

RANKINGS

Top Overall Brokers in 2016

Brokers representing sellers in deals of at least \$25 million

Broker	Office	Retail	Multi-Family	Industrial	Hotel	2016 Total	Market Share (%)	'15-'16 % Chg.
1 Eastdil Secured	\$36,452.8	\$8,023.4	\$3,907.9	\$2,445.5	\$4,277.5	\$55,107.0	24.0	-13.2
2 CBRE	19,009.6	3,947.9	23,423.4	6,606.0	1,146.3	54,133.1	23.5	-5.6
3 HFF	10,924.9	4,996.2	13,549.7	692.3	1,258.5	31,421.5	13.7	12.8
4 JLL	7,578.7	2,322.5	5,438.9	1,712.2	3,273.1	20,325.3	8.8	-10.0
5 Newmark Grubb	5,045.2	979.2	11,931.6	65.7	99.6	18,121.3	7.9	62.3
6 Cushman & Wakefield*	8,499.2	841.8	4,248.4	1,998.0	698.6	16,286.0	7.1	62.2
7 Marcus & Millichap	121.9	99.8	4,708.9	73.6	58.2	5,062.4	2.2	36.9
8 Berkadia	40.5	0.0	3,948.0	0.0	0.0	3,988.5	1.7	34.1
9 Colliers International	1,083.6	423.2	1,028.5	1,066.8	38.5	3,640.6	1.6	13.2
10 Moran & Co.	0.0	0.0	3,233.5	0.0	0.0	3,233.5	1.4	49.1
11 Walker & Dunlop	0.0	0.0	2,240.7	0.0	0.0	2,240.7	1.0	30.3
12 Hodges Ward Elliott	0.0	0.0	50.0	0.0	2,113.4	2,163.4	0.9	-51.0
13 Savills Studley	534.6	685.5	542.7	129.7	134.8	2,027.3	0.9	19.1
14 RBC Capital Markets	0.0	950.0	0.0	0.0	0.0	950.0	0.4	
14 Morgan Stanley Real Estate	0.0	950.0	0.0	0.0	0.0	950.0	0.4	
16 Rosewood Realty	70.0	0.0	750.9	0.0	0.0	820.9	0.4	-47.3
17 Eastern Consolidated	134.5	243.9	305.6	37.4	0.0	721.4	0.3	-30.5
18 Transwestern	289.7	67.0	287.8	29.5	0.0	674.0	0.3	-60.4
19 Meridian Capital	44.0	118.0	456.2	0.0	0.0	618.2	0.3	2,684.7
20 Kidder Mathews	56.0	0.0	424.2	32.2	0.0	512.4	0.2	61.4
21 Ariel Property	0.0	0.0	502.6	0.0	0.0	502.6	0.2	337.0
22 RobertDouglas	0.0	0.0	0.0	0.0	496.3	496.3	0.2	831.1
23 BlueGate Partners	0.0	25.7	363.8	0.0	0.0	389.5	0.2	28.5
24 Westwood Realty	0.0	0.0	169.9	161.0	0.0	330.9	0.1	77.0
25 Mid-America	0.0	330.7	0.0	0.0	0.0	330.7	0.1	33.2
26 GFI Realty	0.0	0.0	89.5	239.0	0.0	328.5	0.1	
27 Avison Young	270.0	0.0	0.0	28.6	0.0	298.6	0.1	-46.3
28 JBM	0.0	0.0	243.7	0.0	0.0	243.7	0.1	11.2
29 Stan Johnson Co.	55.8	36.4	0.0	149.7	0.0	241.9	0.1	-10.9
30 Greystone	0.0	0.0	210.0	0.0	0.0	210.0	0.1	
31 Madison Partners	174.5	0.0	34.1	0.0	0.0	208.6	0.1	-67.4
32 HFO	0.0	0.0	199.0	0.0	0.0	199.0	0.1	
33 Gebroe-Hammer Associates	0.0	0.0	174.2	0.0	0.0	174.2	0.1	-57.5
34 Multi Housing Advisors	0.0	0.0	168.8	0.0	0.0	168.8	0.1	-40.7
35 Lee & Associates	76.8	69.3	0.0	0.0	0.0	146.1	0.1	-10.5
36 SVN	0.0	0.0	33.5	98.1	0.0	131.6	0.1	
37 Goldberg Kohn	130.0	0.0	0.0	0.0	0.0	130.0	0.1	
38 Palmer Capital	107.6	0.0	0.0	0.0	0.0	107.6	0.0	23.3
39 Kennedy Wilson	18.8	86.0	0.0	0.0	0.0	104.8	0.0	
40 Zimmel Associates	101.0	0.0	0.0	0.0	0.0	101.0	0.0	
40 Capital Pacific	0.0	101.0	0.0	0.0	0.0	101.0	0.0	
OTHERS	420.1	587.1	613.6	41.5	343.4	2,005.7	0.9	-88.2
Brokered Total	91,239.6	25,884.6	83,279.4	15,606.6	13,938.1	229,948.3	100.0	-3.2
No Broker	12,048.7	5,828.7	12,077.1	1,811.1	9,165.8	40,931.4		1.4
TOTAL	103,288.3	31,713.3	95,356.5	17,417.7	23,103.9	270,879.6		-2.6

* DTZ acquired Cushman and assumed its name on Sept. 1, 2015. The percentage change is from the 2015 volume of DTZ and post-merger Cushman.