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2013 Top Brokers

Most of the top commercial real estate brokerage firms grew their businesses in 2012, in comparison with 2011 volumes. When looking further back, total transaction volumes—which include the total value of all leasing and investment sales transactions each firm completed globally—are up dramatically from 2010.

But the pecking order remains the same. The top 10 shuffled a bit with the completion of last year's merger of Newmark Knight Frank and Grubb & Ellis to create Newmark Grubb Knight Frank. That enabled the company to jump from sixth on last year's list to fifth on this year's. In fact, most firms' positions in the top 25 were about the same as they were a year ago.

In that vein, CBRE Group leads the pack again. The firm reported a total volume of \$189.50 billion in 2012, a 19.2 percent increase over 2011's number of \$159.00 billion. As a result, CBRE's volume is nearly equal to the combined transaction volume of the next two firms on the list.

Jones Lang LaSalle retained the second position on the list. Its deal volume rose by just over \$10 billion from 2011 to \$108.91 billion, a 10.4 percent increase. The total value of its investment sales and leasing transactions was 62 percent higher than in 2010. Cushman & Wakefield remained third on our list, but its transaction level did not rise year over year. The firm brokered \$88.40 billion in transactions in 2012 and \$88.60 billion in 2011.

Colliers International again took the fourth slot with total investment sales and leasing transactions worth \$71.20 billion in 2012, compared with \$68.21 billion in 2011. The integrated Newmark Grubb Knight Frank finished fifth. The firm had \$69.84 billion in deals in 2012, compared with the combined \$64.35 billion that Newmark Knight Frank and Grubb & Ellis posted last year.

Studley also rose one spot in this year's rankings based on its deal volume of \$57.35 billion in 2012, compared with \$48.91 billion in 2011, a 17.2 percent increase. Eastdil Secured also moved up based on \$56.00 billion in volume, up from \$46 billion in 2011. NAI Global, meanwhile, fell from fifth to eighth after posting \$55.00 billion in deals in 2012—the same volume it posted in 2011. TCN Worldwide at \$31.89 billion and DTZ (which did not participate last year) at \$25.84 billion rounded out this year's top 10. The addition of DTZ bumped Cassidy Turley out of its top 10 slot.

This ranking is based on responses to *NREI's* Top Brokerage survey, which was conducted via email in February and March 2013. Brokers were asked to provide the total dollar value of leasing transactions and investment sales globally in 2012. The totals were combined to determine the company's ranking.

To be ranked, firms filled out an online form that was distributed via email and publicized on our site and through our e-newsletters. Firms are ranked based on the total dollar value of leasing transactions and investment sales transactions globally in 2012.

If you have issues regarding the ranking or additions to it, please do not hesitate to contact me at david.bodamer@penton.com.

Click on a company name to view more details.

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RANK	COMPANY	CITY	TOTAL VALUE
1	CBRE Group	Los Angeles	\$189,800,000,000
2	Jones Lang LaSalle	Chicago	\$108,912,000,000
3	Cushman & Wakefield	New York	\$88,400,000,000
4	Colliers International	Seattle	\$71,200,000,000
5	Newmark Grubb Knight Frank	New York	\$69,844,878,637
6	Studley Inc.	New York	\$57,000,000,000
7	Eastdil Secured	New York	\$56,000,000,000
8	NAI Global	Princeton	\$55,000,000,000
9	TCN Worldwide	Plano	\$31,891,963,267
10	DTZ	Los Angeles	\$25,842,431,724
11	Cassidy Turley	Washington	\$24,000,000,000
12	Marcus & Millichap Real Estate Investment Services	Calabasas	\$22,000,000,000
13	CORE Network	Virginia Beach	\$21,884,850,000
14	HFF	Houston	\$15,100,000,000
15	ARA	Atlanta	\$9,500,000,000
16	Cresa	Boston	\$7,800,000,000
17	Lee & Associates	Irvine	\$7,118,337,118
18	RE/MAX Commercial	Denver	\$7,050,000,000
19	Avison Young	Chicago	\$6,830,758,702
20	Coldwell Banker Commercial	Parsippany	\$6,778,399,911
21	Sperry Van Ness International	Irvine	\$6,740,511,079
22	Transwestern	Houston	\$6,224,129,854
23	Corporate Facility Advisors (CORFAC International)	Falls Church	\$5,517,184,034
24	KW Commercial	Austin	\$3,451,000,000
25	Kidder Mathews	Seattle	\$2,516,946,577
26	Massey Knakal Realty Services	New York	\$2,492,561,299
27	SRS Real Estate Partners	Dallas	\$1,354,943,268
28	MB Real Estate	Chicago	\$441,457,956
29	Metro Commercial Real Estate	Mount Laurel	\$438,368,699

Latest poll

Total CMBS Issuance Volume

There has been \$30.3 billion in new CMBS issuance to date in 2013, according to *Commercial Mortgage Alert*. That puts the industry on pace to smash last year's volume of \$48.4 billion and will make 2013 the busiest year for CMBS issuance since 2007. Where do you think total CMBS issuance volume will end up in 2013?

- Less than \$50B
- \$51B to \$75B
- \$75B to \$100B
- More than \$100B

ANSWER

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RANK	COMPANY	CITY	TOTAL VALUE
30	Henry S. Miller Brokerage	DALLAS	\$320,000,000
31	Senior Living Investment Brokerage	Glen Ellyn	\$303,945,000
32	Sunstone Manufactured Housing Consultants	Grapevine	\$157,686,915
33	Kalmon Dolgin Affiliates	Brooklyn	\$156,500,000
34	Thornton Oliver Keller Commercial Real Estate	Boise	\$148,600,000
35	CORE Partners	Birmingham	\$49,955,612
36	MG Commercial Real Estate	Providence	\$44,900,000
37	Jameson & Co.	Downers Grove	\$14,080,000
38	Marques Properties LLC	Elizabeth	\$2,300,000
39	Hunter Hotel Advisors	Atlanta	
40	Miller Realty Associates	Tyler	
41	Ryan Hill Realty	Naperville	



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