

STRUCTURES

A SUPPLEMENT TO THE SAN DIEGO BUSINESS JOURNAL 2010

COMMERCIAL REAL ESTATE BROKERAGES

Ranked by dollar value of 2009 San Diego County transactions

Rank (last year)	Company Address Web site	Telephone Fax	Dollar value of local transactions: \$ Millions		Local employees: •Full-time •Licensed agents	Leasing services offered			Sales services offered					Number of offices: •Local •Companywide	•Local executive(s) •Title(s)	•Parent company •Headquarters	Year established locally
			•2009 •2008 •% change (loss)	Number of local closed transactions: •2009 •2008 •% change (loss)		Office	Retail	Industrial	Office	Retail	Industrial	Land	Apartments				
1 (2)	CB Richard Ellis 4365 Executive Drive, San Diego 92121 www.cbre.com/sandiego	858-546-4600 858-546-3985	\$1,557 \$1,533 2	1,164 982 19	125 96	Y	Y	Y	Y	Y	Y	Y	3 300	Mark Read senior managing director	CB Richard Ellis Los Angeles	1959	
2 (1)	Cassidy Turley BRE Commercial⁽¹⁾ 4350 La Jolla Village Drive, #500, San Diego 92122 www.brecommercial.com	858-546-5400 858-630-6320	\$822 \$1,549 (47)	1,125 1,175 (4)	54 101	Y	Y	Y	Y	Y	Y	Y	5 5	John D. Frager president, CEO	na	1986	
3 (3)	Cushman & Wakefield 4435 Eastgate Mall, #200, San Diego 92121 www.cushmanwakefield.com	858-452-6500 858-452-3206	\$774 \$1,358 (43)	808 979 (17)	65 77	Y	Y	Y	Y	Y	Y	Y	3 230	Steve Rosetta executive managing director	Cushman & Wakefield Inc. New York	1891	
4 (6)	Irving Hughes Inc. 655 W. Broadway, #1650, San Diego 92101 www.irvinghughes.com	619-238-4393 619-238-1025	\$721 \$570 26	na na na	18 10	Y	N	Y	Y	N	Y	Y	1 1	Craig Irving Jason Hughes Dave Marino principals	Irving Hughes San Diego	1989	
5 (5)	Marcus & Millichap Real Estate Investment Services 9225 Towne Center Drive, #700, San Diego 92121 www.marcusmillichap.com	858-452-8300 858-546-8254	\$441 \$664 (34)	152 189 (20)	4 41	N	N	N	Y	Y	Y	Y	1 75	Kent R. Williams first vice president, regional manager	Marcus & Millichap Real Estate Investment Services Encino	1980	
6 (8)	Jones Lang LaSalle 11988 El Camino Real, #150, San Diego 92130 www.us.joneslanglasalle.com	858-523-2100 858-523-2101	\$408 \$450 (9)	na na na	na na	Y	Y	Y	Y	Y	Y	Y	1 180	Jan Pope market director Bill Fleck managing director	Jones Lang LaSalle Chicago	1997	
7 (4)	Colliers International 4660 La Jolla Village Drive, #100, San Diego 92122 www.colliers.com	858-455-1515 858-546-9146	\$299 \$599 (50)	582 742 (22)	21 73	Y	Y	Y	Y	Y	Y	Y	3 294	Jim Spain regional managing director	Colliers International Seattle	1980	
8 (9)	Voit Real Estate Services⁽²⁾ 4370 La Jolla Village Drive, #990, San Diego 92122-1233 www.voitco.com	858-453-0505 858-453-1981	\$178 \$226 (21)	426 414 3	8 40	Y	Y	Y	Y	Y	Y	Y	1 4	Russ Johnson Chris Wood managing directors	Voit Real Estate Services Newport Beach	1988	
9 (11)	NAI San Diego Commercial Real Estate Services 123 Camino de la Reina S., #200, San Diego 92108 www.naisandiego.com	619-497-2255 619-497-2265	\$124 \$146 (15)	182 113 61	5 25	Y	Y	Y	Y	Y	Y	Y	1 325	Marten Barry Jr. president	NAI San Diego Commercial Real Estate Services Princeton, N.J.	1997	
10 (10)	Lee & Associates Commercial Real Estate Services Inc. 5872 Owens Ave., #200, Carlsbad 92008 www.lee-associates.com	760-929-9700/ 858-453-9990 760-929-9977/ 858-453-9965	\$122 \$239 (49)	299 425 (30)	6 37	Y	Y	Y	Y	Y	Y	Y	2 38	Brad Roppe president, Carlsbad office	Lee & Associates Commercial Real Estate Services Inc. Corona	1990	
11 (12)	Coldwell Banker Commercial-Almar Real Estate Group 5800 Armada Drive, #101, Carlsbad 92008 www.cbcworldwide.com	760-602-4800 760-602-4801	\$114 \$141 (19)	304 290 5	8 25	Y	Y	Y	Y	Y	Y	Y	2 3	Alan Scott president, CEO	Coldwell Banker Commercial Parsippany, N.J.	1999	
12 (14)	Commercial Realty Advisers 4275 Executive Square, #100, La Jolla 92037 www.cradvisers.com	858-875-3600 858-875-3636	\$76 \$124 (38)	170 117 45	2 21	Y	Y	Y	Y	Y	Y	Y	1 1	Brandon T. Keith CEO	SD Commercial Realty Advisers Inc. San Diego	2007	
13 (17)	Goldman Ferguson Partners 750 B St., #2320, San Diego 92101 www.goldmanferguson.com	619-232-0402 619-231-8246	\$75 \$82 (9)	34 21 62	2 2	Y	Y	Y	Y	Y	Y	N	1 1	Ronald E. Goldman managing partner David P. Ferguson general partner	Goldman Ferguson Partners San Diego	1986	
14 (13)	Flocke & Avoyer Commercial Real Estate 6165 Greenwich Drive, #110, San Diego 92122 www.flockeavoyer.com	619-280-2600 619-280-3311	\$71 \$126 (44)	115 116 (1)	5 10	N	Y	N	N	Y	N	Y	1 1	Stephen E. Avoyer president, CEO	Flocke & Avoyer Commercial Real Estate San Diego	1985	
15 (15)	Apartment Consultants Inc. 2635 Camino del Rio S., #300, San Diego 92108 www.aciapartments.com	619-299-3000 619-299-8536	\$60 \$112 (46)	105 95 11	1 16	N	N	N	Y	Y	Y	Y	1 1	Chuck Hoffman president	Apartment Consultants Inc. San Diego	1992	
16 (NR)	Capital Real Estate Investments 4370 La Jolla Village Drive, #850, San Diego 92122 www.capital-rei.com	858-200-9400 858-200-9432	\$55 na na	45 na na	4 5	N	N	N	N	Y	N	N	1 1	Randy Rivera president	Capital Real Estate Investments Inc. San Diego	2003	
17 (19)	ECP Commercial 8530 La Mesa Blvd., #300, La Mesa 91942 www.ecpcommercial.com	619-442-9200 619-442-6157	\$46 \$42 11	160 261 (39)	17 8	Y	Y	Y	Y	Y	Y	Y	1 1	Joseph Bonin president	ECP Commercial La Mesa	2009	
18 (20)	Inland Pacific Commercial Properties 8665 Argent St., Suite C, Santee 92071 www.ipcommercialproperties.com	619-596-1880 619-596-1885	\$30 \$31 (3)	101 108 (6)	na na	Y	Y	Y	Y	Y	Y	Y	1 1	James Renner president	Inland Pacific Commercial Properties Santee	2001	
19 (21)	CDC Commercial Real Estate 11440 W. Bernardo Drive, #300, San Diego 92127 www.cdccommercial.com	760-743-8500 858-362-7987	\$11 \$25 (57)	49 61 (20)	3 3	Y	Y	Y	Y	Y	Y	N	1 1	Don Zech president	CDC Commercial Real Estate San Diego	1996	

na Not available

(NR) Not ranked

Notes: Eastdil Secured, No. 7 on last year's list, and Prudential California Realty, No. 22 on last year's list, declined to participate. Studley, No. 16 on last year's list, did not return a survey by deadline. Award Commercial Properties, No. 18 on last year's list, no longer provides brokerage services.

Sources: The companies and CPA-attested letters.

It is not the intent of this list to endorse the participants nor to imply a company's size or numerical rank indicates its quality.

(1) Listed last year as Grubb & Ellis/BRE Commercial and, as of March 1, BRE Commercial will be known as Cassidy Turley BRE Commercial.

(2) Previously listed as Voit Commercial Brokerage.