

# Orlando Business Journal's 2008 Book of Lists

## Commercial Real Estate Brokerages

Ranked by total dollar volume of sales and lease transactions combined for 2006

Rank 2007	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	<b>CB Richard Ellis</b> 201 S. Orange Ave., Suite 1500 Orlando 32801	William S. Moss Sr. Managing Director (407) 843-4020	\$2.1 billion \$1.35 billion \$750 million	35 350 18.7 million	877 14.4 million 12 million	Office, multifamily, industrial, retail, land
2	<b>Cushman &amp; Wakefield of Florida Inc.</b> 800 N. Magnolia Ave., Suite 450 Orlando 32803	Larry D. Richey Sr. Managing Director (407) 841-8000	\$1.13 billion \$963.9 million \$168.5 million	15 46 9.6 million	122 2.6 million 2.1 million	Office, industrial, apartment, land, retail
3	<b>Marcus &amp; Millichap</b> 1900 Summit Tower Blvd., Suite 650 Orlando 32810	Greg Matus Regional Manager (407) 557-3800	\$817.5 million \$817.5 million N/A	31 178 N/A	N/A N/A N/A	Retail, office, multifamily, land
4	<b>Crossman &amp; Co.</b> 3333 S. Orange Ave., Suite 201 Orlando 32806	John M. Crossman President (407) 423-5400	\$313.5 million \$271.1 million \$42.4 million	6 33 2.03 million	95 340,691 3.5 million	Town, neighborhood and power centers, open-air, lifestyle and community centers
5	<b>NAI Realvest</b> 2200 Lucien Way, Suite 2200 Maitland 32751	George Livingston Chairman (407) 875-9989	\$274.7 million \$196.7 million \$78 million	37 124 1.1 million	412 1.8 million 2 million	Office, industrial, hotels, hospitality, logistics, retail, investment, vacant land
6	<b>Stirling International Realty Inc.</b> 719 Rodel Cove Lake Mary 32746	Frank Dever Managing Director (407) 571-2222	\$236.8 million \$236.8 million \$516,000	17 94 DND	5 DND N/A	Office, retail, mixed-use development sites, residential development sites
7	<b>Colliers Arnold</b> 622 E. Washington St., Suite 300 Orlando 32801	Matthew E. Sullivan Managing Director/Principal (407) 843-1723	\$233.9 million \$128 million \$105.9 million	16 51 552,760	134 1.4 million 3.7 million	Industrial, office, retail
8	<b>Coldwell Banker Commercial NRT</b> 901 N. Lake Destiny Drive, Suite 110 Maitland 32751	Robin L. Webb Vice President (407) 539-1000	\$188.3 million \$153.1 million \$35.2 million	39 184 1.1 million	172 1.3 million 3.9 million	Industrial, office, commercial, multifamily, land and hospitality
9	<b>Liberty Universal Management Inc.</b> 314 E. Anderson St. Orlando 32801	Jack L. Liberty III President (407) 426-2300	\$176.2 million \$47.4 million \$128.8 million	5 20 257,500	5 5.9 million 1.02 million	Commercial and retail
10	<b>GVA Adventis Real Estate Services</b> 255 S. Orange Ave., Suite 1350 Orlando 32801	Michael Winters President, Central Florida (407) 849-6600	\$160.7 million \$73.6 million \$87.1 million	10 29 1.6 million	202 1.7 million 2.5 million	Office, industrial, retail
11	<b>Grubb &amp; Ellis Commercial Florida</b> 315 E. Robinson St., Suite 555 Orlando 32801	Jeffrey S. Sweeney President (407) 423-1200	\$126.4 million \$74.5 million \$51.9 million	17 37 834,905	140 1.3 million 500,000	Office, industrial, retail, land
12	<b>The Staubach Co.</b> 390 N. Orange Ave., Suite 1610 Orlando 32801	Mark Stratman Area Managing Principal (407) 839-1718	\$122.7 million \$24 million \$198.7 million	7 7 530,178	91 1.1 million N/A	Land, office, industrial, educational
13	<b>Colonial Properties Trust</b> 950 Market Promenade Ave., Suite 2200 Lake Mary 32746	Tom Green Market Officer (407) 585-2200	\$106 million \$16 million \$90 million	4 1 75,860	141 550,000 3.1 million	Office
14	<b>Carter</b> 450 S. Orange Ave., Suite 180 Orlando 32801	Scott D. Bell Executive Vice President (407) 420-1300	\$103 million \$18.5 million \$84.5 million	11 12 84,000	82 324,000 1.2 million	Industrial, land, office
15	<b>Real Property Specialists Inc.</b> 6700 Conroy Windermere Road, Suite 230 Orlando 32835	Alan Charron President (407) 291-9000	\$102.1 million \$16.8 million \$85.3 million	8 5 100,000	52 185,000 515,000	Retail development sites, shopping centers, office buildings, condos
16	<b>McFadden Realty Advisors Inc.</b> 1560 Orange Ave., Suite 410 Winter Park 32789	Jeff K. McFadden President (407) 539-0501	\$97.3 million \$73.7 million \$23.6 million	2 3 703,610	23 369,692 N/A	Office and flex
17	<b>The Bywater Co.</b> 105 E. Robinson St., Suite 540 Orlando 32801	William Bywater President (407) 206-7300	\$83 million \$34.5 million \$28.5 million	5 16 226,500	184 668,000 1 million	Office buildings, land, industrial property
18	<b>Century 21 Real Estate Professionals</b> 564 N. Semoran Blvd. Orlando 32807	Christian Frazier VP, Commercial Real Estate (407) 390-2800	\$81 million \$81 million N/A	15 20 265,000	N/A N/A N/A	Hotel, timeshare, office, land, retail
19	<b>Highwoods Properties</b> 201 S. Orange Ave. Orlando 32801	Michael F. Beale Senior Vice President (407) 849-2275	\$60.6 million N/A \$60.6 million	2 N/A N/A	52 .28,695 1.9 million	Office
20	<b>Southeastern Realty Group Inc.</b> 933 Lee Road, Suite 400 Orlando 32810	Robert N. Johnson Chief Operating Officer (407) 629-5595	\$57.9 million \$29.8 million \$28.1 million	5 13 268,159	173 375,333 1.1 million	Hotel (time share), office, retail, industrial
21	<b>Duke Realty Corp.</b> 4700 Millenia Blvd., Suite 380 Orlando 32839	Doug Imscher Sr. VP, Central Florida Ops. (407) 241-0000	\$57.2 million \$12.7 million \$44.5 million	3 1 63,000	40 699,961 2.8 million	Office, industrial
22	<b>Quest Co.</b> 1180 S. Spring Centre Blvd., Suite 102 Altamonte Springs 32714	Stephen J. LaFreniere President (407) 786-4001	\$57.1 million \$28.2 million \$28.9 million	7 8 138,522	130 378,010 2.3 million	Office, retail, industrial, acreage
23	<b>LeRoy Inc.</b> 2450 Maitland Center Parkway, Suite 300 Maitland 32751	Roni Elias Manager (407) 767-6925	\$36.2 million \$35 million \$1.2 million	2 4 300,000	DND 275,000 350,000	Lifestyle/town centers
24	<b>The Dunhill Cos.</b> 520 B. Semoran Blvd., Suite 222 Orlando 32807	Robert Winters President (407) 982-4000	\$24.8 million N/A \$24.8 million	7 N/A N/A	DND 200,000 870,000	Office, industrial, retail, land
25	<b>IRG/Commercial Inc.</b> 217 N. Westmonte Drive, Suite 1007 Altamonte Springs 32714	Marnie M. Connor President (407) 862-0101	\$22.6 million \$21.7 million \$858,280	9 6 34,152	5 15,707 163,220	Office, condominiums, retail, land multifamily, office-condo

