

Josh Luchs

Senior Vice President, Beverly Hills



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Professional Background

Josh Luchs is a skilled negotiator with over twenty five years of business experience. Specializing in the marketing and sales of multi-family apartment buildings in Los Angeles County, Luchs has been successful listing properties beyond just Sherman Oaks, Van Nuys, North Hollywood, and the neighboring communities. In addition, Luchs has successfully orchestrated the purchases of numerous single tenant triple net, self-storage, office and industrial deals across the United States. In doing so, he has provided many long time owners an alternative to apartment ownership by identifying deals that can offer increased cash flow while reducing cumbersome management responsibilities.

Luchs joined CBRE's Beverly Hills office in 2018 from 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. He was one of the area's top producers for a decade and achieved numerous awards and distinctions, including his most recent, a 2017 SRA (Sales Recognition Award) & 2017 Platinum NAA (National Achievement Award).

Luchs has also served as a member of the Encino Neighborhood Council. He is a regular speaker at Real Share Los Angeles conferences and most recently served as the moderator for a 2017 panel titled "The Art of Multifamily Deal Making".

Prior to entering commercial real estate, Luchs 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, Luchs appeared on the cover of Sports Illustrated giving a candid interview exposing the questionable relationships between sports agents and college football players. Luchs was featured in a segment on the Emmy-winning HBO show Real Sports with Bryant Gumbel and was also the subject of an ESPN Films 30 for 30 episode "The Dotted Line" directed by Academy Award nominated director Morgan Spurlock (Super Size Me). Luchs appeared in ESPN's 30 for 30 "Youngstown Boys" (Dec 2013) and "Trojan War" (Oct 2015) a documentary about the rise and fall of Pete Carroll's USC dynasty.

Luchs testified before a California Senate subcommittee assembled to protect Student Athletes and traveled to Capital Hill to participate in a roundtable convened by Congressman Bobby Rush. Luchs continues to work at advancing legislation to protect Student Athletes.

Luchs is a published author (Illegal Procedure- Bloomsbury Publishing 2012), has been the "Key Note Speaker" at the NCAA's compliance meetings regularly lecturing at Law Schools and Universities around the country.

Luchs currently lives in Encino, CA with his wife and two young daughters.

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Recent Transactions

Street Address/ Property	City/State	Sale price	Close Date	
11730 S Vermont Ave	Los Angeles, CA	\$1,450,000	On Market	
5642 Klump Ave	North Hollywood, CA	\$1,750,000	On Market	
1421 Sutherland St	Los Angeles, CA	\$1,500,000	In Escrow	
1800 N Mariposa Ave	Los Angeles, CA	\$1,425,000	12/30/20	
Burger King	Marshfield, MO	\$2,083,000	12/14/20	UPLEG
6453 Shirley Ave	Reseda, CA	\$1,575,000	9/23/20	
Dollar General	Houston, TX	\$1,898,000	7/22/20	UPLEG
Davita Dialysis	Houston, TX	\$3,020,000	7/21/20	UPLEG
Walgreens	Fruita, CO	\$5,819,000	6/29/20	UPLEG
Walgreens	Columbus, OH	\$5,000,000	6/16/20	UPLEG
18953 Gault St	Reseda, CA	\$1,485,000	5/8/20	
Dollar General	Brookshire, TX	\$1,599,648	4/6/20	UPLEG
7507 Sepulveda Blvd	Van Nuys, CA	\$6,125,000	4/6/20	
Dollar General	Kingston, TX	\$1,523,000	3/31/20	UPLEG
1452 Silver Lake Blvd	Silver Lake, CA	\$1,625,000	3/24/20	
1272 S Mullen Ave	Los Angeles, CA	\$2,250,000	2/7/20	
2929 Colorado Ave	Santa Monica, CA	\$11,000,000	11/24/19	
Dollar General	Little Rock, AR	\$1,433,860	11/20/19	UPLEG
Wendy's	Edmond, OK	\$1,751,617	11/19/19	UPLEG
Jack in the Box	Phoenix, AZ	\$2,736,842	8/16/19	UPLEG
10907 Burin Ave	Inglewood, CA	\$775,000	8/9/19	
1242 17 th St	Santa Monica, CA	\$3,105,000	7/24/19	
3608 S Centinela Ave	Los Angeles, CA	\$1,950,000	6/12/19	
4032 Inglewood Blvd	Los Angeles, CA	\$2,950,000	5/31/19	
16004 Cantlay St	Lake Balboa, CA	\$2,380,000	4/8/19	
16609 Vanowen St	Lake Balboa, CA	\$3,600,000	4/5/19	
1242 S Ogden Dr	Los Angeles, CA	\$2,380,000	2/14/19	
7650 Reseda Blvd	Reseda, CA	\$6,343,000	12/30/18	
Family Dollar	Columbus, GA	\$1,999,283	11/28/18	UPLEG
16850 Chatsworth St	Granada Hills, CA	\$7,250,000	11/28/18	
3755 Inglewood Blvd	Los Angeles, CA	\$4,787,500	11/13/18	
5122 Raleigh St	Los Angeles, CA	\$2,332,500	11/1/18	
11808 Hamlin St	North Hollywood, CA	\$1,895,000	10/1/18	
Family Dollar	Tampa, FL	\$2,116,116	10/1/18	UPLEG
Autozone	Willis, TX	\$1,600,000	10/1/18	UPLEG
5642 Klump Ave	North Hollywood, CA	\$1,150,000	9/28/18	
14142 La Rue St	Los Angeles, CA	\$1,000,000	4/17/18	
Storage One	Warrenville, SC	\$1,900,000	3/23/18	UPLEG
1613 Lincoln Blvd.	Los Angeles, CA	\$2,500,000	3/14/18	
Dollar General	Fort Wayne, IN	\$1,467,000	2/28/18	UPLEG
Burger King	Chatsworth, GA	\$1,810,345	2/22/18	UPLEG
Advanced Auto	Livingston, TN	\$1,000,000	2/22/18	UPLEG
3755 Inglewood Blvd.	Los Angeles, CA	\$3,525,000	1/26/18	
18634 Clark St.	Tarzana, CA	\$7,285,000	12/19/17	
IHOP	Peoria, AZ	\$3,189,795	12/15/17	UPLEG
11339 Venice Blvd.	Los Angeles, CA	\$1,275,000	11/14/17	
4535 Murietta Ave.	Sherman Oaks, CA	\$3,900,000	7/21/17	
15749 Vanowen St.	Lake Balboa, CA	\$2,850,000	9/29/17	
14142 Tiara St.	Sherman Oaks, CA	\$2,725,000	7/21/17	
17713 Kingsbury St.	Granada Hills, CA	\$2,065,000	7/14/17	
1533 Selby Ave.	Los Angeles, CA	\$2,525,000	6/15/17	
8930 Van Nuys Blvd.	Panorama City, CA	\$2,900,000	4/28/17	
12534 Roscoe Blvd.	Sun Valley, CA	\$3,850,000	4/19/17	
4924 Sepulveda Blvd.	Sherman Oaks, CA	\$1,800,000	1/30/17	

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Recent Transactions

Street Address/ Property	City/State	Sale price	Close Date	
502 E Cherry Ave.	Monrovia, CA	\$1,000,000	1/25/17	
Maryland Crossing	Las Vegas, NV	\$17,428,866	1/19/17	UPLEG
3801 Mission Terrace Blvd.	Tallahassee, FL	\$5,650,000	11/30/16	UPLEG
Mattress Firm	Richmond, IN	\$2,335,000	11/21/16	UPLEG
8912 Van Nuys Blvd.	Panorama City, CA	\$2,620,000	10/31/16	UPLEG
8380 Northgate Ave.	Canoga Park, CA	\$4,125,000	10/13/16	
801 Myrtle Ave.	Inglewood, CA	\$1,260,000	10/6/16	
Family Dollar	Conyers, GA	\$1,880,000	9/15/16	UPLEG
Arby's	Myrtle Beach, SC	\$1,667,000	9/2/16	UPLEG
14112 Roscoe Blvd.	Panorama City, CA	\$2,080,000	8/11/16	
2345 Griffith Park Blvd.	Silver Lake, CA	\$1,670,000	7/1/16	
14844 Erwin St.	Van Nuys, CA	\$1,305,500	6/22/16	
14653 Calvert St.	Van Nuys, CA	\$1,305,500	6/22/16	
Starbucks	Logan, UT	\$1,746,706	6/14/16	UPLEG
Family Dollar	Miami, FL	\$2,932,000	6/8/16	UPLEG
CVS/Pharmacy	Muncie, IN	\$1,845,000	6/3/16	UPLEG
Burger King	Carroll, IA	\$2,000,000	5/23/16	UPLEG
534 N Los Robles	Pasadena, CA	\$2,500,000	4/14/16	
24817 Walnut St.	Santa Clarita, CA	\$2,970,050	4/5/16	
21444 Golden Triangle Rd.	Santa Clarita, CA	\$5,775,000	3/31/16	
427 S. Oakhurst Dr.	Beverly Hills, CA	\$3,150,000	3/28/16	
815 S Sherbourne Dr.	Los Angeles, CA	\$2,325,000	3/16/16	
DaVita Dialysis	Houston, TX	\$2,020,000	3/9/16	UPLEG
9939 Topanga Canyon Blvd.	Chatsworth, CA	\$4,250,000	3/1/16	UPLEG
KFC/Taco Bell – 8500 Lincoln Blvd.	Los Angeles, CA	\$3,000,000	2/25/16	
6925 Baird Ave.	Reseda, CA	\$2,425,000	2/25/16	
6665 Rhodes Ave.	North Hollywood, CA	\$830,000	2/19/16	
Family Dollar	Lufkin, TX	\$1,765,953	2/1/16	UPLEG
Family Dollar	Spartanburg, SC	\$1,530,768	1/21/16	UPLEG
Mattress Firm	Lincoln, NE	\$2,600,000	1/20/16	UPLEG
7 – Eleven	Austin, TX	\$3,532,000	1/14/16	UPLEG
111 N Berendo	Los Angeles, CA	\$1,315,000	1/14/16	
14604 Gault St.	Van Nuys, CA	\$3,725,000	12/8/15	
Family Dollar	Boynton Beach, FL	\$2,567,163	12/7/15	UPLEG
Christian Brothers	Colorado Springs, CO	\$2,825,000	12/7/15	UPLEG
14806 Sylvan St.	Van Nuys, CA	\$2,600,000	11/24/15	
1950 Rodney Dr.	Los Angeles, CA	\$3,950,000	11/13/15	
906 Pacific Ave.	Venice, CA	\$3,950,000	11/10/15	
5331 Whitsett Ave.	Valley Village, CA	\$1,215,000	11/9/15	
4503 Coldwater Canyon Ave.	Studio City, CA	\$1,800,000	11/6/15	
2266 Ewing St.	Los Angeles, CA	\$1,630,000	10/23/15	
3046 E Florence Ave.	Huntington Park, CA	\$3,115,000	10/14/15	
Mattress Firm	Lake Charles, LA	\$2,500,000	10/9/15	UPLEG

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Mattress Firm	Conyers, GA	\$2,285,000	10/9/15	UPLEG
Bojangle's	Fort Mill, SC	\$2,793,778	9/28/15	UPLEG
6600-6616 Woodley Ave.	Van Nuys, CA	\$10,525,000	9/18/15	
13959 Vanowen St.	Van Nuys, CA	\$1,350,000	9/17/15	
Family Dollar	Huntsville, AL	\$1,525,000	9/16/15	UPLEG
Bojangle's	Lavonia, GA	\$2,056,414	9/11/15	UPLEG
4410 S Budlong Ave	Los Angeles, CA	\$2,400,000	9/8/15	
Family Dollar	Baton Rouge, LA	\$1,858,000	9/1/15	UPLEG
Starbucks	Gardena, CA	\$2,259,000	8/28/15	UPLEG
5500 Washington Blvd.	Los Angeles, CA	\$4,526,000	8/18/15	
1816-1822.5 N Harvard Blvd.	Los Angeles, CA	\$2,500,000	7/17/15	
2045 Rodney Dr.	Los Angeles, CA	\$2,995,000	6/30/15	
1347 N Citrus Ave.	Los Angeles, CA	\$1,350,000	6/8/15	
14423 Tiara St.	Van Nuys, CA	\$1,812,500	6/1/15	
327 Sinclair Ave.	Glendale, CA	\$2,110,000	5/12/15	
334 Beardsley Ave.	Bakersfield, CA	\$600,000	3/31/15	
4429 Prospect Ave.	Los Angeles, CA	\$1,855,000	3/11/15	
400 S. Mariposa Ave.	Los Angeles, CA	\$3,810,000	1/13/15	
316 S Kenmore	Los Angeles, CA	\$1,700,000	12/30/14	
238 S Ave 21	Los Angeles, CA	\$780,000	11/26/14	
Dollar General	Indianapolis, IN	\$1,453,765	11/20/14	UPLEG
419 E Tujunga	Burbank, CA	\$2,500,000	10/29/14	
11678 Magnolia Blvd	Valley Village, CA	\$1,560,000	10/29/14	
4935 Whitsett Ave	Valley Village, CA	\$3,525,000	10/22/14	
54 S Serrano Ave	Los Angeles, CA	\$1,575,000	10/20/14	
215 N Kenmore Ave	Los Angeles, CA	\$1,175,000	10/3/14	
2370 S Robertson Blvd	Los Angeles, CA	\$925,000	9/3/14	
607 W 9 th Ave	Escondido, CA	\$1,650,000	8/20/14	
205 N Kenmore Ave	Los Angeles, CA	\$2,950,000	8/19/14	
1409 Saticoy Ave	Van Nuys, CA	\$4,970,000	8/19/14	
1335 N McCadden Pl	Los Angeles, CA	\$700,000	7/29/14	
14832 Gilmore St	Van Nuys, CA	\$2,400,000	7/23/14	

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1298 W 37 th Pl	Los Angeles, CA	\$1,050,000	6/18/14	
8817 Barclay St	Dallas, TX	\$3,700,000	6/10/14	UPLEG
4220 W Montclair St	Los Angeles, CA	\$650,000	6/3/14	
8861 Langdon Ave	North Hills, CA	\$3,325,000	5/14/14	
Family Dollar	Mora, NM	\$1,193,000	5/5/14	UPLEG
Dollar General	Clayton, NM	\$1,193,000	5/5/14	UPLEG
1238 W 35 th St	Los Angeles, CA	\$1,025,000	4/23/14	
1685 N Summit Ave	Pasadena, CA	\$2,450,000	4/17/14	
1418 N Hobart Blvd	Los Angeles, CA	\$1,410,000	4/8/14	
13530 Victory Blvd	Valley Glen, CA	\$1,875,000	4/1/14	
3701 West 1 st St	Los Angeles, CA	\$2,900,000	3/28/14	
3421 Walton Ave	Los Angeles, CA	\$700,000	3/26/14	
4880 University Ave	Fresno, CA	\$950,000	3/21/14	UPLEG
1544 Fedora Ave	Fresno, CA	\$3,810,000	3/21/14	UPLEG
5230 Kester Ave	Sherman Oaks, CA	\$1,225,000	3/19/14	
2304 Artesia Blvd	Redondo Beach, CA	\$2,300,000	3/6/14	
210 S Commonwealth Ave	Los Angeles, CA	\$2,475,000	3/5/14	
617 N St Andrews	Los Angeles, CA	\$1,015,000	2/4/14	
117 Rosemont Ave	Los Angeles, CA	\$865,000	1/31/14	
107 & 117 W Channel Rd	Santa Monica, CA	\$3,925,000	1/28/14	
5555 Carpenter Ave	Valley Village, CA	\$1,890,000	1/24/14	
8821 Van Nuys Blvd	Panorama City, CA	\$585,000	1/10/14	
4919 Beverly Blvd	Los Angeles, CA	\$1,455,000	1/8/14	
436 Normandie Pl	Los Angeles, CA	\$1,094,000	1/8/14	
101 N Kenmore	Los Angeles, CA	\$1,215,000	1/7/14	
1433 N Waterloo St	Los Angeles, CA	\$795,000	1/2/14	
Burger King	Cabazon, CA	\$900,000	11/27/13	UPLEG
211-215 S Kenmore	Los Angeles, CA	\$1,800,000	11/26/13	
1131 N Galena Ave	Dixon, IL	\$1,744,734	11/25/13	UPLEG
14728 Sylvan St	Van Nuys, CA	\$1,400,000	11/14/13	
1427 N Waterloo St	Los Angeles, CA	\$795,000	11/12/13	
4634 La Mirada Ave	Los Angeles, CA	\$850,000	11/6/13	

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Advanced Auto Parts	Springfield, IL	\$935,000	9/16/13	UPLEG
619 S Cochran Ave	Los Angeles, CA	\$2,665,000	9/12/13	
2001 Park Place Blvd	Bedford, TX	\$15,400,000	9/11/13	UPLEG
407 N Ave 50	Los Angeles, CA	\$6,900,000	8/27/13	
Chesterbrook Academy	Naperville, IL	\$2,250,000	8/19/13	UPLEG
5011 Monte Vista	Los Angeles, CA	\$2,000,000	8/9/13	
9617-9620 S San Pedro St	Los Angeles, CA	\$970,000	7/19/13	
27530 Newhall Ranch Rd	Valencia, CA	\$10,687,500	6/28/13	UPLEG
5642 Klump Ave	North Hollywood, CA	\$775,000	6/28/13	
7843 Sepulveda Blvd	Van Nuys, CA	\$1,750,000	6/21/13	
14642 Delano St	Van Nuys, CA	\$850,000	5/30/13	
Advanced Auto Parts	Livingston, TN	\$1,155,000	5/29/13	UPLEG
14830 Parthenia St	Panorama City, CA	\$840,000	5/24/13	
4573 W 1 st St	Los Angeles, CA	\$1,335,000	5/3/13	
8823 S Figueroa St	Los Angeles, CA	\$750,000	3/25/13	
744 Chestnut Ave	Long Beach, CA	\$970,000	3/1/13	
5245 Bakman Ave	North Hollywood, CA	\$1,250,000	2/26/13	
5249 Bakman Ave	North Hollywood, CA	\$760,000	2/26/13	
5258 Tujunga Ave	North Hollywood, CA	\$760,000	2/26/13	
22423 Del Valle St	Woodland Hills, CA	\$1,745,000	2/22/13	
23111 Parkmead Dr	Palm Springs, CA	\$621,500	2/20/13	
4707 Beverly Blvd	Los Angeles, CA	\$1,160,000	2/4/13	
8935 Orion Ave	North Hills, CA	\$570,000	1/2/13	