

# THE LISTS

## 2010



CALIFORNIA  
REAL ESTATE JOURNAL

# THE LISTS

2010

## California's Top Commercial Brokerages

RANKED BY TOTAL TRANSACTIONS BASED ON JULY 2008-JUNE 2009 FISCAL YEAR.

\*TIES PUBLISHED ALPHABETICALLY.

RANK	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 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	LA			
1	<b>CB Richard Ellis (1)</b> 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	<b>Lee &amp; Associates Commercial Real Estate Services (3)</b> 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	<b>Cushman &amp; Wakefield of California Inc. (8)</b> 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) 9309233 joe.cook@cushwake.com joe.vargas@cushwake.com	
4	<b>Studley (9)</b> 777 S. Figueroa, 30th Fl. Los Angeles, CA 90017 www.studley.com	\$6B	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*	<b>CresaPartners (10)</b> 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*	<b>Jones Lang LaSalle (7)</b> 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	<b>Marcus &amp; Millichap Real Estate Investment Services (5)</b> 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*	<b>Cassidy Turley BRE Commercial (4)**</b> 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*	<b>Cassidy Turley BT Commercial (12)***</b> 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	<b>Comish &amp; Carey Commercial (2)</b> 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	<b>CMN Inc., dba Colliers International (6)</b> 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.robbs@colliers.com	
10	<b>DAUM Commercial Real Estate Services (16)</b> 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 0 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	<b>Grubb &amp; Ellis BRE Commercial (18)</b> 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	<b>NAI Capital (14)</b> 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	<b>Voit Real Estate Services (15)</b> 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@browmillercole.com	
14	<b>Madison Partners (13)</b> 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	<b>Investment Real Estate Associates (21)</b> 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	

Continued on page 12



BRE Commercial is now  
**CASSIDY TURLEY BRE COMMERCIAL.**

REAL MARKET KNOWLEDGE.

REAL CONNECTIONS.

REAL PASSION.

REAL RESULTS.

**BRE Commercial** has recently partnered with a group of the nation's best private commercial real estate firms as founding fathers of a new company, **Cassidy Turley**. We are one of the nation's largest commercial real estate firms with a history of 100 years of successful client relationships, including \$15 billion in annual transactions, 420 million square feet of managed space and 22,000 Corporate Services locations. Our world-class expertise enables us to deliver integrated, tailored solutions around the globe. Our knowledge of local markets and deep industry connections allow us to achieve superior results. We are advocates for our clients and passionate about their long-term success. We are **Cassidy Turley BRE Commercial**.

To learn more, call 858.546.5400 or visit [www.brecommercial.com](http://www.brecommercial.com)

**Cassidy  
Turley** / **BRE  
Commercial**

CAPITAL MARKETS    CORPORATE SERVICES    LEASING & TENANT REPRESENTATION    PROJECT & DEVELOPMENT SERVICES    PROPERTY MANAGEMENT

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							SD SV/Bay	IE Sac	OC LA	SF Others			
16	<b>Sperry Van Ness International (17)</b> 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	<b>BRC Advisors Inc. (23)</b> 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	<b>Transwestern (22)</b> 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	<b>Ramsey-Shilling Commercial Real Estate Services Inc.</b> 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	<b>Keegan &amp; Coppin Co. Inc. / ONCOR International (24)</b> 1355 N. Dutton Ave. Santa Rosa, CA 95401 www.keegancoppin.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 Gulbransen Manager lgulbransen@keegancoppin.com		
21*	<b>Multi-Housing Capital Advisors</b> 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*	<b>UQL Equis</b> 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 Hyton 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

\*\*Firm changed name from Grubb & Ellis BRE Commercial in 2010

\*\*\*Firm changed name from NAI BT Commercial in 2010



**Tom Papoulias**  
Managing Partner

Tom Papoulias has provided real estate investment advisory and transaction services to Los Angeles County as well a National client base now for 22 years, specializing in Multi-Family, Office and retail sales and acquisitions. Tom is licensed in California and also holds a Broker's License in the state of Arizona. Mr. Papoulias began his career at Marcus & Millichap before he joined Prudential Commercial Real Estate as President of Investments, where he was named top commercial broker GCI for the Western Region in 2005. Tom branched off on his own in 2006 then merged with BRC Advisors in 2007, the 17<sup>th</sup> largest Brokerage firm in Los Angeles as Managing Partner. With experience both as a successful broker and business owner, he currently resides in Downey California with his wife.

tpapoulias@brcadvisors.com  
(562) 304-7616



**Richard Enderlin**  
Managing Partner

Rich Enderlin enters his 10th year as a commercial real estate broker specializing in multi-family property sales as well as retail and office. He has his Brokers License in the states of California, Arizona and Nevada and prior to his brokerage career was in property management for 15 years including working for a Receiver in 1990-99 having managed numerous REO Assets. His brokerage career began with Marcus & Millichap before opening up his own boutique firm in 2005 and then merging with BRC Advisors in 2007 where Rich is a Managing Partner for the 17th largest Brokerage firm in Los Angeles. He currently resides in Pasadena, California with his wife and has a daughter currently attending Mills College in Oakland, CA. Rich is also on the Board of Trustees for Alverno High School which is a private all girls college prep high school in Sierra Madre, CA.

renderlin@brcadvisors.com  
(562) 304-7672



8202 FLORENCE AVENUE, SUITE 203, DOWNEY, CA 90240 www.brcadvisors.com

## BRE Commercial Partners with Top Private Firms to Form Cassidy Turley

By Lesley-Joann Kolb  
Marketing Manager, Cassidy Turley BRE Commercial

**B**RE Commercial in San Diego recently parted ways with a large publicly traded company in pursuit of a partnership with a company that has a like-minded corporate focus of remaining private to better service clients. After carefully studying the national commercial real estate scene, BRE Commercial partnered with a group of the nation's best private commercial real estate firms as founding fathers of a new company, **Cassidy Turley**.

Cassidy Turley is comprised of eight founding firms, including: Cassidy & Pinkard Colliers in Washington, DC; Colliers Turley Martin Tucker in the Midwest; Colliers ABR in New York City; Colliers Pinkard in Baltimore, Charlotte and Raleigh; BT Commercial in Northern California; BRE Commercial in Southern California; BRE Commercial in Phoenix; and Colliers Houston & Co. in New Jersey.

The founding firms are united by a coordinated business strategy, a single brand, shared vision and values, and a strong commitment to the company's own Cassidy Turley associates. The Cassidy Turley vision is to be a world-class provider of fully integrated commercial real estate services. To make this vision come to life, the company established three guiding principles: maintain a private ownership structure, attract and retain the best people, and service the needs of national and global clients. Supported by outstanding resources, the company's talented associates will meet client needs with responsiveness, adaptability, excellent execution and unwavering commitment.

Operating as Cassidy Turley BRE Commercial in San Diego, the firm remains the largest commercial real estate firm in San Diego County based on total dollar value and number of completed transactions.

A leader in market coverage, Cassidy Turley BRE Commercial represents over 40 million square feet of industrial, office and retail properties throughout Southern California. The Cassidy Turley BRE Commercial team maintains extensive expertise in all phases of commercial real estate transactions including leasing, investment sales, project and property management, market research analysis, tenant advisory services, debt placement and finan-



Seated from left: Chuck Klein, John Frager, Mike Erwin, Jonathan Freeman and Dave Odmark. Standing: Rick Reeder, left, and Bruce Schiff. Not pictured: Chris Hobson. Photo by Melissa Jacobs.

cial analysis. As a full-service brokerage firm, the company serves all commercial property types including industrial, investment, office, life sciences, medical, retail, multi-family, restaurant/fast food, self-storage, senior housing and undeveloped land throughout Southern California. Cassidy Turley BRE Commercial consists of more than 150 commercial real estate professionals and personnel throughout its five corporate office locations in San Diego County.

"By joining the Cassidy Turley team, we are bringing the best of the best together," said John Frager, President & CEO of Cassidy Turley BRE Commercial. "We are excited to be part of an organization with a similar vision of remaining private and offering outstanding services to clients." **We are Cassidy Turley BRE Commercial.**

For more information about Cassidy Turley BRE Commercial, please call 858.546.5400 or visit [www.brecommercial.com](http://www.brecommercial.com).

## Meyers Nave Land-Use Practice

**L**and use decisions are governed by a myriad of environmental and land use regulations and are increasingly subject to legal scrutiny in court. Meyers Nave has an experienced land use practice group that provides a full range of transactional and litigation services to help public and private entities navigate through the land use entitlement process. Our attorneys advise clients at all phases of the land use process to ensure compliance with the State Planning and Zoning Law, the National Environmental Policy Act, the California Environmental Quality Act (CEQA), the Subdivision Map Act, the Mitigation Fee Act, the Coastal Act and other pertinent land use and environmental laws. On a proactive basis, we strive to make sure our clients' land use decisions are defensible.

Meyers Nave helps our public agency and private clients process general plan, zoning, subdivision map, conditional use permit and variance applications to assure that such

actions are consistent with applicable general plans, are supported by appropriate findings and are safe from legal challenge. We also have special expertise in annexation, detachment and incorporation proceedings, including negotiations for property-tax sharing agreements.

Meyers Nave attorneys have handled hundreds of cases involving challenges brought to general plan, zoning, development, and annexation approvals brought under CEQA, the State Planning and Zoning Law, the Williamson Act, the Coastal Act, the Endangered Species Act, RLUIPA and other land use and environmental laws. Many of these cases have involved complex legal issues and have resulted in published Court of Appeal and Supreme Court decisions. We vigorously defend our public agency clients against "civil rights" and other lawsuits challenging permit denials and development fee exactions.

We also defend our clients against citizen suits brought under various federal environmental laws, including the National Environmental Protection Act and the Clean Water Act. Meyers Nave has an outstanding track record in land use and environmental litigation.

Since its founding in 1986, Meyers Nave has advised clients in the full range of legal matters from transactional advice to complex litigation and writs and appeals involving some of the most controversial projects in California. Some of other areas of practice include climate change and green initiatives, eminent domain and inverse condemnation, environmental law, labor and employment, redevelopment and affordable housing, contracts and construction, finance and taxation issues.

We encourage you to learn more about our firm and clients at [www.meyersnave.com](http://www.meyersnave.com) or contact Steve Mattas, chair of the land use practice group, at 800.464.3559.

On a proactive basis, we strive to make sure our clients' land use decisions are defensible.

### ADVERTISEMENTS