

# 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 2006	Total sq. ft. leased/ sold 2006	Total sq. ft. leased/ sold 2005	Total number of lease/ sales transactions 2006	Total lease/ sale transaction volume 2006	Number of agents locally/ nationwide January 2007	Top deals
1.	<b>CB Richard Ellis Inc.</b> 1000 Town Center, Suite 2300, Southfield 48075 (248) 353-5400; www.cbre.com Michael Gerard, managing director	30,659,564	13,698,452 16,961,112	4,261,076 12,869,603	463 85	\$268,841,272 \$1,153,164,716	53 3,000	Sales: Home Properties Portfolio, metro Detroit, 5,028 apartment units; Troy Officecenter, Troy, 728,000 sq. ft.; Tank Plant, Warren, 408,096 sq. ft.; Village Green of Troy, Troy, 153,312 sq. ft. Leases: Visteon, 1 Kennedy Square, Detroit, 108,000 sq. ft.
		■ Acquired Trammell Crow Co. in December 2006.						
2.	<b>Signature Associates, A Cushman &amp; Wakefield Alliance Member</b> 1 Towne Square, Suite 1200, Southfield 48076 (248) 948-9000; www.signatureassociates.com Steven Gordon, president	26,414,330	14,525,865 11,888,465	11,496,495 14,052,135	790 285	340,274,448 366,220,392	43 1,948	Sales: 39000 Seven Mile Road, Livonia, 290,000 sq. ft.; 31440 Northwestern, Farmington Hills, 225,000 sq. ft. Leases: 36663 Van Born, Romulus, 507,550 sq. ft.; 12601 Southfield Road, Detroit, 480,000 sq. ft.; 24400 Plymouth Road, Redford, 226,548 sq. ft.
		■ Most sale and lease transactions.						
3.	<b>Marcus &amp; Millichap Real Estate Investment Services</b> 28411 Northwestern Highway, Suite 750, Southfield 48034 (248) 415-2600; www.marcusmillichap.com Steve Chaben, first vice president, regional manager	14,725,805	0 14,725,805	0 11,879,619	0 186	0 849,273,618	39 1,200	Sales: 28405 Van Dyke Ave., Warren, 200,000 sq. ft.; 3165 Washtenaw, Ann Arbor, 125,566 sq. ft.; 3300 University Drive, Auburn Hills, 114,000 sq. ft.; 3550 Green Court, Ann Arbor, 90,205 sq. ft.; 2350-2500 Meijer Drive, Troy, \$12,600,000
4.	<b>L. Mason Capitani TCN Worldwide</b> 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	10,563,485	4,826,097 5,737,388	3,343,515 3,941,647	637 221	145,200,384 289,971,567	20 1,284	Sales: Wilder Road, Bay City, 327,000 sq. ft.; Mullin Road, Warren, 182,800 sq. ft.; Hoover Road, Warren, 108,000 sq. ft.; Lease: Industrial Drive, Hillsdale, 105,287 sq. ft.; Fifteen Mile, Sterling Heights, 51,285 sq. ft.
5.	<b>Colliers International</b> 2 Corporate Drive, Suite 300, Southfield 48076 (248) 540-1000; www.colliers.com/detroit Leo Tosto, managing partner and director, Cameron McCausland, director of brokerage services	10,394,014	6,471,262 3,922,752	4,588,510 3,481,890	392 117	130,435,918 189,189,633	50 1,571	NA
6.	<b>Grubb &amp; Ellis Co.</b> 26555 Evergreen, Suite 500, Southfield 48076 (248) 350-9500; www.grubb-ellis.com Fred Liesveld, executive vice president and managing director	9,013,176	5,020,966 3,992,210	5,985,243 3,153,758	285 88	135,368,273 257,669,290	30 1,712	Sales: build-to-suit, Novi, 187,000 sq. ft.; 4405 Continental Drive, Flint, 69,840 sq. ft.; 9075 Haggerty, Plymouth, 414,700 sq. ft.; 12900 Huron River Drive, Romulus, 346,000 sq. ft.; 3281 County Road, Frankfort, Ind., 200,000 sq. ft.
7.	<b>Friedman Real Estate Group Inc.</b> 34975 W. 12 Mile Road, Farmington Hills 48331 (248) 324-2000; www.friedmanrealestate.com David Friedman, CEO and president	6,404,378	2,222,334 4,182,044	2,374,118 4,061,319	458 69	128,751,030 103,635,864	41 41	Sales: 1846 Stadium Place Apartments, Ann Arbor; Lakeview Apartments and Condominiums, Kalamazoo; 28800 Orchard Lake Road Lease: 800 N. Tower Drive, Troy; 6530 Farmington Road, West Bloomfield
8.	<b>NAI Farberman</b> 28400 Northwestern Highway, fourth floor, Southfield 48034 (248) 353-0500; www.farberman.com Andrew Farberman, CEO and co-president	5,520,000	2,520,000 3,000,000	2,100,000 4,100,000	295 41	200,000,000 150,000,000	25 5,000	Sales: Bingham Office Center, Bingham Farms, 522,000 sq. ft. Leases: Technicolor, Detroit, 480,000 sq. ft.; City of Detroit, Detroit, 175,000 sq. ft.; Henry Ford Health Systems, West Bloomfield, 37,562 sq. ft.; Comcast Cable, Bingham Farms, 36,082 sq. ft.
9.	<b>Equis</b> 28411 Northwestern Highway, Suite 1250, Southfield 48034 (248) 354-4470; www.equiscorp.com Brian Piergentili, executive vice president	2,590,327	1,046,554 1,543,773	2,041,644 1,120,518	NA NA	NA NA	8 8	NA
10.	<b>Income Property Organization</b> 6421-6443 Inkster Road, Suite 200, Bloomfield Hills 48301 (248) 932-0300; www.incomepropertyorganization.com Gregory Coulter, managing member	1,743,700	0 1,743,700	0 1,100,859	NA 30	NA 89,679,000	6 NA	Sales: Willow Park, Southfield, 203 units, \$7,250,000; Riversedge Apartments, Ypsilanti, 162 units, \$7,150,000; Lincolnbriar Apartments, Oak Park, 120 units, \$7,250,000; Bayshore Village Apartments, New Baltimore, 162 units, \$6,250,000; French Quarters Apartments, Detroit, 476 units, \$5,000,000
11.	<b>Swisher Commercial</b> 208 E. Washington, Ann Arbor 48104 (734) 663-0501; www.swishercommercial.com John Swisher III, chairman	1,419,648	953,622 466,026	457,400 313,600	126 37	23,728,994 33,865,100	16 16	Sales: Ann Arbor Road, Plymouth, 6,782,000 sq. ft.; Oak Valley, Ann Arbor, 3,627,800 sq. ft.; S. Huron, Ypsilanti, 3,150,000 sq. ft.; Miller Road, Flint, 2,250,000 sq. ft.; Carpenter Road, Ypsilanti, 2,100,000 sq. ft.
12.	<b>Burger Easton &amp; Co.</b> 24701 Halsted Road, Farmington Hills 48335 (248) 615-6000; www.burgereaston.com Paul Burger, president	1,025,558	759,196 266,362	641,574 300,947	91 21	14,200,000 10,050,000	8 NA	Sales: Telegraph, Southfield, 88,000 sq. ft.; Middlebelt, Romulus, 19,000 sq. ft.; Northend, Oak Park, 35,000 sq. ft.; Woodland in Huron Township, 24.25 acres Lease: Northline Commerce, Taylor, 161,200 sq. ft.
13.	<b>Transwestern</b> 32255 Northwestern Highway, Suite 206, Farmington Hills 48334 (248) 932-2840; transwestern.net William Harvey, senior vice president	522,140	210,140 312,000	153,341 0	23 1	25,237,738 15,500,000	2 240	Leases: Fiserv, 45,730 sq. ft.; Cingular, 36,028 sq. ft.; Merrill Lynch, 33,959 sq. ft.; Gordon Advisors, 15,933 sq. ft.; ELMOS, 12,472 sq. ft.
14.	<b>The Staubach Co., Great Lakes Region</b> 3000 Town Center, Suite 2222, Southfield 48075 (248) 356-5600; www.staubach.com George Elliot, managing principal, Great Lakes Region	441,555	431,890 9,665	594,043 94,450	38 2	NA NA	5 1,400	NA
15.	<b>The Hayman Co.</b> 5700 Crooks Road, Suite 400, Troy 48098 (248) 879-7777; www.haymancompany.com Stephen Hayman, president	313,008	263,008 50,000	365,362 0	53 3	0 NA	6 6	Sales: THC, 45,000 sq. ft. Leases: Green Path, 32,995 sq. ft.; AeroTech Inc., 19,117 sq. ft.; Virchow Krause & Co., 16,769 sq. ft.
16.	<b>Pankhurst Properties Inc.</b> 2000 Town Center, Suite 350, Southfield 48075 (248) 350-2222; www.southfieldtowncenter.com William Pankhurst, leasing manager	303,297	303,297 0	433,565 0	43 0	37,912,125 NA	2 2	Leases: Fifth Third Bank, 105,041 sq. ft.; Semperian, 20,486 sq. ft.; Sun Microsystems, 25,995 sq. ft.; Bravata Holdings, 14,200 sq. ft.; Ciber, 11,614 sq. ft.
17.	<b>CORE Partners</b> 26622 Woodward, Suite 250, Royal Oak 48067 (248) 399-9999; www.corepartners.net Barbara Eaton, CEO	244,087	166,496 77,591	NA NA	38 3	10,111,485 5,700,000	10 10	Sales: 35150-35360 Nankin, Westland, 43,195 sq. ft.; 21000 Coolidge, Oak Park, 25,374 sq. ft.; Leases: Great Lakes Woodworking, 24102 Wahl, Warren; Waveform Technologies, 319 Executive Drive, Troy, 17,904 sq. ft.; Continental Structural Plastics, 755 W. Big Beaver, Troy; 15,456 sq. ft.; Gestamp NA, 2701 Troy Center Drive, Troy, 11,696 sq. ft.; The Variable Annuity Life Insurance Co., 2701 Cambridge Ct., Troy, 9,822 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.