

STEPHAN KTORZA

Senior Vice President

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Stephan Ktorza serves as a senior vice president at Kidder Mathews, focusing on retail sales and leases. With over 25 years of experience, Stephan has had the distinction of successfully selling and leasing real estate in both Los Angeles and Europe.

Stephan began his career in 1994 in Paris when he joined BNP Paribas Lease Group, serving as a financial leasing officer in financing the investments of capital goods leased by major businesses. Here, he honed his skills in financing investments, laying a solid foundation for his future endeavors. His quest for broader horizons took him to Kaufman & Broad's European branch in Paris in 1998, where as a senior sales associate, he led brokerage activities across France's major cities. Stephan's knack for exceeding expectations earned him numerous awards, cementing his reputation as a top performer. In 2004, Stephan followed his dream and moved to Los Angeles, California—a decision that would mark the beginning of an illustrious chapter in his real estate career. There he joined Heger Industrial, which later merged with Kidder Mathews. Stephan's expertise in the Los Angeles real estate market is unparalleled. He has a unique ability to navigate its complexities, making him a go-to expert for tenants and landlords alike. His transactions in the Greater Los Angeles area reflect his deep market knowledge and his commitment to securing the best outcomes for his clients.

His role as the national master broker for Kids Empire stands out as a highlight in his career. Stephan led a formidable team of 40 local agents, spearheading the launch of over 100 locations across 24 states. This ambitious project not only showcased his leadership skills but also his ability to envision and execute complex national expansion strategies. What truly sets Stephan apart is his personal approach and his unique background. He believes in the power of relationships and the importance of understanding the needs and aspirations of everyone he works with. This philosophy has enabled him to develop effective negotiating strategies and uncover value-added opportunities that benefit his clients' portfolios. In Stephan Ktorza, you'll find a seasoned real estate executive and dedicated professional who brings a personal touch to every transaction. His expertise and commitment to his clients make him a distinguished figure in the world of retail real estate. Stephan lives in Los Angeles with his wife, Ilona, and their three children. For him, family is a source of strength and inspiration, driving him to achieve greater heights in his career.

AFFILIATIONS

Jewish Federation of
Greater Los Angeles Real
Estate and Construction
Division

French American
Chamber of Commerce