

Orlando Business Journal's 2006 Book of Lists Commercial Real Estate Brokerages

Ranked by total dollar volume of sales and lease transactions combined for 2004

Rank 2005	Commercial real estate broker Address	Top local executive Title Telephone	Total dollar volume Sales volume Lease volume	No. brokers Properties sold Sq. ft. sold	No. lease trans. Sq. ft. leased Sq. ft. managed	Types of properties sold
1	CB Richard Ellis 201 S. Orange Ave., Suite 1500 Orlando 32801	William S. Moss Sr. Managing Director (407) 843-4020	\$1.03 billion \$754 million \$280 million	25 112 10.1 million	305 4.9 million 4.86 million	Office, multifamily, industrial, retail, land
2	East Group Properties 7003 President's Drive, Suite 800 Orlando 32809	John Coleman Senior Vice President (407) 251-7075	\$936 million N/A \$936 million	1 N/A N/A	50 1.06 million 1.14 million	N/A
3	Trammell Crow Co. 1900 Summit Tower Blvd., Suite 750 Orlando 32810	Paul Ellis Principal, Area Director (407) 618-1300	\$695.2 million \$586 million \$109.2 million	20 90 4.9 million	214 2.6 million 9.6 million	Office, industrial, retail, land, church, school and nonprofit
4	Cushman & Wakefield of Florida Inc. 800 N. Magnolia Ave., Suite 450 Orlando 32803	Larry Richey Operations Manager (407) 841-8000	\$684.2 million \$589.1 million \$95.1 million	15 47 6.3 million	112 2.52 million 3.5 million	Office, industrial, multifamily, land, retail
5	Advantis Real Estate Services Co. 255 S. Orange Ave., Suite 130 Orlando 32801	John Hutcheson Chief Operating Officer (407) 849-6600	\$363.5 million \$215.8 million \$141.3 million	23 52 3.8 million	432 3.2 million 6.9 million	Office, industrial, investment, land
6	Colliers Arnold Orlando 622 E. Washington St. Orlando 32801	Matthew Sullivan Managing Director (407) 843-1723	\$237.1 million \$98.2 million \$138.9 million	16 32 2.2 million	164 2 million 2.3 million	Land, industrial, office, mixed-use, flex space
7	NAI Realvest Partners Inc. 2200 Lucien Way, Suite 350 Maitland 32751	George Livingston President (407) 875-9889	\$234.9 million \$181.9 million \$53 million	34 127 1.1 million	301 1.77 million 1.5 million	Office, industrial, retail, land
8	Coldwell Banker Commercial NRT 901 N. Lake Destiny Drive, Suite 110 Maitland 32751	Robin L. Webb Director (407) 628-2160	\$203 million \$179 million \$23 million	36 205 2.3 million	138 930,000 1 million	Hotel, apartment complexes, retail, office, industrial, flex, land, sites
9	Marcus & Millichap 225 E. Robinson St., Suite 525 Orlando 32801	Steven M. Ekovich First VP/Reg. Manager (407) 999-9597	\$146.3 million \$146.3 million N/A	14 59 DND	N/A N/A N/A	Retail, office, multifamily, land
10	Carter 450 S. Orange Ave., Suite 180 Orlando 32801	Scott Bell Senior Vice President (407) 420-1300	\$112.9 million \$46.4 million \$66.5 million	10 26 326,863	70 647,153 1 million	Industrial, land, office, flex
11	Lincoln Property Co. 300 S. Orange Ave., Suite 1575 Orlando 32801	Scott Stahley Sr. Vice President/Partner (407) 872-3500	\$90.1 million \$5.5 million \$84.6 million	4 2 40,000	52 261,000 1.7 million	DND
12	Stirling International Realty Inc. 115 International Parkway Heathrow 32746	Roger Soderstrom President (407) 333-1900	\$89.8 million \$83.7 million \$6.1 million	14 86 221,000	12 52,000 N/A	Residential development sites, acreage and ranches, office sites, office buildings, retail
13	Crossman & Co. 3333 S. Orange Ave. Orlando 32806	Scott Crossman President (407) 423-5400	\$82.2 million \$65.9 million \$16.3 million	8 14 288,166	85 427,840 1.6 million	Retail, office, industrial
14	The Staubach Co. 390 N. Orange Ave. Orlando 32801	Mark Stratman Sr. VP/Area Mng. Principal (407) 838-1718	\$80.9 million \$10.43 million \$70.5 million	9 5 496,148	96 841,233 N/A	Nursing home facilities, industrial, warehouses
15	Realty Capital/TCN Worldwide 605 E. Robinson St., Suite 420 Orlando 32801	C. Frederick/M.W. Brock Partners (407) 843-7070	\$80.6 million \$49.8 million \$30.8 million	25 32 170,867	122 1.2 million 717,098	Office, industrial, retail, land
16	Grubb & Ellis Co. 315 E. Robinson St., Suite 555 Orlando 32801	Jeffrey Sweeney President (407) 423-1200	\$77.8 million \$18.5 million \$59.3 million	11 11 19,555	51 883,308 N/A	Land, investment, retail, industrial, office
17	Liberty Universal Management Inc. 314 E. Anderson St. Orlando 32801	Jack L. Liberty III President (407) 426-2300	\$72.6 million \$24.9 million \$47.7 million	5 15 75,000	68 4.2 million 1.2 million	Shopping centers, outparcels (sales, leases and build-to-suit)
18	Tower Realty Partner Inc. 2603-B Maitland Center Parkway Maitland 32751	C. Stein/R. Berman Principals (407) 659-0120	\$67.9 million \$37.3 million \$30.6 million	7 2 200,000	35 275,000 600,000	Office buildings
19	Continental Real Estate Cos. 20 N. Orange Ave. Orlando 32801	Amanda Mrozek Director, C. Fla. Leasing (407) 472-2732	\$52.8 million \$45 million \$7.8 million	7 3 974,000	43 102,443 1.03 million	Retail, office
20	Highwoods Properties 301 E. Pine St., Suite 1150 Orlando 32801	Michael F. Beale Senior Vice President (407) 849-2275	\$46.8 million \$5.1 million \$36.2 million	2 N/A N/A	67 487,309 2 million	N/A
21	Duke Realty Corp. 4700 Millenia Blvd., Suite 380 Orlando 32839	Doug Irmischer Sr. VP, Florida Ops. (407) 241-0000	\$42.5 million \$12.5 million \$30 million	2 1 78,300	59 860,000 3.1 million	Curascript Pharmacy, BTS
22	Hold-Thyssen Inc. 301 S. New York Ave., Suite 200 Winter Park 32789	Robert P. Hold President (407) 691-0505	\$38.5 million \$35.9 million \$2.6 million	7 7 232,000	28 45,000 739,000	Office, retail, flex, industrial
23	The Bywater Co. 105 E. Robinson St. Orlando 32801	William Bywater President (407) 206-7300	\$31.7 million \$24.3 million \$7.4 million	5 13 354,329	146 301,972 500,000	Office buildings, land, industrial property
24	Southeastern Realty Group Inc. 933 Lee Road, Suite 400 Orlando 32810	Robert N. Johnson CEO (407) 629-5595	\$30.6 million \$13.2 million \$17.4 million	5 11 N/A	127 218,000 1.3 million	Vacant land (ready-to-use and investment), retail centers, office, warehouse
25	Quest Co. 921 Douglas Ave., Suite 200 Altamonte Springs 32714	Stephen J. Lafreniere President (407) 766-4001	\$27.9 million \$7.2 million \$20.7 million	5 7 30,295	99 275,472 1.9 million	Land, office, building

