

COMMERCIAL REAL ESTATE Journal

2004 Florida Business Journals

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COMMERCIAL REAL ESTATE JOURNAL

THE List

SOUTH FLORIDA COMMERCIAL REAL ESTATE BROKERAGES

Ranked by 2003 aggregate dollar volume of sales & leases & 2003 aggregate square footage sold and/or leased.

Research by Paula Distefano

2004 Rank	Business name Address Telephone, fax, Web site	Aggregate dollar volume 2003	South Florida dollar volume sold/leased	Aggregate square footage sold and/or leased 2003	South Florida square feet sold/leased	South Florida brokers/offices	South Florida square feet under management 2003/land sold in 2003 (acres)	Primary types of property sold and/or leased in 2003	Top local executive/ Year established in South Florida
1	CB Richard Ellis 777 Brickell Ave., No. 1000, Miami, 33131 (305) 374-1000, (305) 381-6462, cbre.com	\$1.1 billion	\$968.5 million \$150.6 million	14.98 million	3.2 million 11.7 million	74 4	7 million 48 acres	Office, retail, industrial, multifamily	Ed Mitchell 1978
2	Marcus & Millichap 5900 N. Andrews Ave., Fort Lauderdale, 33309 (954) 463-2400, (954) 463-9222 marcusmillichap.com	\$987.6 million	\$987.6 million 0	12.8 million	12.8 million 0	40 1	NA	Office, industrial, retail, multifamily	Gene A. Berman 1997
3	Apartment Realty Advisors 777 Yamato Road, Suite 140, Boca Raton, 33431 (561) 988-8800, (561) 988-8810, arausa.com	\$787.2 million	\$787.2 million NA	NA	NA NA	5 1	WHD NA	Multifamily	Richard Donnellan 1995
4	Cushman & Wakefield 601 Brickell Key Drive, No. 600, Miami, 33131 (305) 371-4411, (305) 375-0056, cushwake.com	\$582.9 million	\$398.8 million \$184.1 million	7.9 million	6.1 million 1.85 million	33 2	3.2 million 97 acres	Office, industrial	Tere Blanca de Ulloa 1978
5	Aztec Group 2665 S. Bayshore Drive, Coconut Grove, 33133 (305) 854-5000, (305) 854-9795, aztecgroupp.com	\$450 million	\$450 million 0	WHD	NA	9 1	NA	Office, hotel, multifamily, industrial	Erno Kalz 1981
6	Coldwell Banker Commercial NRT 7763 W. Glades Road, Suite A, Boca Raton, 33434 (561) 479-1225, (561) 479-2110 coldwellbankercommercialnrt.com	\$442.6 million	\$352.9 million \$84.7 million	WHD	NA	90 8	NA	Office, industrial, investment	Peter T. Moore 1997
7	Codina Realty Services 355 Alhambra Circle, No. 900, Coral Gables, 33134 (305) 520-2300, (305) 520-2350, codina.com	\$335.2 million	NA	13.2 million	NA	28 3	NA 953 acres	Office, industrial, retail	John B. Geisen 1980
8	Continental Real Estate Cos. 2665 S. Bayshore Drive., No. 1002, Miami, 33133 (305) 854-7342, (305) 858-6239, crc.com	\$250 million	\$175 million \$75 million	6.7 million	NA	25 7	7.5 million NA	Office, shopping centers, apartments, industrial, hotel	Carol Greenberg Brooks 1989

9	Trammell Crow Co. 1801 N. Military Trail, Suite 150, Boca Raton, 33431 (561) 394-3388, (561) 394-4414, trammellcrow.com	\$206 million	\$110 million \$96 million	4 million	2.7 million 1.3 million	13 3	13.2 million 16 acres	Industrial, office	Donald B. Cartwright 1983
10	Abood Wood-Fay Real Estate Group 95 Merrick Way, Suite 380, Coral Gables, 33134 (305) 446-0011, (305) 446-1907, aboodwoodfay.com	\$205.6 million	\$156.9 million \$48.7 million	3.1 million	2.5 million 600,057	12 1	1.5 million 554 acres	Office, retail, industrial, multifamily	Donna Abood, Michael T. Fay 2002
11	Grubb & Ellis of Florida Inc. 801 Brickell Ave., Suite 1060, Miami, 33133 (305) 982-4100, (305) 982-4101, grubb-ellis.com	\$200.9 million	NA	2.5 million	1.1 million 1.4 million	16 2	1.8 million 89 acres	Office, industrial, retail	Jonathan Kingsley 1958
12	Stiles Realty Co. 300 S.E. Second St., Fort Lauderdale, 33301 (954) 627-9300, (954) 627-9305, stiles.com	\$179.2 million	\$55.5 million \$123.7 million	3 million	1.9 million 1.1 million	14 4	6.9 million 16.7 acres	Office	Thomas R. Kains 1973
13	NAI/Merin Hunter Codman 1601 Forum Place, Suite 200, West Palm Beach, 33401 (561) 471-8000, (561) 471-9992, mhcreal.com	\$162 million	NA	1.5 million	NA NA	15 2	NA	NA	Jay M. Grossman 1983
14	NAI Rauch Weaver Norfleet Kurtz & Co. 5300 N. Federal Highway, Fort Lauderdale, 33308 (954) 771-4490, (954) 771-4537, rwnk.com	\$128.1 million	\$99.3 million \$28.7 million	14.3 million	13.3 million 999,469	32 1	1.3 million 245 acres	Industrial, office, retail, land	Randy A. Rauch 1967
15	Colliers International 6360 N.W. Fifth Way, No. 300, Fort Lauderdale, 33309 (954) 233-6000, (954) 233-6010, collierslanardsf.com	\$114 million	NA	2.5 million	NA NA	14 3	703,000 68 acres	Industrial	Douglas P. Sayer 1974
16	Holly Real Estate 1395 Brickell Ave., Suite 900, Miami, 33131 (305) 777-0300, (305) 777-0301, hollyre.com	\$88.9 million	\$57.8 million \$31.1 million	579,491	330,571 248,920	8 2	NA 80 acres	Office, apartments	William Holly 2002
17	Jones Lang LaSalle 701 Brickell Ave., Suite 1730, Miami, 33131 (305) 789-6505, (305) 423-4702 joneslanglasalle.com	\$78.7 million	0 \$78.7 million	839,936	0 839,936	8 11	4.5 million 0	Office	Jay Perkins 1976
18	Berger Realty Corp. 4300 N. University Drive, Lauderdale, 33351 (954) 742-3010, 748-8980, bergerrealtycorp.com	\$68.9 million	NA	938,168	\$68,000 370,168	2 1	NA	Office, industrial, retail	Lloyd C. Berger 1998
19	The Fitzgerald Group 412 S.E. 18th St., Fort Lauderdale, 33316 (954) 760-9300, (954) 760-9310, fitzgeraldgroup.com	\$62.4 million	\$44.3 million \$18.1 million	821,055	435,370 385,685	19 2	NA 4 acres	Retail, industrial, office	Bradford W. Fitzgerald 1996
20	Americas Industrial Realty Corp. 10598 N.W. South River Drive, Medley, 33178 (305) 883-1921, (305) 683-1913 americasindustrial.com	\$60.8 million	\$18.8 million \$42 million	2.6 million	238,501 2.4 million	5 1	7 million 0	All industrial	Lorenzo E. Arce 1993
21	Reichel Realty & Investments Inc. 4524 Gun Club Road, No. 212, West Palm Beach, 33415 (561) 478-4440, (561) 478-4442, reichelrealty.com	\$52.5 million	NA	800,000	NA	7 1	NA 54 acres	NA	William Reichel 1987
22	FlexSpace Management 1400 NW 107th Ave., Miami, 33172 (305) 441-0701, (305) 441-0708, flexspace.com	\$48 million	0 \$48 million	1.5 million	0 1.5 million	NA 8	3.5 million 0	Office, flex, warehouse	Brett Harris 2002
23	Brenner Real Estate Group 1500 W. Cypress Creek Road, suite 409, Fort Lauderdale, 33309 (954) 596-5555, (954) 596-5556, breg.net	\$48 million	\$15.6 million \$32.4 million	769,826	665,587 104,239	10 2	1.3 million 32.65 acres	Office, retail	Scott P. Brenner 1987
24	Premier Commercial Realty 2100 Park Central Blvd. N., No. 900, Pompano Beach, 33064 (954) 971-9500, (954) 971-6629, pcrfla.com	\$37.5 million	NA	924,139	NA	1 2	NA 1.81 acres	Industrial, office, retail	Peter Sheridan 1995
25	Asset Specialists 2442 Metrocentre Blvd., West Palm Beach, 33407 (561) 698-0270, (561) 689-8338, assetspecialists.com	\$28.7 million	\$22.6 million \$61 million	1.76 million	1.64 million 116,558	4 1	NA 34.83 acres	Land, office, industrial	Thomas R. Gibson 1990
26	Investment Management Associates 1575 San Ignacio, No. 100, Coral Gables, 33146 (305) 661-0110, (305) 661-7803, ima-realestate.com	\$26 million	NA	600,000	NA	NA	NA	NA	Daniel Baumgard WMD

Abbreviations: WMD = Would not disclose
NA = Not available or not applicable
Source: Company representatives
Information current as of June 2004

Note: South Florida refers to Miami-Dade, Broward and Palm Beach counties.

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