

# MOST-ACTIVE AREA COMMERCIAL REAL ESTATE FIRMS

(RANKED BY NUMBER OF LOCAL, CLOSED COMMERCIAL TRANSACTIONS IN 2010)

RANK 2011 2010	FIRM	2010 LOCAL, CLOSED TRANSACTIONS	PRIMARY SERVICES	TOP LOCAL EXECUTIVE(S)
1. 1.	<b>Block Real Estate Services LLC</b> 700 W. 47th St., Suite 200, Kansas City, MO 64112 www.blockllc.com 816-756-1400	613	commercial sales & leasing brokerage, asset & property management, investment & financial services, construction & development services, tenant advisory services, facilities management	Managing Principal Kenneth Block
2. 4.	<b>Colliers International</b> 4520 Main St., Suite 1000, Kansas City, MO 64111 www.colliers.com 816-531-5303	384	project leasing, investment sales, property management, development, tenant finish construction; formerly Grubb & Ellis/The Winbury Group	CEO Bryan Johnson CEO Ted Murray
3. 8.	<b>CB Richard Ellis</b> 4717 Grand Blvd., Suite 500, Kansas City, MO 64112 www.cbre.com/kansascity 816-756-3535	383	brokerage, lease & sales, investment sales, property management, project management, valuation & consulting	Managing Director Mike Klamm
4. 2.	<b>Kessinger/Hunter &amp; Co. LC</b> 2600 Grand Blvd., Suite 700, Kansas City, MO 64108 www.kessingerhunter.com 816-842-2690	339	industrial brokerage, office brokerage, retail brokerage, investment sales, development services, tenant advisory services, construction management, property management, facilities management	President Patrick McGannon
5. 9.	<b>RED Brokerage LLC</b> 4717 Central St., Kansas City, MO 64112 www.redbrokerage.com 816-777-3500	335	commercial sales & leasing, third-party brokerage, development, consulting, construction management & property management	Executive Vice President & Brokerage Director Matt Vaupell
6. 3.	<b>Cassidy Turley</b> 2600 Grand Blvd., Suite 1000, Kansas City, MO 64108 www.cassidyturley.com 816-221-2200	266	leasing, sales, property & facilities management, construction management & development services; 1,385 transactions in 2010 for Cassidy Turley's national, Kansas City-based corporate services business; formerly Colliers Turley Martin Tucker	Managing Principal Peter Dum
7. 7.	<b>Zimmer Real Estate Services LC</b> 1220 Washington St., Suite 100, Kansas City, MO 64105 www.zimmercos.com 816-474-2000	264	sales & leasing, property & facilities management, development management, corporate services	President David Zimmer Executive Vice President Ellen Darling
8. 6.	<b>Block &amp; Co. Inc. Realtors</b> 605 W. 47th St., Suite 200, Kansas City, MO 64112 www.blockandco.com 816-753-6000	246	sales, leasing, property management, tenant representation, commercial development, construction services, investment services	President David Block
9. 16.	<b>Dean Realty Co.</b> 1201 W. 31st St., Suite 2, Kansas City, MO 64108 www.deanrealtyco.com 816-531-0800	154	exclusively leases, manages & develops only the Dean property portfolio; office, industrial, flex, underground & master-planned mixed-use projects	Chairman & CEO Lester Dean
10. 12.	<b>NAI Capital Realty</b> 7500 College Blvd., Suite 920, Overland Park, KS 66210 www.capital-kc.com 913-469-4600	145	office, industrial & retail sales & leasing brokerage, property & facilities management, investment sales services, development & construction management services	President Kevin Wilkerson
11. 13.	<b>LaSala-Sonnenberg Commercial Realty Co.</b> 6310 Lamar Ave., Suite 100, Overland Park, KS 66202 www.lasala-sonnenberg.com 913-362-1000	130	commercial real estate brokerage services	Partner Ray Sonnenberg Partner Carl LaSala
12. 17.	<b>Reece Commercial</b> 11500 Granada Lane, Leawood, KS 66211 reececommercial.com 913-652-4300	127	leasing & sales of office, industrial & retail properties; tenant representation, investment property sales, land sales	Vice President & Broker Dan Sight
13. 5.	<b>Coldwell Banker Commercial Fishman &amp; Co.</b> 1948 E. Santa Fe St., Olathe, KS 66062 www.cbfishman.com 913-782-9000	120	commercial sales & leasing, consulting, business brokerage, development, property management, REO, lease renegotiation	President Mike Fishman
14. 11.	<b>N.T. Realty Inc.</b> 1828 Swift Ave., Suite 203, North Kansas City, MO 64116 www.ntrealty.com 816-221-2300	118	commercial & industrial real estate services	President Richard Lanning
15. 15.	<b>Jones Lang LaSalle Brokerage Inc.</b> 2600 Grand Ave., Suite 500, Kansas City, MO 64108 www.us.jones.langlasalle.com 816-531-2323	100	agency, tenant representation, project management, consulting	Managing Principal Larry Glaze
16. 10.	<b>Hutchings/Carrier Inc.</b> 7715 Shawnee Mission Parkway, Overland Park, KS 66202 www.hutchingscarrier.com 913-432-9800	95	commercial leasing, sales, property management	Principal Bill Carrier Principal Joel Hutchings
17. 14.	<b>Charles F. Curry Real Estate Co.</b> 2700 N.E. Kendallwood Parkway, Suite 208, Gladstone, MO 64119 www.curryre.com 816-414-5200	91	leasing, managing, selling, consulting for commercial property, multifamily dwellings, apartments, condominiums, high-rises, lofts & home associations	Chairman Ray Brock President Ellen Todd
17. 19.	<b>Lee &amp; Associates Kansas City</b> formerly Harbinger Property Group 8700 State Line Road, Suite 110, Leawood, KS 66206 www.lee-kc.com 913-890-2000	91	industrial & office sales & leasing, investment sales, buyer & tenant representation, property management	Managing Principal Nathan Anderson Principal Patrick Meraz
19. 18.	<b>CEAH Realtors</b> 3140 N.E. Carnegie Drive, Suite 400, Lee's Summit, MO 64064 www.ceahrealtors.com 816-795-8100	51	commercial brokerage, property management & development	Executive Member Mike Atcheson
20. 16.	<b>Victor Ross &amp; Co. Realtors</b> 6618 Independence Ave., Kansas City, MO 64125 www.victorrossandcompany.com 816-483-0500	49	commercial & industrial real estate sales & leasing	President Victor Cascio
21. none	<b>Greg Patterson &amp; Associates</b> 3619 Broadway, Suite 8, Kansas City, MO 64111 www.gpattersonassoc.com/ 816-753-3619	42	commercial real estate brokerage for sales, leasing & investment as well as commercial real estate consultation in metro Kansas City & a 200-mile radius	President Greg Patterson
22. 25.	<b>KC Commercial Realty Group</b> 5350 W. 94th Terrace, Suite 100, Prairie Village, KS 66207 www.kccommercialrealty.com 913-232-5100	41	property management, tenant representation, landlord representation, leasing, brokerage, consulting	Principal David Bayer Principal Scott Jerwick
23. 22.	<b>Hakes Real Estate</b> 1303 Swift Ave., North Kansas City, MO 64116 www.hakesre.com 816-221-0011	37	office, industrial, retail, special use; brokerage, sales, leasing, redevelopment, investment, tenant representation, consulting	Owner & Broker Brad Hakes Sales & Leasing Agent Tim Basler
24. none	<b>Point Commercial</b> 7300 College Blvd., Suite 308, Overland Park, KS 66210 www.pointcommercial.com 913-948-9222	35	sales & leasing, development, management, consulting	Founder & Managing Principal Jared Frost Principal Erik Murray
25. 26.	<b>The Land Source &amp; Evergreen Real Estate Services</b> 112 W. Ninth St., Suite 305, Kansas City, MO 64105 TheLandSource.net, EvergreenRE.com 913-562-5600	31	development land, industrial properties, office brokerage, development consulting	President Frank Daniels Jr. Principal & Broker Kevin Tubbesing



## RE-RANKING THE LIST:

MOST-ACTIVE AREA COMMERCIAL REAL ESTATE FIRMS RANKED BY VALUE OF LARGEST LOCAL TRANSACTION IN 2010

NAME	AMOUNT
1. Red Brokerage LLC	\$34,200,000
2. CB Richard Ellis	\$29,000,000
3. Kessinger/Hunter & Co. LC	\$24,489,949
4. Block Real Estate Services	\$18,750,000
5. Colliers International	\$12,400,000
6. Jones Lang LaSalle Brokerage	\$11,067,254
7. Zimmer Real Estate Services	\$10,868,760
8. Reece Commercial	\$8,000,000
9. CEAH Realtors	\$4,396,870
10. Cassidy Turley	\$3,706,500
11. NAI Capital Realty	\$3,500,000
12. Hakes Real Estate	\$3,250,000
13. Land Source & Evergreen	\$2,525,000
14. Point Commercial	\$2,100,000
15. Hutchings/Carrier	\$1,700,000
16. KC Commercial Realty Group	\$1,400,000

## NOTES:

Firms provided information in response to questionnaires. Ties are listed alphabetically.

# TOP AREA COMMERCIAL REAL ESTATE COMPANIES

(RANKED BY NUMBER OF LOCAL, ACTIVE AGENTS)

RANK 2011 2010	COMPANY	REAL ESTATE AGENTS	FULL-TIME LOCAL EMPLOYEES	PRIMARY SERVICES	TOP LOCAL EXECUTIVE(S)
1. 1.	<b>Block Real Estate Services LLC</b> 700 W. 47th St., Suite 200, Kansas City, MO 64112 www.blockrlc.com 816-756-1400	55	116	commercial sales & leasing brokerage, asset & property management, investment & financial services, construction & development services, tenant advisory services, facilities management	Managing Principal Kenneth Block COO Harry Drake
2. 6.	<b>Block &amp; Co. Inc. Realtors</b> 605 W. 47th St., Suite 200, Kansas City, MO 64112 www.blockandco.com 816-753-6000	54	76	sales, leasing, property management, tenant representation, commercial development, construction services, investment services	President David Block Marketing Director John Moffitt
2. 2.	<b>Kessinger/Hunter &amp; Co. LC</b> 2600 Grand Blvd., Suite 700, Kansas City, MO 64108 www.kessingerhunter.com 816-842-2690	54	235	industrial brokerage, office brokerage, retail brokerage, investment sales, development services, tenant advisory services, construction management, property management, facilities management	President Patrick McGannon
4. 5.	<b>Colliers International</b> 4520 Main St., Suite 1000, Kansas City, MO 64111 www.colliers.com 816-531-5303	38	99	project leasing, investment sales, property management, development, tenant finish construction; formerly Grubb & Ellis/The Winbury Group	Co-CEO Bryan Johnson Co-CEO Ted Murray COO & CFO Mike Conn President Ed Elder
5. 7.	<b>RED Brokerage LLC</b> 4717 Central St., Kansas City, MO 64112 www.redbrokerage.com 816-777-3500	30	68	commercial sales & leasing, third-party brokerage, development, consulting, construction management & property management	Executive Vice President Tim Schaffer
6. 8.	<b>CB Richard Ellis</b> 4717 Grand Blvd., Suite 500, Kansas City, MO 64112 www.cbre.com/kansascity 816-756-3535	28	250	brokerage, lease & sales, investment sales, property management, project management, valuation & consulting	Managing Director Mike Klamm
7. 4.	<b>Cassidy Turley</b> 2600 Grand Blvd., Suite 1000, Kansas City, MO 64108 www.cassidyturley.com 816-221-2200	24	102	leasing, sales, property & facilities management, construction management & development services	Managing Principal Peter Dunn Vice President Greg Smith
8. 11.	<b>Copaken Brooks LLC</b> 1100 Walnut St., Suite 2000, Kansas City, MO 64106 www.copaken-brooks.com 816-701-5000	18	75	leasing & sales, tenant representation, corporate services, development, investments, property management, consulting	CEO Troy Marquis Principal Jon Copaken Principal Bucky Brooks Principal Keith Copaken
9. 9.	<b>Charles F. Curry Real Estate Co.</b> 2700 N.E. Kendallwood Parkway, Suite 208, Gladstone, MO 64119 www.curryre.com 816-414-5200	17	241	leasing, managing, selling, consulting for commercial property, multifamily dwellings, apartments, condominiums, high-rises, lofts & home associations	Chairman Ray Brock President Ellen Todd Senior Vice President Ron Castle
9. 10.	<b>Zimmer Real Estate Services LC</b> 1220 Washington St., Suite 100, Kansas City, MO 64105 www.zimmercos.com 816-474-2000	17	51	sales & leasing, property & facilities management, development management, corporate services	President David Zimmer Executive Vice President Ellen Darling
11. none	<b>The Yarco Co. Inc.</b> 7920 Ward Parkway, Kansas City, MO 64114 www.yarco.com 816-561-4240	16	not disclosed	commercial real estate services	CEO Jonathan Cohn
12. 3.	<b>Coldwell Banker Commercial Fishman &amp; Co.</b> 1948 E. Santa Fe St., Olathe, KS 66062 www.cbcfishman.com 913-782-9000	14	not disclosed	commercial sales & leasing, consulting, business brokerage, development, property management, REO, lease renegotiation	President Mike Fishman
12. none	<b>Reece Commercial</b> 11500 Granada Lane, Leawood, KS 66211 reececommercial.com 913-652-4300	14	not disclosed	leasing & sales of office, industrial & retail properties; tenant representation; investment property sales; land sales	Vice President & Broker Dan Sight
14. 12.	<b>Lane4 Property Group Inc.</b> 4705 Central St., Kansas City, MO 64112 www.lane4group.com 816-960-1444	12	22	commercial real estate services	President Owen Buckley
15. 17.	<b>Merrill Co. LLC</b> 6240 W. 135th St., Overland Park, KS 66223 www.merrillcompanies.com 913-338-3800	11	25	development, asset & property management, brokerage, investments	President Fred Merrill Jr. Executive Vice President Chris McIntyre
16. 14.	<b>Jones Lang LaSalle Brokerage Inc.</b> 2600 Grand Ave., Suite 500, Kansas City, MO 64108 www.us.jones.langlasalle.com 816-531-2323	10	12	agency, tenant representation, project management, consulting	Managing Principal Larry Glaze
16. 15.	<b>LaSala-Sonnenberg Commercial Realty Co.</b> 6310 Lamar Ave., Suite 100, Overland Park, KS 66202 www.lasala-sonnenberg.com 913-362-1000	10	11	commercial real estate brokerage services	Partner Ray Sonnenberg Partner Carl LaSala
18. 18.	<b>NAI Capital Realty</b> 7500 College Blvd., Suite 920, Overland Park, KS 66210 www.capital-kc.com 913-469-4600	9	24	office, industrial & retail sales & leasing brokerage, property & facilities management, investment sales services, development & construction management services	President Kevin Wilkerson Senior Vice President Craig Cooper
19. 13.	<b>CEAH Realtors</b> 3140 N.E. Carnegie Drive, Suite 400, Lee's Summit, MO 64064 www.ceahrealtors.com 816-795-8100	8	not disclosed	commercial brokerage, property management & development	Executive Member Mike Atcheson
19. 25.	<b>The Land Source &amp; Evergreen Real Estate Services</b> 112 W. Ninth St., Suite 305, Kansas City, MO 64105 TheLandSource.net, EvergreenRE.com 913-562-5600	8	9	development land, industrial properties, office brokerage, development consulting	President Frank "Pat" Daniels Jr. Principal & Broker Kevin Tubbesing
19. 20.	<b>The R.H. Johnson Co.</b> 4520 Madison Ave., Suite 300, Kansas City, MO 64111 www.rhjohnson.com 816-561-5111	8	15	commercial development, brokerage, leasing & management	President Bob Johnson
22. 25.	<b>Lee &amp; Associates Kansas City</b> formerly Harbinger Property Group 8700 State Line Road, Suite 110, Leawood, KS 66206 www.lee-kc.com 913-890-2000	7	8	commercial sales & leasing, investment sales, buyer & tenant representation, property management	Managing Principal Nathan Anderson
22. none	<b>Point Commercial</b> 7300 College Blvd., Suite 308, Overland Park, KS 66210 www.pointcommercial.com 913-948-9669	7	9	sales & leasing, development, management, consulting	Founder & Managing Principal Jared Frost Principal Erik Murray
22. none	<b>Victor Ross &amp; Co. Realtors</b> 6618 Independence Ave., Kansas City, MO 64125 www.victorrossandcompany.com 816-483-0500	7	not disclosed	commercial & industrial real estate sales & leasing	President Victor Cascio

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**NOTES:**

Firms provided information in response to questionnaires. Ties are listed alphabetically. The list at left has changed since its original publication. Rankings were changed to reflect ties. Harbinger Property Group's name changed to Lee & Associates. Additional firms qualifying include:

NAME	REAL ESTATE AGENTS
25. ARO Real Estate	6
25. B.A. Karbank & Co. LLP	6
25. Dean Realty Co.	6
25. LS Commercial Real Estate	6

**RE-RANKING THE LIST:**

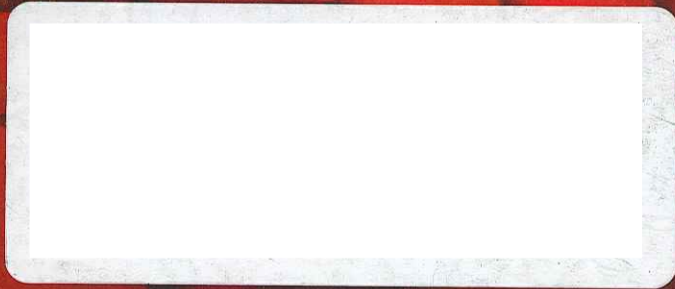
TOP AREA COMMERCIAL REAL ESTATE COMPANIES RANKED BY FIRST YEAR OF OPERATIONS

NAME	YEAR
1. Kessinger/Hunter & Co. LC	1879
2. Copaken Brooks LLC	1922
3. Charles F. Curry Real Estate Co.	1924
4. Block & Co. Inc. Realtors	1946
5. Block Real Estate Services LLC	1947
6. Zimmer Real Estate Services LC	1948
7. B.A. Karbank & Co. LLP	1950
8. Victor Ross & Co. Realtors	1952
9. Dean Realty Co.	1958
10. Coldwell Banker Commercial	1970
11. CB Richard Ellis	1978
12. Colliers International	1984
13. LaSala-Sonnenberg	1987
13. Reece Commercial	1987
15. Jones Lang LaSalle Brokerage Inc.	1988
16. The R.H. Johnson Co.	1992
17. Cassidy Turley	1995
18. ARO Real Estate	2001
18. Merrill Co. LLC	2001
18. The Land Source & Evergreen R.E.	2001
21. RED Brokerage LLC	2002
22. CEAH Realtors	2004
23. Lee & Associates Kansas City	2006
23. Lane4 Property Group Inc.	2006
25. NAI Capital Realty	2007

29TH ANNUAL

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DECEMBER 23, 2011 • VOLUME 30, No.16



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