

Commercial Real Estate Firms

Ranked by Local Commercial Gross Sales in 2007 (January - December)

	Company Address Phone, Fax E-mail, URL	Local Commercial Gross Sales 2007 (Jan. - Dec.)	Total Gross Sales 2007 (Jan. - Dec.)	Top 3 Transactions in 2007	# of Local Employees	# of Local Offices	Specialty Services Offered	Executive(s) & Title(s)	Year Established In San Diego	Year Established
1	Cushman & Wakefield* 4435 Easgate Mall, Suite 200 San Diego CA 92121 (858) 452-6500, (858) 452-3206 www.cushwake.com	\$3,127,462,558	\$85,000,000,000	Marbrisas Apartments, \$113.5 million; Regents La Jolla Apartments, \$108.5 million; 9865 & 9885 Towne Center Drive, \$96 million	260	3	Residential development and masterplan communities, government affairs/agencies and public-private partnerships, energy, agribusiness and conservation/mitigation lands	Stath Karras, Exec. Managing Director; Steve Rosetta, Exec. Director	1917	1891
2	CB Richard Ellis Inc. 4365 Executive Drive, Suite 1600 San Diego CA 92121 (858) 546-4600, (858) 546-3985 mark.read@cbre.com www.cbre.com/sandiego	\$1,900,000,000	\$2,900,000,000 (generated by San Diego offices, including out of area transactions)	Advanced Equities Plaza, \$210 mil- lion; The Palms at Carmel Valley, \$49.3 million; Toppan Optical Products, \$44 million	230	3	Commercial property sales and leasing, property management, corporate advisory and facilities management services, invest- ment property acquisitions and disposi- tions, mortgage banking and brokerage, realty advisory	Mark Read, Sr. Managing Director; Joe Newman, Managing Director; Jeff Woolson, Managing Director; Rick Sparks, Managing Director	1959	1906
3	Grubb & Ellis BRE Commercial 4350 La Jolla Village Drive, Suite 500 San Diego CA 92122 (858) 546-5400, (858) 630-6320 www.brecommercial.com	\$1,553,263,674	\$1,932,769,232	23-acre land sale in Del Mar Heights, \$8798 million; 229,694-square-foot R&D building sale in Carlsbad Research Center, \$41.5 million; 143,301-square-foot Qualcomm office lease in Sorrento Mesa, \$31.7 million	185	5	Maintains extensive expertise in all phas- es of commercial real estate transactions including leasing, investment sales, prop- erty management, market research and financial analysis	John D. Frager, CEO; Marc H. Doyle, Exec. VP of Transaction Services; Brent Rivard, CFO; George Gramm, VP of Research	1986	1986
4	Colliers International 4660 La Jolla Village Drive, Suite 100 San Diego CA 92122 (858) 455-1515, (858) 546-9146 jim.zimsky@colliers.com, www.colliers.com	\$1,347,072,862	n/a	Office sale, San Diego, \$40 million; apartment sale, Encinitas, \$35 million; office lease, San Diego, \$53.08 million	86 (includes brokers and staff)	3	Leasing (office, retail, industrial, R&D, bio- medical); investment sales and acquisi- tions, land sales, landlord representation, tenant representation, property manage- ment services, market research	James Zimsky, Sr. Managing Director, San Diego; Jim Spain, Managing Director, Carlsbad; Phil Covington, Managing Director, Real Estate Management Services	1980	1898
5	Irving Hughes Inc. 655 W. Broadway, Suite 1650 San Diego CA 92101 (619) 238-4393, (619) 238-1025 jasonh@irvinghughes.com www.irvinghughes.com	\$540,000,000	\$540,000,000	wnd	15	1	Tenant representation and construction management	Craig Irving, Principal; Jason Hughes, Principal; Dave Marino, Principal	1989	1989
6	Voit Commercial Brokerage 4370 La Jolla Village Drive, Suite 990 San Diego CA 92122-1233 (858) 453-0505, (858) 453-1981 info@voitco.com, www.voitco.com	\$430,485,005	\$2,601,855,285	McGrath Portfolio (5 properties), \$272 million (Industrial); Border Station, San Ysidro, \$17.53 million (Land); Hitachi Home Electronics, Chula Vista, \$16.49 million (R&D)	10	2	Leasing services offered in land, retail and industrial; sales services offered in office, retail, industrial, land and apartments	Robert D. Voit, President, Voit Companies; David Allison, Exec. VP/COO; John M. Owen III, Sr. VP/Managing Partner; John D. Pierce, Sr. VP/Managing Partner	1988	1971
7	Lee & Associates Inc. 5872 Owens Ave., Suite 200 Carlsbad CA 92008 (858) 453-9990, (858) 453-9965 www.lee-associates.com	\$351,438,000	\$8,000,000,000	525 Corporate Drive, \$9.1 million; land sale, Pacific Coast Business Park, \$7.7 million; National Civic Center, 5205 Kearny Villa Way, \$4.8 million	73	2	Industrial, office, multifamily and retail property sales and leasing, real estate investment consulting, property acquisi- tion and disposition, tenant representa- tion and relocation, land assemblage, site selection, mixed-use and urban in-fill	Brad Roppe, President, Carlsbad; Joseph Balla, President, San Diego-UTC	1989	1979
8	NAI San Diego 123 Camino de la Reina S., Suite 200 San Diego CA 92108 (619) 497-2255, (619) 497-2265 tpinard@naisandiego.com www.naisandiego.com	\$152,697,072	\$46,000,000,000	2020 Camino Del Rio N., \$30.45 mil- lion; 8860 Production Ave., \$4.6 mil- lion; 2300 Haffley Ave., National City, \$4 million	25	1	Office, industrial, retail, investment bro- kerage services and 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	1978
9	The Staubach Co. — San Diego Inc. 11988 El Camino Real, Suite 150 San Diego CA 92130 (858) 523-2100, (858) 523-2101 lisa.carroll@staubach.com www.staubach.com	\$141,704,098	wnd	CSA Travel Protection lease, 72,809 square feet in Kearny Mesa, \$20.44 million; County of San Diego lease, 24,853 square feet in Chula Vista, \$6.1 million	13	1	Office and industrial site acquisition and disposition (for tenants only), financial services, portfolio services, property man- agement, international real estate, design and construction services	William E. Fleck, President, San Diego Region; Scot Ginsburg, Principal, San Diego Region; Tandra Martinez, Principal, San Diego Region	1994	1977
10	Apartment Consultants Inc. dba ACI Commercial Apartments 2635 Camino Del Rio S., Suite 300 San Diego CA 92108 (619) 299-3000, (619) 299-8536 contact@aciapartments.com www.aciapartments.com	\$110,979,872	\$161,868,912	3810 Wabash Ave., represented seller, \$12 million; 110 7th St., Ramona, rep- resented buyer, \$6.66 million; 1605 Canyon Road, Spring Valley, rep- resented seller, \$6.55 million	33	1	n/a	Chuck Hoffman, President; Keith Courtney, Secretary; Allen Chitayat, Treasurer	1992	1992
11	Goldman Ferguson Partners LLC 750 B St., Suite 2320 San Diego CA 92101 (619) 232-0402, (619) 231-8246 rgoldman@goldmanferguson.com www.goldmanferguson.com	\$87,000,000	\$87,000,000	wnd	4	1	Advising and representing leading compa- nies in real estate negotiations for lease renewals, expansions, purchases or build- to-suits	Ronald E. Goldman, Managing Member; David P. Ferguson, Member	1986	1986
12	ECP Commercial 8530 La Mesa Blvd., Suite 300 La Mesa CA 91941 (619) 442-9200, (619) 442-6157 ecpcommercial@ecpcommercial.com www.ecpcommercial.com	\$83,902,675	\$83,902,675	Graffaloy Industrial, El Cajon; Pioneer Industrial, El Cajon; San Marcos Self Storage, San Marcos	18	1	Property sales, leasing, mortgage lending, due diligence, consulting, property man- agement	Joe Bonin, Chairman, Head of Brokerage Division; Robert Phillips, President, Head of Property Management Division; Jay Jackson, CFO	1980	1980
13	Award Commercial Properties 3530 Camino Del Rio N., Suite 200 San Diego CA 92108 (619) 471-2030, (619) 471-2055 info@awardcommercial.com www.awardcommercial.com	\$63,400,000	\$63,400,000	n/a	22	1	Commercial real estate sales and leasing as well as business opportunity sales	Vince Provenzano, President/Broker	1995	1995
14	CDC Commercial Real Estate 16870 W. Bernardo Drive, Suite 400 San Diego CA 92127 (760) 743-8500, (858) 486-9986 dzech@cdccommercial.com www.cdccommercial.com	\$40,122,000	\$40,122,000	876 N. Broadway, Escondido, Mitsubishi Dealership \$4.5 million; 1815 Valley Escondido, \$2.3 million; 1721 Main St., Ramona, \$1.89 million; \$79 million in sales in Riverside	3	1	Leasing and sales along the I-15 and Highway 78 corridor	Don Zech, President	1996	1996
15	Commercial Realty Advisers 4275 Executive Square, Suite 100 La Jolla CA 92037 (858) 875-3600, (858) 875-3636 info@cradvisers.com, www.cradvisers.com	\$39,400,000 (partial year)	\$64,658,000	n/a	24	1	n/a	Greg Albertini, Principal; Brent Bohlken, Principal; Jeff Chasen, Principal; Steve Dok, Principal; Brandon Keith, Principal/Broker; Robert Vallera, Principal	2007	2007

* Burnham Real Estate was purchased by Cushman & Wakefield in December 2007. The results on this list are Burnham Real Estate and Cushman & Wakefield combined (Burnham, \$2,862,462,558 in San Diego in 2007; Cushman & Wakefield, \$265,000,000 in San Diego in 2007).

Data Source: The Companies. Listed by Local Commercial Gross Sales in 2007 (January-December). 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 did not respond to our survey: Flocke and Avoyer Commercial Real Estate, Sperry Van Ness, Coldwell Banker Commercial, Marcus & Millichap, Walsh Chacon. Prudential Dunn Realtors had no commercial transactions for 2007. Compiled by Robin Scott, robin.scott@sddt.com. Last updated 01/2008.