

Commercial real estate leasing brokers

Ranked by metro-area leasing revenue*

RANK	COMPANY/ADDRESS/PHONE/FAX/WEB SITE		2005 REVENUE: METRO AREA LEASING OPERATIONS TOTAL	SQUARE FEET LEASED IN 2005 SQUARE FEET AVAILABLE AS OF JULY 1, 2006	NUMBER OF TRANSACTIONS FROM JAN. 1, TO JULY 1, 2006	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>\$91.9 million</u>	<u>6.7 million</u> 4.4 million	806	<u>John M. Germano</u> Senior Managing Director
2	STAUBACH 575 Seventh Street, NW Suite 400 Washington, DC 20004	Staubach.com (202) 783-8181 fax: (202) 783-6602	<u>\$52.3 million</u>	<u>11.2 million</u> n/a	610	<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>\$39.7 million</u>	<u>3.11 million</u> 4.1 million	117	<u>James M. Underhill</u> Executive managing director
4	STUDLEY 555 13 th Street, NW Suite 420 E Washington, DC 20004	Studley.com (202) 628-6000 fax: (202) 624-8555	<u>\$39.4 million</u>	<u>5.85 million</u> n/a	127	<u>Paul Schweitzer, Tom Fulcher, Lois Zambo, Jack Schneider</u> Branch managers
5	JONES LANG LASALLE 8484 Westpark Dr. Suite 710 McLean, VA 22102	joneslanglasalle.com (703) 269-0600 fax: (703) 269-0246	<u>\$38.1 million</u>	<u>12.5 million</u> 6.4 million	220	<u>David W. McGarry</u> International Director
6	TRAMMELL CROW CO. 1055 Thomas Jefferson St., NW Suite 600 Washington, D.C. 20007	trammellcrow.com (202) 337-1025 fax: (202) 337-7364	<u>\$23.6 million</u>	<u>5.1 million</u> 3 million	269	<u>Joseph Stettinius, Jr.</u> Mid-Atlantic Area Director
7	TRANSWESTERN COMMERCIAL SERVICES 6700 Rockledge Dr, Suite 400A Bethesda, Md. 20817	transwestern.net (301) 571-0900 fax: (301) 571-0901	<u>\$19.14 million</u>	<u>7.39 million</u> n/a	314	<u>Tom Nordlinger</u> President Mid-Atlantic Region
8	GRUBB & ELLIS 900 19 th Street, NW Washington, DC 20006	Grubb-ellis.com (202) 312-5400 fax: (202) 312-5450	<u>\$18.9 million</u>	<u>2.4 million</u> 3.17 million	237	<u>Keith Lipton</u> Exe. Vice President, Managing Director
9	EZRA CO. 4600 East West Highway, Suite 200 Bethesda, Md. 20814	ezracompany.com (301) 652-9030 fax: (301) 951-0518	<u>\$13 million</u>	<u>1.7 million</u> n/a	80	<u>Glen Meltzer</u> President
10	CASSIDY & PINKARD 2001 Pennsylvania Ave. NW Washington, D.C. 20006	cassidyincard.com (202) 463-2100 fax: (202) 223-2989	<u>\$10.3 million</u>	<u>2.1 million</u> 5.6 million	129	<u>Bob Pinkard,</u> CEO & Managing Director
11	CRESA PARTNERS 7475 Wisconsin Ave. NW, Suite 1000 Bethesda, Md. 20814	cresapartners.com (301) 951-6550 fax: (301) 951-0079	<u>\$10 million</u>	<u>2.65 million</u> n/a	76	<u>Rick Rome</u> Principal and president
12	NEWMARK NIGHT FRANK 901 15 TH St. NW, Suite 800 Washington, DC. 20005	newmarkre.com (202) 331-7000 fax: (202) 331-7010	<u>\$9.1 million</u>	<u>1.7 million</u> n/a	110	<u>Patrick W. Nalls</u> Managing director
13	GVA ADVANTIS 1747 Pennsylvania Ave. NW Washington, DC. 20006	advantisgva.com (202) 204-7000 fax: (202) 204-7001	<u>\$8.85 million</u>	<u>4.3 million</u> 2.8 million	183	<u>Peter B. Carroccio</u> Managing Director
14	LINCOLN PROPERTY 101 Constitution Ave, NW, Suite 600 East Washington, DC 20001	lpc.com (202) 513-6700 fax: (202) 898-2001	<u>\$8.8 million</u>	<u>2.25 million</u> wnd	161	<u>Paul Price</u> Exec. Vice President
15	WEST, LANE & SCLAGER/ONCOR INTERNATIONAL 1211 Connecticut Ave. NW, Suite 501 Washington, DC. 20036	wsrealty.com (202) 835-3388 fax: (202) 293-9557	<u>\$7.32 million</u>	<u>725,000</u> n/a	135	<u>Eric West, Rich Lane, Gary Schlager</u> Principals
16	MADISON RETAIL GROUP 1850 M St. NW Washington, DC 20036	madsoneetailgroup.com (202) 730-2000 fax: (202) 730-2030	<u>\$7 million</u>	<u>2 million</u> 10 million	126	<u>Richard S. Lake</u> Managing Principal
17	MCSHEA & CO. 1 Bank Street, Suite 300 Gaithersburg, MD 20878	Mcsheaco.com (301) 948-9870 fax: (301) 869-7201	<u>\$6.68 million</u>	<u>1.5 million</u> 1.85 million	113	<u>John F. McShea III</u> President
18	EQUIS 1701 K St. NW Suite 700 Washington, D.C. 20006	equiscorp.com (202) 293-9556 fax: (202) 293-9557	<u>\$6 million</u>	<u>wnd</u> n/a	38	<u>Craig W. Estev</u> Senior Vice President
19	KLNB 8027 Leesburg Pike, Suite 300 Vienna, VA 22182	klnb.com (703) 288-4000 fax: (703) 288-2999	<u>\$5.8 million</u>	<u>1.14 million</u> 16 million	107	<u>Andrew Georgelakos</u> Managing Partner
20	AMR COMMERCIAL 7900 Wisconsin Ave. NW Bethesda, MD. 20814	amrcommercial.com (301) 961-9696 fax: (301) 656-7551	<u>\$3.46 million</u>	<u>507,232</u> 155,612	66	<u>John C. Alexander</u> President
21	DONOHUE REAL ESTATE SERVICES 2101 Wisconsin Ave. NW Washington, D.C. 20007	donohue realestate.com (202) 333-0880 fax: (202) 337-9740	<u>\$3.28 million</u>	<u>997,525</u> 438,728	62	<u>Timothy K. Gallagher</u> President
22	WOODMARK COMMERCIAL SERVICES 1025 Thomas Jefferson St. NW Washington, DC 20007	woodmarkre.com (202) 342-8100 fax: (202) 298-6445	<u>\$2.9 million</u>	<u>489,000</u> 289,000	40	<u>Geoff Kieffer, Alex Green, Roy Ayers</u> Principals
23	CAMBRIDGE PROPERTY GROUP 560 Herndon Parkway, Suite 210 Herndon, VA. 20170	cambridgeus.com (703) 925-5215 fax: (703) 709-0638	<u>\$2 million</u>	<u>475,000</u> 475,000	35	<u>Andrew J. Czekaj, T. Michael Scott</u> Chairman & CEO, Vice Chairman
24	THUR & ASSOCIATES 8260 Greensboro Drive, Suite 270 McLean, VA 22102	Thurassociates.com (703) 847-0865 fax: (703) 847-1435	<u>\$1.2 million</u>	<u>340,000</u> 6,000	61	<u>Sharvin M. Thur</u> President
25	VANGUARD REALTY GROUP 7200 Wisconsin Ave., Suite 501 Bethesda, Md. 20814	vanguardrealty.com (301) 547-1000 fax: (301) 547-1006	<u>\$840,120</u>	<u>131,906</u> 149,000	24	<u>Sevmore Zuckerman</u> Principal