



2016 Top 25

Commercial Real Estate

Brand Survey

Presented by

THE LIPSEY COMPANY

**International Leader in Training & Consulting for
the Commercial Real Estate Industry**

MEMO FROM MIKE LIPSEY

In establishing the rankings, we use a combination of 3 data points: 1.) The annual Lipsey ballot, 2.) Phone interviews, and 3.) Focus groups. The balloting is quantitative and the phone interviews and focus groups are subjective. The impressions we receive from the interviews are important, and contribute to the final ranking.

When conducting the interviews we are looking for: 1.) Innovation, 2.) Responsiveness, 3.) Quality of service, and 4.) Accuracy in reporting.

With a successful debut in 2015, The Lipsey Company will be releasing 2016's Top 25 Technologies in Commercial Real Estate in the second quarter.

I travel up to 220 days a year and assignments take me to not just my National Accounts, but also to a number of forward thinking Regional Companies. As a result I become aware of these organizations who may be smaller in numbers, but are big on 1.) Focus, 2.) Innovation, and 3.) Client service delivery.

We would like to personally congratulate those firms who made the Top 25 and this year's Shout Out List.

Mike Lipsey

Mike Lipsey, President of the Lipsey Company

01

CBRE

CBRE's more than 70,000 professionals provide exceptional outcomes for clients in 60+ countries by combining local market insight, broad services, specialized expertise and premier tools and resources. The Company serves real estate owners, investors and occupiers worldwide. CBRE offers strategic advice and execution for property sales and leasing; corporate services; property, facilities and project management; mortgage banking; appraisal and valuation; development services; investment management; and research and consulting.

02

 **JLL**

JLL is a financial and professional services firm specializing in commercial real estate services and investment management. JLL creates value for companies and institutions that invest in and use real estate. JLL has over 58,000 people across 230 corporate offices worldwide and serves the local, regional and global real estate needs of corporates and investors in more than 80 countries. They deliver integrated commercial real estate services built on insight and foresight, sound market research and relevant knowledge.

02

 **CUSHMAN & WAKEFIELD**

Cushman & Wakefield's 43,000 employees in more than 60 countries provide deep local and global insights that create significant value for occupiers and investors around the world. Cushman & Wakefield is among the largest commercial real estate services firms with revenue of \$5 billion across core services of agency leasing, asset services, capital markets, facility services (C&W Services), global occupier services, investment & asset management (DTZ Investors), project & development services, tenant representation, and valuation & advisory.

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Colliers International Group Inc. is a global leader in commercial real estate services with more than 16,300 professionals operating from 502 offices in 67 countries. With an enterprising culture and significant insider ownership, Colliers professionals provide a full range of services to real estate occupiers, owners and investors worldwide across a broad range of property types, including: brokerage; global corporate solutions; investment sales and capital markets; project management and workplace solutions; property and asset management; consulting, valuation and appraisal services; and, customized research and thought leadership.

04



NAI Global is the single largest, most powerful global network of owner-operated commercial real estate brokerage firms. They provide a full spectrum of services available to regional, national and international clients via their global network of independent commercial real estate brokerage companies. NAI Global member firms spans worldwide, with 375 offices and more than 6,700 local market experts. Supported by the central resources of the NAI Global organization, member firms deliver market-leading services locally, and combine their in-market strengths of insights and execution for clients with multi-market challenges in the U.S. and/or globally.

05



As the pioneer of the real estate investment banking industry, Eastdil Secured has participated in every real estate cycle since 1967, attaining over 40 years of real estate investment banking knowledge and experience. By maintaining an effective platform that combines conventional real estate brokerage with the corporate finance and capital markets expertise of an investment bank, Eastdil Secured creates value for clients through unparalleled advisory services, individually-tailored structures, and marketing/placement programs that set the industry standard.

06



SVN ® is an organization of affiliates with a national reach which includes primary, secondary and tertiary markets. The SVN ® operation excels at seamlessly locating investment options on behalf of clients across the country.

07



Avison Young is the world's fastest-growing commercial real estate services firm. Headquartered in Toronto, Canada, Avison Young is a collaborative, global firm owned and operated by its principals. Founded in 1978, the company comprises 2,100 real estate professionals in 75 offices, providing value-added, client-centric investment sales, leasing, advisory, management, financing and mortgage placement services to owners and occupiers of office, retail, industrial and multi-family properties.

08



Blackstone is one of the world's leading investment firms. In 1985 Blackstone opened its doors with a staff of four. Since then they have become a firm of more than 2,000 employees in 17 offices worldwide. Their portfolio companies employ more than 520,000 people across the globe.

09



A subsidiary of Realogy Corporation, the world's leading real estate franchisor, the Coldwell Banker Commercial® organization is a worldwide leader in the commercial real estate industry. The Coldwell Banker Commercial organization comprises almost 200 companies and more than 3,000 professionals throughout the U.S., as well as internationally.

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Newmark Grubb Knight Frank (NGKF) is one of the world's leading commercial real estate advisory firms. Together with London-based partner Knight Frank and independently-owned offices, NGKF's 12,800 professionals operate from more than 370 offices in established and emerging property markets on six continents.

11



Transwestern is a privately held real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. Transwestern has 34 U.S. offices and assists clients through more than 180 offices in 37 countries.

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Prudential Commercial Real Estate Services network includes affiliate offices throughout the U.S. and Canada. Prudential affiliate member's share and offer important benefits throughout North America. Today, their Real Estate Network has more than 1,500 quality offices and 50,000 sales professionals located in all 50 states.

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Cresa is an international corporate real estate advisory firm that exclusively represents tenants. With over 50 offices in North America, Cresa offers an array of integrated services, developed and implemented to give clients the full advantage of their advisors' expertise, discipline, and judgment. Cresa is the largest pure tenant representation firm in North America.

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KW Commercial, the commercial real estate arm of Keller Williams Realty, is the world's largest real estate franchise by agent count, with 700 offices and more than 110,000 associates around the world.

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Lee & Associates is part of the largest broker-owned commercial real estate firm in the nation, with 47 offices and over 700 brokerage professionals nationally. They have built an integrated team of professionals that consists of brokers from various disciplines.

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Marcus & Millichap, founded in 1971 is a Real Estate Investment service provider. In 2014, Marcus & Millichap closed 7,667 investment transactions for private and institutional investors. Marcus & Millichap has established itself as a leading and expanding investment real estate company with over 1,500 investment professionals in 80 offices throughout the United States and Canada.

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Prologis is the global leader in industrial logistics real estate across the Americas, Europe and Asia. Prologis creates value by developing and managing a world-class portfolio of high-quality logistics and distribution facilities, serving customers and investors as an integral part of the global supply chain. Prologis operates in 21 countries across the Americas, Europe and Asia with over 1,500 colleagues serving 5,200 customers worldwide.

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As one of the largest and most successful commercial real estate capital intermediaries in the country, HFF incorporates capital markets knowledge with local real estate expertise to successfully complete any type of real estate transaction, regardless of size or complexity. With a history of performance spanning more than 30 years, they offer the services of more than 700 experienced industry professionals who operate from offices in major and secondary markets throughout the country.

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Voit Real Estate Services is a privately held, broker-owned Southern California-based commercial real estate firm, providing strategic property solutions for clients since 1971. They have evolved into a full-service real estate company with expertise as a real estate owner, operator, broker, property manager, contractor and developer with more than 64 million square feet developed.

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RE/MAX Commercial, part of the world's most productive real estate network, is a leader in the commercial and investment arenas. RE/MAX Commercial Practitioners have access to the industry's top training system, corporate support services and a powerful referral network - more than 100,000 Sales Associates. And a presence in nearly 100 countries.

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Savills Studley is the leading commercial real estate services firm specializing in tenant representation and is part of Savills plc, the premier global real estate service provider with over 30,000 professionals and over 700 locations around the world.

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Established in 1989 as a not-for-profit association, CORFAC International is a network of independently-owned commercial real estate brokerage firms. CORFAC has offices in 48 U.S. markets, seven Canadian markets and 25 international markets, including Colombia, France, Germany, Greece, India, Ireland, Israel, Italy, Mexico, Poland, Romania, Russia, South Korea, Spain and the United Kingdom.

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TCN Worldwide, a consortium of independent commercial real estate firms, provides complete integrated real estate solutions locally and internationally. Comprised of leading independent brokerage firms, serving more than 200 markets globally, TCN Worldwide's more than 1500 brokers and salespeople have a well-earned reputation for providing straightforward expert advice.

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Established in 1951, Stiles is recognized for developing more than 43 million square feet of quality office, industrial, retail, mixed-use and residential projects throughout Florida. With a multitude of award winning projects, Stiles has played a vital role in South Florida's rise to prominence.

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Hines is a privately owned, international real estate firm that has provided the highest level of quality, service and value to its clients and investors for more than 58 years. The company has offices in 19 countries, with regional offices in Atlanta, Chicago, Houston (U.S. headquarters), London (European headquarters), New York and San Francisco, as well as 73 other U.S. cities.

Mike's Shout Out List



Lavery Chacón Commercial Real Estate is a commercial real estate brokerage and management firm providing acquisition, operations, leasing and disposition services to property owners and tenants in greater Sacramento and management services to property owners in the San Francisco Bay Area. Lavery Chacón provides asset and property management, brokerage, and consulting services for the following types of commercial real estate: rental, office and industrial.



The Meridian Realty Group was founded in 1986 in response to a critical need in the Triad for a highly specialized commercial real estate brokerage. For Meridian, commercial brokerage and management is their only business and has been since 1986. Meridian's scope of services includes commercial and industrial brokerage, land planning and assemblage, tenant and buyer representation and property management.



Mohr Partners, Inc. is one of the largest, exclusive tenant-only real estate advisory firms in the U.S. providing corporate services globally. They have been successful focusing exclusively on Tenant Advocacy in the field of corporate real estate services by defining a market segment and maintaining strict adherence to their Corporate Mission Statement.



Pure Development, creates 100% tailored, client-centered build-to-suit solutions. For more than 25 years, their team has been executing commercial real estate projects for America's top companies, and through their extensive experience they have honed a highly efficient, competitive and proven national delivery system.



Founded by entrepreneurs, RED Brokerage, LLC, is a full service boutique commercial real estate company specializing in office, retail, and industrial tenant representation and project leasing. With national expertise and relationships, they are a local firm who applies a nimble, team approach while providing the highest level of service.



Sands Investment Group is commercial real estate brokerage firm that specializes in the buying and selling of net lease properties for private investors and institutions across the United States. SIG is the nations fastest growing net lease company with 4 offices and 28 agents nationwide.



Since its inception in 1986, SRS has been guided by the values and operating principles of their company. SRS is the only retail real estate consulting and brokerage firm to put together a full suite of services covering the entire retail real estate category. Today, SRS is the largest real estate firm exclusively dedicated to retail services in North America. Headquartered in Dallas with more than 20 offices worldwide, they help clients outsmart the



Stream Realty Partners is a commercial real estate services organization working for owners, investors and occupants. Stream is privately held and specializes in leasing, property and facilities management, tenant representation, development, investment, and sustainability. Stream's national headquarters are located in Dallas, with an operational area covering some of the most active real estate markets coast to coast.



Since 1984, The Shopping Center Group's retail-only real estate platform has provided a full assortment of advisory services to tenants, landlords, developers, investors and financial institutions throughout our territory. With 22 offices from New York to Southern California, they are the largest firm in their field in the United States.