

THE LIST

MONEY MANAGEMENT FIRMS

Ranked by assets managed in Los Angeles County as of Dec. 31

► NEXT WEEK
LA500

Rank	Firm • name • address • website	Assets Managed in L.A. County • 2020 • 2019 (in billions)	Portfolio Mix (by percent)					L.A. County Staff • portfolio managers • researchers	Profile • headquarters • client contact(s)	Chief Investment Officer • name • phone	Image
			equity	fixed income	cash equivalent	real estate	other				
1	 Capital Group 333 S. Hope St. Los Angeles 90071; thecapitalgroup.com	\$2,300.0 ¹ \$1,700.0 ¹	NA	NA	NA	NA	NA	NA	Los Angeles NA	Timothy Armour (213) 486-9200	
2	 Western Asset Management Co. 385 E. Colorado Blvd. Pasadena 91101; westernasset.com	302.4 270.4	0	100	0	0	0	29 17	Pasadena Derek Fan	S. Kenneth Leech (626) 844-9400	
3	 TCW Group Inc. 865 S. Figueroa St., Suite 1800 Los Angeles 90017; tcw.com	247.6 217.5	6	92	0	0	2	22 86	Los Angeles Joseph Carieri Alex McCulloch	Michael Reilly Tad Rivelle (213) 244-0000	
4	 Guggenheim Partners Investment Management 100 Wilshire Blvd. Santa Monica 90401; guggenheimpartners.com	231.2 ² 200.3 ²	NA	NA	NA	NA	NA	NA	New York/Chicago NA	Scott Miner (310) 576-1270	
5	 Morgan Stanley 1999 Avenue of the Stars, Suite 2400 Los Angeles 90067; morganstanley.com	173.0 92.8 ¹	NA	NA	NA	NA	NA	NA	New York NA	NA (213) 486-8915	
6	 Merrill Lynch 100 Wilshire Blvd. Santa Monica 90401; ml.com	151.8 75.2	NA	NA	NA	NA	NA	NA	Charlotte, N.C. Dominic Chow	Christopher Hyzy (800) 937-0620	
7	 Primecap Management Co. 177 E. Colorado Blvd., 11th Floor Pasadena 91105; primecapmanagement.com	142.9 147.4 ²	100	0	0	0	0	5 14	Pasadena Douglas McCrary	Theo Kolokotronis Joel Fried Alfred Mordecai James Marchetti Mohsin Ansari (626) 304-9222	
8	 Ares Management Corp. 2000 Avenue of the Stars, 12th Floor Los Angeles 90067; aresmgmt.com	139.2 ² 102.4 ²	NA	NA	NA	NA	NA	NA	Los Angeles NA	NA (310) 201-4100	
9	 DoubleLine Capital 333 S. Grand Ave., 18th Floor Los Angeles 90071; doubleline.com	136.2 148.4 ²	NA	NA	NA	NA	NA	NA	Los Angeles Ronald Redell	Jeffrey Gundlach (213) 633-8200	
10	 Payden & Rygel 333 S. Grand Ave., Suite 3900 Los Angeles 90071; payden.com	134.3 ² 119.1	NA	NA	NA	NA	NA	NA	Los Angeles Brian Matthews James Sarni	Investment Policy Committee (213) 625-1900	
11	 CBRE Global Investors 601 S. Figueroa St., Suite 4900 Los Angeles 90071; cbreglobalinvestors.com	122.7 112.9	0	0	0	100	0	NA	Dallas Michael McMenemy	Ian Gleeson (213) 683-4200	
12	 UBS Financial Services Inc. 515 Flower St., Suite 5000 Los Angeles 90071; ubs.com	98.5 89.8	NA	NA	NA	NA	NA	NA	Zurich & Basel, Switzerland Jaron Singletary Lauren Gorsche Justin Frame	Solita Marcelli (213) 972-1511	
13	 Oaktree Capital Management 333 S. Grand Ave., 28th Floor Los Angeles 90071; oaktreecapital.com	91.6 72.1	7	14	0	10	69	21 132	Los Angeles Lindsay DeLarme	Bruce Karsh (213) 830-6300	
14	 Wilshire Advisors 1299 Ocean Ave., Suite 700 Santa Monica 90401; wilshire.com	83.5 72.3	NA	NA	NA	NA	NA	NA	Santa Monica Leah Emkin	Joshua Emanuel Steve Foresti (310) 451-3051	
15	 Kayne Anderson Rudnick Investment Management 1800 Avenue of the Stars, Second Floor Los Angeles 90067; kayne.com	56.3 33.0	98	2	0	0	0	21 17	Los Angeles Stephen Rigali	Douglas Foreman (800) 231-7414	

¹ Business Journal estimate.

² Financial information from Securities and Exchange Commission filings.

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Researched by Joshua Niv

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MONEY MANAGEMENT FIRMS *Continued from page 17*

Rank	Firm • name • address • website	Assets Managed in L.A. County • 2020 • 2019 (in billions)	Portfolio Mix (by percent)					L.A. County Staff • portfolio managers • researchers	Profile • headquarters • client contact(s)	Chief Investment Officer • name • phone	Image
			equity	fixed income	cash equivalent	real estate	other				
16	 City National Bank 555 S. Flower St. Los Angeles 90071; cnb.com	\$52.1 \$47.5	48%	36%	13%	0%	3%	NA	Los Angeles Tom Galvin	Tom Galvin (310) 888-6300	
17	 Colony Capital Inc. 515 S. Flower St., 44th Floor Los Angeles 90071; clny.com	49.0 ¹ 49.0	NA	NA	NA	NA	NA	NA	Boca Raton, Fla. Severin White	Jonathan Grunzweig (310) 282-8820	
18	 U.S. Bank 633 W. 5th St. Los Angeles 90071; usbank.com	47.6 ¹ 47.6	NA	NA	NA	NA	NA	NA	Minneapolis John Sinnema	Eric Freedman (213) 615-6566	
19	 Causeway Capital Management 11111 Santa Monica Blvd., 15th Floor Los Angeles 90025; causewaycap.com	45.5 53.2	100	0	0	0	0	12 21	Los Angeles Eric Crabtree	Sarah Ketterer (310) 231-6100	
20	 Aristotle Capital Management 11100 Santa Monica Blvd., Suite 1700 Los Angeles 90025; aristotlecap.com	42.0 31.3	100	0	0	0	0	4 13	Los Angeles Ranjit Sufi Patrick Schussman	Catalina Llinás Howard Gleicher (310) 478-4005	
21	 Kayne Anderson Capital Advisors 1800 Avenue of the Stars, Third Floor Los Angeles 90067; kaynecapital.com	32.7 ² 29.8 ²	NA	NA	NA	NA	NA	NA	Los Angeles NA	Mike Levitt (310) 284-5591	
22	 Wells Fargo & Co. 707 Wilshire Blvd. Los Angeles 90017; wells Fargo.com	32.0 ¹ 32.0 ¹	NA	NA	NA	NA	NA	NA	San Francisco Lance Fox	Marc Doss (800) 869-3557	
23	 Hotchkis & Wiley Capital Management 601 S. Figueroa St., 39th Floor Los Angeles 90017; hwcm.com	31.7 33.6	91	7	2	0	0	NA	Los Angeles Tom Hirschmann	George Davis (213) 430-1000	
24	 Crescent Capital Group 11100 Santa Monica Blvd., Suite 2000 Los Angeles 90025; crescentcap.com	30.9 ² 28.5	0	100	0	0	0	NA	Los Angeles Joseph Viola	Investment Committee (310) 235-5900	
25	 Los Angeles Capital Management 11150 Santa Monica Blvd., Suite 200 Los Angeles 90025; lacapm.com	29.6 28.8	100	0	0	0	0	NA	Los Angeles Daniel Allen Thomas Stevens	Hal Reynolds (310) 479-9998	
26	 FPA 11601 Wilshire Blvd., Suite 1200 Los Angeles 90025; fpa.com	27.5 29.0	56	44	NA	NA	NA	7 24	Los Angeles Mark Hancock	NA (310) 996-5485	
27	 Canyon Partners³ 2000 Avenue of the Stars, 11th Floor Los Angeles 90067; canyonpartners.com	26.2 26.3	NA	NA	NA	NA	NA	NA	Los Angeles Ingrid Kiefer	Todd Lemkin (310) 272-1000	
28	 Evoke-ARIS⁴ 10635 Santa Monica Blvd., Suite 240 Los Angeles 90025; evokeadvisors.com	20.5 ¹ 1.6	NA	NA	NA	NA	NA	NA	Los Angeles Damien Bissierier Alex Shahidi	Alex Shahidi Damien Bissierier (424) 372-1777	
29	 First Republic Private Wealth Management 1888 Century Park East Los Angeles 90067; firstrepublic.com	17.7 ¹ 17.7	NA	NA	NA	NA	NA	NA	San Francisco George Buza	Christopher Wolfe (310) 712-1888	
30	 Post Advisory Group 2049 Century Park East, Suite 3050 Los Angeles 90067; postadvisory.com	16.6 17.9	0	100	0	0	0	6 9	Los Angeles Hugh Costello	Jeffrey Stroll (310) 996-9600	

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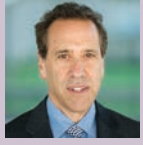

³ Includes Canyon Capital Advisors, Canyon Capital Realty Advisors and ICE Canyon.

⁴ Evoke-ARIS formed by merger of Advanced Research Investment Solutions (ARIS) with Evoke Advisors (Evoke).

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31	 Beach Point Capital Management 1620 26th St., Suite 6000N Santa Monica 90404; beachpointcapital.com	\$15.7 \$12.9	8%	70%	8%	0%	14%	8 25	Santa Monica John Quintanar	Carl Goldsmith Scott Klein (310) 996-9700	
32	 Capital Group Private Client Services 333 S. Hope St. Los Angeles 90071; capitalgroup.com/pcs	15.4 13.5	NA	NA	NA	NA	NA	NA	Los Angeles NA	William Robbins (866) 421-2166	
33	 First Quadrant 800 E. Colorado Blvd., Suite 900 Pasadena 91101; firstquadrant.com	13.9' 16.2'	NA	NA	NA	NA	NA	NA	Pasadena Brian Rowe	Jeppe Ladekarl Jia Ye (626) 795-8220	
34	 PNMac Capital Management 3043 Townsgate Road, Suite 360 Westlake Village 91361; pennymacmortgageinvestmenttrust.com	11.5' 11.8'	NA	NA	NA	NA	NA	NA	Westlake Village NA	David Spector (818) 224-7050	
35	 American Realty Advisors 515 S. Flower St., 49th Floor Los Angeles 90071; aracapital.com	10.1 10.3	0	0	0	100	0	NA	Los Angeles Jay Butterfield	Stanley Iezman (213) 233-5700	
36	 NWQ Investment Management Co. 2049 Century Park East, Suite 1600 Los Angeles 90067; nwq.com	9.6' 10.1'	NA	NA	NA	NA	NA	NA	Los Angeles NA	Jon Bosse (310) 712-4000	
37	 Everett Harris & Co. 801 S. Figueroa St., Suite 2050 Los Angeles 90017; everettharris.com	9.0' 8.0'	NA	NA	NA	NA	NA	NA	Los Angeles David Clark	Jim Ward (213) 625-2677	

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38	 Camden Asset Management 11111 Santa Monica Blvd., Suite 300 Los Angeles 90025; camdenasset.com	\$8.9 \$7.4	NA	NA	NA	NA	NA	NA	Los Angeles Stan Debreu	John Wagner (310) 203-4200	
39	 Bel Air Investment Advisors 1999 Avenue of the Stars, Suite 3200 Los Angeles 90067; belair-llc.com	8.1 9.1 ¹	54	33	4	3	6	10 8	Los Angeles Todd Morgan	David Sadkin (310) 229-1500	
40	 Northern Trust 2049 Century Park East, Suite 3600 Los Angeles 90067; northerntrust.com	7.9 8.0	47	44	2	3	4	14 1	Chicago Jason Lawit	Katie Nixon (310) 282-3800	
41	 BNY Mellon Wealth Management 10250 Constellation Blvd., Suite 2100 Los Angeles 90067; bnymellonwealth.com	7.7 ² 7.7	NA	NA	NA	NA	NA	NA	New York Steve Kutz	Leo Grohowski (877) 385-9899	
	 Lido Advisors 1875 Century Park East, Suite 950 Los Angeles 90067; lidoadvisors.com	7.7 ¹ 5.4 ¹	NA	NA	NA	NA	NA	NA	Los Angeles Gregory Kushner	Jeff Garden (310) 278-8232	
43	 Mesa West Capital 11755 Wilshire Blvd., Suite 2100 Los Angeles 90025; mesawestcapital.com	7.6 7.3	0	0	0	100	0	NA	Los Angeles Jessica Hobbs	Jeff Friedman Mark Zytko (310) 806-6300	
	 Sierra Investment Management Inc. 3420 Ocean Park Blvd., Suite 3060 Santa Monica 90405; sierrainvestment.com	7.6 4.6	15	82	1	0	2	2 3	Santa Monica Joy Bunzel	David Wright Kenneth Sleeper (310) 452-1887	
45	 Santa Barbara Asset Management 2029 Century Park East, Suite 1600 Los Angeles 90067; sbasset.com	7.5 ¹ 4.7 ¹	NA	NA	NA	NA	NA	NA	Los Angeles NA	David Park (310) 552-5100	
46	 Empyrean Capital Partners 10250 Constellation Blvd., Suite 2950 Los Angeles 90067; empyrean.com	6.7 ¹ 5.3 ¹	NA	NA	NA	NA	NA	NA	Los Angeles Kate Baumann	Amos Meron (310) 843-3000	
	 Whittier Trust Co. 1600 Huntington Drive South Pasadena 91030; whittiertrust.com	6.7 ² 6.7	NA	NA	NA	NA	NA	NA	South Pasadena Timothy McCarthy	Sandip Bhagat (626) 441-5111	
48	 Angeles Investment Advisors 429 Santa Monica Blvd., Suite 650 Santa Monica 90401; angelesadvisors.com	6.6 ¹ 5.8 ¹	NA	NA	NA	NA	NA	NA	Santa Monica NA	Michael Rosen (310) 857-5830	
	 Churchill Management Group 5900 Wilshire Blvd., Suite 400 Los Angeles 90036; churchillmanagement.com	6.6 6.6	90	5	5	0	1	6 2	Los Angeles Ted Fern	Randy Conner (877) 937-7110	
50	 Signature Estate & Investment Advisors 2121 Avenue of the Stars, Suite 1600 Los Angeles 90067; seia.com	6.3 5.2	60	30	6	0	4	4 7	Los Angeles NA	Deron McCoy (310) 712-2323	
51	 Main Street Advisors 3110 Main St., Suite 310 Santa Monica 90405; N/A	6.1 ¹ 5.2 ¹	NA	NA	NA	NA	NA	NA	Santa Monica NA	Paul Wachter (310) 392-7607	
52	 Mar Vista Investment Partners 11150 Santa Monica Blvd., Suite 320 Los Angeles 90025; marvistainvestments.com	5.7 6.0	97	0	3	0	0	4 4	Los Angeles Jon Foust	Silas Myers (310) 917-2800	
53	 ICG Advisors 11111 Santa Monica Blvd., Suite 2100 Los Angeles 90025; icgadvisors.com	5.6 ¹ 5.0 ¹	NA	NA	NA	NA	NA	NA	Los Angeles Jonathan Blenner Robert Edelstein	J. Jeffrey Assaf (424) 270-8900	













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	 Fiduciary Trust International 444 S. Flower St., Suite 3200 Los Angeles 90071; fiduciarytrust.com	\$5.6 ¹ \$5.6 ¹	NA	NA	NA	NA	NA	NA	New York Stephen Dutka	Ronald Sanchez (800) 421-9683	
55	 Capital Research + Consulting 15 S. Raymond Ave., Suite 200 Pasadena 91105; capitalresearchandconsulting.com	5.4 ² 4.9 ²	NA	NA	NA	NA	NA	NA	Pasadena Michael Haney	John Odell (626) 844-1440	
56	 Pacific Income Advisers 1299 Ocean Ave., Second Floor Santa Monica 90401; pacificincome.com	4.8 ² 7.1 ²	0	100	0	0	0	NA	Santa Monica Tim Tarpenting	Lloyd McAdams (310) 393-1424	
57	 Flaherty & Crumrine Inc. 301 E. Colorado Blvd., Suite 800 Pasadena 91101; flaherty-crumrine.com	4.6 4.5	0	100	0	0	0	NA	Pasadena Chad Conwell	Committee (626) 795-7300	
58	 AdvicePeriod 2121 Avenue of the Stars, Suite 2400 Los Angeles 90067; adviceperiod.com	4.5 ² 3.5 ²	NA	NA	NA	NA	NA	NA	Los Angeles NA	Nathan Sonnenberg (424) 281-3600	
59	 D.A. Davidson & Co. 624 S. Grand Ave., 26th Floor Los Angeles 90017; dadavidson.com	4.4 4.3	79	12	8	0	1	NA	Great Falls, Mont. Andrew Crowell	NA (213) 620-1850	
	 Glendon Capital Management 2425 Olympic Blvd., Suite 500E Santa Monica 90404; N/A	4.4 ² 4.5 ²	NA	NA	NA	NA	NA	NA	Santa Monica NA	Matthew Barrett (310) 907-0450	
61	 Granite Investment Partners 2321 Rosecrans Ave., Suite 4200 El Segundo 90245; granitepartners-llc.com	4.3 3.1	100	0	0	0	0	9 4	El Segundo Brad Slocum Douglas Morse	NA (310) 933-4292	

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	 EP Wealth Advisors 21515 Hawthorne Blvd., Suite 1200 Torrance 90503; epwealth.com	\$4.3 \$3.1	55%	36%	3%	0%	6%	13 7	Torrance NA	Patrick Goshtigian (310) 543-4559	
63	 RNC Center Capital Management 11601 Wilshire Blvd., 25th Floor Los Angeles 90025; rnccenter.com	4.2' 4.9	NA	NA	NA	NA	NA	NA	Los Angeles Timothy Demshki	Daniel Genter (800) 877-7624	
64	 Cliffwater 4640 Admiralty Way, 11th Floor Marina del Rey 90292; cliffwater.com	4.1' 2.2'	NA	NA	NA	NA	NA	NA	Marina del Rey Kathleen Barchick	Stephen Nesbitt (310) 448-5000	
65	 Westmount Asset Management 2049 Century Park East, Suite 2500 Los Angeles 90067; westmount.com	3.7 3.5	50	30	0	0	20	16 3	Los Angeles Mike Amash	Jim Berliner (310) 556-2502	
66	 Aspiriant 11100 Santa Monica Blvd., Suite 600 Los Angeles 90025; aspiriant.com	3.6 12.8'	NA	NA	NA	NA	NA	16 4	Los Angeles Song Park	John Allen (310) 806-4000	
	 Covington Capital Management 601 S. Figueroa St., Suite 2000 Los Angeles 90017; covingtoncapitalmanagement.com	3.6 3.1	56	31	8	0	5	11 11	Los Angeles Jeffrey Glassman	Gary Arakawa (213) 629-7500	
68	 Clifford Swan Investment Counselors 177 E. Colorado Blvd., Suite 550 Pasadena 91105; cliffordswan.com	3.5 3.3	70	18	9	2	1	12 7	Pasadena Peter Boyle Kathleen Gilmore	Peter Boyle (626) 792-2228	
	 Camden Capital 2301 Rosecrans Ave., Suite 2110 El Segundo 90245; camdencapital.com	3.5 3.8	28	56	1	1	14	7 9	El Segundo Rich Bursek	John Krambeer (310) 725-0210	
70	 Coast Asset Management 11150 Santa Monica Blvd., Suite 1400 Los Angeles 90025; coastasset.com	3.4 3.4	50	50	0	0	0	NA	Los Angeles Andrew Tran	Dave Smith (310) 576-3500	
71	 Dalton Investments 1601 Cloverfield Blvd., Suite 5050 N Santa Monica 90404; daltoninvestments.com	3.2 3.4	100	0	0	0	0	2 5	Santa Monica Adam Woodward	James Rosenwald III (424) 231-9100	
	 Western International Securities Inc. 70 S. Lake Ave, Seventh Floor Pasadena 91101; wisdirect.com	3.2 2.7	NA	NA	NA	NA	NA	NA	Pasadena NA	Donald Bizub (888) 793-7717	
73	 Focused Investors 1999 Avenue of the Stars, Suite 3320 Los Angeles 90067; focusedinvestors.com	2.8 2.6'	98	0	2	0	0	2 1	Los Angeles Bruce Veaco	Bruce Veaco (310) 734-1200	
	 Halbert Hargrove 111 Ocean Blvd., 23rd Floor Long Beach 90802; halberthargrove.com	2.8 2.5'	60	20	1	4	15	NA	Long Beach Kelli Kiemle	Russ Hill (562) 435-5657	
75	 SSI Investment Management 9440 Santa Monica Blvd., Eighth Floor Beverly Hills 90210; ssi-invest.com	2.5 2.1	NA	NA	NA	NA	NA	9	Beverly Hills James Kowal	George Douglas (310) 595-2000	
76	 Morton Capital Management 27200 Agoura Road, Suite 200 Calabasas 91301; mortoncapital.com	2.2 2.0	24	14	5	9	48	13 2	Calabasas Jeff Sarti	Meghan Pinchuk (818) 222-4727	
	 CitizensTrust Wealth Management and Investment Services 1010 E. Colorado Blvd. Pasadena 91106; cbbank.com/investing	2.2 2.0	41	47	9	3	0	NA	Ontario Donald Evenson	Donald Evenson (626) 564-6252	

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78	 Rothschild & Co. Credit Management (North America) 633 W. 5th St., Suite 6700 Los Angeles 90071; rothschildandco.com	\$2.1 \$1.4	0%	100%	0%	0%	0%	3 7	Los Angeles Michael Hatley	Michael Hatley (213) 621-3700	
	 North Pier Fiduciary Management 4333 Admiralty Way, Suite G1-West Marina del Rey 90292; npier.com	2.1 ¹ 1.1	NA	NA	NA	NA	NA	NA	Los Angeles James Scheinberg	James Scheinberg (800) 403-7065	
80	 Miracle Mile Advisors 11300 W. Olympic Blvd., Suite 800 Los Angeles 90064; miracleremileadvisors.com	2.0 1.2	NA	NA	NA	NA	NA	NA	Los Angeles Brock Moseley	Brock Moseley (310) 246-1243	
	 Lindbrook Capital 10877 Wilshire Blvd., Suite 2000 Los Angeles 90024; lindbrookcapital.com	2.0 1.3	25	35	0	0	40	3 3	Los Angeles Tyler Dritz	Ben Posen (424) 208-8000	
82	 AMI Asset Management Corp. 10866 Wilshire Blvd., Suite 770 Los Angeles 90024; amiassetmanagement.com	1.8 1.7	77	21	2	0	0	3 2	Los Angeles Matt Humiston	Bill Tanner (424) 320-4000	
	 Gamble Jones Investment Counsel 301 E. Colorado Blvd., Suite 802 Pasadena 91101; gamblejones.com	1.8 1.6	65	30	5	0	0	6 5	Pasadena TJ Jones	NA (626) 795-7583	
84	 Howard Capital Management Group 11601 Wilshire Blvd., Suite 2000 Los Angeles 90025; howardcapital.com	1.7 1.5	55	45	0	0	0	NA	Los Angeles Jason Kaplan	David Robinson (310) 473-9100	

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Rank	Firm • name • address • website	Assets Managed in L.A. County • 2020 • 2019 (in billions)	Portfolio Mix (by percent)					L.A. County Staff • portfolio managers • researchers	Profile • headquarters • client contact(s)	Chief Investment Officer • name • phone	Image
			• equity	• fixed income	• cash equivalent	• real estate	• other				
	 Broadshore Capital Partners 11755 Wilshire Blvd., Suite 1350 Los Angeles 90025; broadshorecapital.com	\$1.7 \$1.5 ¹	0%	0%	0%	100%	0%	NA	Los Angeles Brad Howe Bleecker Seaman	NA (310) 571-4282	
86	 Abacus Wealth Partners 429 Santa Monica Blvd., Suite 500 Santa Monica 90401; abacuswealth.com	1.5 2.7 ¹	60	30	2	5	3	1 0	Santa Monica Brent Kessel	Darius Gagne (888) 422-2287	
87	 SteelPeak Wealth Management 21650 Oxnard St., Suite 2300 Woodland Hills 91367; steelpeakwealth.com	1.4 ¹ 1.0 ¹	NA	NA	NA	NA	NA	NA	Woodland Hills Reza Zamani	Maziar Esmailbeigi (818) 835-8720	
88	 Joel R. Mogy Investment Counsel Inc. 315 S. Beverly Drive, Suite 400 Beverly Hills 90212; mogy.com	1.3 ¹ 1.1 ¹	NA	NA	NA	NA	NA	NA	Beverly Hills NA	Joel Mogy (310) 552-0529	
89	 HCR Wealth Advisors 10866 Wilshire Blvd., Suite 1600 Los Angeles 90024; hcrwealth.com	1.2 1.1	40	40	2	2	16	7 2	Los Angeles Greg Heller	Jordan Kahn (310) 473-5445	
90	 Poplar Forest Capital 70 S. Lake Ave., Suite 930 Pasadena 91101; poplarforestllc.com	1.1 ¹ 1.5	NA	NA	NA	NA	NA	NA	Pasadena Drew Taylor	J. Dale Harvey (626) 304-6000	
91	 LaSalle Debt Investors² 350 S. Beverly Drive, Suite 300 Beverly Hills 90212; lasalle.com	1.0 ¹ 1.3 ¹	NA	NA	NA	NA	NA	NA	Beverly Hills NA	Glenn Sonnenberg (310) 234-2100	
	 Avtas Wealth Management 1901 Avenue of the Stars, Suite 1901 Los Angeles 90067; avtaswealth.com	1.0 0.9	52	45	3	0	0	3 3	Los Angeles NA	Russell Evans (424) 371-9010	
	 Patterson Capital Corp. 11100 Santa Monica Blvd., Suite 1950 Los Angeles 90025; pattersoncapital.com	1.0 ¹ 1.1 ¹	NA	NA	NA	NA	NA	NA	Los Angeles NA	Joseph Patterson (310) 556-2496	
94	 Hearthstone Inc. 23975 Park Sorrento, Suite 220 Calabasas 91302; hearthstone.com	0.9 ¹ 0.9 ¹	NA	NA	NA	NA	NA	NA	Calabasas Cindy Gilmore	Mark Porath (818) 385-0005	
	 Singer Burke Zimmer, LLP 6345 Balboa Blvd., Suite 375 Encino 91316; singerburke.com	0.9 ¹ 0.8 ¹	NA	NA	NA	NA	NA	NA	Encino NA	Richard Singer (818) 774-1000	
	 CS Capital Management Inc. 2274 E. Maple Ave. El Segundo 90245; cscapitalinc.com	0.9 0.8	0	0	0	100	0	NA	El Segundo Michael McHargue	Michael McHargue (310) 988-7300	
97	 Wescap Group 330 N. Brand Blvd., Suite 1150 Glendale 91203; wescapgroup.com	0.8 ¹ 0.8 ¹	NA	NA	NA	NA	NA	NA	Glendale Rick Weinklein	Joel Edstrom (818) 563-5170	
	 RVW Wealth 1880 Century Park East, Suite 200 Los Angeles 90067; rvwwealth.com	0.8 0.8	78	17	3	0	2	5 2	Los Angeles Mary Ann Moe	Stephen Seo (310) 945-4000	
99	 Gould Asset Management 341 W. First St., Suite 200 Claremont 91711; gouldasset.com	0.7 0.6 ¹	57	39	2	1	1	5 6	Claremont Jennella Johnson Beatriz Garcia Katy Lee	Donald Gould (909) 445-1291	
100	 Tamar Securities 22466 Ventura Blvd. Woodland Hills 91364; tamarsecurities.com	0.6 ¹ 0.6 ¹	NA	NA	NA	NA	NA	NA	Woodland Hills Daniel Itzhaki	Amit Stavinsky (818) 914-7460	

¹ Financial information from Securities and Exchange Commission filings.

² Formerly Latitude Management Real Estate Investors Inc.

NA - Not Available Note: Information for this list was provided by representatives of the firms. Firms are ranked by assets under management in L.A. County offices as of Dec. 31, 2020. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and

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