

COMMERCIAL REAL ESTATE BROKERS

Rank	Company *address	*Headquarters *Web site *e-mail	Value of 2009 sales and leases (millions) *yearly % change	OC brokers *yearly % change	2009 leases *yearly % change	2009 sales *yearly % change	OC employees *yearly % change	Percentage breakdown of business						Largest lease, square footage Largest sale, square footage	Top local official(s) *Title *Phone/fax
								*Office	*Industrial	*Apartments	*Retail	*Land	*Other		
7 (6)	NAI Capital Commercial 4650 Von Karman Ave. Newport Beach 92660-2121	Encino naicapital.com bchilids@naicapital.com	\$501.2 -28%	30 7%	216 14%	36 -42%	34 -8%	45%	25%	2%	18%	5%	5%	19461 Da Vinci, Foothill Ranch, 40,140 901 W. Civic Center Drive, Santa Ana, 105,199	Brian Childs executive VP (949) 854-6600/(949) 854-7378
8 (11)	Daum Commercial Real Estate Services 4675 MacArthur Court, Ste. 725 Newport Beach 92660-1875	Los Angeles daumcommercial.com info@daumcommercial.com	\$400.3 -6%	21 0%	166 -3%	31 29%	4 -43%	15%	70%	0%	5%	5%	5%	Northgate Gonzalez Inc., 374,000 wnd	Steve Pearson chief strategy officer/regional branch manager (949) 724-1900/(949) 474-1771
9 (7)	Reza Investment Group Inc. 3 Park Plaza, Ste. 550 Irvine 92612-2537	Irvine rezacompanies.com	\$400 ⁽¹⁾ NA	4 ⁽¹⁾ NA	0 ⁽¹⁾	14 ⁽¹⁾ NA	8 ⁽¹⁾ NA	wnd	wnd	wnd	wnd	wnd	wnd	wnd	Reza Etedali CEO/founder (949) 833-3380/(949) 833-3382
10 (13)	Travers Realty Corp. 840 Newport Center Drive Newport Beach 92660-6310	Los Angeles traversrealty.com randyparker@traversrealty.com	\$398 2%	10 0%	200 ⁽¹⁾ 0%	15 ⁽¹⁾ 0%	16 0%	75%	25%	0%	0%	0%	0%	Irell & Manella, 56,000 & Troutman Sanders, 32,000 wnd	Randall Parker president (949) 644-5900/(949) 644-5990
11 (15)	Jones Lang LaSalle 4 Park Plaza, Ste. 550 Irvine 92614-2503	Chicago joneslanglasalle.com	\$396.8 19%	16 -24%	195 -3%	5 150%	7 -22%	90%	8%	0%	2%	0%	0%	wnd	Jeff Ingham brokerage leader (949) 724-3400/(949) 724-3401
12 (10)	Marcus & Millichap Real Estate Investment Services 19800 MacArthur Blvd., Ste. 150 Irvine 92612-2420	Encino marcusmillichap.com joseph.cesta@marcusmillichap.com	\$323.7 NA	48 -14%	0	128 86%	10 43%	7%	3%	44%	36%	3%	7%	wnd	Joseph Cesta regional manager (949) 851-3030/(949) 833-0701
13 (14)	Studley Inc. 19100 Von Karman Ave. Irvine 92612-6584	New York studley.com rsharf@studley.com	\$296 -14%	19 0%	157 -14%	7 -13%	24 -8%	86%	6%	0%	7%	1%	0%	Western Digital Technologies Inc., Irvine, 365,041 FV Brookhurst Square LLC, Fountain Valley, 43,905	Royce Sharf executive VP/branch manager (949) 660-3555/(949) 660-3556
14 (12)	Cresa Partners of Orange County LP 610 Newport Center Drive, Ste. 500 Newport Beach 92660-8050	Boston cresapartners.com firstinitiallastname@cresapartners.com	\$280.9 -32%	35 0%	314 3%	4 -33%	54 0%	100%	0%	0%	0%	0%	0%	Big Train, 25392 Commercentre, Lake Forest, 97,152 Fisk Automotive, Fullerton, 20,500	Jeff Manley/Ken Ward managing principals (949) 706-6600/(949) 706-6565
15 (16)	Sperry Van Ness 18881 Von Karman Ave., Ste. 800 Irvine 92612-1571	Irvine svn.com info@svn.com	\$275 ⁽¹⁾ NA	20 ⁽¹⁾ NA	100 ⁽¹⁾ NA	15 ⁽¹⁾ NA	35 ⁽¹⁾ NA	wnd	wnd	wnd	wnd	wnd	wnd	wnd	Burton Young president (949) 705-5004/(949) 250-4126
16 (17)	Saywitz Co. 4740 Von Karman Ave., Ste. 100 Newport Beach 92660-2172	Newport Beach saywitz.com	\$265 -12%	8 -20%	62 -9%	5 -44%	19 -14%	30%	30%	20%	10%	0%	10%	wnd	Barry Saywitz president (949) 930-7500/(949) 930-7555
17 (9)	Colliers International Three Park Plaza, Ste. 1200 Irvine 92614-2504	Los Angeles colliers.com/orangecounty martin.pupil@colliers.com	\$260.2 -51%	22 -8%	123 -37%	50 14%	13 18%	38%	37%	1%	21%	1%	2%	1201 N. Magnolia Ave., Anaheim, 374,400 1201 N. Magnolia Ave., Anaheim	Martin Pupil senior managing director (949) 474-0707/(949) 724-5600
18 (NR)	UGL Equis 600 Anton Blvd., Ste. 1730 Costa Mesa 92626-7148	Chicago ugl-equis.com	\$250 NA	7 75%	wnd	wnd	12 140%	70%	20%	0%	10%	0%	0%	wnd	Justin Hodgdon managing director (714) 429-9400/(714) 429-9401
19 (18)	Hoffman Co. 18881 Von Karman Ave., Ste. 150 Irvine 92612-1566	Irvine hoffmanland.com info@hoffmanland.com	\$189 62%	16 23%	0	52 206%	19 6%	0%	0%	0%	0%	100%	0%	wnd	Tom Dallape/Norm Scheel principals (949) 553-2020/(949) 553-8449
20 (19)	Collins Commercial Corp. 4041 MacArthur Blvd., Ste. 510 Newport Beach 92660	Newport Beach collinscommercial.com info@collinscommercial.com	\$150 48%	12 0%	55 22%	20 100%	3 -25%	20%	60%	5%	5%	10%	0%	Home Depot/Prologis, Ontario, 675,000 wnd	Mike Collins/Steve Peloso president/COO (949) 851-2300/(949) 851-2301

Abbreviations: NA: not applicable, wnd: would not disclose
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⁽¹⁾ Business Journal estimate