

COMMERCIAL REAL ESTATE BROKERS

Ranking: Local, full-time licensed agents

Originally published: September 24, 2010

Another look...

Historical perspective

2005		
Rank	Firm	Agents
1.	CB Richard Ellis	81
2.	Grubb & Ellis BRE Commercial	72
3.	Colliers International	53
4.	Hogan & Associates Inc.	48
5.	Marcus & Millichap	42
6.	Realty Executives	41
6.	Retail Brokers Inc.	41
8.	Lee & Associates	36
8.	NAI Horizon	36
10.	Trammell Crow Co.	34

2000		
Rank	Firm	Agents
1.	CB Richard Ellis	128
2.	Realty Executives	94
3.	Grubb & Ellis Co.	60
4.	Insignia/ESG Inc.	44
5.	NAI Horizon	42
6.	Lee & Associates	28
7.	Cushman & Wakefield of Arizona	27
8.	Hogan & Associates Inc.	26
9.	Colliers International	25
9.	Marcus & Millichap Real Estate Investment	25

1995		
Rank	Firm	Agents
1.	CB Commercial Real Estate	104
2.	CBS Property Services Inc.	62
3.	Grubb & Ellis Commercial Real Estate Services	58
4.	Horizon Real Estate Group Inc.	45
5.	John Hall & Associates	44
6.	Realty Executives	41
7.	Daum Commercial Real Estate Services	31
8.	Marcus & Millichap	26
9.	Colliers Macaulay Nicholls Inc.	23
9.	Iliiff Thorn & Co.	23

1990		
Rank	Firm	Agents
1.	Coldwell Banker Commercial Real Estate	110
2.	Realty Executives	74
3.	Grubb & Ellis Co.	73
4.	CBS Property Services Inc.	67
5.	American Award Real Estate	65
6.	Daum Commercial Industrial Real Estate	44
7.	L.J. Hooker International	40
7.	Scott Jackson Brokerage Inc.	40
9.	Lyon Commercial Brokerage Co.	37
10.	Sigma Real Estate Inc.	32

About this list

SOURCE: Representatives of the commercial real estate brokers. To be included in future surveys for this list, please fill out a nomination form at www.bizjournals.com/phoenix/bol_survey.
NOTES: In case of ties, companies are listed alphabetically. NL - not listed in 2009 DND - did not disclose.
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Rank 2010	Firm name	Telephone	Number of current, full-time, licensed commercial agents	Number of offices: Local National	Number of local: Support staff Brokers	Services/specialties	Top local executive(s) Designated broker	Year estab. locally
1	CB Richard Ellis 2415 E. Camelback Road Phoenix 85016	602-735-5555 Fax 602-735-5655 www.cbre.com/phoenix	74	1 134	65 9	landlord and tenant representation for office, industrial, retail, land, multi-family and other investments	Craig Henig Craig Henig	1952
2	Colliers International 2390 E. Camelback Road, Ste. 100 Phoenix 85016	602-222-5000 www.colliers.com	73	2 135	97 23	landlord, tenant, asset resolution, corporate services for office, industrial, retail, multifamily, land, investments	Bob Mulhern Bob Mulhern	1980
3	Cassidy Turley BRE Commercial 2375 E. Camelback Road, Ste. 300 Phoenix 85016	602-952-9000 www.brphoenix.com	70	1 60	40 12	office, industrial, retail, investment, multi housing, land and property management	Bryon Carney Mark Dillon	2003
4	NAI Horizon 2944 N. 44th St., Phoenix 85018	602-852-3431 Fax 602-808-3948 www.naihorizon.com	48	1 97	8 11	commercial real estate asset landlord, tenant, buyer/seller representation and investment services; appraisal	Thad Seligman, Terry Martin-Denning Terry Martin-Denning	1989
5	Cushman & Wakefield 2555 E. Camelback Road, Ste. 300 Phoenix 85016	602-253-7900 www.cushwake.com	45	1 50	43 12	office, industrial, investments, retail, land, medical, multifamily, property management, project management	Tom Johnston Tom Johnston	1987
6	Commercial Properties Inc. 2323 W. University Drive Tempe 85281	480-966-2301 Fax 480-966-2307 www.cpiaz.com	42	2 2	13 42	industrial, office, retail, land, owner-user sales, investment sales, leasing, tenant representation	J. Bassett, L. Cassel, B. Ruddle Leroy Breinholt III	1981
7	Lee & Associates 3200 E. Camelback Road, Ste. 100 Phoenix 85018	602-956-7777 www.lee-associates.com	40	1 40	7 DND	industrial, office, land, investments	James Watkins Jerry Marrell	1991
8	Realty Executives Phoenix 4427 N. 36th St. Phoenix 85018	602-957-0444 Fax 602-955-8768 www.realtyexecutives.com	39	44 489	90 12	full-service brokerage	Dominic Scappaticci Dominic Scappaticci	1965
9	Grubb & Ellis Phoenix 2575 E. Camelback Road, Ste. 450 Phoenix 85016	602-952-3800 www.grubb-ellis.com	28	1 153	4 28	industrial, office, retail, investment sales, apartment sales, financial services and asset management	Pete Bolton DND	1968
10	Marcus & Millichap 2398 E. Camelback Road, Ste. 550 Phoenix 85016	602-687-6700 www.marcusmillichap.com	26	1 76	8 1	investment/income property sales: apartments, retail, office, industrial, land, hospitality, senior housing	David Guido David Guido	1971
11	De Rito Partners Inc. 3200 E. Camelback Road, Ste. 175 Phoenix 85018	480-834-8500 www.derito.com	25	1 1	11 25	project leasing, market research, tenant representation, property searches, land acquisition, investment sales	Marty De Rito Morey Fischel	1992
12	Jones Lang LaSalle 3131 E. Camelback Road, Ste. 110 Phoenix 85016	602-840-9333 www.us.joneslanglasalle.com	23	1 180	7 23	tenant/landlord representation, capital markets, property management, development, consulting	Dennis Desmond DND	1997
13	LevRose Real Estate 4414 N. Civic Center Plaza, Ste. 100 Scottsdale 85251	480-947-0600 www.levrose.com	17	1 1	5 1	commercial leasing, sales and management of office, retail, medical and industrial buildings	Robert Levine, Jon Rosenberg DND	1992
13	The Hogan Group 7114 E. Stetson Drive, Ste. 400 Scottsdale 85251	602-553-4117 Fax 480-634-4479 www.hogangroupaz.com	17	1 1	DND 4	land acquisition, land disposition, investment brokerage, landlord/seller and tenant/buyer representation	Joseph Hogan Joseph Hogan	2009
15	Cutler Commercial 2150 E. Highland Ave., Ste. 207 Phoenix 85016	602-955-3500 www.cutlercommercial.com	14	1 1	3 6	office, industrial, retail; land development	Clifford Cutler, Robin Cutler Clifford Cutler	1981
15	DAUM Commercial Real Estate Services 1702 E. Highland Ave., Ste. 120 Phoenix 85016	602-957-7300 www.daumcommercial.com	14	1 9	2 14	industrial, office and land commercial real estate	Stephen McKendry Stephen McKendry	1973
15	Nathan & Associates Inc. 7600 E. Doubletree Ranch Road, Ste. 150 Scottsdale 85258	480-367-0700 nathanandassociatesinc.com	14	1 1	6 1	master-planned communities, commercial/retail, apartments, single-family residential	Nate Nathan Nate Nathan	1980
15	Phoenix Commercial Advisors 3020 E. Camelback Road, Ste. 210 Phoenix 85016	602-957-9800 phoenixcommercialadvisors.com	14	1 1	9 14	retail commercial real estate brokerage	Daniel Gardiner Daniel Gardiner	1996
15	The Benjamin Group 2141 E. Broadway, Ste. 210 Tempe 85282	480-968-9894 Fax 480-968-9896 www.thebenjamin.com	14	2 2	5 1	investment, REO, distressed properties, retail sales and leasing, apartments, income-producing land	Chris Benjamin Chris Benjamin	1994
20	Land Advisors Organization 4900 N. Scottsdale Road, Ste. 3000 Scottsdale 85251	480-483-8100 www.landadvisors.com	11	2 19	17 3	land brokerage, capital placement, advisory services, property tax reduction, REO/bank-owned properties	Greg Vogel Greg Vogel	1987
21	R.O.I. Properties 7310 N. 16th St., Ste. 180 Phoenix 85020	602-319-1326 602-522-2014 www.rolpropertiesaz.com	10	2 2	10 10	brokerage firm with commercial, residential, receivership, property management and city services divisions	Beth Jo Zeitzer Beth Jo Zeitzer	2003
21	Rein & Grosseohme 8767 E. Via de Ventura, Ste. 370 Scottsdale 85258	480-214-9400 www.high-yield.com	10	1 1	2 2	shopping center, office, industrial, mini warehouse, office condo, land sales; retail, office, industrial leasing	Mark Rein, Steve Grosseohme Mark Rein	1993
23	Transwestern 2415 E. Camelback Road, Ste. 520 Phoenix 85016	602-956-5000 602-956-5333 www.transwestern.net	9	1 26	6 9	agency leasing, tenant representation, investment sales, property management, health care advisory	Bill Zurek Kate Morris	2000
24	Strategic Commercial Realty 2910 E. Camelback Road, Ste. 210 Phoenix 85016	602-277-5900 www.scrcaz.com	7	1 1	0 2	office/industrial leasing and sales, tenant/buyer representation, renewals, renegotiations, consulting	Geoffrey Waldrom Geoffrey Waldrom	1994
24	Team Realty LLC 18205 N. 51st Ave., Ste. 143 Glendale 85308	602-375-8989 www.teamrealtyllc.com	7	1 1	1 3	commercial sales/leasing of retail, land, office, investments, apartments and residential resale investments	Don Gould Don Gould	1989
26	Diversified Partners 7500 E. McDonald Drive, Ste. 100A Scottsdale 85250	480-947-8800 www.dpcrc.com	6	1 1	2 6	DND	Walter Brown Jr. Walter Brown Jr.	1996

COMMERCIAL REAL ESTATE MANAGEMENT

Ranking: Total commercial square feet managed locally

Originally published: August 27, 2010

Another look...

Rank by retail space

Rank Firm	Square feet
1. Vestar Property Management	19.7 M
2. Westcor	15.9 M
3. Eisenberg Cos.	5.2 M
4. Arcadia Management Group	4.2 M
5. ZELL Commercial Real Estate	3.1 M
6. PMC LLC	3 M
7. Kitchell Corp.	2.1 M
7. NAI Horizon	2.1 M
9. Pederson Group Inc.	2 M
10. Hannay Investment Properties	1.7 M
11. Jones Lang LaSalle	1.6 M
12. DeRito Partners Inc.	1.5 M
13. Eagle Commercial Realty Services	1.5 M
14. CB Richard Ellis	1.4 M
14. Wessex Commercial Management	1.4 M

Rank by office space

Rank Firm	Square feet
1. CB Richard Ellis	11.1 M
2. Jones Lang LaSalle	8.7 M
3. Transwestern	4.2 M
4. Colliers International	4.1 M
5. Wessex Commercial Management	3.1 M
6. Main Street Real Estate Advisors	2.9 M
6. NAI Horizon	2.9 M
8. ACM LLC	2.6 M
9. Metro Commercial Properties	2.5 M
10. Ryan Cos. US	2 M
11. Robert F. Knight & Associates	1.9 M
12. Kitchell Corp.	1.6 M
13. Reliance Management	1.5 M
14. Hannay Investment Properties	1.4 M
15. Arcadia Management Group	1.1 M

Rank by industrial space

Rank Firm	Square feet
1. CB Richard Ellis	9.5 M
2. Reliance Management	5.8 M
3. Cutler Commercial	4.9 M
4. Lincoln Property Co.	3.7 M
5. ProLogis	3.3 M
6. Jones Lang LaSalle	2.5 M
7. Commercial Properties Inc.	2.4 M
8. Transwestern	2.3 M
9. Duke Realty Corp.	1.9 M
10. RiverRock Real Estate Group	1.6 M
11. ACM LLC	1.5 M
12. Colliers International	1.3 M
13. Hewson Development Co.	1.1 M
14. Wessex Commercial Management	1 M
15. Cashen Realty Advisors	809,000

About this list

SOURCE: Representatives of the commercial real estate management firms. To be included in future surveys for this list, please fill out a nomination form at www.bizjournals.com/phoenix/boi_survey.

NOTES: In case of ties, companies are listed alphabetically. NL - not listed in 2009 DND - did not disclose NA - not available M - million

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Rank 2010	Firm name	Telephone	Total overall cml. sq. ft. managed:	Managed square footage:	Year estab. locally	
2009	Address	Fax	In the Valley	Retail Commercial/office Industrial	Top local executive	
		Web	Nationally	Notable properties managed		
1	CB Richard Ellis 2415 E. Camelback Road Phoenix 85016	602-735-5555 Fax 602-735-5655 www.cbre.com/phoenix	22.6 M 693 M	Collier Center, Phoenix Plaza, Tempe Gateway, Fountainhead Corporate Park	1.4 M 11.1 M 9.5 M	Afton Trail, managing director 1952
2	Westcor 11411 N. Tatum Blvd., Phoenix 85028	602-953-6200 www.westcor.com	15.9 M 15.9 M	Arrowhead Towne Center, Chandler Fashion Center, SanTan Village and Scottsdale Fashion Square	15.9 M NA NA	Bill Whiteside, v.p., property management 1969
3	Vestar Property Management 2425 E. Camelback Road, Ste. 750 Phoenix 85016	602-866-0900 Fax 602-955-2298 www.vestar.com	13.5 M 19.7 M	Desert Ridge Marketplace, Tempe Marketplace, Crossroads Towne Center, Queen Creek Marketplace	19.7 M NA NA	Patrick McGinley, v.p. 1989
4	Jones Lang LaSalle 3131 E. Camelback Road, Ste. 110 Phoenix 85016	602-840-9333 Fax 602-840-9376 www.us.joneslanglasalle.com	12.8 M 714 M	Metrocenter	1.6 M 8.7 M 2.5 M	Dennis Desmond, sr. mng. director 1997
5	Grubb & Ellis Management Services Inc. 8700 E. Via de Ventura, Ste. 150 Scottsdale 85258	480-656-4056 www.grubb-ellis.com	10.3 M 306 M	Security Title Plaza, TGen/IGC headquarters, Gainey Ranch Town Center, Chandler Pavilions	DND DND DND	Kevin Rude, sr. v.p., dir. mgmnt. services 1977
6	Reliance Management 2122 E. Highland Ave., Ste. 400 Phoenix 85016	602-265-6000 Fax 602-265-6001	7.4 M 7.4 M	Scottsdale Airport Corporate Center, Reliance 101, Central Park Forest, Reliance Camelback	NA 1.5 M 5.8 M	Blake Dawson, president 1993
7	Transwestern 2415 E. Camelback Road, Ste. 520 Phoenix 85016	602-956-5000 Fax 602-956-5333 www.transwestern.net	6.5 M 200.1 M	Anchor Centre, Biltmore Financial Center, Phoenix Gateway Center	NA 4.2 M 2.3 M	Lieuen Kurucz, vice president 2000
8	Arcadia Management Group Inc. P.O. Box 10, Scottsdale 85252	602-955-4700 Fax 602-955-9777 www.arcadiamgmt.com	5.8 M 7.1 M	Lake Pleasant Pavilion, South Mtn. Pavilion, Valley Commerce Center, Scottsdale Fiesta Retail Center	4.2 M 1.1 M 564,418	Gary Shaw, president 1986
9	Colliers International 2390 E. Camelback Road, Ste. 100 Phoenix 85016	602-222-5020 Fax 602-222-5030 www.colliers.com/greaterphoenix	5.7 M 1.3 B	ASU Downtown campus and Brickyards, Walton Street, ICP, REIT properties	260,000 4.1 M 1.3 M	John Dahlin, Norm Scott 1980
10	NAI Horizon 2944 N. 44th St., Phoenix 85018	602-852-3431 Fax 602-808-3948 www.naihorizon.com	5.5 M 7.6 M	McDowell Mountain Marketplace, Madison Village, Mountainview Medical	2.1 M 2.9 M 536,000	Karlene Politi, president 1987
11	Cutler Commercial 2150 E. Highland Ave., Ste. 207 Phoenix 85016	602-955-3500 Fax 602-955-2828 www.cutlercommercial.com	5.2 M 5.4 M	Paradise Village Corporate Park	161,000 229,000 4.9 M	Clifford Cutler, president 1981
11	Wessex Commercial Management 2828 N. Central Ave., Ste. 770 Phoenix 85004	602-285-9010 Fax 602-285-9016 www.wessexco.com	5.2 M 5.5 M	Glen Harbor, Peoria Industrial, Rome Towers, Biltmore Lakes, Arrowhead Commerce, Spectrum Falls	1.4 M 3.1 M 1 M	Michael DiDomenico, president 1984
13	Lincoln Property Co. 2355 E. Camelback Road, Ste. 900 Phoenix 85016	602-912-8888 www.lpc.com	4.6 M 116 M	ASU, 10 Chandler, Broadway 101, AZ Game & Fish, Camelback Executive Park, Camelback Tower	8,000 892,000 3.7 M	David Krumwiede, exec. v.p. 2001
14	ACM LLC 2122 E. Highland Ave., Ste. 450 Phoenix 85016	602-586-2880 Fax 602-586-2881 www.az-c-m.com	4.4 M 4.4 M	University Center, Desert Canyon 100, Via Linda Corporate Center, Detroit Street Industrial	286,154 2.6 M 1.5 M	Peter Lyons, managing partner 2002
15	Kitchell Corp. 1707 E. Highland Ave. Phoenix 85016	602-264-4411 www.kitchell.com	4.1 M 4.5 M	Chaparral Business Center, Mtn. Ranch Marketplace, Lakes Towne Center, Prescott Valley Crossroads	2.1 M 1.6 M 410,000	Chad Schubert, Rob Schramm 1950
16	Main Street Real Estate Advisors 20645 N. Pima Road, Ste. 160 Scottsdale 85255	480-398-2222 Fax 480-398-2217 www.msrea.net	3.5 M 3.5 M	Scottsdale Waterfront, The Shops at Gainey Village, Market Street at DC Ranch, Centerpoint on Mill	630,727 2.9 M NA	Michael Mathews, president 2004
17	Eisenberg Co. 2231 E. Camelback Rd., Ste. 215 Phoenix 85016	602-468-6100 www.eisenbergcompany.com	3.3 M 5.2 M	Canyon Trails Plaza, McDowell Mountain Village, 107th Ave./ Indian School, Arrowhead Crossing	5.2 M NA NA	Craig Eisenberg, president 1976
17	ProLogis 402 N. 44th Ave. Phoenix 85043	480-446-9292 www.prologis.com	3.3 M 375 M	Hohokam 10 Business Center 1-6	NA NA 3.3 M	Jeff Foster, v.p., market officer 1995
19	Commercial Properties Inc. 2323 W. University Drive Tempe 85281	480-966-2301 Fax 480-966-2307 www.cpiaz.com	3.2 M 3.2 M	Chilton Business Center, Emerald Design Center, Wild Horse Pass, Superstition Point, Falcon Corp. Ctr.	350,000 450,000 2.4 M	B. Ruddle, J. Bassett, L. Breinholt, L. Cassel 1981
19	PMC LLC 5635 N. Scottsdale Road, Ste. 160 Scottsdale 85250	480-991-3945 Fax 480-222-7652 www.pmccllc.net	3.2 M 3.2 M	DND	3 M 175,890 36,900	Walt Brown Jr., managing member 2005
21	ZELL Commercial Real Estate Services Inc. 5343 N. 16th St., Ste. 290 Phoenix 85016	602-248-0600 www.zellcre.com	3.1 M 3.1 M	Biltmore Plaza, Foothills Park Place, Arrowhead Palms	3.1 M 3,300 37,737	Alan Zell, president 1977
21	Hannay Investment Properties 2999 N. 44th St., Ste. 400 Phoenix 85018	602-374-2000 Fax 602-237-6901 www.hannayproperties.com	3.1 M 3.1 M	Concord Place, Warner Courtyards, Scottsdale Promenade	1.7 M 1.4 M 100,000	R. Craig Hannay, president 1988
23	Metro Commercial Properties 1500 N. Priest, Ste. 132 Tempe 85281	602-452-2570 Fax 602-452-2571 www.mcpaz.com	3 M 3 M	Papago Buttes Corporate Plaza, Fountainhead Office Plaza; Gainey Center I; Riverpoint; 90 Mtn. View	NA 2.5 M 500,000	Patrick Althoff, president 1986
24	Eagle Commercial Realty Services 2929 N. 44th St., Ste. 345 Phoenix 85018	602-952-1282 Fax 602-778-0416 www.eaglecommercial.com	2.8 M 3 M	Desert Sky, Peoria Plaza Shopping Centers, Fiesta Square, Rancho La Loma Medical, Scottsdale Air Park	1.5 M 774,267 444,114	J. Paul Falbo, managing member 1996
25	Robert F. Knight & Associates LLC 3443 N. Central Ave., Ste. 1002 Phoenix 85012	602-234-2340 Fax 602-234-2330 www.knightandassociates.net	2.5 M 2.5 M	Phoenix Financial Center, Art Institute of Phoenix, JDA Software Group, Corp. Center at Southbank	424,000 19 M 205,000	Robert Knight, managing member 1977