

COMMERCIAL REAL ESTATE BROKERAGE FIRMS

Ranked by transaction value of commercial property deals in the Austin area during 2007

2007 Rank	Name Address Phone/Fax	Transaction value of sales & leases*	2007 commercial: S.F. bought & sold† S.F. leased†/ Acres bought & sold (for clients)	% brokerage services/ Local staff/ Brokers and agents †	Notable transactions **	Top local executive/ Headquarters/Year est. locally Web site
1.	1. CB Richard Ellis Inc. 100 Congress Ave., Ste. 500 492-4900/ 492-4999	\$4.9B	28,01M s.f. 2.3M s.f. 962 acres	85% 119 25	Scarbrough Bldg., 25,000 s.f., Google; 2500 Ridgeway Drive; 46,893 s.f., Blizzard Ent.; 816 Congress; 430,113 s.f.	Scott Senese, managing director El Segundo, Calif. / 1984 www.cbre.com
2.	14. Endeavor Real Estate Group Ltd. ¹ 221 W. Sixth St., Ste. 1300 882-5500/ 882-5505	\$550.6M	1.63M s.f. 2.4M s.f. 0	80% 110 19	Chase Tower; 38,422 s.f., RGN Advisors (tenant)	Byron Miller, principal Austin / 1999 www.endeavorre.com
3.	10. The Staubach Co. Central Texas LLC 2705 Bee Caves Road, Ste. 160 225-2700/ 225-2701	\$307M	447,000 s.f. 1.55M s.f. 860 acres	89% 16 8	Concordia Univ., 3400 N. I-35; 325,000 s.f., Concordia (seller/tenant); Riata Crossing; 355,000 s.f., Apple Computer	Diana Hafford, president, Cen. Tx. Dallas / 2000 www.staubach.com
4.	7. HPI Real Estate Services & Investments 3600 N. Cap. of Tx. Hwy., Bldg. B-250 835-4455/ 835-1222	\$290M	236,448 s.f. 1.52M s.f. 0	100% ³ 70 25	Beatrice Cove, 119,134 s.f. (seller), Motiva Bldg. Research Blvd., 117,314 s.f. (seller)	Kent Lanco, Dick Anderson, partners Austin / 1992 www.hpi.com
5.	4. The Weitzman Group 101 W. Sixth St., Ste. 300 482-0094/ 482-9021	\$171.38M	399,148 s.f. 1.63M s.f. DND	100% 43 23	Sale of Riverside Place shopping center; 101,175 s.f.	Scott Fraid, city partner Dallas / 1987 www.weitzmangroup.com
6.	13. The Kucera Cos. 7200 N. MoPac Expwy., Ste. 400 345-0025/ 345-6431	\$170.04M	696,463 s.f. 605,238 s.f. 121 acres	35% 38 11	Great Hills Corp. Center; 200,271 s.f., Landmark Assoc. (seller); 3307 Northland Drive; 98,888 s.f. (seller)	Darrell Spaulding, COO Austin / 1976 www.kucera.com
7.	8. McAllister & Associates 201 Barton Springs Road 472-2100/ 472-2905	\$160.43M	DND DND 3,762 acres	100% 42 38	Water Oaks development (2,000 acres, \$60M); Villages of Messina development acres; Shreve Ranch	Joe McAllister, owner/secretary Austin / 1984 www.mcallister.com
8.	N/R Aquila Commercial 1717 W. Sixth St., Ste. 351 654-3800/ 654-3801	\$147.46M	460,041 s.f. 640,013 s.f. 0	100% 15 12	Roman Catholic Diocese of Austin, 53,000-s.f. building purchase from Texas Hospital Association	Jay Lamy, principal Austin / 2007 www.aquilacommercial.com
9.	2. Oxford Commercial 2700 Via Fortuna Drive, Ste. 100 474-2400/ 477-3037	\$143.88M	588,682 s.f. 1.15M s.f. 395 acres	78% 46 27	100 Farmers Circle; 38,000 s.f., Education Management Corp. (tenant); 12708 Riata Vista Cir., 72,000 s.f.	Spencer Hayes, president, co-founder Austin / 1992 www.oxfordcommercial.com
10.	11. NAJ Austin 7320 N. MoPac Expwy., Ste. 101 346-5180/ 346-9742	\$142.4M	595,043 s.f. 1.03M s.f. 438 acres	100% 32 21	9200 Waterford Centre Drive; 25,000 s.f., Power Freight (tenant)	Frank Niendorf, president Princeton, N.J. / 1975 www.naj.com
11.	6. Marcus & Millichap Real Estate ² 8310 N. Cap. of Tx. Hwy., Ste. 150 338-7800/ 338-7810	\$140M	2.3M s.f. 0 8 acres	100% 30 16	Lakeway Vista Ridge at Steiner Ranch (retail), Hawthorne Suites Austin Airport, Red Robin Restaurant, Hwy 183	Brad Bailey, regional manager Encino, Calif. / 2003 www.marcusmillichap.com
12.	5. Transwestern Austin 901 S. MoPac Expwy., Ste. 250 328-5600/ 328-9309	\$136.22M	731,872 s.f. 491,509 s.f. 35 acres	48% 54 21	Southpark Commerce Ctr. IV; 119,100 s.f. TAB (tenant); Bergstrom Tech Center; 274,231 s.f., Equistone (buyer)	Robert Gaston, SVP-city leader Houston / 1984 www.transwestern.net/austin
13.	12. First Austin Properties 1004 MoPac Circle, Ste. 200 347-9005/ 347-9080	\$132.49M	733,400 s.f. 0 575 acres	90% 5 4	Verde Springbrook Corp. Center, Hwy. 45; Lakeshore sale (1,185 apt. units)	Bill Koehelp, partner Austin / 1995 None
14.	19. Lincoln Property Co. 100 Congress Ave., Ste. 450 322-3210/ 322-3224	\$110M	271,000 s.f. 122,000 s.f. 0	60% 18 8	Wachovia leases, Escarpment Village sale, 178,000 s.f., Northcross; 195,000 s.f., Walmart lease	Mike Crockett, senior VP Dallas / 1983 www.lpc.com
15.	N/R Stream Realty Partners LP 301 Congress Ave., Ste. 1525 481-3000/ 481-3001	\$103.95M	108,800 s.f. 915,000 s.f. 245 acres	60% 22 12	Expo @ Hellowell; 122,000 s.f.; Raceway land (202 acres); acquire 8100 Cameron Road, 98,000 s.f.	Derek Land, David Blackbird DND / 2005 www.streamrealty.com
16.	9. Commercial Texas LLC 515 Congress Ave., Ste. 1500 474-2411/ 236-1357	\$103.37M	195,000 s.f. 322,240 s.f. 289 acres	100% 12 6	New Concordia site; 195,000 s.f./438 acres (seller); Pecan Flwy.; 24 acres (seller); 8309 MoPac; 26,515 s.f. Surgent	Michael Kennedy, president Austin / 1997 www.commercialtexas.com
17.	N/R CarrAmerica Real Estate Services LLC 12331-A Riata Trace Flwy. 78727 652-2277/ 652-2288	\$98M	DND 670,315 s.f. DND	100% 12 4	Riata Crossing; 354,717 s.f., Apple Computer	Roy Scroggs, leasing director Chicago / 2006 www.aquilloffice.com
18.	N/R Staubach Retail 2705 Bee Caves Road, Ste. 160 327-9800/ 225-2701	\$95.5M	355,990 s.f. 1.73M s.f. 389 acres	100% 11 6	Former Target bldg., 4301 W. William Cannon, 112,562 s.f.; Stone Creek S.C., San Marcos; JC Penney 104,175 s.f.	Todd Wallace, SVP, market leader Addison / 2004 www.staubach.com
19.	16. HPI Corporate Services LLC 3600 N. Cap. of Tx. Hwy., Bldg. B-250 835-4455/ 835-1222	\$70.66M	27,100 s.f. 1.99M s.f. 3 acres	100% 8 6	2357 Riata Trace; 166,851 s.f., ACS State Healthcare; Verde Springbrook Ctr.; 128,000 s.f., Span America	Volney Campbell, Russell Todd Austin / 2000 www.hpi.com
20.	15. Kennedy Wilson Inc. 9442 N. Cap. of Tx. Ste. B-140 451-5555/ 451-3773	\$68M	812,032 s.f. 205,153 s.f. 0	37% 33 11	McNeil 1, 8, 9 and McKalla 2; Austin Industrial portfolio purchase for Tx. Ltd. partnership, 472,383 s.f.	Steve Pyhr, sr. managing director Beverly Hills, Calif. / 1982 www.kennedywilson.com
21.	N/R Yancey-Hausman & Associates Inc. 11921 N. MoPac Expwy., Ste. 130 480-9800/ 480-9914	\$67.8M	0 310,000 s.f. 0	40% 7 13	Arbor Walk; 25,000 s.f., Spec; Park 96; 33,000 s.f., DocuData; StoneCreek II; 26,000 s.f., Bizservoice	Luke Drollet, SVP Houston / 1983 www.yancey-hausman.com
22.	16. Quick & Co. Commercial Realty Inc. 806 W. Sixth St. 78701 435-6550/ 435-6555	\$61.4M	184,023 s.f. 200,519 s.f. 356 acres	91% 14 11	BMC Property, 3400 Steck Ave.; Mercedes Benz of Austin (18.2 acres); Uniqs Call Center; 472,383 s.f.	Jerry Quick, president Austin / 1995 www.quickco.com
23.	17. Commercial Real Estate Solutions LLC 1717 W. Sixth St., Ste. 340 542-4000/ 542-4001	\$47.84M	0 394,000 s.f. 0	100% 12 7	1812 Centre Creek Drive, 16,305 s.f. Intera (tenant)	John Hanly, Carter King, partners Austin / 2001 www.cresolutions.com
24.	21. McClung Properties Inc. 901 Cypress Creek Road, Ste. 103 785-6810/ 918-3300	\$27.7M	23,100 s.f. 50,000 s.f. 263 acres	99% 2 2	Motheral tract; Westinghouse Road, 95.5 acres (seller); Steel tract; Westinghouse Road, 90 acres (buyer)	Neil McClung, principal Austin / 2004 www.mcclungproperties.com
25.	N/R Buttress Asset Management 7901 Cameron Road, Bldg. B-100 320-0888/ 708-1141	\$22M	310,000 s.f. 455,000 s.f. 200 acres	10% 30 12	7901 Cameron Road; 122,000 s.f. (several leases)	David Buttress II, owner Austin / 1981 www.buttreass.com

A DIFFERENT VIEW

Commercial Real Estate Firm
Ranked s.f. of property sales
and purchases for clients

Company	S.F. sales/purch
CB Richard Ellis Inc.	28.01M
Marcus & Millichap Real Estate	2.3M
Endeavor Real Estate Group Ltd.	1.63M
Kennedy Wilson Inc.	612,032
First Austin Properties	733,000

Commercial Real Estate Firm
Ranked s.f. of property leases
for clients

Company	S.F. les
Endeavor Real Estate Group Ltd.	2.4M
CB Richard Ellis Inc.	\$2.3M
Staubach Retail	1.73M
The Weitzman Group	1.63M
The Staubach Co. Central Texas LLC	1.55M

LIST NOTES

DND = Did not disclose
N/A = Not available
N/R = Not ranked on last year's list
SC = Shopping centers

*Transaction value and s.f. of commercial sales/purch
and leases are 2007 totals and may include land or pad
sales. Figures represent buyer/seller rep, landlord/le
rep. Acreage is not included in number of s.f. sold. Fig
do not include property management or residential fig

†Brokers and agents as of March 2008. Does not inc
property management division. Local staff includes
people the firm employs in all local divisions.

**Notable transactions: Due to space constraints, no
parties involved are included.

¹Endeavor: Investment portfolio information not incl
Other principals include: Kirk Ruffy, Andy Pastor,
Newberg, David Roche, Chris Ellis.

²HPI Real Estate Services: 100% own investments.

³Full name is Marcus & Millichap Real Estate Invest
Services.

⁴Stream: Derek Land, David Blackbird, co-mana
partnes.

⁵HPI Corporate Services: Top local executives include
roy Campbell and Russell Todd, co-managing partners.

Sources: Surveys, telephone interviews, A&J archives
company Web sites. Only brokerage firms that responded
the survey are listed.

Research by Patricia Rogers.