

Largest commercial real estate leasing companies

Ranked by metro-area leasing revenue

RANK	LAST YEAR'S RANK	COMPANY/ADDRESS/PHONE/FAX/WEB ADDRESS	2003 REVENUE: METRO AREA LEASING OPERATIONS TOTAL	SQUARE FEET LEASES IN 2003 CURRENT SPACE AVAILABLE IN SQUARE FEET	NUMBER OF 2003 TRANSACTIONS	BROKERS LISTING	TOP PRODUCERS	HEADQUARTERS YEAR ESTABLISHED	SENIOR LOCAL EXECUTIVE TITLE
1	1	CB RICHARD ELLIS 555 11th St. NW, Suite 300 Washington, D.C. 20004 chew.com (202) 763-8200 fax: (202) 763-1723	\$14 million \$1.6 million	64.2 million 8.0 million	859	114 283	William Roohan	Los Angeles 1977	John M. Gorman Senior managing director
2	3	STANBACH CO. 401 North St. NW, Suite 1050 Washington, D.C. 20004 stanbach.com (202) 763-8181 fax: (202) 763-6662	\$25.1 million \$330 million	9.1 million wtd	402	61 65	David Hook, Rob Johnson, Robert Capito, Greg Lubat, Dan Evans	Dallas 1983	Gregory P. O'Brien President, Northeast region
3	2	CUSHMAN & WAKEFIELD 1801 K St. NW, Suite 1100-L Washington, D.C. 20006 cushmanwakefield.com (202) 467-0600 fax: (202) 296-1050	\$23.4 million \$29.7 million	3.8 million 6.4 million	320	32 102	Audrey Conner, Lisa Christopher, Mark Misch	New York 1979	Brian T. Mackay Executive managing director
4	5	SPAUDING & SYE COLLIER 1717 Pennsylvania Ave. NW, Suite 1000 Washington, D.C. 20006 spauldingandnye.com (202) 478-2300 fax: (202) 294-3283	\$20.8 million wtd	6.1 million 5 million	356	41 138	Tom Doughty	Beacon 1979	David McIntyre President
5	6	TRAMMELL CROW 1055 Thomas Jefferson St. NW, Suite 600 Washington, D.C. 20007 trammellcrow.com (202) 337-1025 fax: (202) 298-8123	\$20.5 million \$700 million	5.2 million 1.8 million	346	49 137	Junius Tilley, Art Senter	Dallas 1982	Joe Steinhilber Area director
6	4	TRANSWESTERN COMMERCIAL SERVICES 6790 Rockledge Drive, Suite 400A Bethesda, Md. 20817 transwestern.net (301) 571-0900 fax: (301) 571-0901	\$20 million wtd	2.2 million wtd	370	23 wtd	Keith Forry, Philip McCarthy, Caudley Derringer	Houston 1942	Tom Neidinger President, mid-Atlantic region
7	8	CASSIDY & PINKARD 2001 Pennsylvania Ave. NW Washington, D.C. 20006 cassidyandpinkard.com (202) 463-2105 fax: (202) 223-2989	\$11.1 million wtd	2.1 million 3.9 million	264	32 63	Paul Dart, Richard Tomner, Brendan Conolly	Washington 1985	Robert M. Pinkard CEO and managing director
8	13	JONES LANG LASALLE 5484 Westpark Drive, Suite 710 McLean, Va. 22102 jll.com (703) 260-0000 fax: (703) 260-0246	\$9.7 million \$949.9 million	2.3 million 4.3 million	174	28 46	Michael Ellis, Holly Davis, Jeff Gosh, Phil Lebow	Chicago 1982	Michael Ellis Division president
9	9	ERNA CO. 4600 East West Highway, Suite 200 Bethesda, Md. 20814 ernaco.com (301) 652-5030 fax: (301) 951-0518	\$9 million \$10.45 million	2 million wtd	200	31 wtd	Glen Meltzer, Eugene Martin, Kenneth King	Bethesda 1980	Paul A. Erna Chairman and CEO
10	11	LINCOLN PROPERTY 101 Constitution Ave. NW, Suite 600 East Washington, D.C. 20001 lpc.com (202) 513-6700 fax: (202) 896-2461	\$8.5 million wtd	1.1 million 1.3 million	122	38 72	Neil Alt, Doug McLean, John Benziger, Mark Giaglia	Dallas 1985	Paul Price Executive vice president
11	7	CRESA PARTNERS 7475 Wisconsin Ave. NW, Suite 1000 Bethesda, Md. 20814 cresapartners.com (301) 951-6000 fax: (301) 951-0073	\$6.7 million \$13.4 million	1.1 million wtd	124	16 wtd	Gene S. Sachs	New York 1988	Rick Borne Principal and president
12	10	ADVANTIS-IVA 1747 Pennsylvania Ave. NW Washington, D.C. 20006 advantis-iva.com (202) 204-7000 fax: (202) 204-7001	\$5.8 million wtd	2.3 million 2.8 million	329	32 94	Bill Morris, Bruce McNeil	Atlanta 1999	Peter J. Corbett Managing director
13	15	KLEB 8027 Leesburg Pike, Suite 300 Vienna, Va. 22182 kleb.com (703) 288-4000 fax: (703) 288-2999	\$5.3 million wtd	\$75,000 800,000	137	15 139	Andrew Georgakakos, Kevin Goffler	Baltimore 1995	Andrew Georgakakos Managing partner
14	15	NEWMARK 301 15th St. NW, Suite 800 Washington, D.C. 20005 newmark.com (202) 331-7000 fax: (202) 331-7070	\$5.3 million \$140 million	1.1 million 1 million	127	21 58	Bill Zengheri	New York 2000	M. Anthony Gould Managing principal
15	18	HAR RETAIL 8401 Connecticut Ave. NW, Suite 1202 Chevy Chase, Md. 20815 hretail.com (301) 654-3630 fax: (301) 654-6222	\$5 million \$6.8 million	3.2 million 3.3 million	191	12 30	Mark Katz	Towson, Md. 1983	Mark A. Katz Principal
16	23	WOODMARK COMMERCIAL SERVICES 1025 Thomas Jefferson St. NW Washington, D.C. 20007 woodmark.com (202) 342-8100 fax: (202) 298-6445	\$4 million \$4.3 million	\$50,000 489,000	41	6 28	Roy Ayers, Alex Green	Washington 1988	Gentilly M. Kofler Managing partner
17	12	DONOHUE REAL ESTATE SERVICES 2101 Wisconsin Ave. NW Washington, D.C. 20007 donohue realestate.com (202) 333-0880 fax: (202) 333-9740	\$3.8 million \$7.4 million	3.2 million 770,370	196	16 54	Bert Donohue	Washington 1984	Timothy K. Gallagher President
18	21	WASHINGTON REAL ESTATE INVESTMENT TRUST 6110 Executive Blvd. Rockville, Md. 20852 wreit.com (301) 255-0882 fax: wreit	\$3.6 million \$163 million	1.7 million 780,000	341	6 60	Low Cardenas, Steve Krupinski, Patricia Argente, Patricia Rogers, Ed Zappin	Rockville 1940	Brian J. Fitzgerald Managing director, leasing
19	17	CAMBRIDGE 540 Herndon Parkway, Suite 210 Herndon, Va. 20170 cambridge.com (703) 825-5275 fax: (703) 799-0438	\$2.8 million wtd	\$80,000 \$25,000	108	5 35	Benjamin R. Eldridge, Randy S. Jangle, Inge Mayr	Herndon 1985	Andrew J. Czekal Chairman and CEO
20	19	AMR COMMERCIAL 7900 Wisconsin Ave. NW Bethesda, Md. 20814 amrcommercial.com (301) 561-5636 fax: (301) 656-7551	\$2.7 million \$2.7 million	\$89,513 197,508	121	10 43	John C. Alexander, William Montrose, Mark Rittenberg	Bethesda 1994	John C. Alexander President
21	16	WEST, LANE & SCHLAGER/ONCOR INTERNATIONAL 1211 Connecticut Ave. NW, Suite 501 Washington, D.C. 20036 wsl.com (202) 835-3388 fax: (202) 835-3454	\$2.6 million \$2.6 million	\$25,258 \$39,619	113	3 20	Richard Lane, Eric West, Gary Schlager	Washington 1996	Richard L. Lane Principal
22	22	EQUIS 1701 K St. NW, Suite 700 Washington, D.C. 20006 equiscorp.com (202) 293-9556 fax: (202) 293-9557	\$2.1 million \$65.18 million	\$3.3 million wtd	1,506	9 wtd	Craig Esley	Chicago 1984	Craig Esley Senior vice president
23	—	UNIVEST COMMERCIAL REALTY 2400 Telectra Court Falls Church, Va. 22042 univestgroup.com (703) 698-4040 fax: (703) 560-3075	\$1 million wtd	\$25,000 wtd	40	8 38	Lynn Abram, Ken Goldberg, Greg Goldberg	Falls Church 1996	Ned J. Simon President
24	20	ATLANTIC REALTY 8150 Leesburg Pike, Suite 1100 Vienna, Va. 22182 atlanticrealty.com (703) 760-9500 fax: (703) 760-9599	\$1.3 million \$1.3 million	\$60,000 \$44,581	150	5 45	Leonard H. Brown III	Vienna 1992	Charles E. Nulsen III, Stanley M. Sany, David A. Ross Partners
25	—	VANGUARD REALTY GROUP 7200 Wisconsin Ave., Suite 501 Bethesda, Md. 20814 vanguardrealty.com (301) 547-1000 fax: (301) 547-1006	\$104,409 \$104,409	1.8 million 179,184	148	8 29	Donald A. Bresnahan	Bethesda 1998	Thomas D.W. Tawalter Executive vice president

wtd = would not disclose

Originally published August 13, 2004. The ranked companies have provided information to researchers upon request. The list does not endorse the participants or suggest the quality of products and services.

Please send corrections or company information to Research Director, Washington Business Journal, 1555 Wilson Blvd., Suite 400, Arlington, Va. 22209.

Sources: the companies

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