

Orlando Business Journal's 2007 Book of Lists Commercial Real Estate Brokerages

Ranked by total dollar volume of sales and lease transactions combined for 2005

Rank 2006	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	\$1.7 billion \$1.5 million \$201 million	25 118 10 million	305 2.9 billion 3.5 million	Office, multifamily, industrial, retail, land
2	Cushman & Wakefield of Florida Inc. 800 N. Magnolia Ave., Suite 450 Orlando 32803	Larry D. Richey Sr. Managing Director (407) 841-8000	\$1.5 billion \$1.4 billion \$94.8 million	16 73 13.9 million	101 1.97 million 3.6 million	Office, industrial, apartment, land, retail
3	Trammell Crow Co. 1900 Summit Tower Blvd., Suite 750 Orlando 32810	Paul Ellis Managing Director (407) 618-1300	\$780.5 million \$579.5 million \$181 million	20 122 3.2 million	251 2.6 million 9.6 million	Office, industrial, retail, land, church, school and nonprofit
4	Marcus & Millichap 1900 Summit Tower Blvd., Suite 650 Orlando 32810	Greg Matus Regional Manager (407) 557-3800	\$500.7 million \$500.7 million N/A	16 86 N/A	N/A N/A N/A	Retail, office, multifamily, land
5	Colliers Arnold 622 E. Washington St., Suite 300 Orlando 32801	Matthew Sullivan Managing Director/Principal (407) 843-1723	\$279.9 million \$210.4 million \$69.5 million	17 45 1.7 million	176 1.4 million 1.9 million	Office, industrial, retail and multi-use
6	Coldwell Banker Commercial NRT 901 N. Lake Destiny Drive, Suite 110 Maitland 32751	Robin L. Webb Managing Director (407) 539-1000	\$278.3 million \$255.5 million \$22.8 million	41 243 3.1 million	177 1.3 million 4.4 million	Land, sites, office, industrial, retail, apartments, hotels, motels, restaurants
7	NAI Realvest 2200 Lucien Way, Suite 350 Maitland 32751	George Livingston President (407) 875-9989	\$220.2 million \$165.7 million \$54.5 million	26 133 1.3 million	336 1.3 million 1.6 million	Industrial, land, retail, office, investment
8	Stirling International Realty Inc. 719 Rodel Cove Lake Mary 32746	Robert Sonntag Managing Director (407) 571-2222	\$207 million \$205.5 million \$1.5 million	13 108 DND	16 DND N/A	Office, industrial, retail, land, nonprofit, investment
9	GVA Advantis/Advantis Real Estate Services 255 S. Orange Ave., Suite 1350 Orlando 32801	Michael Winters Managing Director-C. Fla. (407) 849-6600	\$167.5 million \$89.8 million \$97.7 million	11 26 6.6 million	178 13.8 million 1.6 million	Retail, office, industrial, land
10	The Staubach Co. 390 N. Orange Ave., Suite 1610 Orlando 32801	Mark Stratman Area Managing Principal (407) 839-1718	\$135.5 million \$12.7 million \$122.8 million	9 3 116,000	139 1.3 million N/A	Office, industrial, warehouse
11	Grubb & Ellis Co. 315 E. Robinson St., Suite 555 Orlando 32801	Jeffrey Sweeney President (407) 423-1200	\$121.3 million \$64.9 million \$56.4 million	18 24 27,556	5 947,365 500,000	Office, industrial, retail, land
12	Liberty Universal Management Inc. 314 E. Anderson St. Orlando 32801	Jack L. Liberty III President (407) 426-2300	\$109.1 million \$59.8 million \$49.3 million	4 25 312,000	144 5.4 million 672,664	Shopping centers, outparcels (sales, leases and build-to-suit)
13	Crossman & Co. 3333 S. Orange Ave., Suite 201 Orlando 32806	Scott Crossman President (407) 423-5400	\$107 million \$82.6 million \$24.4 million	4 12 310,914	108 316,412 1.8 million	Freestanding retail, medical office, grocery-anchored shopping centers
14	Carter 450 S. Orange Ave., Suite 180 Orlando 32801	Scott Bell Senior Vice President (407) 420-1300	\$80.6 million \$27.5 million \$53.1 million	11 11 266,000	88 346,000 1.6 million	Industrial, land, office
15	Duke Realty Corp. 4700 Millenia Blvd., Suite 380 Orlando 32839	Doug Irmischer Sr. VP, Florida Ops. (407) 241-0000	\$77.4 million \$1.3 million \$76.1 million	4 10 1.2 million	83 791,149 4.4 million	Technology Park I, Lee Vista Distribution Center, Lakeland Interstate Park I
16	Continental Real Estate Cos. 20 N. Orange Ave., Suite 802 Orlando 32801	Warren P. Weiser CEO (407) 472-2732	\$69.8 million \$64.9 million \$4.9 million	3 2 385,880	35 108,215 1 million	Office tower, shopping center
17	McFadden Realty Advisors Inc. 1560 Orange Ave., Suite 410 Winter Park 32789	Jeff K. McFadden President (407) 539-0501	\$68.5 million \$59 million \$9.5 million	4 17 440,754	14 136,948 N/A	Office condos, multitenant office portfolios
18	Real Property Specialists Inc. 6700 Conroy Windermere Road, Suite 230 Orlando 32835	Alan Charron President (407) 291-9000	\$66.1 million \$28.5 million \$37.5 million	8 9 94,000	47 175,400 650,941	Retail development sites, shopping centers, freestanding retail, restaurants, office condos
19	Southeastern Realty Group Inc. 933 Lee Road, Suite 400 Orlando 32810	Robert N. Johnson CEO (407) 629-5595	\$52.5 million \$17.9 million \$34.6 million	6 13 N/A	190 464,773 1.03 million	Vacant land, office, condo, retail
20	Sperry Van Ness-IRG/Commercial 217 N. Westmonte Drive, Suite 1007 Altamonte Springs 32714	Marmie M. Connor President (407) 862-0101	\$47.8 million \$46.7 million \$1.1 million	6 12 38,973	6 21,272 163,220	Office building for sold office condo project, land, multifamily
21	The Bywater Co. 105 E. Robinson St. Orlando 32801	William Bywater President (407) 206-7300	\$42.4 million \$23.4 million \$19 million	6 17 223,283	168 526,193 550,000	Office buildings, land, industrial property
22	Penn Florida Realty Corp. 5850 T.G. Lee Blvd., Suite 290 Orlando 32822	Vicki Henry Director-N. Fla. services (407) 240-2227	\$38 million DND DND	2 1 220,000	11 236,500 667,000	DND
23	Highwoods Properties 201 S. Orange Ave. Orlando 32801	Michael F. Beale Senior Vice President (407) 849-2275	\$36.1 million N/A \$36.1 million	3 N/A N/A	71 288,469 1.9 million	N/A
24	East Group Properties 2966 Commerce Park Drive, Suite 450 Orlando 32819	John Coleman Senior Vice President (407) 251-7075	\$25.3 million N/A \$25.3 million	1 N/A N/A	51 499,932 1.4 million	N/A
25	Colonial Properties Trust 950 Market Promenade Ave., Suite 2200 Lake Mary 32746	Tom Green Managing Director (407) 585-2200	\$25 million N/A \$25 million	6 N/A N/A	50 300,000 3.5 million	N/A