

THE NEXT LEVEL BROKERAGE

California's Top 2009 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 TRANSACTIONS		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
			SALES/ FINANCING/ OTHER REVENUES	LEASING/ OTHER REVENUES			SD SV/Bay OC SF	IE Sac LA 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 lrodbeck@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 CresapPartners (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 Co. (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 Operations	Chuck Hunt, Executive Managing Director of Los Angeles Operations (714) 667-8252	
7 NAI BT Commercial (12) 201 California St., Ste. 800 San Francisco, CA 94111 www.naibtcommercial.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@naibt.com	
8 Cornish & 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 South 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 0 6 NA	105 35 1904 Los Angeles	Michael Nubei Chief Executive Officer & Chairman	Chad Jacobson Chief Operating Officer (213) 625-3286 cjacobson@daumcre.com	
11 Grubb & Ellis/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 0 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 0 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@browermillercole.com	
14 Madison Partners (13) 12121 Wilshire Blvd., Ste. 959 Los Angeles, CA 90025 www.madisonpartners.net	\$675.8M	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	

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			SALES/ FINANCING/ OTHER REVENUES	SALES/ FINANCING/ OTHER REVENUES	SALES/ FINANCING/ OTHER REVENUES			SD	IE	Sac	LA			
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 0 1 0	18 23 1999 Encino	Raffi Krikorian President & Chief Executive Officer	Julie Kim Operations Manager (818) 386-6888 julie@irea.com				
16 Sperry Van Ness International (17) 18881 Von Karman Ave., Ste. 800 Irvine, CA 92612 www.svn.com	\$315.2M	223 140	\$313.9M \$1.3M NA \$20.548	a - k	\$24.9M \$14.7M	1 4 2 1	1 1 2 4	203 6 1987 Irvine	Mark Van Ness Co-Founder	Kristina Allen Operations Manager (949) 225-1822 info@svn.com				
17 BRC Advisors Inc. (23) 700 S. Flower St., Ste. 1400 Los Angeles, CA 90017 www.brcadvisors.com	\$285M	135 60	\$200M \$85M NA \$2.5M	b - k	NA NA	0 0 0 0	1 0 5 0	87 8 2004 Los Angeles	James Huang Managing Partner	Christina Chung Operations Manager (213) 226-8701 cchung@brcadvisors.com				
18 Transwestern (22) 707 Wilshire Blvd., Ste. 4300 Los Angeles, CA 90017 www.transwestern.net	\$127.6M	NA 159	NA \$127.6M NA NA	a - e, g - k	NA Office, Woodland Hills, 24,385 s.f., \$23.1M	1 0 1 1	0 0 2 0	9 96 1998 Houston, TX	George Garfield President, West Region	George Garfield President, West Region (213) 624-5700 / george. garfield@transwestern.com				
19 Ramsey-Shilling Commercial Real Estate Services Inc. 6711 Forest Lawn Drive, 2nd Fl. Los Angeles, CA 90068 www.ramsey-shilling.com	\$119.8M	22 42	\$49.5M \$70.3M NA NA	a - d, f - k	NA NA	0 0 1 0	0 0 2 0	23 8 1953 Los Angeles	Christopher V. Bonbright Chief Executive Officer	Christopher V. Bonbright Chief Executive Officer (323) 851-6666 cbonbright@ramsey-shilling.com				
20 Keegan & Coppin Co. Inc. / ONCOR International (24) 1355 N. Dutton Ave. Santa Rosa, CA 95401 www.keegan-coppin.com	\$6.8M	44 318	\$2.4M \$2.8M NA \$1.6M	a - j	\$8.9M \$10.3M	0 0 0 0	0 0 0 4	54 33 1976 Santa Rosa	Al Coppin President	Linda Guilbransen Manager lguilbransen@ keegan-coppin.com				
21* Multi-Housing Capital Advisors 9355 Wilshire Blvd., Ste. 200 Beverly Hills, CA 90210 www.mhcapitaladvisors.com	NA	7 NA	\$350M NA \$85M NA	d	NA NA	0 0 0 0	0 0 1 0	NA NA 2009 Beverly Hills	Curtis Palmer and Herb Chase Principals	Curtis Palmer, Principal (310) 734-2016 cpalmer@ mhcapitaladvisors.com				
21* UGL Equis 555 West 5th St., 45th Fl. Los Angeles, CA 90013 www.ugl-equis.com	NA	NA 2,000	NA NA NA NA	a, b, e, h, i	NA Seyfarth Shaw, 333 S. Hope, Los Angeles, 55,000 s.f.	0 1 1 1	0 1 2 0	34 7 1998 Chicago, IL	Greg Hylton Senior Vice President	Michael Gold Senior Research Analyst (213) 426-3000 michael.gold@ugl-equis.com				

- Services Offered:**
- a. Office
 - b. Industrial
 - c. Retail
 - d. Multifamily
 - e. Institutional
 - f. Hospitality
 - g. Land
 - h. Tenant
 - i. Corporate
 - j. Landlord
 - k. Other

RESULTS BASED ON 2009 CALIFORNIA REAL ESTATE JOURNAL SURVEY

Note: 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 typographical errors sometimes occur. Please send corrections or additions on company letterhead to the California Real Estate Journal, 915 E. First Street, Los Angeles, CA 90012 or call Editor Michael Gottlieb at (213) 229-5308. ©2009 California Real Estate Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Scoop Reprints, (800) 767-3263.

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CALIFORNIA
REAL ESTATE JOURNAL

Rank	Firm Name	Address	City	Year Founded	Total Revenue	Commercial Revenue	Residential Revenue	Industrial Revenue	Office Revenue	Other Revenue
1	CBRE	1000 Wilshire Blvd., Ste. 2000	Los Angeles	1982	\$1,200,000,000	\$1,000,000,000	\$100,000,000	\$100,000,000	\$100,000,000	\$100,000,000
2	Colliers International	1000 Wilshire Blvd., Ste. 2000	Los Angeles	1982	\$800,000,000	\$700,000,000	\$100,000,000	\$100,000,000	\$100,000,000	\$100,000,000
3	Transwestern	707 Wilshire Blvd., Ste. 4300	Los Angeles	1998	\$400,000,000	\$350,000,000	\$50,000,000	\$50,000,000	\$50,000,000	\$50,000,000
4	Rockwell	1000 Wilshire Blvd., Ste. 2000	Los Angeles	1982	\$300,000,000	\$250,000,000	\$50,000,000	\$50,000,000	\$50,000,000	\$50,000,000
5	Greiner	1000 Wilshire Blvd., Ste. 2000	Los Angeles	1982	\$250,000,000	\$200,000,000	\$50,000,000	\$50,000,000	\$50,000,000	\$50,000,000
6	Rockwell	1000 Wilshire Blvd., Ste. 2000	Los Angeles	1982	\$200,000,000	\$150,000,000	\$50,000,000	\$50,000,000	\$50,000,000	\$50,000,000
7	Rockwell	1000 Wilshire Blvd., Ste. 2000	Los Angeles	1982	\$150,000,000	\$100,000,000	\$50,000,000	\$50,000,000	\$50,000,000	\$50,000,000
8	Rockwell	1000 Wilshire Blvd., Ste. 2000	Los Angeles	1982	\$100,000,000	\$70,000,000	\$30,000,000	\$30,000,000	\$30,000,000	\$30,000,000
9	Rockwell	1000 Wilshire Blvd., Ste. 2000	Los Angeles	1982	\$70,000,000	\$50,000,000	\$20,000,000	\$20,000,000	\$20,000,000	\$20,000,000
10	Rockwell	1000 Wilshire Blvd., Ste. 2000	Los Angeles	1982	\$50,000,000	\$30,000,000	\$20,000,000	\$20,000,000	\$20,000,000	\$20,000,000
11	Rockwell	1000 Wilshire Blvd., Ste. 2000	Los Angeles	1982	\$30,000,000	\$20,000,000	\$10,000,000	\$10,000,000	\$10,000,000	\$10,000,000
12	Rockwell	1000 Wilshire Blvd., Ste. 2000	Los Angeles	1982	\$20,000,000	\$10,000,000	\$10,000,000	\$10,000,000	\$10,000,000	\$10,000,000
13	Rockwell	1000 Wilshire Blvd., Ste. 2000	Los Angeles	1982	\$10,000,000	\$5,000,000	\$5,000,000	\$5,000,000	\$5,000,000	\$5,000,000
14	Rockwell	1000 Wilshire Blvd., Ste. 2000	Los Angeles	1982	\$5,000,000	\$3,000,000	\$2,000,000	\$2,000,000	\$2,000,000	\$2,000,000