

# MOST-ACTIVE AREA COMMERCIAL REAL ESTATE FIRMS

(RANKED BY NUMBER OF LOCAL, CLOSED COMMERCIAL TRANSACTIONS IN 2011)

RANK 2012	RANK 2011	FIRM	2011 TRANSACTIONS NUMBER	2011 VALUE	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	634	\$696,000,000	commercial sales & leasing brokerage; asset & property management; investment & financial services; construction & development services; tenant advisory services; facilities management	Managing Principal Kenneth Block kblock@blockllc.com
2.	3.	<b>CBRE Inc.</b> 4717 Grand Blvd., Suite 500, Kansas City, MO 64112 www.cbre.com/kansascity 816-756-3535	471	\$440,801,267	brokerage leasing & sales; investment sales; property management; project management; appraisal; consulting	Managing Director Mike Klamm mike.klamm@cbre.com
3.	2.	<b>Colliers International   Kansas City</b> 4520 Main St., Suite 1000, Kansas City, MO 64111 www.colliers.com 816-531-5303	470	\$265,647,155	project leasing, tenant representation, investment sales, property management, development, tenant finish construction	President Ed Elder, Ed.Elder@colliers.com Co-CEO Bryan Johnson, Bryan.Johnson@colliers.com Co-CEO Ted Murray, Ted.Murray@colliers.com
4.	6.	<b>Cassidy Turley</b> 2600 Grand Blvd., Suite 1000, Kansas City, MO 64108 www.cassidyturley.com 816-221-2200	467	\$218,627,923	commercial real estate leasing, sales, property management, facilities management, corporate services, construction management & development services; 1,487 additional transactions in 2011 for Cassidy Turley's national, Kansas City-based corporate services business	Managing Director Michael Mayer michael.mayer@cassidyturley.com
5.	4.	<b>Kessinger/Hunter &amp; Co. LC</b> 2600 Grand Blvd., Suite 700, Kansas City, MO 64108 www.kessingerhunter.com 816-842-2690	426	\$364,980,187	industrial brokerage, office brokerage, retail brokerage, investment sales, development services, tenant advisory services, construction management, property management, facilities management	President Patrick McGannon pmcgannon@kessingerhunter.com
6.	8.	<b>Block &amp; Co. Inc. Realtors</b> 605 W. 47th St., Suite 200, Kansas City, MO 64112 www.blockandco.com 816-753-6000	383	not disclosed	commercial sales & leasing; asset & property management; tenant representation; commercial development; construction services; investment services	President David Block dblock@blockandco.com
7.	7.	<b>Zimmer Real Estate Services LC</b> 1220 Washington St., Suite 100, Kansas City, MO 64105 www.zimmercos.com 816-474-2000	288	\$79,200,107	commercial sales & leasing; property management; development management; corporate services	President David Zimmer dzimmer@zimmercos.com Executive Vice President Ellen Darling edarling@zimmercos.com
8.	5.	<b>RED Brokerage LLC</b> 4717 Central St., Kansas City, MO 64112 www.redbrokerage.com 816-777-3500	261	not disclosed	commercial sales & leasing; third-party brokerage; development; asset management; acquisitions; consulting	Partner Mike Helmuth mhelmuth@redbrokerage.com Partner Dan Lowe dlowe@reddevelopment.com
9.	10.	<b>NAI Capital Realty</b> 7500 College Blvd., Suite 920, Overland Park, KS 66210 www.capital-kc.com 913-469-4600	167	\$89,611,165	office, industrial & retail sales & leasing brokerage; property & facilities management; investment sales services; development & construction management services	President Kevin Wilkerson wilkerson@capital-kc.com Senior Vice President Craig Cooper cooper@capital-kc.com
10.	9.	<b>Dean Realty Co.</b> 1201 W. 31st St., Suite 2, Kansas City, MO 64108 www.deanrealty.com 816-531-0800	159	\$6,131,400	exclusively leases, manages & develops only the Dean property portfolio; office, industrial, flex, underground & master-planned mixed-use projects	Chairman, President & CEO Lester Dean lesterdean@deanrealty.com
11.	11.	<b>LaSala-Sonnenberg Commercial Realty Co.</b> 6310 Lamar Ave., Suite 100, Overland Park, KS 66202 www.lasala-sonnenberg.com 913-362-1000	152	\$75,788,997	commercial real estate brokerage services	Managing Principal Chad LaSala chad@lasala-sonnenberg.com
12.	12.	<b>Reece Commercial</b> 11601 Granada Lane, Leawood, KS 66211 www.reececommercial.com 913-652-4300	137	\$52,781,994	leasing & sales of office, industrial & retail properties; tenant representation; investment property sales; land sales	Vice-President/Broker Dan Sight dsight@reececommercial.com
13.	17.	<b>Lee &amp; Associates Kansas City</b> 8700 State Line Road, Suite 110, Leawood, KS 66206 www.lee-associates.com 913-890-2000	126	\$36,572,000	industrial & office sales & leasing; investment sales; buyer & tenant representation; property management	Managing Principal Nathan Anderson nanderson@lee-associates.com
14.	14.	<b>NT Realty Inc.</b> 1828 Swift St., Suite 203, North Kansas City, MO 64116 www.ntrealty.com 816-221-2300	124	not disclosed	full-service commercial & industrial real estate firm specializing in brokerage, development & property management services	President Richard M. Lanning Jr. rmlanning@ntrealty.com
15.	17.	<b>Charles F. Curry Real Estate Co.</b> 2700 N.E. Kendallwood Parkway, Suite 208, Gladstone, MO 64119 www.curryre.com 816-414-5200	109	\$6,696,208	leasing, managing, selling & consulting for commercial property, multi-family dwellings, apartments, condominiums, high-rises, lofts & home associations	President Ellen Todd etodd@curryre.com
16.	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	103	\$104,148,057	commercial real estate services providing agency leasing/sales, tenant/buyer representation, consulting, project management, economic incentives, portfolio administration.	Managing Principal Larry Glaze larry.glaze@am.jll.com
17.	13.	<b>Coldwell Banker Commercial Fishman &amp; Co.</b> 1948 E. Santa Fe St., Olathe, KS 66062 www.cbfishman.com 913-782-9000	91	not disclosed	commercial sales & leasing; consulting; business brokerage; development; property management; REO; lease renegotiation	President Mike Fishman mfishman@cbfishman.com
18.	16.	<b>Hutchings/Carrier Inc.</b> 7715 Shawnee Mission Parkway, Overland Park, KS 66202 www.hutchingscarrier.com 913-432-9800	82	\$5,334,566	lease, sales & management of commercial properties	Principal Joel Hutchings joel@hutchingscarrier.com Principal Bill Carrier bill@hutchingscarrier.com
19.	none	<b>Copaken Brooks</b> 1100 Walnut St., Suite 2000, Kansas City, MO 64106 www.copaken-brooks.com 816-701-5000	77	\$92,740,000	investment sales & leasing; asset & property management; development & construction services; tenant & corporate services	Principal Bucky Brooks Principal Jon Copaken Principal Keith Copaken
20.	24.	<b>Point Commercial</b> 7300 College Blvd., Suite 308, Overland Park, KS 66210 www.pointcommercial.com 913-948-9222	73	\$20,910,186	landlord & tenant representation; land assemblage; consulting; development; property management	Managing Principal Jared Frost jfrost@pointcommercial.com Principal Erik Murray emurray@pointcommercial.com
21.	none	<b>LANE4 Property Group Inc.</b> 4705 Central St., Kansas City, MO 64112 www.lane4group.com 816-960-1444	70	not disclosed	commercial real estate development, brokerage & property management	President Owen Buckley Vice President Gwen Locher
22.	19.	<b>CEAH Realtors</b> 3170 N.E. Carnegie Drive, Suite 400, Lee's Summit, MO 64064 www.ceahrealtors.com 816-795-8100	64	\$14,188,280	commercial brokerage, property management, development, consulting	Executive Member Mike Atcheson matcheson@ceahrealtors.com
23.	20.	<b>Victor Ross &amp; Co. Realtors</b> 6618 Independence Ave., Kansas City, MO 64125 www.victorrossandcompany.com 816-483-0500	62	\$5,026,803	commercial & industrial real estate services	President Victor Cascio
24.	21.	<b>Greg Patterson &amp; Associates</b> 3619 Broadway, Suite 8, Kansas City, MO 64111 www.gpattersonassoc.com 816-753-3619	53	not disclosed	commercial real estate brokerage & consulting; specialization in urban core Kansas City	President Greg Patterson gpatterson@gpattersonassoc.com
25.	none	<b>Haith &amp; Co. Inc.</b> 11415 W. 87th Terrace, Overland Park, KS 66214 www.haith.com 913-888-3456	46	\$3,456,241	sales, leasing, commercial	President Larry Haith l@haith.com

## RE-RANKING THE LIST:

MOST-ACTIVE AREA COMMERCIAL REAL ESTATE COMPANIES RANKED BY VALUE OF LARGEST LOCAL TRANSACTION IN 2011.

COMPANY	AMOUNT
1. Block Real Estate Services LLC	\$145,548,223
2. RED Brokerage LLC	\$91,000,000
3. Kessinger/Hunter & Co. LC	\$50,576,294
4. CBRE Inc.	\$38,000,000
5. Cassidy Turley	\$23,500,000
6. Copaken Brooks	\$19,200,000
7. Jones Lang LaSalle Brokerage Inc.	\$18,268,000
8. NAI Capital Realty	\$14,500,000
9. Lee & Associates Kansas City	\$14,485,000
10. Colliers International   Kansas City	\$14,335,525
11. Zimmer Real Estate Services LC	\$3,769,386
12. CEAH Realtors	\$3,064,408
13. LaSala-Sonnenberg Commercial Realty Co.	\$2,839,000
14. Point Commercial	\$1,333,610
15. Greg Patterson & Associates	\$1,300,000
16. Dean Realty Co.	\$1,208,000
17. Hutchings/Carrier Inc.	\$1,200,000
18. Victor Ross & Co. Realtors	\$700,000
19. Charles F. Curry Real Estate Co.	\$487,500
20. Haith & Co. Inc.	\$467,947

## NOTES:

Firms provided information in response to questionnaires.

## FUTURE LISTS:

- FEBRUARY 3**, Commercial Lending Banks
- FEBRUARY 10**, Residential Real Estate Firms
- FEBRUARY 10**, Home Builders
- FEBRUARY 17**, United Way Beneficiaries
- FEBRUARY 24**, Commercial Printers
- MARCH 2**, Hospitals
- MARCH 9**, Automobile & Truck Retailers
- MARCH 9**, Golf Courses
- MARCH 16**, Engineering Firms

