

Real Estate

# SOUTHERN CALIFORNIA



Published by Real Estate Forum Magazine

July/August 2009



## 10<sup>th</sup> Annual Broker Hot List

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# Heavy Hitters

By **Natalie Dolce**

Welcome to *Real Estate Southern California's* 10<sup>th</sup> Annual Broker Hot List. In tough times, history can provide a sense of clarity. In this latest effort to separate the wheat from the chaff, we are reminded of what was said in our first ranking a decade ago: "If you can't run with the big dogs, stay under the porch." This sentiment couldn't find a better test than today.

The list you are about to see recognizes the SoCal commercial real estate brokers who definitely are running with the big dogs and have stood out as industry leaders as chosen by their companies. This year's listing was compiled from statistical information provided by the individual brokers or their firms and the ranking is based on total dollar volume of all transactions closed between May 2008 and April 2009.

All of this year's 75 heavy hitters have proven that they can still get deals done, despite economic woes. You'll be able to get in-depth insight on the Top 10 in our ranking in the following pages and shorter profiles on brokers 11 through 40. You can also see who ranks from 41 to 75 in the chart that appears on page 98. *(For in-depth profiles on the Top 40 in this year's ranking, please go to <http://www.resocal.com/hotbrokers09>.)* And, in honor of this listing's 10th anniversary, we highlighted the eight hot brokers that appeared in our inaugural roster a decade ago.



#1

**RICHARD WALTER**  
President  
Faris Lee Investments

**Total Number of Deals:**  
94 (N/A leases, 94 sales)  
**Total Value:** \$1 billion  
**Total Square Footage:** Four million  
**Specialization:** Retail

**Deal Highlights:** Walter was involved in a \$100-million retail portfolio sale of non-performing assets for a bank in Q4 2008. Other prominent deals include: the sale of 25,002 square feet of shop space within Day Creek Village in Rancho Cucamonga for \$11 million; the sale of 15 properties within the western states for Del Taco totaling \$24 million; the sale of Crossroads Entertainment Center in Chino Hills for \$25.5 million, totaling 90,879 square feet; and the breakup of Iris Plaza, a 79,252-square-foot retail center in Moreno Valley, into nine separate investments helped drive the deal's value higher. In April, four of the properties were sold for \$8.2 million and at aggressive cap rates, after generating eight offers for each property.

**Market Insight:** "Even though the retail market is still tough, there is momentum for single-tenant property sales within Southern California. Buyers are prepared to pay lower cap rates for stable and secure retail investments that generate consistent cash flow, and we've been successful at working with lenders to help buyers obtain good financing. The strategy of selling off retail pads at well-performing centers provides small- to mid-sized buyers with an opportunity to own a part of a larger, established center," Walter notes.



## #2



**DARLA LONGO**  
Vice Chairman  
CB Richard Ellis Inc.



**BARBARA EMMONS**  
Executive Vice President

**Total Number of Deals:** 55 (24 leases, 31 sales)

**Total Value:** \$942.8 million

**Total Square Footage:** 17.8 million

**Specialization:** Investment properties

**Deal Highlights:** Based on both square footage and price, the sale of the Activity Distribution Center in San Diego is among the most significant the team has seen dating back to Q3 2008. The project is a 252,318-square-foot multi-tenant industrial park that sold in the \$26-million dollar range and generated multiple offers after just five weeks on the market. The team says this demonstrates that there is still investor demand and capital ready to be invested for well-positioned properties in Southern California.

**Market Insight:** “Capitalization rates have stabilized, however the deterioration in rents has not yet settled. Once the rental market recovers, we anticipate more sales activity. There are some excellent values for buyers today, but the uncertainty in the market has caused many investors to wait on the sidelines,” says Longo.

◆ **10-Year Note:** Darla Longo appeared in *RESoCal*’s inaugural listing of hot brokers. From 1999 to 2000, she completed \$248 million in sales transactions and 7.7 million square feet of leases.

Longo notes that “Over the last 10 years, globalization has forever changed the commercial real estate industry, making it much more sophisticated and institutionalized across all sectors.” At the same time, she says, “We have experienced the most incredible market cycles on record, and today, we are witnessing yet another defining moment in our industry’s history. The current recession has created a fundamental shift in terms of how the global economy impacts the capital markets—a shift that will no doubt shape the next 10 years in commercial real estate.”

## #3



**STEVE WALBRIDGE**  
Executive Director  
Cushman & Wakefield Inc.

**Total Number of Deals:** 40 (39 leases, 1 sale)

**Total Value:** \$629 million

**Total Square Footage:** 1.6 million

**Specialization:** Office

**Deal Highlights:** Represented the landlord, Lincoln Property Co., in the 418,000-square-foot office lease transaction at Horizon at Playa Vista in 2008, where Fox Interactive Media signed on for 12 years to occupy virtually all of the square footage in the first phase of the new 15-acre office campus.

**Market Insight:** Walbridge says that “Now, more than ever, the lender is a participant at the negotiation table. While lenders haven’t begun to foreclose on properties, except in very select instances, we will see a massive wave of foreclosures when they begin to write down these assets.”

Walbridge adds that “Relocations are becoming increasingly difficult and until construction costs begin to further decrease, tenants will continue to sign short-term leases to remain at their current locations until they are able to allocate capital to moving costs. Additionally, tenants need a very compelling reason to move these days considering the still high barrier to relocation.”

Sublease space continues to rise throughout the end of this year, he adds. “Any additional chunks of sublease space will most likely be evident this year. However, by mid-2010, we should be back toward positive absorption and the rental rate erosion should be over by then as well.”

◆ **10-Year Note:** Stephen Walbridge appeared in *RESoCal*’s inaugural listing of hot brokers. From 1999 to 2000, he completed 4.24 million square feet in leasing deals. Walbridge notes that one trend over the past 10 years that gained momentum is sustainability among landlords, developers and users. “Every large company is talking about sustainability and LEED certification and every new development is seeking the certification to be able to compete.”

#4

**MARC RENARD**Executive Managing Director  
Cushman & Wakefield Inc.**Total Number of Deals:** 14 (0 leases, 14 sales)**Total Value:** \$584.2 million**Total Square Footage:** 2.2 million**Specialization:** Office, Industrial, Retail, Multifamily

**Deal Highlights:** Executed the sale and financing of the William Morris Agency portfolio in Beverly Hills for \$143 million. Two of the three buildings in the package were subject to a short-term leaseback and then would become vacant. Found a South American investment group to purchase the portfolio.

**Market Insight:** “The global capital markets remain in transition as investors evaluate their legacy deals versus new opportunities and determine how to more accurately price risk going forward,” Renard says. “There is no question that well-capitalized investors will benefit from the current dislocation in the market. There will be fundamental changes in the sources of active capital in the market for at least the next 18 months.”

◆ **10-Year Note:** Marc Renard appeared in *RESocal's* inaugural listing of hot brokers. From 1999 to 2000, he completed \$212.4 million in sales transactions.

Renard notes that “The past 10 years have demonstrated that while location, location, location is still a critical component of investing timing, timing, timing trumps all other underwriting criteria in a truly global capital market. During the next 10 years, commercial real estate will be priced based on yields that reflect more appropriate risk and illiquidity premiums for the asset class.”

#5

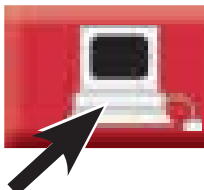
**SEAN DEASY**Vice Chairman  
CB Richard Ellis Inc.**Total Number of Deals:** 17 (0 leases, 17 sales)**Total Value:** \$583.6 million**Total Square Footage:** 4.5 million**Specialization:** Multifamily

**Deal Highlights:** Both the Austin 9 Portfolio and Hampton at Diamond Bar were placed under contract during the tumult of the financial markets. Pricing for institutional multifamily communities was eroding quickly, and the challenge was to keep the transactions moving toward a close. Although each deal was subjected to an adjustment based on market conditions, all parties' interests remained aligned to complete the sales.

**Market Insight:** “Asset values during the economy's celebrated boom cycle were priced largely by the IRR—the return that captures anticipated appreciation in rents and exit value,” says Deasy. “The growing trend in this cycle is to determine value based on the cash-on-cash return—the yield on actual capital invested. Private capital firms will dominate most acquisitions just above the debt constant to obtain attractive returns via positive leverage.”

◆ **10-Year Note:** Sean Deasy appeared in *RESocal's* inaugural listing of hot brokers. His amount of sales transactions from 1999 to 2000 was \$260 million.

Deasy notes that over the past 10 years, “Technology advances have allowed the brokerage community to be more efficient and able to adapt more quickly to changing market conditions.”

Click <http://www.resocal.com/hotbrokers09> for full profiles of the top 40 SoCal Hot Brokers!



#6



**KEVIN SHANNON**  
Vice Chairman  
CB Richard Ellis Inc.

**Total Number of Deals:**

17 (3 leases, 14 sales)

**Total Value:** \$541.5 million

**Total Square Footage:** 3.3 million

**Specialization:**

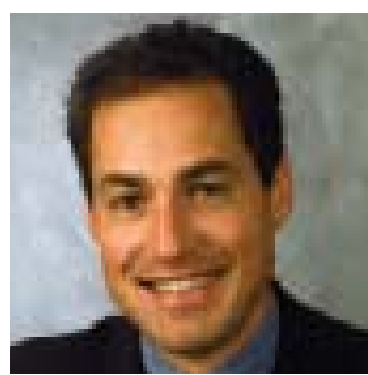
Investment properties

**Deal Highlights:** The most interesting sale for Kevin Shannon was the flip of the Storm Industrial Portfolio for \$56.2 million. CBRE represented the buyer under contract “off market” for the 16-building, 545,270-square-foot industrial portfolio in Torrance, Riverside, San Diego and Valencia. “We flipped the portfolio for a substantial profit during escrow to an institutional buyer who closed at the scheduled date.”

**Market Insight:** “Even though fundamentals remain weak in most markets, we are currently seeing private buyers taking advantage of opportunities and historically attractive capitalization rates, while institutional capital remains on the sidelines for the most part,” says Shannon. “Sales velocities are picking up as the equity markets recover and the debt market slowly gets better. The 50%-plus bounce in the REIT markets since March 5 and the sense we may be bottoming is bringing capital into the market.”



**GERALD PORTER**  
Chairman  
CresaPartners



**MATTHEW MILLER**  
Principal

#7

**Total Number of Deals:**

54 (52 leases, 2 sales)

**Total Value:** \$487.9 million

**Total Square Footage:** 1.7 million

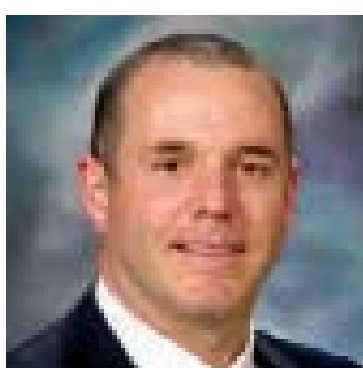
**Specialization:** Office, Industrial

**Deal Highlights:** Represented Kirkland & Ellis on a 90,000-square-foot office lease in downtown LA that saved them close to \$20 million in capital costs. The team also represented Oracle Corp. in 16 transactions across North America, with an additional 50 deals in process.

**Market Insight:** “The Los Angeles market has yet to see the return of a substantial amount of underutilized office space,” says Porter. “Expect to see vacancy rates reach 20% in many markets.”

◆ **10-Year Note:** Matthew Miller appeared in *RESocal*’s inaugural listing of hot brokers. From 1999 to 2000, he completed a total of 3.2 million square feet of lease transactions.

Miller notes that the biggest change in the past 10 years in Southern California’s real estate markets is “the realization that the fundamentals hold up in all markets; supply and demand always dominate; the health of the office market tracks (and trails) employment; too much leverage is a poor long-term ownership structure; and the office market is cyclical.”



**STEPHEN BAY**  
EVP  
CB Richard Ellis Inc.

#8

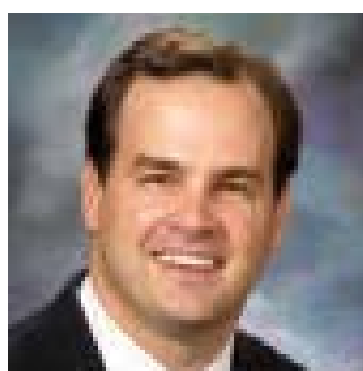
**Total Number of Deals:**

101 (100 leases, 1 sale)

**Total Value:** \$431.5 million

**Total Square Footage:** 2.1 million

**Specialization:** Office



**KEVIN BENDER**  
Senior Vice President



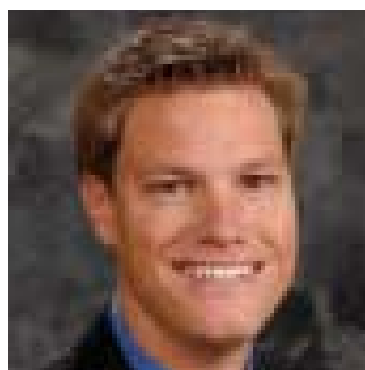
**CLAY HAMMERSTEIN**  
EVP

**Deal Highlights:** The team represented Taco Bell in an 181,000-square-foot relocation of its corporate headquarters to a LEED Certified building at 1 Premiere Plaza in Irvine. The team also represented Greenberg Glusker in a 61,806-square-foot, 15-year lease renewal at 1900 Avenue of the Stars in Century City.

**Market Insight:** Bay notes that “In every office market in the Western US, landlords are continuing to experience a significant slowdown in leasing velocity and depreciation in rents. If positioned properly, tenants are able to be opportunistic in leveraging availabilities to lower their overall occupancy costs and right-size their operations well in advance of their lease expirations. We expect these tenant-favorable conditions to exist through 2011.”



**JOHN MCANIFF**  
Managing Director  
Jones Lang LaSalle Inc.



**TIM MILLER**  
Vice President

#9

**Total Number of Deals:**

53 (52 leases, 1 sale)

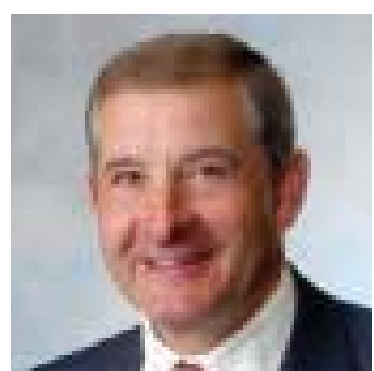
**Total Value:** \$430 million

**Total Square Footage:** 1.7 million

**Specialization:** Office

**Deal Highlights:** Represented Kaiser Permanente in a 194,145-square-foot, 10-year lease at Media Studios North in Burbank. The location had never been considered by Kaiser until the sublessor made the entire building available, according to the team. “The magic was having Kaiser see the value of a fully built-out, 1200-workstation facility with 5/1000 parking.” The final phase involved collapsing the sublease and the negotiation of the tri-party agreement with landlord M. David Paul Associates, Sublandlord WMC Mortgage (part of GE) and Kaiser.

**Market Insight:** “Are we at the bottom? That’s the big question today,” says McAniff. “The market is starved for information and thought leadership. The result is that brokers with historical perspective combined with solid transactional experience are in high demand.”



**MARK FRIEND**  
Senior Vice President  
CB Richard Ellis Inc.



**RICK WARNER**  
Senior Vice President

#10

**Total Number of Deals:**

192 (181 leases, 11 sales)

**Total Value:** \$413.2 million

**Total Square Footage:** 2.5 million

**Specialization:** Office

**Deal Highlights:** Two properties—1540 S. Bridgegate Dr. in Diamond Bar, a 51,840-square-foot asset that was sold to Central Health Group Inc., and 15101 Red Hill Ave. in Tustin, a 48,772-square-foot property bought by Medical Capital Holdings Inc.—were both closed on because the buyers had strong banking relationships due to their standing in the industry.

**Market Insight:** “We are continuing to see downward pressure on rents and increased leasing concessions,” says Friend. “The trend is pointing toward shorter-term leases while we work our way through the current economic environment. We are seeing a great deal of activity in the educational sector as employees are being forced to retrain and upgrade their skill sets. We anticipate these trends will continue through 2009 and into 2010.”

#11



**ERIC OLOFSON**  
Vice Chairman  
Cushman & Wakefield Inc.

**Total Number of Deals:**

60 (60 leases, 0 sales)

**Total Value:** \$373.9 million

**Total Square Footage:** 1.6 million

**Specialization:** Office

#12



**NEIL RESNICK**  
EVP, Tenant Advisory Group  
Grubb & Ellis Co.

**Total Number of Deals:**

22 (20 leases, 2 sales)

**Total Value:** \$366.3 million

**Total Square Footage:** 489,236

**Specialization:** Office

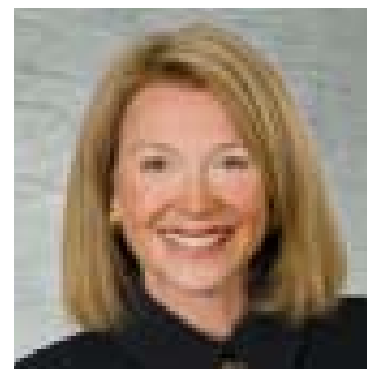




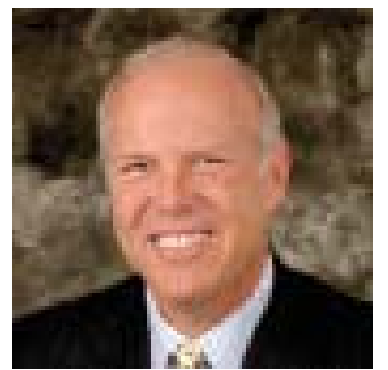
#13

**GRAFTON TANQUARY**EVP  
CB Richard Ellis Inc.**JOHN AYOOB**

EVP

**Total Number of Deals:** 87 (75 leases, 12 sales)**Total Value:** \$354.7 million**Total Square Footage:** 2.1 million**Specialization:** Office

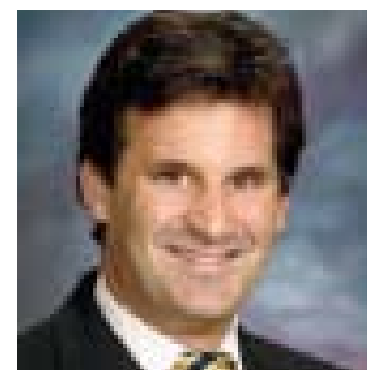
#15

**LYNN LACHAPELLE**Managing Director  
Jones Lang LaSalle Inc.**BOB PRENDERGAST**

Managing Director

**Total Number of Deals:** 8 (5 leases, 3 sales)**Total Value:** \$348.1 million**Total Square Footage:** 1.1 million**Specialization:** Office, Industrial, Land, R&D

#14

**BRIAN DRISCOLL**Office & Investment Division Specialist  
Grubb & Ellis/BRE Commercial**RICK REEDER**Office & Investment  
Division Specialist**Total Number of Deals:** 52 (45 leases, 7 sales)**Total Value:** \$350 million**Total Square Footage:** 1.8 million**Specialization:** Office, Industrial, Capital Markets

#16

**RICHARD RIZIKA**EVP  
CB Richard Ellis Inc.**Total Number of Deals:** 102 (87 leases, 15 sales)**Total Value:** \$330.9 million**Total Square Footage:** 1.2 million**Specialization:** Retail

Cushman & Wakefield proudly applauds the achievements of our talented individuals and teams recognized on Real Estate Southern California's 10th Annual Broker Hot List:

Eric Olofson

John Minervini

Marc D. Renard

Steve Walbridge

Team: Ed Rosen, John Chu &amp; Alejandro Lombrozo

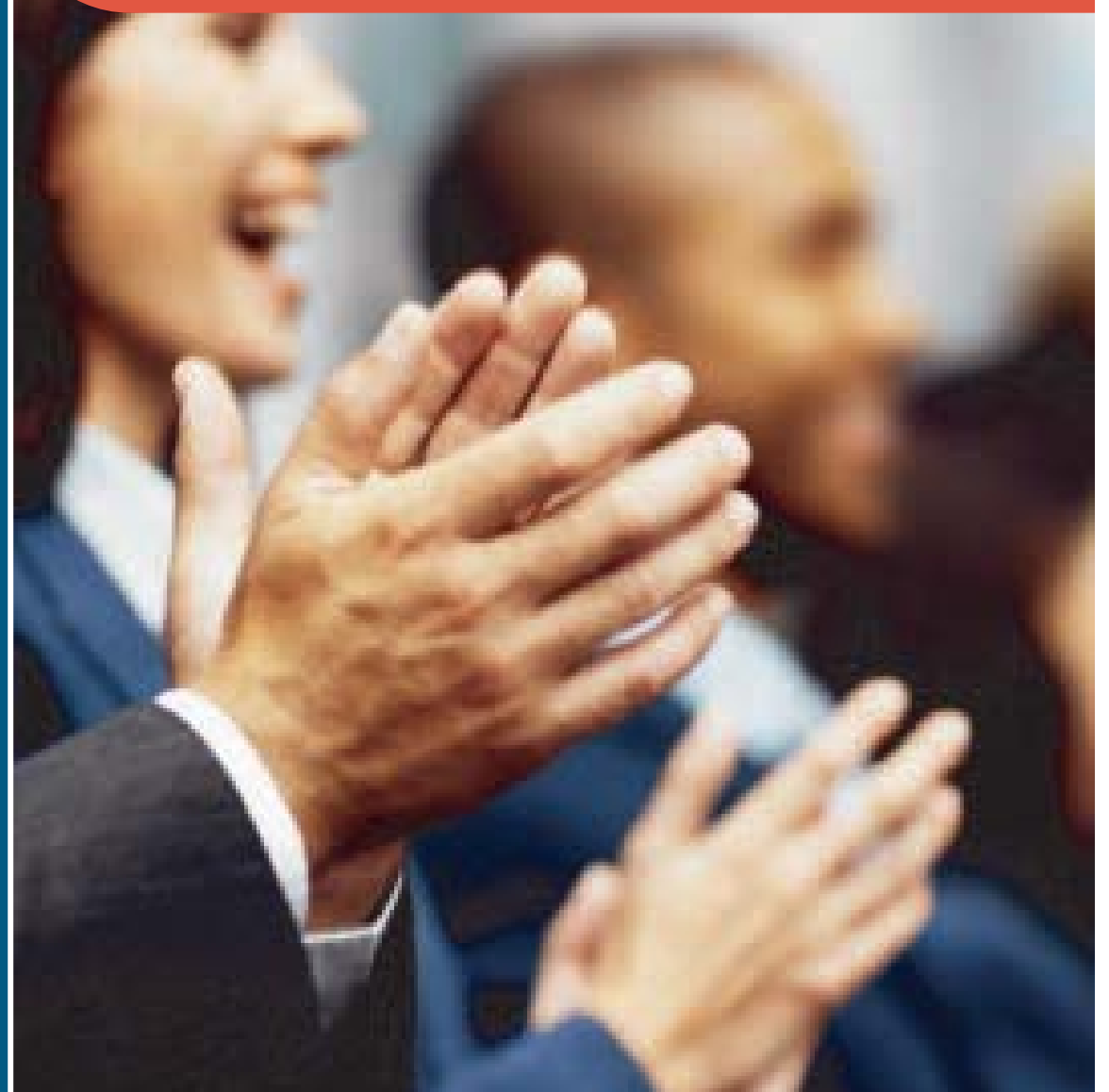
Team: Robert Alperin &amp; Robert Garey

Team: Rick Sherburne, Alex Hayden &amp; Travis Boyd

Congratulations on your success.

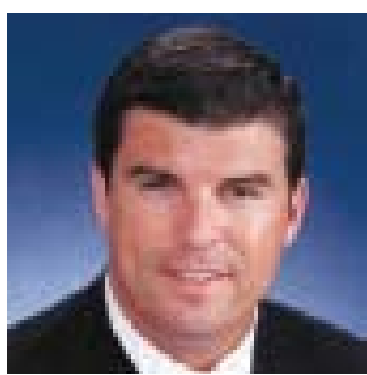


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RESOURCES. RESULTS.

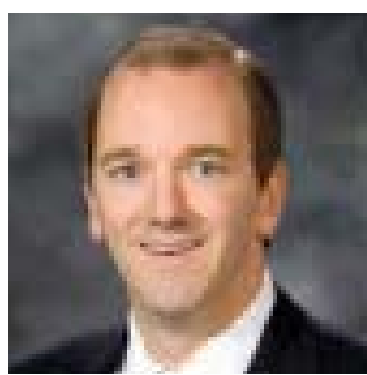




**R. TODD DONEY**  
Vice Chairman  
CB Richard Ellis Inc.



**NICO VILGIATE**  
Senior Vice President



**MARK SPRAGUE**  
Senior Vice President

#17

**Total Number of Deals:** 119 (111 leases, 8 sales)

**Total Value:** \$322.7 million

**Total Square Footage:** 2.1 million

**Specialization:** Office



**DAVID CONSANI**  
EVP, CB Richard Ellis Inc.

#18

**Total Number of Deals:**

33 (27 leases, 6 sales)

**Total Value:** \$322.2 million

**Total Square Footage:** 7.4 million

**Specialization:** Industrial



**HENRY JOHNSON**  
EVP  
CB Richard Ellis Inc.



**MIKE SCIMO**  
EVP

**Total Number of Deals:** 212 (199 leases, 13 sales)

**Total Value:** \$305.1 million

**Total Square Footage:** 5.6 million

**Specialization:** Office, Industrial

#19

◆ **10-Year Note:** Henry Johnson appeared in *RESoCal's* inaugural listing of hot brokers. From 1999 to 2000, he completed \$45.5 million in sales transactions, and \$87 million of leasing deals. He says that "the last 10 years have witnessed real structural changes to the industry, for example: the consolidation of real estate services; the growth in global corporate services and the rise and subsequent meltdown of CMBS." One constant is that the client always comes first, he explains. "The old industry mantra, 'Stay alive 'til 1995' has been replaced by: 'Stay lean 'til 2013!'"

## Building *value* for our clients, one deal at a time

In a complex and changing world, one thing remains constant: our people are consistently recognized for their ability to create value for our clients.

We are proud of our growing presence in Southern California. With more than 700 professionals and six offices in the region, Jones Lang LaSalle continues its strategic expansion and dedication to hiring the best in the industry. We congratulate our top professionals for being named to *Real Estate Southern California's* 2009 Hot Broker list.



*Real value in a changing world*



Alan Aufhammer



Ronda Clark



Wade Clark



Whitley Collins



Michael Condon



Stephen Cramer



Darren Eades



Scot Ginsburg



Gary Horwitz



Jeff Ingham



Lynn LaChapelle



James Malone



John McAniff



Thomas McDonald



John McRoskey



Mike McRoskey



Tim Miller



Tony Morales



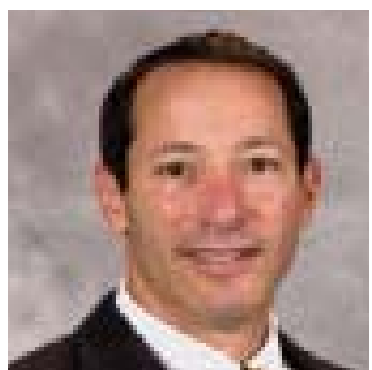
Paul Park



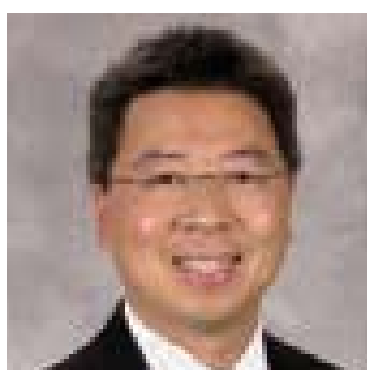
Bob Prendergast

[www.us.joneslanglasalle.com](http://www.us.joneslanglasalle.com)

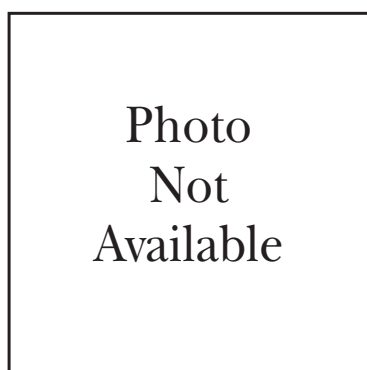




**ED ROSEN**  
Executive Director  
Cushman & Wakefield Inc.



**JOHN CHU**  
Executive Director



**ALEJANDRO LOMBROZO**  
Associate

#20

**Total Number of Deals:** 8 (N/A leases, 8 sales)

**Total Value:** \$301 million

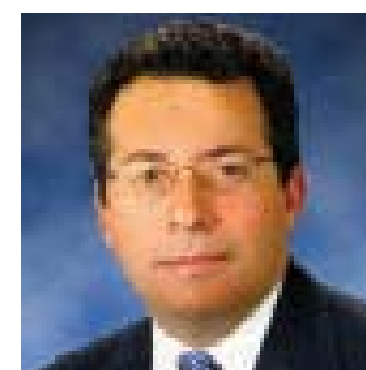
**Total Square Footage:** N/A

**Specialization:** Multifamily



**PHILIP VOORHEES**  
Senior Vice President  
CB Richard Ellis Inc.

#25



**TODD GOODMAN**  
EVP

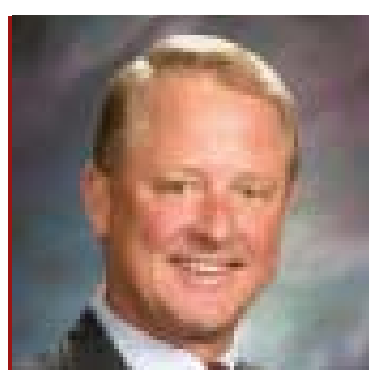
**Total Number of Deals:**

34 (0 leases, 34 sales)

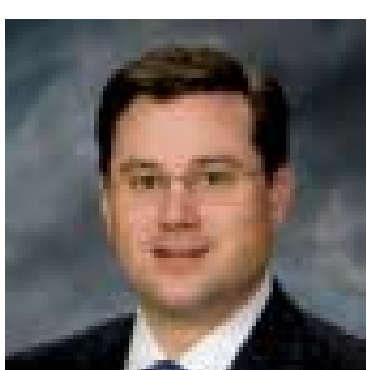
**Total Value:** \$265.8 million

**Total Square Footage:** 936,495

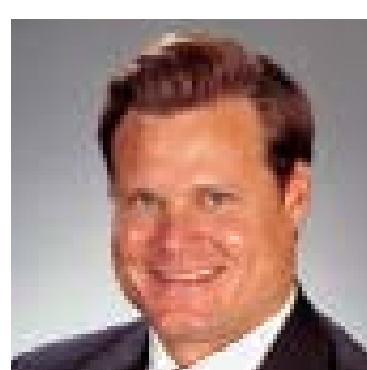
**Specialization:** Retail



**JEFF MORGAN**  
EVP  
CB Richard Ellis Inc.



**BRET QUINLAN**  
Senior Vice President



**JOHN SCHUMACHER**  
EVP

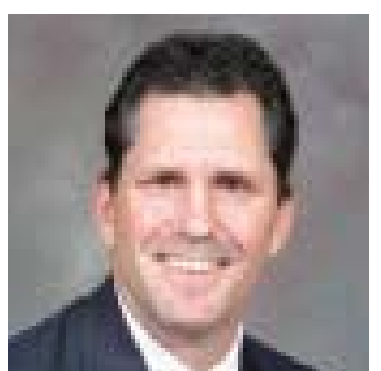
#21

**Total Number of Deals:** 39 (32 leases, 7 sales)

**Total Value:** \$297.2 million

**Total Square Footage:** 4.9 million

**Specialization:** Industrial



**JIM KOENIG**  
Senior Vice President  
CB Richard Ellis Inc.

#22

**Total Number of Deals:**

25 (20 leases, 5 sales)

**Total Value:** \$296.5 million

**Total Square Footage:** 6.8 million

**Specialization:** Industrial



**GREG WHITNEY**  
Senior Vice President  
CB Richard Ellis Inc.

#23

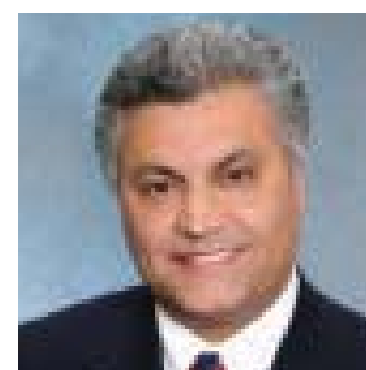
**Total Number of Deals:**

99 (90 leases, 9 sales)

**Total Value:** \$293.2 million

**Total Square Footage:** 1.5 million

**Specialization:** Retail



**BOB SAFAI**  
President  
Madison Partners

#26

**Total Number of Deals:**

13 (N/A leases, 13 sales)

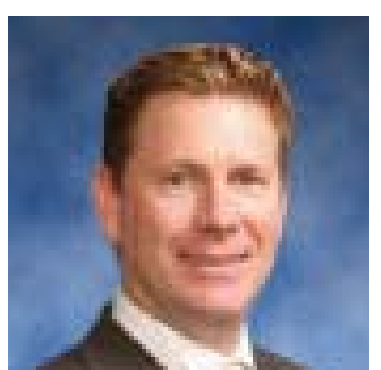
**Total Value:** \$263.8 million

**Total Square Footage:** One million

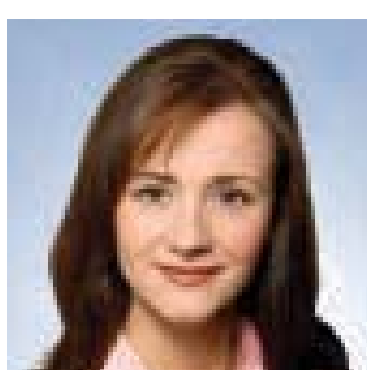
**Specialization:** Office

◆ **10-Year Note:** Bob Safai appeared in *RESocal's* inaugural listing of hot brokers. From 1999 to 2000, he completed \$310.7 million worth of transactions.

Safai notes that, "The most significant change in the past decade with regards to commercial real estate is the lack of debt available to borrowers, creating a standstill in the investment market."



**RAY ELDRIDGE**  
Senior Vice President  
CB Richard Ellis Inc.



**MICHELLE JEFCOAT**  
Client Services Specialist and  
Senior Sales Director

#24

**Total Number of Deals:**

4 (0 leases, 4 sales)

**Total Value:** \$278.3 million

**Total Square Footage:** 1.6 million

**Specialization:** Multifamily



#27

**DARREN EADES**Senior Vice President  
Jones Lang LaSalle Inc.**THOMAS MCDONALD**

EVP

**Total Number of Deals:** 45 (45 leases, 0 sales)**Total Value:** \$260 million**Total Square Footage:** 625,000**Specialization:** Office

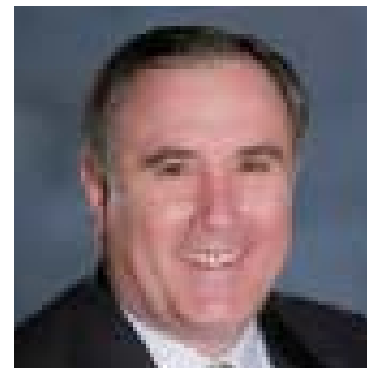
#29

**GARY WEISS**Principal  
Madison Partners**Total Number of Deals:** 34 (31 leases, 3 sales)**Total Value:** \$252.2 million**Total Square Footage:** 913,644**Specialization:** Office

#28

**GREGG KIRKPATRICK**Senior Vice President  
CB Richard Ellis Inc.**DAVID KUDRAVE**

First Vice President

**Total Number of Deals:** 28 (27 leases, 1 sale)**Total Value:** \$256.6 million**Total Square Footage:** 1.5 million**Specialization:** Office

#30

**MICHAEL CONDON**EVP  
Jones Lang LaSalle Inc.**STEPHEN CRAMER**

EVP

**Total Number of Deals:** 27 (22 leases, 5 sales)**Total Value:** \$241 million**Total Square Footage:** 1.9 million**Specialization:** Corporate Solutions

# Congratulations

to Our Hot Brokers!

**Clyde Stauff**  
Senior Vice President  
Irvine**Eric Lastition**  
Senior Vice President  
Torrance**Geoffrey Ludwig**  
Senior Vice President  
Torrance**Gregory Walsh**  
Associate Vice President  
Torrance**Douglas Brawn**  
Associate Vice President  
Torrance**Peter McWilliams**  
Senior Vice President  
Ontario**Michael McCrary**  
Senior Vice President  
Ontario**Ruben Goodsell**  
Vice President  
Ontario**Thomas E. Taylor**  
Senior Vice President  
Diamond Bar**Steven J. Bellitti**  
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From Insight to Results

## Congratulations, Neil!



Grubb & Ellis is pleased to congratulate Neil Resnick, for being one of Real Estate Southern California's Top Brokers.

**Neil Resnick**Executive Vice President, West LA  
310.235.2992  
[www.grubb-ellis.com](http://www.grubb-ellis.com)





#31

**HERB CHASE**Executive Director  
Multi Housing Capital Advisors**CURTIS PALMER**

Executive Director

**Total Number of Deals:** 8 (0 leases, 8 sales)**Total Value:** \$220 million**Total Square Footage:** 600,000**Specialization:** Multifamily**HUNT  
BARNETT**Principal  
Madison Partners**CHRIS HOUGE**

Principal

#33

**RICK  
BUCKLEY**

Principal

**Total Number of Deals:**

144 (141 leases, 3 sales)

**Total Value:** \$205 million**Total Square Footage:** 917,006**Specialization:** Office**JEFFREY LASKY**Senior Vice President  
CB Richard Ellis Inc.

#32

**PATRICIA GILBERT**

Senior Vice President

**Total Number of Deals:** 38 (38 leases, 0 sales)**Total Value:** \$206.9 million**Total Square Footage:** 412,186**Specialization:** Office**Did You Know?**

The 10th Annual Broker Hot List has nine women. The 2008 list had eight women, the 2007 list had six, and five women were featured in the 2006 Broker Hot List.

## MADISON PARTNERS

### Best Practices = Best in Class

**Top Sales Broker**

Bob Safai

**Top Leasing Team**

Hunt Barnett



Chris Houge



Rick Buckley

**Top Leasing Brokers**

Gary Weiss



Brad Feld

**We greatly appreciate our clients and are proud to be  
recognized as Top Producers.**

[www.madisonpartners.net](http://www.madisonpartners.net)Brentwood  
310.820.5959Century City  
310.407.3400Downtown  
213.327.3550



**TRAVIS BOYD**  
Executive Director  
Cushman & Wakefield Inc.



**RICK SHERBURNE**  
Executive Director



**ALEX HAYDEN**  
Executive Director

#34

**Total Number of Deals:** 111 (110 leases, 1 sale)  
**Total Value:** \$204.3 million  
**Total Square Footage:** 1.6 million  
**Specialization:** Office

◆ **10-Year Note:** Rick Sherburne appeared in *RESoCal's* inaugural listing of hot brokers. From 1999 to 2000, he completed \$32 million in sales transactions and \$125 million in leasing deals. Sherburne notes that, "During the last 10 years other than technology and the speed in which business is done, little has changed. Creating a strategy, understanding your client and implementing a sound process have always generated outstanding results. What's different today is our tenant clients are smarter and more informed, which caters to better overall results. Our office market is being extremely responsive to our clients' needs, which translates to real tangible savings."



#37

**ALVIN MANSOUR**  
First Vice President of Investments and  
Senior Director of the National Retail Group  
Marcus & Millichap Real Estate Investment  
Services Inc.

**Total Number of Deals:**  
54 (0 leases, 54 sales)  
**Total Value:** \$195.5 million  
**Total Square Footage:** One million  
**Specialization:** Retail



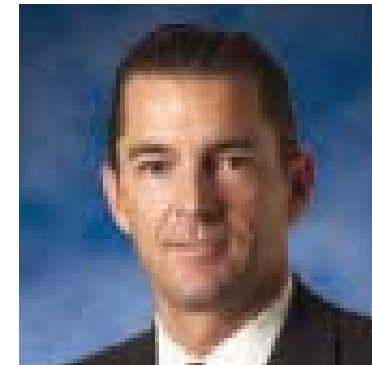
**TONY MORALES**  
Managing Director  
Jones Lang LaSalle Inc.

#35



**WHITLEY COLLINS**  
Senior Managing Director

**Total Number of Deals:** 43 (41 leases, 2 sales)  
**Total Value:** \$201 million  
**Total Square Footage:** 825,000  
**Specialization:** Office, Industrial



**CHIP WRIGHT**  
Senior Vice President  
CB Richard Ellis Inc.

#38

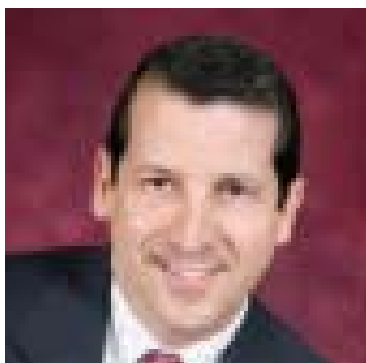


**DAVE DESPER**  
Senior Vice President

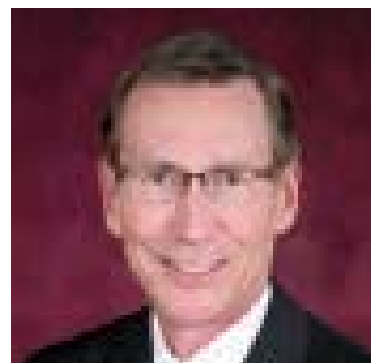
**Total Number of Deals:** 81 (78 leases, 3 sales)  
**Total Value:** \$189.6 million  
**Total Square Footage:** 2.5 million  
**Specialization:** Industrial



**CRAIG PETERS**  
EVP  
CB Richard Ellis Inc.



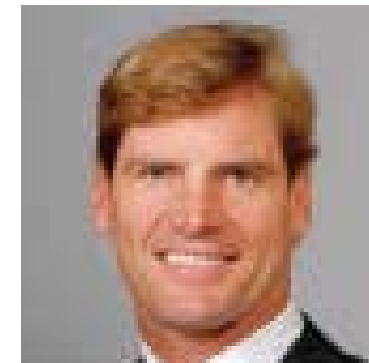
**BENNETT ROBINSON**  
EVP



**DOUG SONDEREGGER**  
EVP

#36

**Total Number of Deals:** 133 (112 leases, 21 sales)  
**Total Value:** \$197 million  
**Total Square Footage:** 3.4 million  
**Specialization:** Industrial

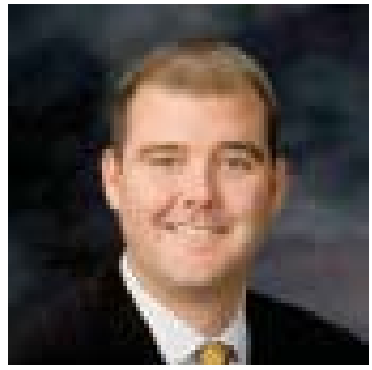


#39

**DAVE ODMARK**  
Principal & Office Division Specialist  
Grubb & Ellis/BRE Commercial

**Total Number of Deals:**  
39 (36 leases, 3 sales)  
**Total Value:** \$189.2 million  
**Total Square Footage:** 613,574  
**Specialization:** Office





**JASON WARNER**  
EVP  
CB Richard Ellis Inc.



**SUSANNE BLACKMORE**  
Client Services  
Coordinator



**BRADFORD MCCARTHY**  
Associate

#40

**Total Number of Deals:** 19 (18 leases, 1 sale)

**Total Value:** \$188.9 million

**Total Square Footage:** Three million

**Specialization:** Office, Global Corporate Services/  
Technical Real Estate

RANK	BROKER(S)	TITLE(S)	COMPANY	NUMBER OF DEALS	TOTAL \$ VALUE	TOTAL SF	SPECIALTY
41	Frank Geraci Walt Chenoweth	EVP SVP	CB Richard Ellis Inc.	45 (38 leases, 7 sales)	185 million	6.9 million	Industrial
42	Gary Horwitz Alan Aufhammer Paul Park	Managing Director Managing Director SVP	Jones Lang LaSalle Inc.	60 (60 leases, 0 sales)	185 million	1.5 million	Office, Industrial
43	Peter McWilliams Michael McCrary Ruben Goodsell	SVP SVP VP	Colliers International	15 (12 leases, 3 sales)	180.7 million	1.2 million	Industrial
44	Jay Luchs Genny Chang Amanda Cohn	EVP Sales Assistant Client Services Coordinator	CB Richard Ellis Inc.	51 (49 leases, 2 sales)	180 million	160,814	Retail
45	Kevin McKenna	EVP	CB Richard Ellis Inc.	34 (20 leases, 14 sales)	179 million	11.9 million	Industrial
46	John Minervini	Executive Director	Cushman & Wakefield of CA Inc.	32 (29 leases, 3 sales)	176.6 million	1.5 million	Industrial, Pharmaceutical
47	Jeffrey Pion Michelle Esquivel-Hart	EVP First VP	CB Richard Ellis Inc.	86 (83 leases, 3 sales)	173.6 million	690,639	Office
48	Kraig Kristofferson Stacy Meronoff	SVP Senior Associate	CB Richard Ellis Inc.	16 (15 leases, 1 sale)	172.7 million	376,038	Office
49	Chris Hobson	Principal & Office Division Specialist	Grubb & Ellis/BRE Commercial	39 (37 leases, 2 sales)	166.9 million	560,124	Office, Tenant Rep
50	Gary Stache Pat Scruggs	EVP SVP	CB Richard Ellis Inc.	36 (0 leases, 36 sales)	165.9 million	640,500	Office, Industrial
51	Robert Alperin Robert Garey	Senior Directors	Cushman & Wakefield of California Inc.	117 (112 leases, 5 sales)	162.8 million	1 million	Office
52	Brad Feld	Principal	Madison Partners	55 (55 leases, 0 sales)	161.3 million	845,734	Office
53	Michael McRoskey John McRoskey	Managing Directors	Jones Lang LaSalle Inc.	18 (16 leases, 2 sales)	158 million	620,338	Office
54	Greg Harris	EVP of Investments	Marcus & Millichap Real Estate Investment Services Inc.	15 (0 leases, 15 sales)	156.5 million	1.5 million	Multifamily
55	Eric Lastition Geoffrey Ludwig Gregory Walsh	SVP SVP Associate VP	Colliers International	66 (58 leases, 8 sales)	156.1 million	729,460	Office
56	Clyde Stauff	SVP	Colliers International	14 (9 leases, 5 sales)	150.6 million	2.8 million	Industrial
57	Brian DeRevere Brad Bierbaum Ian Britton	SVP SVP First VP	CB Richard Ellis Inc.	53 (43 leases, 10 sales)	147.7 million	1.8 million	Industrial
58	Gregg Haly Jeff Carr	SVPs	CB Richard Ellis Inc.	114 (102 leases, 12 sales)	147.5 million	2.3 million	Industrial

RANK	BROKER(S)	TITLE(S)	COMPANY	NUMBER OF DEALS	TOTAL \$ VALUE	TOTAL SF	SPECIALTY
59	John Privett Jeffrey Stephens Cameron Merrill	EVP SVP VP	CB Richard Ellis Inc.	59 (42 leases, 17 sales)	146.8 million	3 million	Industrial
60	Douglas Brawn	VP	Colliers International	25 (10 leases, 15 sales)	141.9 million	173,353	Office, Med. Office
61	James Malone	SVP	Jones Lang LaSalle Inc.	30 (28 leases, 2 sales)	140 million	1.2 million	Office
62	Randall Brown Leticia Bonilla	SVP Associate	CB Richard Ellis Inc.	86 (83 leases, 3 sales)	139 million	6.7 million	Office
63	Ron Wade	SVP	CB Richard Ellis Inc.	11 (9 leases, 2 sales)	137.3 million	426,761	Office, Industrial, R&D
64	Jay Dick	SVP	CB Richard Ellis Inc.	49 (44 leases, 5 sales)	134.6 million	2.5 million	Industrial
65	Joshua Volen	Associate VP of Investments	Marcus & Millichap Real Estate Investment Services Inc.	28 (0 leases, 28 sales)	134.2 million	554,545	Office, Industrial, Retail
66	David Henry	SVP	CB Richard Ellis Inc.	39 (32 leases, 7 sales)	131.6 million	35.7 million	Office
67	Wade Clark Ronda Clark	EVPs	Jones Lang LaSalle Inc.	86 (86 leases, 0 sales)	131 million	1.3 million	Office, Industrial
68	Jeff Ingram	EVP	Jones Lang LaSalle Inc.	33 (33 leases, 0 sales)	118.8 million	909,000	Tenant Rep
69	Jim Neil	SVP	CB Richard Ellis Group Inc.	17 (0 leases, 17 sales)	118.3 million	630,131	Multifamily, Land
70	Brian Denton	Associate VP of the Tenant Advisory Group	Grubb & Ellis Co.	44 (43 leases, 1 sale)	118 million	650,000	Office
71	Stewart Weston	SVP of Investments	Marcus & Millichap Real Estate Investment Services Inc.	14 (0 leases, 14 sales)	116.3 million	834,196	Multifamily
72	Scot Ginsburg	EVP	Jones Lang LaSalle Inc.	50 (50 leases, 0 sales)	115.6 million	757,353	Office, Industrial, R&D
73	Thomas Taylor Steven Bellitti	SVPs	Colliers International	45 (43 leases, 2 sales)	115.1 million	121 million	Industrial
74	Ron Harris	SVP of Investments	Marcus & Millichap Real Estate Investment Services Inc.	13 (0 leases, 13 sales)	112.8 million	411,050	Multifamily
75	Rob Waller Ben Cooley	SVP Associate	CB Richard Ellis Inc.	26 (23 leases, 3 sales)	112.7 million	516,212	Office

## TOP BROKERS BY LEASES

- #1** Henry Johnson, Mike Scimo,  
CB Richard Ellis Inc., 199 leases
- #2** Mark Friend, Rick Warner,  
CB Richard Ellis Inc., 181 leases
- #3** Hunt Barnett, Chris Houge, Rick Buckley,  
Madison Partners, 141 leases
- #4** John Jennings, Aaron Hill, Kam Walton,  
Cushman & Wakefield Inc., 130 leases
- #5** Robert Alperin, Robert Garey,  
Cushman & Wakefield Inc., 112 leases  
  
Craig Peters, Doug Sonderegger,  
Bennett Robinson, 112 leases

## TOP BROKERS BY SALES

- #1** Richard Walter  
Faris Lee Investments, 94 sales
- #2** Alvin Mansour,  
Marcus & Millichap Real Estate  
Investment Services Inc., 54 sales
- #3** Gary Stache, Pat Scruggs,  
CB Richard Ellis Inc., 36 sales
- #4** Philip Voorhees, Todd Goodman,  
CB Richard Ellis Inc., 34 sales
- #5** Darla Longo, Barbara Emmons,  
CB Richard Ellis Inc., 31 sales