, 2017 | Los Angeles, CA

With nearly 400 commercial real estate executives RealShare Los Angeles continues to be the leading industry event in the area.

Learn More >

RealShare Apartments

October 18, 2017 | Los Angeles , CA

Join 1500+ of the industry's top owners, investors, developers, brokers & financiers at THE MULTIFAMILY EVENT OF THE YEAR!

Learn More

RELATED JOBS

PRESENTED BY **SELECT LEADERS**

Vice Director for Architecture & Planning (Brooklyn Museum) Brooklyn, NY 11238

The vice director for planning architecture at the brooklyn museum is a senior management position reporting to the chief operating officer. the vice director for planning architecture plays a critical role in shaping and overseeing the museum's longrange building infrastructure, construct...

Apply Now>

Asset Management Analyst (Kettler) Tysons, VA 22102

Under the direction of the vp of asset management, the asset management analyst will interact with multiple departments within both kettler inc. and kettler management inc. to provide analytical support and guidance for the company's large portfolio of affordable and market rate multi-famil...

Apply Now >

Retail Leasing Associate (Franklin Street) Tampa, FL 33609

Join one of the fastest growing real estate firms in the southeast! franklin street is actively seeking a commercial real estate agent who specializes in the retail leasing sector to join the team in our tampa office. candidates who qualify for this position will be aggressive, ambitious en...

Apply Now >

FEATURED CONTENT



Commentary
The Black Swans Are Circling

MARCH 31, 2017

Brexit has been triggered and the final outcome is very unclear. Chances



NY Life RE Investors Lines Up Big Portfolio Financing

MARCH 31, 2017

NEW YORK CITY—The mortgage and mezzanine debt is secured by an



Amherst in 2nd SFR Sale to Altisource

MARCH 31, 2017

AUSTIN, TX—By the end of 2017, Amherst may have completed more



How the Residential and Multifamily Sectors Are Changing

MARCH 31, 2017



are high that it will be a hard Brexit, but it is way too early to tell. The...

industrial portfolio spread across 11 states.

than \$1 billion single-family portfolio sales to Altisource since this past September. NEWPORT BEACH, CA—The most important thing is the level of sophistication that is now required, which calls for teams with individuals who contribute specialized knowledge and relationships, Land Advisors' David Kidder tells GlobeSt.com.

Blob8Stace...

Advertise

Terms of Use

Privacy Policy

GlobeSt.com Markets **Sectors Real Estate Forum** National Net Lease Real Estate Forum About Us Contact Us International Multifamily Current Issue Contributors Atlanta Retail Digital Edition Advisory Board Austin Student Housing Issue Gallery Thought Leaders Boston Healthcare Real Estate Reprints RealShare Events Chicago Hotels Advertise Dallas Office Subscribe / Renew eNewsletters

Industrial

Houston

Los Angeles

All Markets >

Current Issue



Copyright 2017 ALM Media Properties, LLC. All Rights Reserved. | About ALM | Contact ALM | Terms of Use | Privacy Policy



