

THE LISTS

2010



CALIFORNIA
REAL ESTATE JOURNAL

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2010

California's Top Commercial Brokerages

RANKED BY TOTAL TRANSACTIONS BASED ON JULY 2008-JUNE 2009 FISCAL YEAR.
*TIES PUBLISHED ALPHABETICALLY.

COMPANY NAME (LAST YEAR'S RANK, IF PARTICIPATED) ADDRESS WEB SITE	TOTAL VALUE OF 08-09 CA TRANSACTIONS (IN MILLIONS)	NO. OF 08-09 CA SALES/LEASES	VALUE OF SALES/ LEASING/ FINANCING/ OTHER REVENUES	SERVICES OFFERED	TOP CA SALE/ TOP CA LEASE	NO. OF CA OFFICES			NO. OF CA BROKERS/ EMPLOYEES CA FOUNDED HEADQUARTERS	TOP CA EXECUTIVE TITLE	CA CONTACT/ TITLE/ PHONE/ E-MAIL
						SD SV/Bay OC SF	IE Sac LA Others	Others			
1 CB Richard Ellis (1) 3501 Jamboree Road, Ste. 100 Newport Beach, CA 92660 www.cbre.com	\$18.4B	1,010 6,277	\$8.2B \$8.6B \$1.6B NA	a - j	Office sale, Oakland, \$417M Industrial Lease, Stockton, 735,980 s.f.	3 9 2 0	2 4 7 0	695 2,236 1906 Los Angeles	Steve Swerdlow President, Western Division and Latin America	Christy Ingle, Communications, Western Division (949) 725-8591 christy.ingle@cbre.com	
2 Lee & Associates Commercial Real Estate Services (3) 515 S. Figueroa St., Ste. 1060 Los Angeles, CA 90071 www.lee-associates.com	\$6.1B	1,023 4,678	\$2.6B \$3.3B NA \$255.8M	a - d f - k	\$24.8M \$22.5M	2 0 3 0	5 0 9 3	462 56 1979 Los Angeles	Edward Indvik Chairman Lee & Associates Advisory Board	Lori Rodenbeck, Operations Mgr. (909) 241-7904 lrodenbeck@lee-associates.com	
3 Cushman & Wakefield of California Inc. (8) 601 S. Figueroa St., 47th Fl. Los Angeles, CA 90017 www.cushmanwakefield.com	\$5.5B	183 2,764	\$1.6B \$3.8B \$121.7M \$35.7M	a - j	NA NA	3 1 1 4	1 1 3 0	269 601 1966 New York, NY	Joseph J. Cook Joseph Vargas Executive Managing Directors	Joseph J. Cook / Joseph Vargas (415)773-3541 / (949) 930-9233 joe.cook@cushwake.com joe.vargas@cushwake.com	
4 Studley (9) 777 S. Figueroa, 30th Fl. Los Angeles, CA 90017 www.studley.com	\$5B	15 667	\$53.7M \$4.9B NA \$4.1M	a, c, e, h, i, k	NA City of Los Angeles Department of General Services, 180,000 s.f., 1200 West 7th St., Los Angeles	1 1 1 1	0 0 2 0	86 116 1971 New York, NY	Mark T. Sullivan Executive Vice President Director & Regional Manager	Esther Rose Director of Public Relations (212) 326-1078 erose@studley.com	
5* Cresapartners (10) 11726 San Vicente Blvd., Ste. 500 Los Angeles, CA 90049 www.cresapartners.com	\$3.8B	62 1,358	\$221M \$3.6B NA NA	a, b, h, i, k	Discopy Labs, \$38.9M Fender Musical Corp., \$338M	1 3 1 1	1 1 2 0	156 97 1983 Boston, MA	Gerald A. Porter Chairman	Jodi Goldman, National Director of Communications (617) 758-6009 jgoldman@cresapartners.com	
5* Jones Lang LaSalle (7) 515 S. Flower St., Ste. 1300 Los Angeles, CA 90071 www.us.joneslanglasalle.com	\$3.8B	31 1,167	\$704.7M \$3.1B NA NA	a - j	Paseo Del Mar, new development, San Diego, 232,435 s.f. IDS, Inland Empire, industrial lease, 645,311 s.f.	1 2 1 1	0 1 4 0	152 1,592 1986 Chicago, IL	Jan Pope Elizabeth Hearle International Directors	Sunitha Alexander Senior Marketing Manager (310) 595-3640 sunitha.alexander@am.jll.com	
6 Marcus & Millichap Real Estate Investment Services (5) 16830 Ventura Blvd., Ste. 352 Encino, CA 91436 www.marcusmillichap.com	\$3.7B	858 NA	\$3.1B NA \$590M NA	a - d, f, g, k	Blue Rock Village, Vallejo, \$54.4M NA	1 4 1 1	1 1 4 0	406 137 1971 Encino	Harvey E. Green President & Chief Executive Officer	Stacey Corso Public Relations Manager (818) 907-0600 / harvey.green@marcusmillichap.com	
7* Grubb & Ellis (4) 1551 N. Tustin Ave., Ste. 200 Santa Ana, CA 92705 www.grubb-ellis.com	\$2.8B	231 2,090	\$955.2M \$1.8B NA \$65.2M	a - j	NA NA	4 2 2 2	2 2 5 0	268 NA 1958 Santa Ana	Chuck Hunt Executive Managing Director of Los Angeles	Chuck Hunt, Executive Managing Director of Los Angeles Operations (714) 667-8252	
7* Cassidy Turley BT Commercial (12)*** 201 California St., Ste. 800 San Francisco, CA 94111 www.naihtcommercial.com	\$2.8B	402 1,735	\$1.4B \$1.4B NA NA	a - j	3151 Zanker Road, San Jose, R&D/ Office Building, 200,000 s.f. El Paseo De Saratoga Shopping Center, San Jose, 295,979 s.f.	0 16 0 1	0 0 0 0	250 100 1981 San Francisco	Michael Kamm Chief Executive Officer	Michael Kamm Chief Executive Officer (415) 781-8100 mkamm@naiht.com	
8 Comish & Carey Commercial (2) 2804 Mission College Blvd., Ste. 120 Santa Clara, CA 95054 www.ccarey.com	\$2.3B	151 2,090	\$548.6M \$1.7B NA NA	a - e, g - j	NA NA	0 8 0 1	0 2 0 0	135 88 1935 Santa Clara	Chuck Seufferlein Chief Executive Officer	Tara Rust Samuels Director, Public Relations (408) 373-2577 pr@ccarey.com	
9 CMN Inc., dba Colliers International (6) 865 S. Figueroa St., Ste. 3500 Los Angeles, CA 90017 www.colliersmn.com	\$2B	252 1,731	\$977M \$1.1B NA NA	a - j	Redlands Town Center, 11 acres, \$64M 1201 N. Magnolia Ave., Anaheim, 374,400 s.f., \$60M	3 0 1 1	2 3 4 1	250 240 1908 Seattle, WA	Craig Robbins President, USA Brokerage Services & Global CKO	Craig Robbins President (213) 627-1214 craig.robbins@colliers.com	
10 DAUM Commercial Real Estate Services (16) 801 S. Figueroa St., Ste. 600 Los Angeles, CA 90017 www.daumcommercial.com	\$1.6B	350 875	\$744M \$806M NA NA	a - j	Industrial sale, Ontario, 222,000 s.f., \$14.6M Corporate HQ lease, Anaheim, 374,000 s.f., \$69M	0 0 1 0	1 35 6 NA	105 35 1904 Los Angeles	Michael Nubel Chief Executive Officer & Chairman	Chad Jacobson Chief Operating Officer (213) 625-3286 cjacobson@daumcre.com	
11 Cassidy Turley BRE Commercial (18)** 4350 La Jolla Village Drive, Ste. 500 San Diego, CA 92122 www.brecommercial.com	\$1.1B	111 899	\$350M \$683.2M \$34.1M NA	a - e, g - k	Multifamily investment property, 295,772 s.f., \$25.6M Office, San Diego, 248,051 s.f., \$130M	5 0 0 0	0 0 0 0	98 51 1986 S.D., UTC	John Frager President & Chief Executive Officer	Lesley Joann Kolb Marketing & Events Coordinator (858) 625-5244 lkolb@breb.com	
12 NAI Capital (14) 16001 Ventura Blvd., 2nd Fl. Encino, CA 91436 www.naicapital.com	\$803.7M	157 1,021	\$380.8M \$422.8M NA NA	a - k	NA NA	0 0 2 0	3 3 6 3	226 34 1979 Encino	Michael A. Zugsmith Chairman	Jennifer Ortado Public Relations Manager (818) 905-2400 jortado@naicapital.com	
13 Voit Real Estate Services (15) 101 Shipyard Way, Ste. M Newport Beach, CA 92663 www.voitco.com	\$797.5M	145 940	\$460.4M \$336.8M NA \$285,396	a - e, g - k	14662 - 14712 Franklin Ave., Tustin, 156,991 s.f., \$28M 1400 Douglass, Anaheim, 430,283 s.f., \$11.9M	1 0 3 0	0 75 1 0	109 75 1971 Newport Beach	John Pierce, President of Voit Real Estate Services' Commercial Brokerage Division	Jen Olewinski Senior Account Executive (949) 509-6551 jolewinski@browemillercole.com	
14 Madison Partners (13) 12121 Wilshire Blvd., Ste. 959 Los Angeles, CA 90025 www.madisonpartners.net	\$575.8M	17 324	\$166.9M \$408.8M NA NA	a - j	6310-6330 San Vicente Blvd., \$44M Greenberg Glusker, 1900 Ave. of the Stars, \$30.8M	0 0 0 0	0 0 3 0	26 4 1996 Los Angeles	Bob Safai President, Founder	Hunt Barnett Managing Partner (310) 820-5959 bsafai@madisonpartners.net	
15 Investment Real Estate Associates (21) 16501 Ventura Blvd., Ste. 448 Encino, CA 91436 www.irea.com	\$415.8M	93 NA	\$415.8M NA NA NA	a - g	College Greens Shopping Center, Sacramento, \$19.8M NA	0 0 0 0	0 23 1 0	18 23 1999 Encino	Raffi Krikorian President & Chief Executive Officer	Julie Kim Operations Manager (818) 386-6888 julie@irea.com	

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