

TOP BROKERS BEST OF THE BEST 2017**19 Friedman Integrated Real Estate Solutions**

Total Leasing Transactions/Investment Sales: \$745,606,346

34975 W. Twelve Mile Road
Farmington Hills, MI 48331

Phone: 248.324.2000

Website: www.friedmanrealestate.com

Officers: David Friedman, CEO;

Gary Goodman, Senior Managing Director, Brokerage & Innovation

Offices: Des Moines, IA; Chicago, IL; Indianapolis, IN; Lexington, KY; Ann Arbor, Detroit, Okemos, Southfield, Troy, MI; Cincinnati, Columbus, OH; Memphis, TN

Leasing Transactions: \$408,540,219

Investment Transactions: \$337,066,127

Sq. Ft. of Transactions: 11,988,944

Number of Leases: 436

Projects: TRW, Farmington Hills, MI (Office); Troy Place, Troy, MI (Multifamily); 1900 St Antoine, Detroit, MI (Office)

**20 CORFAC International**

Total Leasing Transactions/Investment Sales: \$456,556,400

2700 South River Road, Suite 105
Des Plaines, IL 60018

Phone: 224.257.4400

Website: www.corfac.com

Officers: Ray Lyons, President; Jonathan Salk, Executive Director

Offices: Illinois, Kansas, Kentucky, Michigan, Minnesota, Missouri, Ohio, Tennessee and Wisconsin

Leasing Transactions: \$265,615,201

Investment Transactions: \$190,941,199

Sq. Ft. of Transactions: 16,716,983

Number of Leases: 564

Projects: Akuna Capital LLC, Chicago, IL (Office); Normal Properties of Illinois, LLC, Normal, IL (Retail); Vertex, Lenexa, KS (Industrial)

**21 L. Mason Capitani CORFAC International**

Total Leasing Transactions/Investment Sales: \$453,993,632

2301 W. Big Beaver Ste. 950
Troy, MI 48084

Phone: 248.637.9700

Website: www.lmcap.com

Officers: Jason E. Capitani, Principal & Executive VP;

Mason L. Capitani, Principal & Executive VP

Offices: Detroit, MI

Leasing Transactions: \$100,149,874

Investment Transactions: \$353,843,758

Sq. Ft. of Transactions: 7,275,267

Number of Leases: 368

Projects: Macomb County Health Department, Clinton Twp, MI (Medical/Office); Corktown Lofts, Detroit, MI (Redevelopment); Oakmont Properties, Oak Park, MI (Investment/Industrial)

22 MB Real Estate

Total Leasing Transactions/Investment Sales: \$345,957,842

181 W Madison Ste. 4700
Chicago, IL 60602

Phone: 312.726.1700

Website: www.mbres.com

Officers: Andy Davidson, EVP & Managing Broker;

Mark Butth, EVP & Managing Broker

Offices: Illinois

Leasing Transactions: \$320,420,342

Investment Transactions: \$25,537,500

Sq. Ft. of Transactions: 1,475,805

Number of Leases: 164

Projects: Alzheimer's Assn renewal and expansion, Chicago, IL (Office); Omnicom renewal and expansion, Chicago, IL (Office); Office renewal, extension, expansion, Lombard, IL (Office)

**23 Bradford Allen Realty Services**

Total Leasing Transactions/Investment Sales: \$247,000,000

200 S. Michigan Ave., Ste. 1810

Chicago, IL 60604

Phone: 312.994.5700

Website: www.bradfordallen.com

Officers: Laurence Elbaum, Principal; Jeffrey Bernstein, Principal

Offices: Chicago, Oak Brook, IL

Leasing Transactions: \$126,000,000

Investment Transactions: \$121,000,000

Sq. Ft. of Transactions: 1,145,000

Number of Leases: 221

**24 NAI Farberman**

Total Leasing Transactions/Investment Sales: \$244,061,295

28400 Northwestern Highway, Ste. 400
Southfield, MI 48034

Phone: 248.353.0500

Website: www.naifarberman.com

Officers: Andy Farberman, CEO; Michael Kalil, COO

Offices: Detroit, Southfield, MI

Leasing Transactions: \$100,016,008

Investment Transactions: \$144,045,287

Sq. Ft. of Transactions: 4,760,305

Number of Leases: 379

Projects: 2627 Clark Street, Detroit, MI (Industrial); Riverside Office Centre, Southfield, MI (Office); 16705 Fort Street, Southgate, MI (Retail)

**25 Investors Realty, Inc.**

Total Leasing Transactions/Investment Sales: \$239,933,354

11301 Davenport Street
Omaha, NE 68154

Phone: 402.330.8000

Website: www.investorsomaha.com

Officers: R.J. Neary, President; Tim Kerrigan, Vice President

Offices: Omaha, NE

Leasing Transactions: \$60,463,016

Investment Transactions: \$179,470,338

Sq. Ft. of Transactions: 20,179,536

Number of Leases: 236

Projects: Creighton Medical Center, Omaha, NE (Redevelopment Mixed Use); Durham Plaza Sale to Children's Hospital, Omaha, NE (Office); North Park Business Park Sale, Omaha, NE (Office)

26 NAI MLG Commercial

Total Leasing Transactions/Investment Sales: \$210,697,000

757 N Broadway
Milwaukee, WI 532020

Phone: 414.347.9400

Website: www.mlgcommercial.com

Officers: John Malloy, Principal

Offices: Madison, Milwaukee, WI

Leasing Transactions: \$68,497,000

Investment Transactions: \$142,200,000

Sq. Ft. of Transactions: 19,276,378

Number of Leases: 203

Projects: Milwaukee Tool Expansion, Brookfield, WI (Industrial); Aldi Inc, Lake Geneva, WI (Retail); One & Two Riverwood, Pewaukee, WI (Office)

27 Kessinger/Hunter & Company, LC

Total Leasing Transactions/Investment Sales: \$193,518,545

2600 Grand Boulevard, Suite 700
Kansas City, MO 64108

Phone: 816.842.2690

Website: www.kessingerhunter.com

Officers: Patrick J. McGannon, President

Offices: Kansas City, MO

Leasing Transactions: \$89,955,400

Investment Transactions: \$103,563,145

Sq. Ft. of Transactions: 5,009,207

Number of Leases: 220

Projects: Smart Warehouse, Edgerton, KS (Industrial); NOAA NLS/NRC, Grandview, MO (Industrial); Two Pershing Square, Kansas City, MO (Office)



BEST OF THE BEST 2017 TOP PROPERTY MANAGEMENT

19 Hamilton Partners, Inc.
Total Sq. Ft. Owned/Managed in 2016: 18,451,692 sq. ft.

300 Park Blvd Ste. 201
Itasca, IL 60143
Phone: 630.250.9700
Website: www.hamiltonpartners.com
Officers: John Wauterlek, Partner; Ron Lunt, Partner
Offices: Buffalo Grove, Downers Grove, Itasca, IL
Office: 9,228,807 sq. ft.
Industrial: 6,753,679 sq. ft.
Retail: 327,154 sq. ft.
Multifamily: 2,142,052 sq. ft.
Projects: Hamilton Lakes, Itasca, IL (Office); Esplanade at Locust Point, Downers Grove, IL (Office); Riverwalk, Buffalo Grove, IL (Office)

20 Kessinger/Hunter & Company, LC
Total Sq. Ft. Owned/Managed in 2016: 16,323,104 sq. ft.

2600 Grand Boulevard, Suite 700
Kansas City, MO 64108
Phone: 816.842.2690
Website: www.kessingerhunter.com
Officers: Patrick J. McGannon, President
Offices: Kansas City, MO
Office: 6,049,690 sq. ft.
Industrial: 7,359,698 sq. ft.
Retail: 1,346,464 sq. ft.
Multifamily: 276,252 sq. ft.
Hotel: 1,300,000 sq. ft.
Projects: Forbes Industrial Park, Topeka, KS (Industrial); Crown Center, Kansas City, MO (Mixed Use); Two Pershing Square, Kansas City, MO (Office)

21 Foresite Realty Partners, LLC and affiliates
Total Sq. Ft. Owned/Managed in 2016: 14,337,560 sq. ft.

5600 North River Rd., Ste. 925
Rosemont, IL 60018
Phone: 847.939.6010
Website: www.foresiterealty.com
Officers: Jeff Kushen, COO; Donald Shapiro, President/CEO
Offices: Indiana, Illinois; Iowa; Kansas; Kentucky; Michigan; Minnesota; Missouri; Ohio; Tennessee; Wisconsin
Office: 1,502,535 sq. ft.
Industrial: 1,776,302 sq. ft.
Retail: 3,522,833 sq. ft.
Multifamily: 7,535,890 sq. ft.
Projects: The Paddock, Kalamazoo, MI (Student Housing, Multifamily); City View Center, Garfield Heights, OH (Retail); 151 North Delaware Street, Indianapolis, IN (Office)



22 HSA Commercial Real Estate
Total Sq. Ft. Owned/Managed in 2016: 14,102,460 sq. ft.

100 South Wacker Drive, Suite 950
Chicago, IL 60606
Phone: 312.332.3555
Website: www.hsacommercial.com
Officers: Jack Shaffer, Chairman and Founder; Robert Smietana, Vice Chairman and CEO
Offices: Chicago, Naperville, IL; Brookfield, Wauwatosa, WI
Office: 483,240 sq. ft.
Industrial: 10,594,210 sq. ft.
Retail: 1,230,050 sq. ft.
Healthcare: 1,794,960 sq. ft.
Projects: Silver Cross Medical & Cancer Center, New Lenox, IL (Medical); Indianapolis Gateway, Plainfield, IN (Industrial); The Mayfair Collection, Wauwatosa, WI (Retail)



23 MB Real Estate Services Inc.
Total Sq. Ft. Owned/Managed in 2016: 14,012,146 sq. ft.

181 West Madison, #4700
Chicago, IL 60602
Phone: 312.726.1700
Website: www.mbres.com
Officers: Kevin Purcell, President, Leasing & Management Services; Suzanne Hendrick, SVP, Director of Asset Management
Offices: Chicago, IL
Office: 8,741,015 sq. ft.
Industrial: 2,052,870 sq. ft.
Retail: 144,142 sq. ft.
Healthcare: 2,618,033 sq. ft.
Projects: 181 West Madison, Chicago, IL (Office); 440 South LaSalle, Chicago, IL (Office); Michigan Plaza, Chicago, IL (Office)



24 CASTO
Total Sq. Ft. Owned/Managed in 2016: 12,923,059 sq. ft.

250 Civic Center Dr., Ste. 500
Columbus, OH 43215
Phone: 614.228.5331
Website: www.castoinfo.com
Officers: Don M. Casto III, Partner; Frank S. Benson III, Partner
Offices: Cincinnati, Columbus, OH
Office: 93,196 sq. ft.
Retail: 8,700,661 sq. ft.
Multifamily: 4,129,202 sq. ft.
Projects: Lennox Town Center, Columbus, OH (Retail); Tuller Flats, Columbus, OH (Multifamily); Dayton Town & Country, Kettering, OH (Retail)



25 Avison Young
Total Sq. Ft. Owned/Managed in 2016: 12,142,139 sq. ft.

One South Wacker Dr. Ste. 3000
Chicago, IL 60606
Phone: 312.957.7600
Website: www.avisonyoung.com
Officer: Daniel Nikitas, Principal/Managing Director; Randy Waites, Principal
Offices: Chicago, IL; Indianapolis, IN; Columbus, Cleveland, OH; Minneapolis, MN; Detroit, MI; St. Louis, MO; Memphis, Nashville, TN
Office: 4,733,016 sq. ft.
Industrial: 4,017,109 sq. ft.
Retail: 1,694,194 sq. ft.
Multifamily: 623,305
Healthcare: 1,074,515 sq. ft.
Projects: Sullivan Center, Chicago, IL (Office/Retail); Brookview Village, Glenview, IL (Multifamily); 333 Commerce Street, Nashville, TN (Office)



26 Sansone Group
Total Sq. Ft. Owned/Managed in 2016: 11,843,673 sq. ft.

120 S. Central, Ste. 500
St. Louis, MO 63015
Phone: 314.727.6664
Website: www.sansonegroup.com
Officers: Anthony F. Sansone, Sr., CEO, Chairman; James G. Sansone, Esq., Principal; Timothy G. Sansone, Principal; Douglas G. Sansone, Principal; Nicholas G. Sansone, Esq., Principal
Offices: Fayetteville, AR; Mt. Vernon, IL; St. Louis, MO
Office: 1,938,282 sq. ft.
Industrial: 62,805 sq. ft.
Retail: 4,684,586 sq. ft.
Multifamily: 5,158,000 sq. ft.
Projects: Promenade at Brentwood, Brentwood, MO (Retail); PNC Center, Clayton, MO (Office); Plaza & Shoppes at Sunset Hills, Sunset Hills, MO

27 The Inland Real Estate Group of Companies, Inc.
Total Sq. Ft. Owned/Managed in 2016: 11,808,021 sq. ft.

2901 Butterfield Road
Oak Brook, IL 60523
Phone: 630.218.2887
Website: www.inlandgroup.com
Officers: Daniel L. Goodwin, Chairman & CEO
Offices: Illinois, Indiana, Kansas, Missouri, Nebraska, Ohio, Wisconsin
Office: 2,237,634 sq. ft.
Industrial: 1,001,442 sq. ft.
Retail: 6,052,881 sq. ft.
Multifamily: 2,516,064 sq. ft.
Projects: Solana Apartments at the Crossing, Indianapolis, IN (Multifamily); Village at Burlington Creek, Kansas City, MO (Retail); Shoppes at Prairie Ridge, Pleasant Prairie, WI (Retail)

