

SAN DIEGO DAILY TRANSCRIPT

May 11, 2010

Commercial Real Estate Firms

Listed by Local Total Consideration (Leases, Sales) Jan.-Dec. 2009

Name URL	Local Total Consideration Jan.-Dec. 2009	Top 3 Local Sales in 2009	Number of Local Employees	Business Description	Executive(s) & Title(s)	Year Established in San Diego	Year Established
1 CB Richard Ellis Inc. www.cbre.com/sandiego	\$1,556,821,906 n/a	Century Park Plaza, 8306-26 Century Park Court; Activity Distribution Center, 9020-9080 Activity Road, \$26,210,000; 14004 Kirkham Way, Poway, \$14,500,000	221	Commercial real estate services firm	Joe Newman, Managing Director of Asset Services/Property Management; Mark Read, Sr. Managing Director; Rick Sparks, Managing Director	1959	1906
2 Cassidy Turley BRE Commercial* www.brecommercial.com	\$822,483,474 \$822,483,474	Building sale at Terraces at Copley Point to Kaiser Permanente, \$53 million; Windy Pointe office lease, \$21 million; La Pacifica industrial investment sale, \$17.5 million	155	Privately held firm providing commercial real estate brokerage services, financial advisory services, asset management, debt placement, project management, information services	John D. Frager, President/CEO; Jonathan Freeman, COO/CFO; Lesley Dick, VP, Marketing; Kim Hardtke, VP, Human Resources; Jolanta Campion, Director of Research	1986	1986
3 Cushman & Wakefield www.cushwake.com	\$774,287,414 wnd	The Villages of Monterey/Montecito Village \$84,000,000; Hacienda Del Mar, \$15,600,000	138	Privately held commercial real estate services firm	Stath Karras, Exec. Managing Director; Eric Johnson, Exec. Director	1917	1891
4 Irving Hughes Inc. www.irvinghughes.com	\$721,000,000 \$721,000,000	American Specialty Health, Procopio Cory Hargreaves & Savitch, Cooley Godward Kronish LLP	18	Tenant representation company handling lease and purchase transactions	Craig Irving, Principal; Jason Hughes, Principal; Dave Marino, Principal	1989	1989
5 Jones Lang LaSalle www.us.joneslanglasalle.com	\$407,743,595 wnd	wnd	86	Financial and professional services firm specializing in real estate	William Fleck, Sr. Managing Director; Lynn LaChapelle, Managing Director	1994	1997 (incorporated)
6 Colliers International www.colliers.com	\$298,500,000 wnd	244-unit multi-family sale, \$26,000,000; 1.34-acre land sale, \$7,000,000; 0.46-acre land sale, \$6,250,000	97	Global real estate services company providing brokerage, property management, hotel investment sales and consulting, corporate services, valuation, consulting and appraisal services, mortgage banking and research	Jim Spain, Regional Managing Director; Phil Covington, REMS Managing Director	1980	1898
7 Voit Commercial Brokerage www.voitco.com	\$177,862,070 \$1,468,762,052	6325 Lusk Blvd., \$8,200,000, 49,942 sq. ft.; 1790 Dornoch Court, \$4,680,000, 57,600 sq. ft.; 3515 Main St., \$3,070,000, 38,487 sq. ft.	38	Privately owned commercial real estate firm serving both institutional and private clients in the Western United States	Robert D. Voit, President/CEO/Managing Partner; Brian Malliet, COO/Managing Partner; Chris Wood, Managing Director, San Diego Brokerage Division	1988	1971
8 Coldwell Banker Commercial - Almar Real Estate Group www.cbcworldwide.com	\$114,144,457 \$138,695,631	3205 Lionshead Ave, industrial sale, \$7,268,017; 3865 Executive Place, industrial sale, \$6,200,000; 12510 Oak Knoll Road, multi-family sale, \$6,250,000	33	Specializes in a variety of property types, including hospitality, industrial, multi-family, office, retail	Alan Scott, President/CEO	1999	1999
9 Lee & Associates Inc. www.lee-associates.com	\$110,024,253 \$110,024,253	La Pacifica, \$17,500,000; San Marcos Blvd./Las Posas Road, \$2,665,000; 9885 Carroll Canyon Road, \$3,800,000	46	National commercial real estate provider with regional expertise, offering a comprehensive range of specialized commercial real estate services	Brad Roppe, President; Larry Strickland, CEO/Founding Principal; Joseph Balla, Founding Principal	1990	1979
10 NAI San Diego www.naisandiego.com	\$109,279,565 \$42,000,000,000	440 N. Johnson, \$8,850,000; 9246 Lightwave Ave., \$6,200,000; 14145 Danielson St., \$3,939,000	32	A full range of commercial real estate services	Marten Barry Jr., President; Mark Silverman, Exec. VP; Tina Pinard, Sr. VP, Operations; Doug Ceresa, Sr. VP	1997	1972
11 Epstein and Associates www.epsteensd.com	\$104,572,602 \$196,853,310	n/a	6	Tenant representation specialists for retail chain stores and retail landlords, primarily lease transactions	Nancy P. Johnston, Managing Partner	1983	1962
12 Commercial Realty Advisers www.cradvisers.com	\$76,170,000 \$76,170,000	n/a	23	Providing service in all aspects of commercial real estate brokerage, including investment sales, leasing, strategic advisory services and tenant representation for apartments, industrial, office and retail	Brent Bohlken, Principal; Jeff Chasan, Principal; Steve Dok, Principal; Brandon Keith, Principal/Broker; Robert Vallera, Principal	2006	2006
13 Goldman Ferguson Partners LLC www.goldmanferguson.com	\$71,000,000 \$71,000,000	n/a	4	Provides tenant representation services to corporate tenants for lease, purchase and build-to-suit	Ronald E. Goldman, Principal; David P. Ferguson, Principal	1986	1986

14	Flocke & Avoyer Commercial Real Estate www.flockeavoyer.com	\$70,882,874 \$70,882,874	n/a	14	Marketing of retail properties, including shopping centers, sales and leasing	Stephen E. Avoyer, President/CEO	1985	1985
15	ECP Commercial www.ecpcommercial.com	\$46,330,918 \$46,330,918	Convoy-Ronson Business Park, Via Excelencia Business Park, Rancho Industrial	14 (property mgrs) 23 (commercial real estate)	Real estate management services in the areas of property management, leasing, sales, asset management, due diligence, consulting and lending for commercial and residential real estate	Joe Bonin, President; Dan Brophym, CEO; Pat Millay, CIO	1994	1994
16	Apartment Consultants Inc. www.aciapartments.com	\$39,902,415 \$39,902,415	210 Chinaberry Lane, \$3,500,000; 245 Ballantyne St., \$3,024,000; 1360 Melody Lane, \$2,640,000	16	Income property transactions	Chuck Hoffman, President; Keith Courtney, Secretary/Treasurer; Terry Moore, Director; Dave Savage, Director	1992	1992
17	Inland Pacific Commercial Properties www.ipcommercialproperties.com	\$30,534,000 \$30,534,000	9216 Abraham Way, \$4,100,000; 141 N. Magnolia, \$2,063,000; 1240-1246 Vernon Way, \$1,995,000	5 agents	Leasing, sales for retail, office, industrial and investment	James A. Renner Jr., President	2001	2001
18	CDC Commercial Real Estate www.cdccommercial.com	\$11,352,522 \$11,352,522	Kahoot's Pet Store lease, Poway; Chase Bank lease, Escondido; Jack in the Box sale, Arizona	3	Sale and lease of retail, office and industrial properties along the I-15 and Hwy. 78 corridors	Don Zech, President	1996	1996
19	The Schmidt Group Inc. www.schmidthappens.com	\$5,500,000 \$5,500,000	wnd	1	Representing tenants and buyers in the office, industrial and retail markets	David H. Schmidt, President	1995	1984

* Cassidy Turley BRE Commercial was formerly Grubb & Ellis/BRE Commercial. BRE Commercial announced Jan. 5, 2010 that it was leaving Grubb & Ellis to join a newly formed private partnership, known in San Diego as Cassidy Turley BRE Commercial.

Data Source: The Companies. Listed by Local Total Consideration Jan.-Dec. 2009. 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 the 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 did not respond to our survey: Marcus & Millichap, Sperry Van Ness. Compiled by Robin Scott, robin.scott@sddt.com. Last updated 1.2010.