

ADVISOR BIO



DANA BRODY

Senior Vice President Investments

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Marcus & Millichap
THE BRODY GROUP

Dana Brody is highly regarded as one of the top commercial real estate investment sales specialist in all of Southern California. Dana was named one of the Top 50 Commercial Real Estate Brokers Under 40 by Globe St. in 2019. Dana is considered by clients and peers as an industry leader, leading the charge by implementing the highest quality and most professional marketing and sale process of multi-family investment and redevelopment opportunities across Southern California.

Since beginning her career in 2003 at CB Richard Ellis as the head of Business Development for Team Lustig-Bower, Dana has been a trusted and respected advisor to many clients in hundreds of successful commercial real estate transactions.

For nearly 20 years, Dana has succeeded in helping many owners and buyers succeed in their goal of selling and purchasing multi-family properties across the Greater Los Angeles area.

Since 2003, Dana has been involved in the acquisition and disposition of multi-housing properties for institutional, corporate, and individual clients. Having listed and sold more than \$1,000,000,000 billion in multi-housing investment properties, Dana is recognized as one of the premier real estate advisors to Sellers and Investors in the Greater Los Angeles area.

During the course of her career, Dana has been awarded many industry accolades. In 2006, Dana received the Pace Setter Award for a high level of closed transactions at Marcus & Millichap. In 2008 & 2009, Dana was the #1 Multi-Housing Broker for Grubb & Ellis Nationwide and was named in the Top 20 Grubb & Ellis Sales Professionals in the LA Metro Region. In 2009, Real Estate Southern California magazine named Dana one of the top "30 under 30" of Southern California's best and brightest in the commercial real estate industry under the age of 30. In 2010, she has been chosen as Commercial Real Estate's "Rising Stars" by C.R.E.W. Los Angeles and will be awarded at their annual "Women at the Top" banquet in June. Dana was also chosen as a finalist for the Los Angeles Business Journal's 2010 Women Making a Difference Awards in the Rising Star category. In 2013 Dana was named CAG Broker of the Year for having the most sales and highest gross commissions in the company for the calendar year. In 2019, Dana was selected by Real Estate Forum's Top 50 Under 40 for her many achievements in commercial real estate.

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2021 SALES



1
2439 Federal Avenue
West Los Angeles
\$2,800,000



2
2453 Barry Avenue
West Los Angeles
\$1,740,000



3
2458 Barry Avenue
West Los Angeles
\$1,700,000



4
2445 Federal Avenue
West Los Angeles
\$3,100,000



5
8020 Blackburn Avenue
Beverly Grove
\$2,925,000



6
6000 Monterey Road
Highland Park
\$2,400,000



7
561 N. Sweetzer Avenue
West Hollywood
\$2,955,000



8
1307 Tamarind Avenue
Hollywood
\$1,900,000



9 1031 Exchange
2672 Arroyo Avenue
Fayetteville, AK
\$825,000



10
1315 N. Orange Drive
Hollywood
\$2,615,000



11
646 Ocean Park Boulevard
Santa Monica
\$1,975,000



12 1031 Exchange
2670 Kantz Drive
Fayetteville, AK
\$1,200,000



13 1031 Exchange
2000 Meadow Court
Des Moines, IA
\$4,725,000



14
5804 San Vicente Boulevard
Miracle Mile
\$3,375,000



15 1031 Exchange
741 S. Morningside Drive
Fayetteville, AK
\$6,790,000

Notable 2021 Brody Group Sales:



16
Shops on Hill Mixed Use Portfolio
Pasadena - \$18,000,000



17
15046-48 Dickens Street
Sherman Oaks - \$5,900,000



18
21133 Saticoy Street
Canoga Park - \$5,300,000



19
320 S. Sherbourne Drive
Beverly Grove - \$2,950,000

The Brody Group 2021 Sales Top \$75,000,000

CLIENT TESTIMONIALS

Professionalism, Integrity, and Savvy

I've had the opportunity to work with Dana on 2 separate transactions where she represented me as the seller. Both times she demonstrated true professionalism, integrity, and savvy. She successfully navigated both sales, the first in the pit of the financial crisis, and showed herself to be a real dealmaker - a bridge between parties. I have also found her to be an excellent resource on the market, a sounding board, and source for off-market deals. Hope to continue working and earning together.

- **Sebastian Rein | CEO | AddaZero Corp**

A Pleasure to Work with Every Step of the Way

We worked with Dana on the sale of our office building and the building we owned next door in Highland Park. Dana was a pleasure to work with every step of the way from the marketing phase, offer intake phase, down to the negotiation, escrow, and closing. She has exceptional communication skills, integrity, and hustle. Dana is also a wealth of knowledge, has great connections, and is otherwise a leading expert in her field.

- **Marissa SolisCO-CEO
NELA GROUP LLC**

Her expertise in the apartment market is unrivaled

Dana has been very helpful to my company to source deals. Her expertise in the apartment market is unrivaled. She is a hard worker and really gets things done. This is all evidenced by her track record of closing listings for top market price. She is a real asset to Monem Corp. I highly recommend her.

- **Danny MonempourCEO | Monem Corporation**

Willing to go Above and Beyond

"I am a commercial real estate agent specializing in the sale and leasing of office properties. My career started in the 70's and I still love it. I consider myself one of the very best in my field. HOWEVER, when a couple of my treasured clients wanted to sell apartment projects, I wanted them to have the very best representation possible. I began interviewing agents specializing in multi-family and was so fortunate to find Dana. She has been everything I could have hoped for. She is professional, knowledgeable, flexible, creative, and willing to go above and beyond to make the experience easy and transparent for the client. I feel totally comfortable referring my clients to Dana knowing they will receive quality representation from someone with market knowledge and transactional expertise. Dana is a delight to work with and deserves and inspires confidence."

- **Sebastian Rein | CEO | AddaZero Corp**

Absolutely Instrumental in a Complicated Sale

Dana was our broker for a sale of a 3-property portfolio in the Highland Park neighborhood of Los Angeles. She ran the sale process from start to finish in an exceptionally professional manner and delivered great results. Dana provided creative solutions to a somewhat complicated sale. She was absolutely instrumental in our getting the sale completed on time and at our expected pricing. We most certainly look forward to working with her again.

- **David Walker | ENGINE Real Estate**

Pleasant and yet Firm, a Real Asset for any Transaction

Dana Brody is one of those brokers you need looking out for you. Whether buying or selling, she represents you and gets you the best deal possible. Pleasant and yet firm, she is a real asset for any transaction. I always enjoy working with her. You will too.

- **Steve Fleischmann, President | My Management Co., Inc.**



Commercial Real Estate News Featuring the Brody Group

FEATURED

Dana Brody recently named one of Globe St.'s Top 50 Under 40 Commercial Real Estate Professionals Nationwide

Individuals have a solid track record in the business, not just including transaction volume but also for their contribution to their company's overall success.

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IN THE NEWS

Named one of the Top 50 Brokers Nationwide by Globe Street, Dana excels in achieving top dollar for her clients in every sale she completes, making her one of the most sought-after brokers to work with.

Pasadena's Shops on Hill sells for \$18 million

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Will the U.S. Stimulus be Enough to Save the Upcoming Rent Shortfall?

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Marcus & Millichap Brings On Multifamily Expert California

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How Co-Living Compares to Multifamily Investment

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Asana Partners Buys LA Mixed-Use Portfolio

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Co-living Market is Rapidly Expanding

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Three Mixed-Use Buildings in Highland Park Sell for \$23.3 Million

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Creating Cool: How Property Values are Affected by a Neighborhood's Character

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There is No Escaping the Automation of Commercial Real Estate Brokerages

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