

# ORLANDO BUSINESS JOURNAL'S 2009 BOOK OF LISTS



## Central Florida's largest commercial real estate brokerages

Ranked by total dollar volume of sales and lease transactions combined for 2007

Rank	Brokerage Address, City ZIP	Top local executive Phone	Properties sold Lease transactions	Total dollar volume Local acres sold	Sales volume Square feet sold	Lease volume Square feet leased	Square feet managed Tenant incentives
<b>1</b>	<b>CB Richard Ellis</b> 189 S. Orange Ave., Suite 1900, Orlando 32801	William S. Moss (407) 404-5000	95 226	\$1.48 billion 1,742	\$1.13 billion 7.8 million	\$351 million 3.2 million	10.7 million N/A
<b>2</b>	<b>Cushman &amp; Wakefield of Florida Inc.</b> 800 N. Magnolia Ave., Suite 450, Orlando 32803	Larry D. Richey (407) 841-8000	28 97	\$670.1 million 181	\$516.6 million 5 million	153.5 million 1.8 million	2.9 million N/A
<b>3</b>	<b>Colliers Arnold</b> 622 E. Washington St., Suite 300, Orlando 32801	Matt Sullivan (407) 843-1723	51 148	\$284.5 million 1,081	\$202 million 1.3 million	\$85.4 million 1.7 million	4.3 million Varies based on project and landlord
<b>4</b>	<b>NAI Realvest</b> 2200 Lucien Way, Suite 2200, Maitland 32751	Paul P. Partyka (407) 875-9989	88 271	\$263.7 million 364	\$174.7 million 1.5 million	\$89 million 3.4 million	2 million Free rent, shorter term, increased tenant improvement, lower rent, gift certificates
<b>5</b>	<b>Liberty Universal Management Inc.</b> 314 E. Anderson St., Orlando 32801	Jack Liberty (407) 426-2300	11 211	\$247.9 million 140	\$58.4 million 922,000	\$189.5 million 310,000	1 million Varies according to property
<b>6</b>	<b>Marcus &amp; Millichap</b> 1900 Summit Tower Blvd., Suite 650, Orlando 32810	Bryn Merrey (407) 557-3800	37 N/A	\$215 million N/A	\$215 million 2.1 million	N/A N/A	N/A N/A
<b>7</b>	<b>Grubb &amp; Ellis Commercial Florida</b> 315 E. Robinson St., Suite 555, Orlando 32801	Jeffrey S. Sweeney (407) 423-1200	26 97	\$186.3 million 581	\$186.3 million 26.4 million	\$76.3 million 1.1 million	14 million N/A
<b>8</b>	<b>The Staubach Co./Jones Lang LaSalle</b> 200 S. Orange Ave., Suite 1400, Orlando 32801	Mark Stratman (407) 839-1718	5 86	\$176.5 million 75	\$25.8 million 75,555	\$150.7 million 2.5 million	N/A N/A
<b>9</b>	<b>Realty Capital</b> 605 E. Robinson St., Suite 500, Orlando 32801	J. Brock/C. Frederick (407) 843-7070	52 168	\$120.8 million 89.72	\$70.4 million 438,028	\$50.4 million 718,644	1.06 million N/A
<b>10</b>	<b>Stirling Sotheby's International Realty Inc.</b> 719 Rodel Cove, Lake Mary 32746	Frank Dever (407) 571-2222	DNA 14	\$117 million 74	\$114.7 million DNA	\$2.3 million 30,806	N/A N/A
<b>11</b>	<b>Coldwell Banker Commercial NRT</b> 901 N. Lake Destiny Drive, Suite 110, Maitland 32751	Robin Webb (407) 539-1000	108 201	\$97.6 million 163	\$161.4 million 1.1 million	\$54.2 million 705,000	2.2 million Incentives vary
<b>12</b>	<b>Tom Cook Commercial</b> 121 S. Orange Ave., Suite 1430 A, Orlando 32801	Tom Cook (407) 849-0102	19 27	\$85.8 million N/A	\$78.1 million DND	\$7.4 million DND	N/A Free rent, generous tenant improvement allowances, flexible lease terms
<b>13</b>	<b>McFadden Realty Advisors Inc.</b> 1560 Orange Ave., Suite 410, Winter Park 32789	Jeff K. McFadden (407) 539-0501	5 18	\$70.1 million N/A	\$53.5 million 284,192	\$16.6 million 506,272	N/A Free rent
<b>14</b>	<b>Real Property Specialists Inc.</b> 6700 Conroy Windermere Road, Suite 230, Orlando 32835	Alan Charron (407) 291-9000	5 35	\$69.9 million 8.4	\$27.2 million 169,500	\$42.7 million 91,148	643245 Negotiable rents
<b>15</b>	<b>GVA Advantis Real Estate Services</b> 255 S. Orange Ave., Suite 750, Orlando 32801	Lisa Bailey (407) 849-6600	13 132	\$62.8 million N/A	\$33.7 million DND	\$29.1 million 2,063,138	N/A Incentives depend on properties
<b>16</b>	<b>Bishop Development Inc.</b> 1321 Edgewater Drive, Suite 2, Orlando 32804	Billy Bishop (407) 426-7702	33 109	\$59.1 million 31.5	\$47.1 million 418,832	\$12 million 184,262	212610 N/A
<b>17</b>	<b>Southeastern Realty Group Inc.</b> 933 Lee Road, Suite 400, Orlando 32810	Robert N. Johnson (407) 629-5595	4 157	\$57.9 million 12.05	\$31.9 million 126,437	\$26 million 297,963	1.2 million N/A
<b>18</b>	<b>Results Real Estate Partners LLC</b> 108 Commerce St., Suite 200, Lake Mary 32746	Vincent F. Wolle (407) 647-0200	12 55	\$45.1 million 12	\$15.6 million 208,060	\$29.5 million 529,580	355755 Free rent and tenant improvements
<b>19</b>	<b>The Bywater Co.</b> 105 E. Robinson St., Suite 540, Orlando 32801	Bill Bywater (407) 206-7300	14 127	\$43.4 million 14	\$19.6 million 165,000	\$23.8 million 550,000	1 million N/A
<b>20</b>	<b>IRG/Commercial Inc.</b> 217 N. Westmonte Drive, Suite 1007, Altamonte Springs 32714	Marnie M. Cooper (407) 862-0101	3 3	\$14.8 million 14	\$14 million 218,859	876,848 19,714	109732 Tenant improvement dollars (office), initial free rent of 90 days
<b>21</b>	<b>EastGroup Properties</b> 2966 Commerce Park Drive, Orlando 32819	John Coleman (407) 251-7075	N/A 51	\$12.3 million N/A	N/A N/A	\$12.3 million 1.6 million	2.2 million N/A
<b>22</b>	<b>Adler Realty Services LLC</b> 8018 SunPro Drive, Suite 201, Orlando 32809	Scott Lloyd (407) 926-1825	12 23	\$8.6 million N/A	\$5.7 million 44,062	\$2.9 million 123,346	385384 One month free rent per lease year
<b>23</b>	<b>Re/Max Select Partners</b> 1803 E. Broadway, Oviedo 32765	Robin Kesler (407) 366-9797	6 8	\$7.5 million N/A	\$6.7 million 30,000	789246 20,000	N/A Strong build-out allowances, rent concessions, free rent for qualified long-term leases