

THE NEXT LEVEL
BROKERAGE

California's Top Commercial Brokerages

Ranked by transactions based on a July 2007 - June 2008 fiscal year¹

| RANK | COMPANY/ ADDRESS/ WEB SITE | TOTAL VALUE OF 07-08 CA TRANSACTIONS IN MILLIONS | NO. OF 07-08 CA SALES/ LEASES | NO. OF CA BROKERS/ EMPLOYEES | LEASE SERVICES/ SALES SERVICES OFFERED | TOP CA SALE/ TOP CA LEASE | OFFICES | | | | | CA FOUNDED HEADQUARTERS | TOP CA EXECUTIVE TITLE | CA CONTACT TITLE PHONE E-MAIL | | | |
|------|--|---|--|------------------------------------|--|--|---------|----|----|----|----------------------------------|----------------------------|---------------------------|--|-------------------------------------|---|---|
| | | | | | | | SD | OC | IE | LA | Silvly Sac SF Bay Other | | | | | | |
| 1 | CB Richard Ellis 3501 Jamboree Road, Newport Beach, CA 92660 www.cbre.com | \$22.2B | 1,340 7,169 | 708 3,051 | 1 - 10 a - j | N/A N/A | 4 | 1 | 2 | 4 | 3 | 7 | 8 | 0 | 1906 Los Angeles | Steve Swerdlow President, Western Division | Christy Ingle Communications Director (949) 751-9200 christy.ingle@cbre.com |
| 2 | Cornish & Carey Commercial/ONCOR International 2804 Mission College Blvd., Ste. 120 Santa Clara, CA 95054 www.ccarey.com | \$13.7B | 523 4,529 | 230 95 | 1 - 5, 7 - 10 a - e, g - j | Park Center Plaza, nine-building, 600,437 s.f., \$170M Blue Coat Systems, Sunnyvale 233,172 s.f., \$38M | 0 | 2 | 0 | 2 | 0 | 7 | 0 | 0 | 1935 Santa Clara | Chuck Seufferlein Chief Executive Officer | Tara Rust Samuels Director, Public Relations (408) 373-2577 pr@ccarey.com |
| 3 | Lee & Associates Commercial Real Estate Services 160 W. Foothill Pkwy., Ste. 105-242 Carona, CA 92882 www.lee-associates.com | \$7B | 1,764 6,109 | 600 160 | 1 - 5, 7 - 10 a - e, g - j | Haven & Francis, Ontario, \$96M 13011 Jefferson, Los Angeles, \$200+M | 2 | 0 | 2 | 0 | 7 | 2 | 9 | 3 | 1979 N/A | Edward Indvik Chairman L&A Advisory Board | Lori Rodenbeck Operations Manager (909) 241-7904 lrodenbeck@lee-assoc.com |
| 4 | Grubb & Ellis Co. 1551 N. Tustin Ave., Ste. 200 Santa Ana, CA 92705 www.grubb-ellis.com | \$6.6B | 690 3,304 | 500 1,200 | 1 - 10 a - k | CA State Auto Assoc., San Francisco, 597,574 s.f., \$118.5M Kroger Co., Paramount, 551,879 s.f. \$207M | 5 | 2 | 2 | 3 | 3 | 3 | 5 | 5 | 1958 Santa Ana | Gary Hunt Chief Executive Officer | Sharon Abar PR Director, Western Region (714) 939-6034 sharon.abar@grubb-ellis.com |
| 5 | Marcus & Millichap Real Estate Investment Services 16830 Ventura Blvd., Ste. 352 Encino, CA 91436 www.marcusmillichap.com | \$5.6B | 1,191 N/A | 412 219 | N/A a - k | Solaire, South SF, 360 units, \$141M | 1 | 1 | 1 | 1 | 2 | 0 | 1 | 0 | 1971 Encino | Harvey E. Green President Chief Executive Officer | Stacey Corso Public Relations Manager (925) 953-1716 scorso@marcusmillichap.com |
| 6 | CMN Inc., dba Colliers International 865 S. Figueroa St., Ste. 3500 Los Angeles, CA 90017 www.colliersmn.com | \$5.6B | 446 2,398 | 262 510 | 1 - 11 a - k | Land, Northeastern Mutual Life Insurance Co., Santa Fe Springs, 22 acres, \$68M Office, San Diego, 466,000 s.f. | 2 | 0 | 1 | 2 | 1 | 1 | 6 | 0 | 1908 Seattle, WA | Rick Chichester President | Rick Chichester President (949) 474-0707 |
| 7 | Jones Lang LaSalle 355 S. Grand Ave., Ste. 3100 Los Angeles, CA 90071 www.joneslanglasalle.com | \$5.6B | 66 1,517 | 206 1,345 | 1 - 3, 5 - 10 a - k | Hotel, \$196M Land, 1.9M s.f. | 2 | 2 | 2 | 1 | 0 | 5 | 4 | 0 | 1987 Chicago, IL | Jan Pope International Director | Sunitha Alexander Senior Marketing Manager (310) 595-3640 sunitha.alexander@am.jll.com |
| 8 | Cushman & Wakefield of California Inc. 601 S. Figueroa St., 47th Floor Los Angeles, CA 90017 www.cushmanwakefield.com | \$4.7B | N/A | 222 787 | 1 - 10 a - j | Fox Interactive Media Inc. @ Horizon, 418, 651 s.f. N/A | 4 | 0 | 1 | 1 | 2 | 5 | 4 | 0 | 1966 New York, NY | Joseph J. Cook Joseph Vargas Executive Managing Director | Rocky Brennan Manager, Corp. Communications (213) 629-7393 rocky.brennan@cushwake.com |
| 9 | Studley 777 S. Figueroa St., Ste. 3050 Los Angeles, CA 90017 www.studley.com | \$4.5B | 13 344 | 80 120 | 1 - 3, 5, 7 - 9 a - c, e, g - h | Brocade Communications Systems Inc., San Jose, 561,465 s.f., \$300M Fox Interactive Media Inc., Los Angeles, 418,660 s.f., \$400M | 1 | 1 | 1 | 0 | 0 | 1 | 2 | 0 | 1971 New York, NY | Mark T. Sullivan Executive Vice President Director & Regional Manager | Maxwell Sucee Director of PR, Southern Calif. (213) 553-3800 msucee@studley.com |
| 10 | CresaPartners 11726 San Vicente Blvd., Ste. 500 Los Angeles, CA 90049 www.cresapartners.com | \$4.3B | 114 1,372 | 129 168 | N/A | Optical Communication Products, \$28M BAE Systems, \$31.5M | 1 | 2 | 1 | 1 | 0 | 1 | 2 | 0 | 1983 Los Angeles, Boston | Gerald A. Porter Chairman | Jodi Goldman Director of Marketing (617) 758-6009 jgoldman@cresapartners.com |
| 11 | Coldwell Banker Commercial Affiliates 1 Campus Drive Parsippany, NJ 07054 www.cbworldwide.com | \$4B | 4,723 1,482 | 937 1000 | 1 - 10 a - j | Queen Mary, Long Beach \$43M 2000 Ave. of the Stars, 144 months \$66M | 19 | 10 | 14 | 9 | 13 | 33 | 40 | 27 | 1906 San Francisco New Jersey | Rick Davidson President, COO | Tom Nolan Dir. of Communications (973) 407-7865 |
| 12 | NAI BT Commercial 201 California St., Ste. 800 San Francisco, CA 94111 www.naibtcommercial.com | \$2.8B | 376 1,367 | 225 100 | 1 - 11 a - k | Oyster Point Business Park, South San Francisco, 404,215 s.f. Netgear, San Jose, 142,700 s.f. | 0 | 2 | 0 | 1 | 0 | 11 | 0 | 0 | 1981 San Francisco | Michael Kamm Chief Executive Officer | Michael Kamm Chief Executive Officer (415) 781-8100 mkamm@naibt.com |
| 13 | Madison Partners 12121 Wilshire Blvd. Los Angeles, CA www.madisonpartners.net | \$2.2B | 90 335 | 22 5 | 1 - 3, 5, 8 - 10 a - g, i, k | 400 & 600 Corporate Pointe, Culver City 438,441 s.f., \$121M Crew Creative, Los Angeles 63,009 s.f., \$30M | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 1996 Brentwood | Bob Safai, Hunt Barnett Presidents | Kymm Hirsh Business Administration (310) 820-5959 khirsh@madisonpartners.net |
| 14 | NAI Capital Inc. 16001 Ventura Blvd., Second Floor Encino, CA 91436 www.naicapital.com | \$2.1B | 372 1,893 | 212 47 | 1 - 3, 5 - 11 a - k | \$15M \$4M | 0 | 0 | 2 | 0 | 3 | 0 | 6 | 4 | 1979 Encino | Michael A. Zugsmith Chairman | Jennifer Ortado Public Relations Manager (818) 905-2400 jortado@naicapital.com |
| 15 | Voit Commerical Brokerage 101 Shipyard Way, Ste. M Newport Beach, CA 92663 www.voitco.com | \$2.1B | 437 1,102 | 109 75 | 1 - 3, 5, 7 - 11 a - c, e, g - k | Irvine Crossing, Irvine 428,000 s.f., \$57M 601 West Dyer Road LLC, Santa Ana 135,731 s.f., \$13.5M | 2 | 0 | 2 | 0 | 0 | 0 | 1 | 0 | 1971 Newport Beach | John M. Owen III Sr. VP, Managing Partner | Jen Olewinski Senior Account Executive (949) 509-6551 jolewinski@browermillercole.com |
| 16 | DAUM Commercial Real Estate Services 801 South Figueroa St., Ste. 600 Los Angeles, CA 90017 www.daumcommercial.com | \$2B | 470 1,080 | 120 40 | 1 - 10 a - j | Medical/Office, Los Angeles, 97,464 s.f., \$18.5 Office, Woodland Hills, 57,732 s.f., \$27.6M | 0 | 0 | 2 | 0 | 1 | 0 | 6 | 2 | 1904 Los Angeles | Michael Nubel Chief Executive Officer Chairman | Chad Jacobson Chief Operating Officer (213) 625-3286 info@daumcommercial.com |
| 17 | Sperry Van Ness 18881 Von Karman Ave., Ste. 760 Irvine, CA 92612 www.svn.com | \$1.7B | 360 128 | 259 15 | 1 - 3 a - g | Senior Housing Community, Los Angeles \$56.5M N/A | 3 | 3 | 5 | 4 | 5 | 16 | 8 | 0 | 1987 Irvine | Mark Van Ness Co-Founder Chief Executive Officer | Kevin Maggiacomo Chief Operating Officer (800) 353-7500 info@svn.com |
| 18 | Grubb & Ellis/BRE Commercial 4350 La Jolla Village Drive, Ste. 500 San Diego, CA 92122 www.brecommercial.com | \$1.6B | 167 926 | 100 67 | 1 - 5, 7 - 11 a - e, g - k | Land, Del Mar Heights, 23 acres, \$87.9M Office, San Diego 300,000 s.f., \$130M | 5 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1986 San Diego UTC Office | John Frager President Chief Executive Officer | Erin Collier Public Relations Manager (858) 625-5242 ecollier@breb.com |

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Continued from page 14

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|------|---|---|--|------------------------------------|--|---|---------|--------|----|-----|-----------------------------|---------------------------|--|-------------|---|---|
| | | | | | | | SD | SilVly | OC | Sac | | | | IE | SF Bay | LA |
| 19 | Faris Lee Investments 2301 Dupont Drive, Ste. 100 Irvine, CA 92612 www.farislee.com | \$1.2B | 97 N/A | 12 30 | N/A c | 15-property retail portfolio, Del Taco restaurants, Sale-leaseback \$24M N/A | 0 | 0 | 1 | 0 | 0 | 0 | N/A | Irvine | Richard Walter President | Jennifer Little Vice President (949) 863-1910 ext. 27 jennifer@amies.com |
| 20 | Charles Dunn Co. GVA Worldwide 800 W. 6th St., Ste. 500 Los Angeles, CA 90017 www.charlesdunn.com | \$855M | 136 331 | 65 100 | 1-3, 5, 8-10 a - e, g - i | Pasadena Portfolio, 156,770 s.f., \$70M Moreno Valley, 613,000 s.f., \$26M | 1 | 0 | 1 | 0 | 0 | 0 | 1921 | Los Angeles | Walter J. Conn Chairman | Darrell R. Levonian Executive Managing Officer (310) 312-1800 dlevonian@charlesdunn.com |
| 21 | Investment Real Estate Associates 16501 Ventura Blvd., Ste. 448 Encino, CA 91436 www.irea-usa.com | \$668M | 144 N/A | 21 25 | N/A a - g | Ralphs at Wiltern, Los Angeles, \$21M N/A | 0 | 0 | 0 | 0 | 0 | 0 | 1999 | Encino | Raffi Krikorian President Chief Executive Officer | Julie Kim Operations Manager (818) 386-6888 julie@irea-usa.com |
| 22 | Transwestern 707 Wilshire Blvd., Ste. 4300 Los Angeles, CA 90017 www.transwestern.net | \$402M | 8 63 | 8 110 | 1-3, 5, 7-11 a - e, g - k | Castle Rock and Colorado @ Sycamore Highlands, \$113M DIC Entertainment Holdings Inc., \$14.2M | 1 | 0 | 1 | 0 | 0 | 1 | 1998 | Houston, TX | George Garfield President, West Region | George Garfield President, West Region (213) 624-5700 george.garfield@ transwestern.com |
| 23 | BRC Advisors 1400 S. Flower St., Ste. 1400 Los Angeles, CA 90017 www.brcadvisors.com | \$365M | N/A | 80 5 | 1-6, 8-10 a - j | N/A N/A | 0 | 0 | 0 | 0 | 0 | 0 | 2004 | Los Angeles | James Huang Principal | Christina Chung Operations Manager (213) 226-8701 jhuang@brcadvisors.com |
| 24 | Keegan & Coppin Co. Inc. 1355 N. Dutton Ave. Santa Rosa, CA 95401 www.keegancoppin.com | N/A | 91 501 | 58 29 | 1-5, 7-11 a - e, g - j | \$15M 70,000 s.f. | 0 | 0 | 0 | 0 | 0 | 4 | 1976 | Santa Rosa | Al Coppin President | Linda Gulbransen Office Manager (707) 528-1400 lgulbransen@keegancoppin.com |

Notes

Lease services:

1. Office
2. Industrial
3. Retail
4. Multifamily
5. Institutional
6. Hospitality
7. Land
8. Tenant
9. Corporate
10. Landlord
11. Other

Sales Services:

- a. Office
- b. Industrial
- c. Retail
- d. Multifamily
- e. Institutional
- f. Hospitality
- g. Land
- h. Tenant
- i. Corporate
- j. Landlord
- k. Other

¹Ties broken by number of California brokers

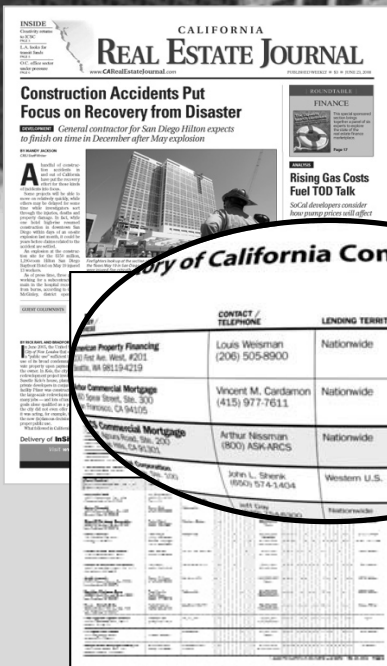
RESULTS BASED ON 2008 CALIFORNIA REAL ESTATE JOURNAL SURVEY

Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the California Real Estate Journal, 915 E. First Street, Los Angeles, CA 90012 or call Editor Michael Gottlieb at (213) 229-5308. ©2008 California Real Estate Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Scoop Reprints, (800) 767-3263.

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