

Largest commercial real estate leasing companies Ranked by square foot under construction

ANK	COMPANY/ADDRESS/PHONE/FAX/WEB SITE	2003 REVENUE: METRO AREA LEASING OPERATIONS TOTAL	SQUARE FEET LEASED IN 2003 CURRENT SPACE AVAILABLE IN SQUARE FEET	NUMBER OF 2003 TRANSACTIONS	BROKERS LISTINGS	TOP PRODUCER(S)	HEADQUARTERS YEAR ESTABLISHED	SENIOR LOCAL EXECUTIVE TITLE	
1	CB RICHARD ELLIS 555 11 th St. NW, Suite 300 Washington, D.C. 20004	cbre.com (202) 783-8200 fax: (202) 783-1723	<u>\$74 million</u> \$1.6 billion	<u>64.2 million</u> 8.03 million	859	<u>114</u> 283	William Roohan	<u>Los Angeles</u> 1977	<u>John M. Germano</u> Senior Managing Director
2	STAUBACH 401 Ninth St. NW, Suite 1050 Washington, DC 20004	Staubach.com (202) 783-8181 fax: (202) 783-6602	<u>\$25.1 million</u> \$330 million	<u>9.1 million</u> wnd	402	<u>41</u> 65	David Houck, Rob Johnson, Robert Copito, Greg Lubar, Dan Evans	<u>Dallas</u> 1987	<u>Gregory P. O'Brien</u> President, Northeast Region
3	CUSHMAN & WAKEFIELD 1801 K St. NW, Suite 1100-L Washington, D.C. 20006	cushwake.com (202) 467-0600 fax: (202) 296-1050	<u>\$23.4 million</u> \$29.7 million	<u>3.8 million</u> 6.4 million	320	<u>30</u> 102	Audrey Cramer, Lou Christopher, Mark Minich	<u>New York</u> 1979	<u>Brian T. McVay</u> Executive managing director
4	SPAULDING & SLYE COLLIERS 1717 Pennsylvania Ave, NW Suite 1000 Washington, D.C. 20006	spauldingandslye.com (202) 478-2300 fax: (202) 204-3276	<u>\$20.8 million</u> wnd	<u>6.1 million</u> 5 million	356	<u>41</u> 138	Tom Doughty	<u>Boston</u> 1979	<u>David McGarry</u> President
5	TRAMMELL CROW CO. 1055 Thomas Jefferson St., NW Suite 600 Washington, D.C. 20007	trammellcrow.com (202) 337-1025 fax: (202) 337-7364	<u>\$20.5 million</u> \$708 million	<u>5.3 million</u> 1.8 million	346	<u>48</u> 137	Junius Tillery, Art Santry	<u>Dallas</u> 1982	<u>Joe Stettinius</u> Area Director
6	TRANSWESTERN COMMERCIAL SERVICES 6700 Rockledge Dr, Suite 400A Bethesda, Md. 20817	transwestern.net (301) 571-0900 fax: (301) 571-0901	<u>\$20 million</u> wnd	<u>7.2 million</u> wnd	770	<u>75</u> wnd	Keith Foery, Phillip McCarthy	<u>Houston</u> 1942	<u>Tom Nordlinger</u> President, mid-Atlantic region
7	CASSIDY & PINKARD 2001 Pennsylvania Ave, NW Washington, D.C. 20006	cassidyincard.com (202) 463-2100 fax: (202) 223-2989	<u>\$11.1 million</u> wnd	<u>2.3 million</u> 3.9 million	264	<u>30</u> 63	Paul Darr, Richard Tonner, Brendan Cassidy	<u>Washington</u> 1981	<u>Robert M. Pinkard</u> CEO and managing director
8	JONES LANG LASALLE 8484 Westpark Dr. Suite 710 McLean, VA 22102	joneslanglasalle.com (703) 269-0600 fax: (703) 269-0246	<u>\$9.7 million</u> \$949.9 million	<u>2.9 million</u> 4.3 million	174	<u>24</u> 46	Michael Ellis, Holly Davis, Jeff Groh, Phil Leibow	<u>Chicago</u> 1982	<u>Michael Ellis</u> Division president
9	EZRA CO. 4600 East West Highway, Suite 200 Bethesda, Md. 20814	ezracompany.com (301) 652-9030 fax: (301) 951-0518	<u>\$9 million</u> \$10.45 million	<u>2 million</u> wnd	200	<u>30</u> wnd	Glenn Meltzer, Eugene Martin, Kenneth King	<u>Bethesda</u> 1980	<u>Fred A. Ezra</u> Chairman and CEO
10	LINCOLN PROPERTY 101 Constitution Ave, NW, Suite 600 East Washington, DC 20001	lpc.com (202) 513-6700 fax: (202) 898-2001	<u>\$8.5 million</u> wnd	<u>1.2 million</u> 1.3 million	122	<u>10</u> 72	Neil Alt, Doug McLearn, John Benziger, Mark Glagola	<u>Dallas</u> 1985	<u>Paul Price</u> Executive vice president
11	CRESA PARTNERS 7475 Wisconsin Ave. NW, Suite 1000 Bethesda, Md. 20814	cresapartners.com (301) 951-6550 fax: (301) 951-0079	<u>\$6.7 million</u> \$93.4 million	<u>1.1 million</u> wnd	124	<u>16</u> wnd	Gene S. Sachs	<u>New York</u> 1988	<u>Rick Rome</u> Principal and president
12	ADVANTIS/GVA 1747 Pennsylvania Ave. NW Washington, DC. 20006	advantisgva.com (202) 204-7000 fax: (202) 204-7001	<u>\$5.8 million</u> wnd	<u>2.9 million</u> 2.8 million	329	<u>32</u> 94	Bill Morris, Bruce McNair	<u>Atlanta</u> 1999	<u>Peter F. Doherty</u> Managing director
13	KLNB 8027 Leesburg Pike, Suite 300 Vienna, VA 22182	klnb.com (703) 288-4000 fax: (703) 288-2999	<u>\$5.3 million</u> wnd	<u>975,000</u> 800,000	137	<u>15</u> 139	Andrew Georgelakos, Kevin Goeller	<u>Baltimore</u> 1995	<u>Andrew Georgelakos</u> Managing partner
14	NEWMARK 901 15 th St. NW, Suite 800 Washington, DC. 20005	newmarkre.com (202) 331-7000 fax: (202) 331-7010	<u>\$5.3 million</u> \$140 million	<u>1.1 million</u> 1 million	127	<u>21</u> 58	Bill Zonghetti	<u>New York</u> 2000	<u>M. Anthony Gould</u> Managing principal
15	H&R RETAIL 8401 Connecticut Ave. NW, Suite 1202 Chevy Chase, Md. 20815	hrretail.com (301) 656-3030 fax: (301) 656-6222	<u>\$5 million</u> \$6.8 million	<u>3.9 million</u> 3.3 million	191	<u>12</u> 30	Marc Katz	<u>Timonium, Md.</u> 1983	<u>Marc J. Katz</u> Principal
16	WOODMARK COMMERCIAL SERVICES 1025 Thomas Jefferson St. NW Washington, DC 20007	woodmarkre.com (202) 342-8100 fax: (202) 298-6445	<u>\$4 million</u> \$4.3 million	<u>450,000</u> 489,000	41	<u>6</u> 28	Roy Ayers, Alex Green	<u>Washington</u> 1998	<u>Geoffrey M Kieffer</u> Managing partner
17	DONOHUE REAL ESTATE SERVICES 2101 Wisconsin Ave. NW Washington, D.C. 20007	donohuerealestate.com (202) 333-0880 fax: (202) 337-9740	<u>\$3.8 million</u> \$7.4 million	<u>3.2 million</u> 770,593	196	<u>16</u> 54	Bert Donohoe	<u>Washington</u> 1884	<u>Timothy K. Gallagher</u> President
18	WASHINGTON REAL ESTATE INVESTMENT TRUST 6110 Executive Blvd. Rockville, MD. 20852	writ.com (301) 255-0882 fax: wnd	<u>\$3.6 million</u> \$163 million	<u>1.7 million</u> 760,000	341	<u>6</u> 60	Lou Cardenas, Steve Krupinski, Patricia Jurgonis, Patricia Rogers, Ed Zaptin	<u>Rockville</u> 1960	<u>Brian J. Fitzgerald</u> Managing director, leasing
19	CAMBRIDGE PROPERTY GROUP 560 Herndon Parkway, Suite 210 Herndon, VA. 20170	cambridgeus.com (703) 925-5215 fax: (703) 709-0638	<u>\$2.8 million</u> wnd	<u>800,000</u> 525,000	108	<u>5</u> 35	Benjamin R. Eldridge, Randy S. Jaegle, Ingo Mayr	<u>Herndon</u> 1983	<u>Andrew J. Czekaj</u> Chairman and CEO
20	AMR COMMERCIAL 7900 Wisconsin Ave. NW Bethesda, MD. 20814	amrcommercial.com (301) 961-9696 fax: (301) 656-7551	<u>\$2.7 million</u> \$2.7 million	<u>589,513</u> 197,509	121	<u>10</u> 43	John C. Alexander, William Montrose Mark Rittenberg	<u>Bethesda</u> 1994	<u>John C. Alexander</u> President
21	WEST, LANE & SCLAGER/ONCOR INTERNATIONAL 1211 Connecticut Ave. NW, Suite 501 Washington, DC. 20036	wlsrealty.com (202) 835-3388 fax: (202) 293-9557	<u>\$2.6 million</u> \$2.6 million	<u>373,758</u> 209,629	113	<u>9</u> 20	Richard Lane, Eric West, Gary Schlager	<u>Washington</u> 1996	<u>Richard I. Lane</u> Principal
22	EQUIS 1701 K St. NW Suite 700 Washington, D.C. 20006	equiscorp.com (202) 293-9556 fax: (202) 293-9557	<u>\$2.1 million</u> \$65.18 million	<u>26.9 million</u> wnd	2,500	<u>9</u> wnd	Craig Estey	<u>Chicago</u> 1984	<u>Craig Estey</u> Senior vice president
23	UNIWEST COMMERCIAL REALTY 2900 Telestar Court Falls Church, VA 22042	uniwestgroup.com (703) 698-4040 fax: (703) 560-3073	<u>\$2 million</u> wnd	<u>252,000</u> wnd	60	<u>8</u> 30	Lynn Abram, Ken Goldberg, Greg Goldberg	<u>Falls Church</u> 1996	<u>Neil J. Simon</u> President
24	ATLANTIC REALTY 8150 Leesburg Pike, Suite 1100 Vienna, VA. 22182	arcrealty.com (703) 760-9500 fax: (703) 760-9599	<u>\$1.3 million</u> \$1.3 million	<u>600,000</u> 344,581	150	<u>4</u> 45	Leonard H. Brown III	<u>Vienna</u> 1992	<u>Charles K. Nulsen III</u> <u>Stanley M. Bagg</u> <u>David A. Ross</u> Partners
25	VANGUARD REALTY GROUP 7200 Wisconsin Ave., Suite 501 Bethesda, Md. 20814	vanguardrealty.com (301) 547-1000 fax: (301) 547-1006	<u>\$508,469</u> \$508,469	<u>1.9 million</u> 179,184	148	<u>6</u> 29	Donald A. Bresnahan	<u>Bethesda</u> 1998	<u>Thomas D.W. Fauquier</u> Executive vice president