

## TOP AREA COMMERCIAL REAL ESTATE COMPANIES

(RANKED BY NUMBER OF LOCAL, ACTIVE AGENTS)

FOR SALE

RANK 2011	RANK 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.blockre.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
3.	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 McGarron
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.cassidyurley.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
10.	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 816-961-4240	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.cbfishman.com 913-782-9000	14	not disclosed	commercial sales & leasing, consulting, business brokerage, development, property management, REO, lease renegotiation	President Mike Feinman
13.	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 Slight
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.joneslanglasalle.com 816-531-2323	10	12	agency, tenant representation, project management, consulting	Managing Principal Larry Glaze
17.	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
20.	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
21.	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.	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
23.	22.	<b>ARO Real Estate</b> 9121 Bond St., Overland Park, KS 66214 www.arorealestate.com 913-648-6900	6	7	commercial leasing, sales, brokerage, property management, development	President Andrew Osman Vice President J. Beto Lopez
24.	23.	<b>B.A. Karbank &amp; Co. LLP</b> 1200 Main St., Suite 3910, Kansas City, MO 64105 www.karbank.com 816-221-4488	6	9	industrial & office brokerage & development, tenant representation, seller & landlord representation, land sales	Chairman Steve Karbank President Glen Monsees
25.	24.	<b>Dean Realty Co.</b> 1201 W. 31st Street, Suite 2, Kansas City, MO 64108 www.deanrealtyco.com 816-531-0800	6	27	exclusively leases, manages & develops only the Dean property portfolio; office, industrial, flex, underground & master-planned mixed-use projects	Chairman & CEO Lester Dean Finance Vice President John Kornhaus
26.	25.	<b>Harbinger Property Group</b> 8700 State Line Road, Suite 110, Leawood, KS 66206 www.harbingerkc.com 913-890-2000	6	8	commercial sales & leasing, investment sales, buyer & tenant representation, property management	Managing Principal Nathan Anderson

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.	1934
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
14. 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
19. Merrill Co. LLC	2001
20. The Land Source & Evergreen R.E.	2001
21. RED Brokerage LLC	2002
22. CEAH Realtors	2004
23. Harbinger Property Group	2006
24. Lane4 Property Group Inc.	2006
25. NAI Capital Realty	2007

## NOTES:

Firms provided information in response to questionnaires; at right and above, ties are listed alphabetically.

## FUTURE LISTS:

**JAN. 14,** Universities & Colleges  
**JAN. 14,** MBA Programs  
**JAN. 21,** Residential Real Estate Agents  
**JAN. 28,** Most-Active Commercial Real Estate Brokers  
**FEB. 4,** Commercial Lenders  
**FEB. 11,** Residential Real Estate Cos.  
**FEB. 11,** Home Builders  
**FEB. 25,** Commercial Printers