

Real Estate Forum

An **ALM** Publication

MAY 2017

A Necessary Evolution

DEFINING MIDDLE MARKETS

HOTEL PERSPECTIVES:
INHOSPITABLE DISRUPTIONS

CAPITAL MARKETS OUTLOOK

From Left: Tom McGuinness,
Stuart Tanz, Adam Ifshin, Bill
Rose and John McNellis

Top Brokers: RETAIL

Store closings and retailer bankruptcies have been dominating headlines in the past couple of years, but that doesn't mean the industry stood stagnant. Indeed, the professionals who handle retail real estate transactions have had more than enough work to keep them busy. So much so that the number of agents nominated for our biennial Top Retail Brokers ranking reached a record level. Of the hundreds that submitted their 2016 deal totals, we selected the top 25 leasing and 25 investment sales brokers to highlight on the following pages.

Together, the 50 agents and teams completed nearly 4,500 leasing and sales deals last year, totaling more than 81 million square feet of retail space and worth an aggregate of some \$20 billion. Interestingly, a large component of those deals involved neighborhood retail and strip centers, as well as single-tenant net leased properties. The winning brokers are listed by their overall rank within their category, and their rank for individual fields are indicated within their profiles.

Turn the page to see who made the list...

METHODOLOGY: All nominees were required to submit information on all commissionable retail leasing and sales transactions closed in 2016, along with verification via a deal sheet or record (kept confidential). Those who would not provide backup information were disqualified from the scoring. In order to even the playing field between brokers in varying markets, all entries were scored on three fields: the total Number of 2016 Transactions, the total square footage of all transactions and the total value of all transactions. The final score was based on the sum of those figures and determined the brokers' ranking in the final list. In the event of a tie, the broker(s) with the highest dollar value of deals took the higher ranking.

Top Leasing Brokers



1 Richard Rizika
Vice Chairman, Retail Services
CBRE GROUP INC.
Los Angeles

Geographic Focus: Southern California
Number of 2016 Transactions: 145 (No. 3)
Total Square Footage: 4,179,582 SF (No. 1)
Total Dollar Value: \$421,549,842 (No. 5)



4 Joseph Dougherty
Executive Vice President and Principal
**METRO COMMERCIAL
REAL ESTATE**
Plymouth Meeting, PA

Geographic Focus: East Coast
Number of 2016 Transactions: 71 (No. 6)
Total Square Footage: 845,251 SF (No. 7)
Total Dollar Value: \$81,209,906 (No. 17)



2 Stephen Niggeman
Executive Vice President and Principal
**METRO COMMERCIAL
REAL ESTATE**
Plymouth Meeting, PA

Geographic Focus: US-Eastern Half
Number of 2016 Transactions: 83 (No. 5)
Total Square Footage: 1,429,116 SF (No. 3)
Total Dollar Value: \$906,325,394 (No. 1)



5 Dan Brickner
Executive Vice President and Principal
**METRO COMMERCIAL
REAL ESTATE**
Mt. Laurel, NJ

Geographic Focus: East Coast
Number of 2016 Transactions: 30 (No. 21)
Total Square Footage: 1,151,820 SF (No. 5)
Total Dollar Value: \$707,812,312 (No. 2)



3 Christopher Campbell
Executive Vice President
CBRE GROUP INC.
Sacramento

Geographic Focus: National
Number of 2016 Transactions: 169 (No. 1)
Total Square Footage: 964,212 SF (No. 6)
Total Dollar Value: \$101,896,962 (No. 12)



6 Andy Misiaveg
Partner
THE SHOPPING CENTER GROUP
Charlotte, NC

Geographic Focus: Carolinas
Number of 2016 Transactions: 54 (No. 13)
Total Square Footage: 721,500 SF (No. 8)
Total Dollar Value: \$100,939,892 (No. 13)

Top Leasing Brokers



7 Reg Kobzi
Senior Vice President
CBRE GROUP INC.
San Diego

Geographic Focus: California
Number of 2016 Transactions: 94 (No. 4)
Total Square Footage: 376,684 SF (No. 16)
Total Dollar Value: \$86,789,041 (No. 15)



10 Joe Parrott
Senior Vice President
CBRE GROUP INC.
Chicago

Geographic Focus: Illinois, Indiana
Number of 2016 Transactions: 62 (No. 10)
Total Square Footage: 698,841 SF (No. 9)
Total Dollar Value: \$71,104,123 (No. 20)



8 Lance Marine
Senior Vice President
CBRE GROUP INC.
McLean, VA

Geographic Focus: Mid-Atlantic
Number of 2016 Transactions: 56 (No. 12)
Total Square Footage: 321,834 SF (No. 18)
Total Dollar Value: 122,334,205 (No. 8)



11 Rob Robledo
Senior Vice President and Partner
CBRE NEW ENGLAND
Boston

Geographic Focus: New England
Number of 2016 Transactions: 49 (No. 14)
Total Square Footage: 570,651 SF (No. 11)
Total Dollar Value: \$74,073,864 (No. 19)



9 Dean Rosenzweig
Senior Vice President
CBRE GROUP INC.
New York City

Geographic Focus: New York, Connecticut
Number of 2016 Transactions: 71 (No. 6*)
Total Square Footage: 299,177 SF (No. 19)
Total Dollar Value: \$111,165,168 (No. 9)



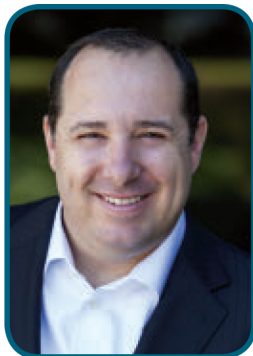
12 Barclay Harty
Vice President
CBRE GROUP INC.
Newport Beach, CA

Geographic Focus: National
Number of 2016 Transactions: 63 (No. 9)
Total Square Footage: 257,091 SF (No. 21)
Total Dollar Value: \$110,284,943 (No. 10)

Top Leasing Brokers



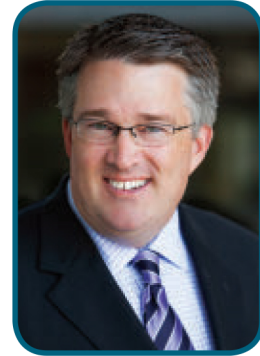
Matt Hammond
Senior Vice President
and Partner



Ben Terry
Vice President,
Retail Brokerage



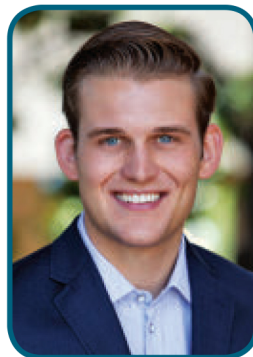
Joseph Kim
Senior Associate,
Retail Brokerage



Tim Muller
Senior Associate,
Retail Brokerage



Judd Hietbrink
Associate, Retail
Brokerage



David Hefley
Associate, Retail
Brokerage

13 CORELAND COS.

Tustin, CA

Geographic Focus: Southern California

Number of 2016 Transactions: 154 (No. 2)

Total Square Footage: 323,977 SF (No. 17)

Total Dollar Value: \$62,244,318 (No. 24)



Dawn Greiner
Senior Vice President



Ryan Johnson
Senior Vice President

14 Scott Riddles

Senior Vice President
CBRE GROUP INC.
Newport Beach, CA

Geographic Focus: National

Number of 2016 Transactions: 25 (No. 23)

Total Square Footage: 1,457,726 SF (No. 2)

Total Dollar Value: \$132,219,540 (No. 7)

15 SRS REAL ESTATE PARTNERS

Dallas

Geographic Focus: National

Number of 2016 Transactions: 71 (No. 6*)

Total Square Footage: 294,732 SF (No. 20)

Total Dollar Value: \$85,310,877 (No. 16)



**16****Kevin Mayhugh**

Partner

THE SHOPPING CENTER GROUP

Louisville, KY

Geographic Focus: Kentucky

Number of 2016 Transactions: 57 (No. 11)

Total Square Footage: 474,621 SF (No. 13)

Total Dollar Value: \$65,349,049 (No. 23)

**17****Andrew Goldberg**

Vice Chairman, Retail Services

CBRE GROUP INC.

New York City

Geographic Focus: National

Number of 2016 Transactions: 45 (No. 15*)

Total Square Footage: 214,913 SF (No. 22)

Total Dollar Value: \$615,666,306 (No. 3)

18**Matthew Chmielecki**

Senior Vice President

CBRE GROUP INC.

New York City

Geographic Focus: National

Number of 2016 Transactions: 44 (No. 17)

Total Square Footage: 211,563 SF (No. 23)

Total Dollar Value: \$613,324,488 (No. 4)

CBRE**WE****RISE****CBRE CONGRATULATES**

OUR REF TOP U.S. RETAIL BROKERS OF 2016!

BILL KENT & RYAN SCUILLO*Top 25 U.S. Investment Sales***LANCE MARINE***Top 25 U.S. Leases*

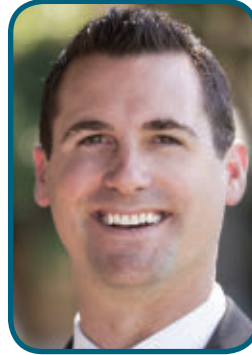
Top Leasing Brokers



19

Wood Belcher
Senior Vice President
CBRE GROUP INC.
Orlando

Geographic Focus: Florida
Number of 2016 Transactions: 23 (No. 24)
Total Square Footage: 1,334,051 SF (No. 4)
Total Dollar Value: \$102,265,186 (No. 11)



22

Garrett Colburn
EVP and Market Leader
SRS REAL ESTATE PARTNERS
Dallas

Geographic Focus: Southern California
Number of 2016 Transactions: 27 (No. 22)
Total Square Footage: 445,216 SF (No. 14)
Total Dollar Value: \$90,956,528 (No. 14)



20

Brian Goodwin
Senior Vice President
METRO COMMERCIAL REAL ESTATE
Plymouth Meeting, PA

Geographic Focus: East Coast
Number of 2016 Transactions: 40 (No. 18)
Total Square Footage: 506,126 SF (No. 12)
Total Dollar Value: \$70,232,330 (No. 21)



23

Annette Healey
Executive Vice President
CBRE GROUP INC.
New York City

Geographic Focus: National
Number of 2016 Transactions: 45 (No. 15*)
Total Square Footage: 187,661 SF (No. 24)
Total Dollar Value: \$171,906,751 (No. 6)



21

Adam Kohler
Executive Vice President
CBRE GROUP INC.
Philadelphia

Geographic Focus: National
Number of 2016 Transactions: 37 (No. 19)
Total Square Footage: 377,924 SF (No. 15)
Total Dollar Value: \$76,919,624 (No. 18)



24

Matthew Friday
Senior Vice President
CBRE GROUP INC.
Minneapolis

Geographic Focus: Midwest
Number of 2016 Transactions: 32 (No. 20)
Total Square Footage: 693,562 SF (No. 10)
Total Dollar Value: 67,887,428 (No. 22)

EDITOR'S NOTES

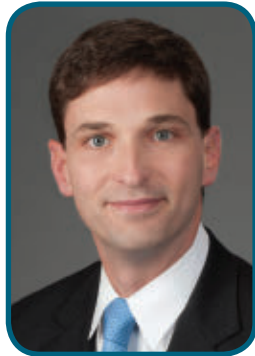
The leasing ranking ends at 24 because one broker was disqualified at press time

These lists are by far not comprehensive rankings of the entire commercial real estate broker universe. Only those who submitted nominations and required deal information were considered for ranking.

Investment Sales



Will Pike
Executive Vice President



Chris Bosworth
Executive Vice President

1 CBRE GROUP INC. Atlanta

Geographic Focus: Metro Atlanta
Number of 2016 Transactions: 348 (No. 2)
Total Square Footage: 9,717,772 SF (No. 1)
Total Dollar Value: \$2,889,709,970 (No. 1)



2 Glen Kunofsky Executive Managing Director MARCUS & MILLICHAP New York City

Geographic Focus: National
Number of 2016 Transactions: 581 (No. 1)
Total Square Footage: 4,615,139 SF (No. 4)
Total Dollar Value: \$1,817,769,497 (No. 4)



3 Alvin Mansour Executive Managing Director, Investments MARCUS & MILLICHAP San Diego

Geographic Focus: National
Number of 2016 Transactions: 190 (No. 3)
Total Square Footage: 2,476,305 SF (No. 8)
Total Dollar Value: \$614,382,068 (No. 7)

4

Mike James Senior Managing Director, Investments MARCUS & MILLICHAP Encino, CA



Geographic Focus: National
Number of 2016 Transactions: 170 (No. 4)
Total Square Footage: 1,845,248 SF (No. 11)
Total Dollar Value: \$322,999,012 (No. 15)

5

Ed Hanley President HANLEY INVESTMENT GROUP Corona Del Mar, CA

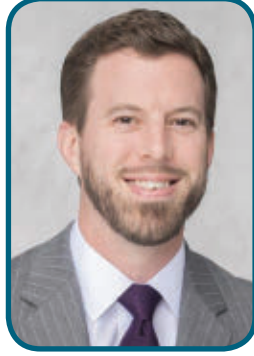


Geographic Focus: National
Number of 2016 Transactions: 82 (No. 13)
Total Square Footage: 1,926,088 SF (No. 10)
Total Dollar Value: \$542,406,155 (No. 8)

Top Investment Sales Brokers



Michael Shover
Senior Vice President



Matthew Gorman
Senior Vice President

6

CBRE GROUP INC. Conshohocken, PA

Geographic Focus: Mid-Atlantic
Number of 2016 Transactions: 80 (No. 14)
Total Square Footage: 1,727,788 SF (No. 12)
Total Dollar Value: \$716,373,585 (No. 6)



Mark Mandel
First Vice President



Stephen Schrenk
Associate



Jamie Medress
Senior Managing Director,
Investments



Mark Ruble
Senior Managing Director,
Investments

7

MARCUS & MILLICHAP Phoenix

Geographic Focus: National
Number of 2016 Transactions: 139 (No. 5)
Total Square Footage: 1,207,217 SF (No. 16)
Total Dollar Value: \$406,662,511 (No. 10)

8

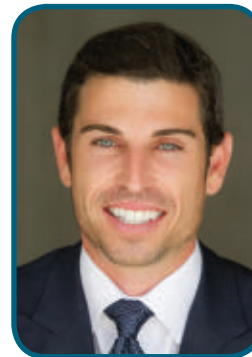
John Glass Executive Managing Director, Investments **MARCUS & MILLICHAP** San Francisco

Geographic Focus: National
Number of 2016 Transactions: 100 (No. 9*)
Total Square Footage: 1,229,854 SF (No. 15*)
Total Dollar Value: \$490,507,923 (No. 19*)



9

Chris Sands Founder and CEO **SANDS INVESTMENT GROUP** Charleston, SC **Geographic Focus:** National



Number of 2016 Transactions:
133 (No. 6*)
Total Square Footage:
1,161,857 SF (No. 17)
Total Dollar Value:
\$340,092,462 (No. 13)



Erin Patton
Senior Vice President,
Investments



Scott Wiles
First Vice President,
Investments



Bill Kent
Executive Vice President



Ryan Scullo
Senior Vice President



Craig Fuller
First Vice President,
Investments

10

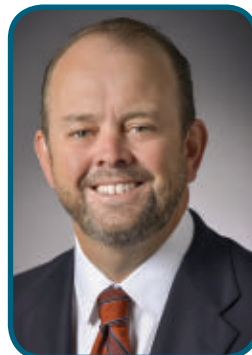
MARCUS & MILLICHAP
Cleveland & Columbus

Geographic Focus: Midwest
Number of 2016 Transactions:
100 (No. 9*)
Total Square Footage:
2,600,069 SF (No. 7)
Total Dollar Value:
\$206,175,435 (No. 21)

11

CBRE GROUP INC.
Washington, DC

Geographic Focus: Metro Washington, DC
Number of 2016 Transactions: 32 (No. 21*)
Total Square Footage: 4,141,999 SF (No. 5)
Total Dollar Value: \$1,006,573,423 (No. 4)



Geoffrey Millerd
Executive Managing Director



Justin Smith
Managing Director



12

Chris Decoufle
Executive Vice President
CBRE GROUP INC.
Atlanta

Geographic Focus: Metro Atlanta
Number of 2016 Transactions: 26 (No. 24*)
Total Square Footage:
4,627,897 SF (No. 3)
Total Dollar Value:
\$1,201,560,140 (No. 3)



Paul Penman
Associate Director

13

NEWMARK GRUBB
KNIGHT FRANK
Boston

Geographic Focus: Northeast US
Number of 2016 Transactions:
26 (No. 24*)
Total Square Footage:
8,467,772 SF (No. 2)
Total Dollar Value:
\$837,331,057 (No. 5)

Top Investment Sales Brokers



Dean Zang
Senior Managing
Director, Investments



Mark Taylor
Senior Managing
Director, Investments



**Derrick
Dougherty**
First Vice President,
Investments

14

MARCUS & MILLICHAP
Washington, DC

Geographic Focus: National
Number of 2016 Transactions: 75 (No. 16)
Total Square Footage: 1,516,570 SF (No. 13)
Total Dollar Value: \$328,330,480 (No. 14)



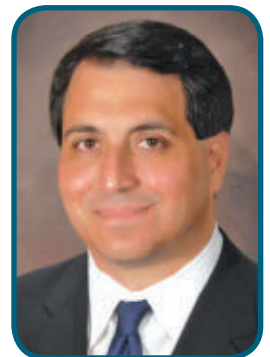
15

Phil Sambazis
Senior Managing Director, Investments
MARCUS & MILLICHAP
San Diego

Geographic Focus: National
Number of 2016 Transactions: 133 (No. 6*)
Total Square Footage: 1,088,334 SF (No. 19)
Total Dollar Value: \$320,670,506 (No. 16)

18

Randy Blankstein
President
THE BOULDER GROUP
Northbrook, IL



Geographic Focus: National
Number of 2016 Transactions: 72 (No. 17)
Total Square Footage: 1,010,534 SF (No. 22)
Total Dollar Value: \$356,423,306 (No. 12)



16

Kyle Matthews
Chairman and CEO
**MATTHEWS REAL ESTATE
INVESTMENT SERVICES**
El Segundo, CA

Geographic Focus: National
Number of 2016 Transactions: 50 (No. 19)
Total Square Footage: 3,399,425 SF (No. 6)
Total Dollar Value: \$293,035,972 (No. 17)



19

Phil Voorhees
Executive Vice President
CBRE GROUP INC.
Los Angeles

Geographic Focus:
Western US
**Number of 2016
Transactions:** 31 (No. 23)
Total Square Footage:
1,492,324 SF (No. 14)
Total Dollar Value:
\$386,953,831 (No. 11)



17

Chad Kurz
Senior Vice President and
National Director
**MATTHEWS REAL ESTATE
INVESTMENT SERVICES**
El Segundo, CA

Geographic Focus: National
Number of 2016 Transactions: 119 (No. 8)
Total Square Footage: 1,025,279 SF (No. 21)
Total Dollar Value: \$224,972,574 (No. 20)



Kyle Stonis
Managing Principal



Pierce Mayson
Principal

20 SRS REAL ESTATE PARTNERS Atlanta

Geographic Focus: Southeast US
Number of 2016 Transactions: 33 (No. 20)
Total Square Footage: 2,267,324 SF (No. 9)
Total Dollar Value: \$250,455,293 (No. 19)



Matthew Mousavi
Managing Principal,
National Net Lease Group



Patrick Luther
Managing Principal,
National Net Lease Group

21 SRS REAL ESTATE PARTNERS Dallas

Geographic Focus: National
Number of 2016 Transactions: 92 (No. 11)
Total Square Footage: 555,877 SF (No. 24)
Total Dollar Value: \$292,776,997 (No. 18)

**Denotes Tie*



22

Aron Cline
Senior VP and National Director
**MATTHEWS REAL ESTATE
INVESTMENT SERVICES**
El Segundo, CA

Geographic Focus: National
Number of 2016 Transactions: 79 (No. 15)
Total Square Footage: 625,789 SF (No. 23)
Total Dollar Value: \$202,972,326 (No. 23)



23

Lori Schneider
Senior Managing Director,
Investments
MARCUS & MILLICHAP
Ft. Lauderdale, FL

Geographic Focus: National
Number of 2016 Transactions: 32 (No. 21*)
Total Square Footage: 1,106,156 SF (No. 18)
Total Dollar Value: \$205,286,736 (No. 22)



24

Gary Chou
First VP and Senior Director
**MATTHEWS REAL ESTATE
INVESTMENT SERVICES**
El Segundo, CA

Geographic Focus: National
Number of 2016 Transactions: 87 (No. 12)
Total Square Footage: 495,225 SF (No. 25)
Total Dollar Value: \$149,198,373 (No. 24)



25

Philip Levy
Senior Managing Director,
Investments
MARCUS & MILLICHAP
Fort Worth, TX

Geographic Focus: National
Number of 2016 Transactions: 57 (No. 18)
Total Square Footage: 1,087,092 SF (No. 20)
Total Dollar Value: \$130,639,569 (No. 25)