

See page 16 for a ranking of the Most Powerful Brokerage Networks

CPN-NIELSEN 2009 RANKING
MOST POWERFUL BROKERAGE FIRMS

CPN-Nielsen Brokerage Index (100 average)	2008 Transaction Value Factor (max 2SD, min 20)	Transaction Value, Including Affiliates	# of Transactions/Square Feet in 2008	# of Transactions (Tenant, Landlord)	Transaction Type as Percentage of Transaction Value—Sales, Leasing (Tenant, Landlord)	Average Transaction Value in 2008	# of Offices Factor (max 2SD, min 20)	# of Offices as of Jan. 1, 2009	2008 Revenue Derived from Brokerage	Region as Percentage of Brokerage Revenue—East, Midwest, South, West, International			
										Brokers as of Jan. 1, 2009			
1	CB Richard Ellis Group Inc.	332.5	413	\$138.8B	S 34%, L 66% (T 55%, L 45%)	415	54,425	31	369	300	N/A	33%	N/A
2	Jones Lang LaSalle Inc.	297.5	395	\$82.9B	N/A	376	30,181	33	221	180	N/A	38%	N/A
3	Cushman & Wakefield Inc.	278.4	361	\$75.8B	S 47%, L 53%	332	26,652	34	283	230	N/A	N/A	N/A
4	Eastdil Secured L.L.C.	241.4	57	\$12B	S 100%	20	109/31M plus 4,575 hotel rooms and 496 apartment units	629	20	12	N/A	100%	N/A
5	FirstService Commercial Real Estate	202.9	180	\$37.8B	S 52%, L 48%	259	20,817	22	413	336	2,412	90%	E 12%, M 1%, S 1%, W 14%, I 72%
6	Binswanger Corp.	164.7	55	\$11.6B	S 40%, L 60%	20	375/28.5M	374	111	90	N/A	80%	E 30%, M 20%, S 30%, W 10%, I 10%
7	Newmark Knight Frank*	161.0	234	\$49.1B	N/A	38	3,090	192	32	26	N/A	N/A	N/A
8	Studley Inc.	136.6	175	\$36.7B	N/A	29	2,368	187	34	28	N/A	N/A	N/A
9	Coldwell Banker Commercial	123.0	34	\$7.1B	S 77%, L 23%	172	13,779	20	413	500	3,500	100%	E 20%, M 13%, S 23%, W 44%
10	Grubb & Ellis Co.	115.2	77	\$16.2B	N/A	191	15,326/173.9M	20	156	127	1,865	39%	N/A
11	Colliers Turley Martin Tucker	46.2	20	\$3.7B	S 38%, L 62% (T 55%, L 45%)	90	7,200/85.7M	20	20	8	371	53%	M 84%, S 16%
12	CresaPartners L.L.C.	45.3	24	\$5B	N/A	68	5,500	20	64	52	450	85%	E 26%, M 21%, S 17%, W 35%, I 1%
13	Prudential Real Estate Affiliates Inc., Commercial Real Estate Division	44.3	20	\$2.6B	S 86%, L 14%	77	6,203	20	41	33	387	100%	E 32%, M 12%, S 21%, W 34%, I 1%
14	Cassidy & Pinkard Colliers	41.9	20	\$3.1B	S 53%, L 47% (T 31%, L 69%)	20	485/9.1M	77	20	3	50	75%	E 100%
15	Transwestern	34.3	25	\$5.3B	S 50%, L 50% (T 39%, L 61%)	20	3,648/76.7M	20	32	26	338	72.40%	E 46%, M 11%, S 34%, W 9%
16	Cornish & Carey Commercial/ ONCOR International	26.7	20	\$3.9B	S 29%, L 71%	32	2,571/33.6M	20	20	11	206	100%	W 100%
17	Flagler	25.1	20	\$999.6M	N/A	20	443/6.9M	27	20	8	N/A	N/A	N/A
18	NAI BT Commercial	24.2	20	\$3.3B	S 50%, L 50% (T 46%, L 54%)	25	2,000/21.3M	20	20	15	250	100%	E 3%, M 3%, S 3%, W 91%
19	NorthMarq	23.3	20	\$1.1B	N/A	20	585/18M	22	20	6	72	N/A	N/A
20	GVA Kidder Mathews	22.6	20	\$2.2B	S 49%, L 51%	20	1,546/20.1M	20	20	9	190	72%	W 100%
20	Henry S. Miller Commercial	22.6	20	\$510M	S 59%, L 41% (T 54%, L 46%)	20	550/4.6M plus 110 acres	20	20	7	58	65%	N/A
20	NAI Norris, Beggs & Simpson	22.6	20	\$779M	S 51%, L 49%	20	870	20	20	3	117	49%	E 5%, M 5%, S 80%, W 5%, I 5%
20	The Retail Connection	22.6	20	\$416M	S 9%, L 91% (T 62%, L 38%)	20	429/5.2M	20	20	3	39	100%	S 98%, W 2%
20	Stirling Properties Inc.	22.6	20	\$130.5M	S 36%, L 64% (T 30%, L 70%)	20	293/2M	20	20	14	30	21%	S 100%
20	Voit Real Estate Services	22.6	20	\$1.7B	S 66%, L 34% (T 57%, L 42%)	20	1,388/19.5M	20	20	5	119	100%	E 2%, S 6%, W 90%, I 2%

The CPN-Nielsen Most Powerful Brokerage rankings are based on those companies that submitted surveys. Every effort was made to obtain surveys from those companies most likely to qualify for inclusion.