

CRAIN'S LIST: LARGEST COMMERCIAL AND INDUSTRIAL BROKERS Ranked by sales and leases

	Company Address Phone; Web site Top executive	Total sq. ft. sold or leased 2007	Total sq. ft. leased/ sold 2007	Total sq. ft. leased/ sold 2006	Total lease/ sales transactions 2007	Total lease/ sales transaction volume 2007	Number of agents locally/ nationwide January 2008	Top deals
1.	CB Richard Ellis Inc. 2000 Town Center, Suite 500, Southfield 48075 (248) 353-5400; www.cbre.com Michael Gerard, managing director	38,266,771	19,795,654 18,471,117	13,698,452 22,881,761	528 134	\$944,219,047 \$1,093,688,228	46 3,000	Sales: Baluster Park; Liberty Property Portfolio; Waco, Texas, Apartment; Kalamazoo, Apartment; Troy, Office
2.	Signature Associates, A Cushman & Wakefield Alliance Member 1 Towne Square, Suite 1200, Southfield 48076 (248) 948-9000; www.signatureassociates.com Steven Gordon, president	36,033,735	16,429,439 19,604,296	19,405,270 13,514,934	686 294	465,962,245 681,734,552	81 1,950	Leases: 24450 Glendale, Redford, 393,940 sq. ft.; 4400 Purks, Auburn Hills, 157,100 sq. ft. Sales: 325 N. Old Woodward, Birmingham, 101,000 sq. ft.; 2705 Commerce Parkway, Auburn Hills, 172,000 sq. ft.; Kensington Portfolio, Metro Detroit, 400,000 sq. ft.
3.	Marcus & Millichap Real Estate Investment Services 28411 Northwestern Highway, Suite 750, Southfield 48034 (248) 415-2600; www.marcusmillichap.com Steve Chaben, first vice president, regional manager	15,255,302	0 15,255,302	0 14,725,805	0 287	0 1,613,629,947	39 1,300	Sales: Enterprise Automotive Systems, Warren; BAE, Auburn Hills; Westwind Lake Village Shopping Center, West Bloomfield; Cooper Standard Automotive Headquarters, Auburn Hills; Michigan Industrial Portfolio, Madison Heights
4.	L. Mason Capitani TCN Worldwide 2301 W. Big Beaver Road, Suite 625, Troy 48084-3329 (248) 637-9700; www.lmcap.com Mason L. Capitani and Jason Capitani, executive vice presidents	11,434,972	5,224,249 6,210,723	4,826,097 5,737,388	656 239	149,556,396 329,971,566	21 1,335	Leases: Valeo Research Center, Troy, 103,253 sq. ft.; 5775 10 Mile, Warren, 100,000 sq. ft. Sales: Delphi Technical Center, Auburn Hills, 437,000 sq. ft.; 5775 10 Mile, Warren, 100,000 sq. ft.; 3271 Five Points Drive, Auburn Hills, 36,000 sq. ft.
5.	Friedman Real Estate Group Inc. 34975 W. 12 Mile Road, Farmington Hills 48331 (248) 324-2000; www.friedmanrealestate.com David Friedman, CEO and president	9,449,843	2,407,722 7,042,121	2,222,334 4,182,044	313 72	130,244,317 126,304,676	31 28	Leases: LMS North America, 5755 New King, Troy; Quicken Loans, 27555 Farmington Road; Siemens Product Lifecycle Management, 5555 New King, Troy Sales: International Place Apartments; 23849 West Road
6.	Grubb & Ellis Co. ① 26555 Evergreen, Suite 500, Southfield 48076 (248) 350-9500; www.grubb-ellis.com Fred Liesveld, executive vice president and managing director	9,143,500	5,027,763 4,115,737	5,020,966 3,992,210	315 86	158,225,637 207,656,530	28 1,844	Leases: 3000 University, Auburn Hills; 31758 Enterprise Dr., Building 7, Livonia. Sales: 3000 University Auburn Hills; 500 Centerpoint Parkway N., Pontiac; 1801 Jefferson, Detroit.
7.	Colliers International 2 Corporate Drive, Suite 300, Southfield 48076 (248) 540-1000; www.colliers.com/detroit Leo Tosto and Cameron McCausland, managing partner, director and director of brokerage services	7,531,364	5,269,784 2,261,580	6,471,262 3,922,752	341 85	231,059,243 81,021,407	41 1,807	Leases: Amcor Pet Packaging, Wythville, Va.; Helicon Therapeutics, San Diego, Calif.; Rosenau Powerspro Inc., Dearborn Heights; Dura of Mexico, Matamoros, Mexico Sales: Thomas M. Cooley Law School, Auburn Hills
8.	UGL Equis Corp. 28411 Northwestern Highway, Suite 1250, Southfield 48034 (248) 354-4470; www.ugl-equis.com Brian Piergentili, executive vice president	4,095,422	3,751,298 344,124	1,046,554 1,543,773	76 1	241,329,691 565,000	8 184	Leases: DaimlerChrysler Financial, 153,909 sq. ft.; Champion Enterprises, 38,799 sq. ft.; H&K Norwood, 31,176 sq. ft.; Capmark, 6,050 sq. ft.; Leukimia & Lymphoma Society, 4,586 sq. ft.
9.	NAI Farbman 28400 Northwestern Highway, fourth floor, Southfield 48034 (248) 353-0500; www.farbman.com Andrew Farbman, CEO and co-president	3,707,141	1,283,462 2,423,679	2,520,000 3,000,000	232 26	263,131,793 173,529,793	23 NA	NA
10.	Hendricks & Partners 1025 E. Maple Road, Suite 200, Birmingham 48009 (248) 646-7701; www.hendrickspartners.com Paul Dietz, partner	3,621,332	0 3,621,332	0 4,385,565	0 15	0 196,374,000	13 100	Sales: Riverfront Towers; The Crossings at Canton; Pickwick Park/Westminster Park; Beachwood; Peninsular Place
11.	Income Property Organization 6421 Inkster Road, Suite 200, Bloomfield Hills 48301 (248) 932-0300; www.incomepropertyorganization.com Gregory Coulter, managing member	1,962,400	0 1,962,400	0 1,743,700	NA 22	NA 87,760,005	6 6	Sales: Castleway, 224 units, Saginaw; Leslie Towers, 171 units, Southfield; Town Apartments, 260 units, Detroit; Dover Place Apartments, 162 units, Ypsilanti; Holly Manor Apartments, 121 units, Holly
12.	Swisher Commercial 208 E. Washington St., Ann Arbor 48104 (734) 663-0501; www.swishercommercial.com Dave Hamilton, CEO	1,370,103	654,948 715,155	953,622 466,026	118 41	18,000,000 29,500,000	14 14	Sales: 2716 Baker, Dexter; 4343 Concourse, Ann Arbor; 720 Industrial, Chelsea Leases: 260 Metty, Ann Arbor; 699 James L. Hart Parkway, Ypsilanti
13.	The Staubach Co., Great Lakes Region 3000 Town Center, Suite 2222, Southfield 48075 (248) 356-5600; www.staubach.com George Elliot, managing principal, Great Lakes Region	1,304,521	1,290,175 14,346	431,890 9,665	111 1	79,474,451 1,700,000	4 1,625	Leases: State of Michigan, multiple locations; ABX Logistics, 121,480 sq. ft.; Lagasse, 52,924 sq. ft.; Patterson, 52,280 sq. ft.; Christian Tabernacle, 45,271 sq. ft.
14.	GVA Detroit 26100 American Drive, Suite 600, Southfield 48034 (248) 262-8000; www.gvadetroit.com Michael Ziecik, president	1,244,000	794,000 450,000	1,975,000 275,000	78 15	25,300,000 5,300,000	NA 875	Leases: Visiting Nurse Association; Sika Corp.; Universal Watch and Jewelry Sales; Urban Campus Communities (Wayne State University); Dover Corp.
15.	Burger Easton & Co. 24701 Halsted Road, Farmington Hills 48335 (248) 615-6000; www.burgereaston.com Paul Burger, president	922,910	547,311 375,599	759,196 266,362	62 23	9,241,600 14,648,850	9 NA	Sales: 60,500 sq. ft., Detroit; 30,000 sq. ft., 4 acres, Taylor; 19,000 sq. ft., 10 acres, Romulus; 26,000 sq. ft., 12 acres, Taylor; 42,000 sq. ft., 4 acres, Warren
16.	CORE Partners 26622 Woodward Ave., Suite 250, Royal Oak 48067 (248) 399-9999; www.corepartners.net Matthew Farrell and Eric Banks, executive principal, partners	497,356	414,680 82,676	166,496 77,591	76 3	NA NA	13 13	Sales: 1441 E. Maple Road, Troy; 2300 Genoa Business Park. Leases: Butterfield Office Center, Troy; 23400 Michigan Ave., Dearborn; 535 Griswold, Detroit
17.	Transwestern 32255 Northwestern Highway, Suite 206 Farmington Hills 48334 (248) 932-2840; transwestern.net William Harvey IV, senior vice president	382,800	378,040 4,760	210,140 312,000	31 1	39,553,577 346,400	3 274	Leases: Thomson-Medstat, 143,523 sq. ft.; Delphi, 107,152 sq. ft.; Reliance Software, 20,620 sq. ft.; Midwest Reemployment, 25,652 sq. ft.; Brazen, Kennelly et al, 7,719 sq. ft.
18.	The Hayman Co. 5700 Crooks Road, Suite 400, Troy 48098-2809 (248) 879-7777; www.haymancompany.com Stephen Hayman, president	299,897	299,897 0	263,008 50,000	58 NA	NA NA	7 7	Leases: Recaro; SDE business partnership; Hickey, Cian Ciolo et al; TKS Industrial; Intell Costing L.L.C.
19.	Pankhurst Properties Inc. 2000 Town Center, Suite 350, Southfield 48075 (248) 350-2222; www.southfieldtowncenter.com William Pankhurst, partner and president	248,516	248,516 0	303,297 0	40 0	38,097,503 0	2 2	Leases: Stout Risius Ross, 37,530 sq. ft.; New York Life, 18,543 sq. ft.; CB Richard Ellis, 24,628 sq. ft.; Clayton & McKervey, 14,360 sq. ft.; Wells Fargo, 11,024 sq. ft.

This list of leading commercial and industrial brokers is an approximate compilation of the largest such brokers in Wayne, Oakland, Macomb, Washtenaw and Livingston counties. It is not a complete listing but the most comprehensive available. Information was provided by the brokers.

① Merged with NNN Realty Advisors December 2007.

LIST RESEARCHED BY ANNE MARKS AND JOANNE SCHARICH