

JOSH LUCHS

Executive Vice President,
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Josh Luchs is an Executive Vice President and Managing Director at Kidder Mathews' San Fernando Valley office. He specializes in marketing and selling multifamily apartment buildings in Los Angeles County. Josh has transacted over \$500 million in properties nationwide. He has successfully orchestrated the purchases of numerous single-tenant triple net, self-storage, office, and industrial transactions across the United States. In doing so, Josh has provided many longtime owners an alternative to apartment ownership by identifying opportunities to offer increased cash flow while reducing management responsibilities.

Josh joined Kidder Mathews from CBRE's Beverly Hills office, where he was a senior vice president from 2018-2022. Josh was at Marcus & Millichap, where he was a first vice president and director of the National Multi Housing Group and associate director of the Net Leased Retail Group from 2008-2018. He was one of the area's top producers for a decade and achieved numerous awards and distinctions, including Sales Recognition Awards (SRA) and National Achievement Awards (NAA). Josh has also served as a member of the Encino Neighborhood Council. He has been a speaker at Real Share Los Angeles conferences and recently served as the moderator for a panel titled "The Art of Multifamily Deal Making."

Prior to entering commercial real estate, Josh worked as a sports agent for nearly two decades, last serving as vice president of the sports division at the prestigious Gersh Agency, using his marketing and negotiating skills to benefit some of the most recognizable names in sports. In October of 2010, Josh appeared on the cover of Sports Illustrated, giving an interview on the relationships between sports agents and college football players.

AWARDS & AFFILIATIONS

Member, National Association of Realtors®

Member, Encino Neighborhood Council

Speaker, Real Share Los Angeles, Pepperdine Law, University of Oregon, University of Texas at Austin, New York University, Suffolk University, Fordham University, Yeshiva University, Michigan State University & Temple University, Congressional Panel, CA Senate, NCAA Regional Rules Seminars & The National Association of Collegiate Directors of Athletics (NACDA) Convention

Featured, HBO Real Sports, ESPN 30 for 30 Youngstown Boys & Trojan War, ESPN Films "The Dotted Line"

Key Note Speaker, NCAA's compliance meetings

SELECT CLIENT LIST

SRA (Sales Recognition Award) 2011, and 2013-2017

Platinum NAA (National Achievement Award) 2013-2017

Illegal Procedure
Bloomsbury Publishing
2012

Company Sales Plaque
Gross 550k, 2013-2017

National Achievement
Award, Gross 1M,
2013-2017

SIGNIFICANT CLOSINGS

\$2.850M	1145 New Hampshire Ave	Los Angeles, CA
\$3.075M	4188 Greenbush Ave	Sherman Oaks, CA
\$9.25M	935 N San Vicente Blvd	West Hollywood, CA
\$4.6M	121 S Reeves Dr	Beverly Hills, CA
\$5.8M	Walgreens*	Fruita, CO
\$5M	Walgreens*	Columbus, OH
\$6.1M	7507 Sepulveda Blvd	Van Nuys, CA
\$11M	2929 Colorado Ave	Santa Monica, CA
\$6.3M	7650 Reseda Blvd	Reseda, CA
\$7.3m	16850 Chatsworth St	Granada Hills, CA
\$4.8M	3755 Inglewood Blvd	Los Angeles, CA
\$7.3M	18634 Clark St	Tarzana, CA
\$3.9M	4535 Murietta Ave	Sherman Oaks, CA
\$3.9M	12534 Roscoe Blvd	Sun Valley, CA
\$17.4M	Maryland Crossing*	Las Vegas, NV
\$5.7M	3801 Mission Terrace Blvd*	Tallahassee, FL
\$4.1M	8380 Northgate Ave	Canoga Park, CA
\$5.8M	21444 Golden Triangle Rd	Santa Clarita, CA
\$4.3M	9939 Topanga Canyon Blvd*	Chatsworth, CA
\$4M	1950 Rodney Dr	Los Angeles, CA
\$4M	906 Pacific Ave	Venice, CA
\$10.5M	6600-6616 Woodley Ave	Van Nuys, CA
\$4.5M	5500 Washington Blvd	Los Angeles, CA
\$5M	1409 Saticoy Ave	Van Nuys, CA
\$3.9M	107 & 117 W Channel Rd	Santa Monica, CA
\$15.4M	2001 Park Place Blvd*	Bedford, TX
\$6.9M	407 N Ave 50	Los Angeles, CA

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