

Commercial Real Estate Firms

Listed by Local Commercial Gross Sales (January-December 2008)

	Company URL	2008 Local Commercial Gross Sales	2008 Total Commercial Gross Sales	# of Local Employees	# of Local Offices	Specialty Services Offered	Executive(s) and Title(s)	Year Established
1	Grubb & Ellis BRE Commercial www.brecommercial.com	\$1,548,616,211	\$1,548,616,211	172	5	Leasing, investment sales, property management, market research, financial analysis	John D. Frager, President/CEO; Marc H. Doyle, Exec. VP, Transaction Services; Brent Rivard, CFO/COO; Lesley Simmons-Dick, VP, Marketing; Kim Hardtke, VP, Human Resources	1986
2	CB Richard Ellis Inc. www.cbre.com/sandiego	\$1,530,000,000	\$1,530,000,000	199	4	Offers strategic advice, execution for property sales and leasing; corporate services; property, facilities and project management; mortgage banking; appraisal and valuation; development services; investment management; research and consulting	Mark Read, Sr. Managing Director; Rick Sparks, Managing Director; Joe Newman, Managing Director; Jeff Woolson, Managing Director; Lisa Hoeck, Managing Director	1906
3	Cushman & Wakefield www.cushwake.com	\$1,357,545,905	n/a	233	3	Residential development and masterplan communities, government affairs/agencies and public-private partnerships, energy, agribusiness, conservation/mitigation lands	Stath Karras, Exec. Managing Director; Eric Johnson, Exec. Director	1891
4	Colliers International www.colliers.com	\$850,671,165	n/a	107	3	Leasing (office, retail, industrial, R&D, biomedical); investment sales and acquisitions, land sales, landlord representation, tenant representation, property management services, market research	James Zimsky, Sr. Managing Director, San Diego; Jim Spain, Managing Director, Carlsbad; Phil Covington, Managing Director, REMS Managing Director	1898
5	Irving Hughes Inc. www.irvinghughes.com	\$570,000,000	\$570,000,000	16	1	Tenant representation, construction management	Craig Irving, Principal; Jason Hughes, Principal; Dave Marino, Principal	1989
6	Voit Commercial Brokerage www.voitco.com	\$226,194,420	\$1,450,296,686	9	2	Leasing services offered in land, retail, and industrial; sales services offered in office, retail, industrial, land, apartments	Robert D. Voit, President, Voit Companies; Russ Johnson, Sr. VP/Managing Partner, San Diego; Art Bleier, Sr. VP/Managing Partner, Chula Vista	1971
7	NAI San Diego www.naisandiego.com	\$146,329,400	\$38,000,000,000	25	1	Office, industrial, retail, investment brokerage services, commercial property management	Marten Barry Jr., President; Mark Silverman, Exec. VP; Tina Pinard, Sr. VP, Operations; Jim Hughes, Exec. VP; Doug Ceresa, Sr. VP	1997
8	Coldwell Banker Commercial - Almar Real Estate Group www.almargroup.com	\$140,590,967	\$171,418,343	38	2	Industrial, office, retail, apartment, investment land, sales, leasing	Alan Scott, President/CEO	1999
9	Flocke & Avoyer Commercial Real Estate www.flockeavoyer.com	\$128,505,000	\$128,505,000	15	1	The exclusive marketing agent for more than 110 shopping centers, representing over 16 million square feet of retail space in projects ranging in size from 10,000 square feet to 1.4 million square feet.	Steve Avoyer, President/CEO	1985
10	Commercial Realty Advisers www.cradvisers.com	\$119,610,000	\$123,000,000	25	1	wnd	Brent Bohlken, Principal; Jeff Chasan, Principal; Steve Dok, Principal; Brandon Keith, Principal/Broker; Robert Vallera, Principal	2006
11	Epstein and Associates www.epsteensd.com	\$92,928,000	\$513,806,000	7	1	Tenant representation for retail chain stores, retail landlords	Nancy Johnston, Managing Partner	1962
12	Goldman Ferguson Partners LLC www.goldmanferguson.com	\$82,000,000	\$82,000,000	4	1	Lease renewals, expansions, purchases, build-to-suits	Ronald E. Goldman, Principal; David P. Ferguson, Principal	1986

Data Source: The Companies Listed by Local Commercial Gross Sales (January-December 2008). This is a partial list; a more complete listing can be found at sourcebook.sddt.com. N/A: Not Applicable, n/a: not available, wnd: would not disclose. It is not the intent of this list to endorse its participants, nor to imply that a company's size or numerical rank indicates its quality or service. We reserve the right to edit listings or to exclude a listing due to insufficient information. The following companies either did not respond to our survey or did not provide sufficient information: Apartment Consultants Inc., Lee and Associates, Mountain West Real Estate, Sperry Van Ness, Walsh Chacon, Westcore Properties. Compiled by Robin Scott, robin.scott@sddt.com. Last updated 1/2009.