

# Largest commercial real estate firms

Ranked by number of local active licensed agents

RANK / PRIOR	COMPANY ADDRESS PHONE   WEB SITE	TOTAL LOCAL ACTIVE AGENTS	TOTAL LOCAL STAFF	DESIGNATED REALTOR(S)
<b>1</b> 1	<b>Colliers Turley Martin Tucker</b> 7701 Forsyth Blvd., Suite 500, St. Louis, Mo. 63105 (314) 862-7100   www.ctmt.com	<b>163</b>	481	Dean Mueller
<b>2</b> 2	<b>CB Richard Ellis</b> 8235 Forsyth Blvd., St. Louis, Mo. 63105 (314) 655-6000   www.cbre.com/stlouis	<b>68</b>	140	Peter Krombach
<b>3</b> 3	<b>Grubb &amp; Ellis/Gundaker Commercial</b> 7777 Bonhomme Ave., Suite 1310, St. Louis, Mo. 63105 (314) 719-2000   www.gundakercommercial.com	<b>41</b>	136	Michael Hejna
<b>4</b> 4	<b>Solon Gershman Inc.</b> 7 N. Bemiston, St. Louis, Mo. 63105 (314) 862-9400   www.gershmancommercial.com	<b>37</b>	65	Tom Stern
<b>5</b> 6	<b>Realty Exchange</b> 2203 S. Big Bend, St. Louis, Mo. 63117 (314) 647-2220   www.remultifamily.com	<b>35</b>	17	Robert Kahn
<b>6</b> 5	<b>Pace Properties Inc.</b> 1401 S. Brentwood Blvd., St. Louis, Mo. 63144 (314) 968-9898   paceproperties.com	<b>26</b>	45	Mark Sedgwick
<b>7</b> 7, tied	<b>The DESCO Group</b> 25 N. Brentwood Blvd., St. Louis, Mo. 63105 (314) 994-4444   www.descogroup.com	<b>23</b>	54	Mark Schnuck
<b>8</b> 10	<b>Hilliker Corp.</b> 2001 S. Hanley, Suite 300, St. Louis, Mo. 63144 (314) 781-0001   www.hillikercorp.com	<b>19</b>	4	H. Meade Summers III
<b>9</b> 7, tied	<b>Coldwell Banker Commercial</b> 8820 Ladue Road, Suite 200, St. Louis, Mo. 63124 (314) 206-4600   www.cbcstl.com	<b>18</b>	46	Gregory Nooney
<b>9</b> 9	<b>Sansone Group</b> 120 S. Central, Suite 500, St. Louis, Mo. 63105 (314) 727-6664   www.sansonegroup.com	<b>18</b>	160	Anthony Sr., Jim, Tim, Doug, Nick Sansone
<b>11</b> 16, tied	<b>Gateway Commercial/Cushman &amp; Wakefield</b> 100 S. Brentwood Blvd., Suite 222, St. Louis, Mo. 63105 (314) 863-4447   www.gateway-commercial.com	<b>17</b>	20	Christopher Fox
<b>11</b> 11	<b>THF Realty</b> 2127 Innerbelt Business Center Drive, St. Louis, Mo. 63114 (314) 429-0900   www.thfrealty.com	<b>17</b>	95	Michael Staenberg
<b>13</b> 16, tied	<b>Balke Brown Associates</b> 1001 Highlands Plaza W., Suite 150, St. Louis, Mo. 63110 (314) 621-1414   www.balkebrown.com	<b>16</b>	47	Steve Brown
<b>13</b> 12, tied	<b>Central Realty LLC</b> 331 W. Thornton Ave., St. Louis, Mo. 63119 (314) 862-5557   www.central-realty.com	<b>16</b>	21	Robert Horn
<b>13</b> 12, tied	<b>Michelson Organization</b> 7701 Forsyth Blvd., Suite 900, St. Louis, Mo. 63105 (314) 862-7080   www.michelsonrealty.com	<b>16</b>	100	Bruce Michelson, Timothy Berry
<b>16</b> 14, tied	<b>Jones Lang LaSalle Americas Inc.</b> 211 N. Broadway, Suite 2900, St. Louis, Mo. 63102 (314) 421-3480   www.am.joneslanglasalle.com	<b>15</b>	145	Henry Voges Jr.
<b>16</b> 14, tied	<b>McKelvey Properties<sup>1</sup></b> 2010 Bluestone Drive, St. Charles, Mo. 63303 (636) 669-9111   www.mckelveyproperties.com	<b>15</b>	20	Shari Nevels
<b>18</b> 16, tied	<b>NAI DESCO</b> 8235 Forsyth, Suite 210, St. Louis, Mo. 63105 (314) 994-4444   www.naidesco.com	<b>14</b>	20	John Sheahan
<b>19</b> 19, tied	<b>Lee &amp; Associates</b> 101 S. Hanley Road, Suite 1150, St. Louis, Mo. 63105 (314) 480-4100   www.lee-associates.com	<b>13</b>	15	Anthony Hasek
<b>20</b> 24, tied	<b>Johnson Properties Inc.<sup>2</sup></b> 303 Fountains Pkwy., Suite 303, Fairview Heights, Ill. 62208 (618) 632-1212   www.jpisites.com	<b>12</b>	15	Phil Johnson
<b>21</b> 21, tied	<b>Cozad Commercial Real Estate Ltd.</b> 16 Sunnen Drive, Suite 164, St. Louis, Mo. 63143 (314) 781-3000   www.cozadgroup.com	<b>10</b>	45	G.T. Cozad Jr.
<b>21</b> 21, tied	<b>Lechner Realty Group</b> 12882 Manchester Road, Suite 201, St. Louis, Mo. 63131 (314) 909-8100   www.lechnerrealty.com	<b>10</b>	12	Steven Lechner
<b>23</b> 19, tied	<b>EVS Realty Advisors Inc.</b> 701 Market St., St. Louis, Mo. 63101 (314) 241-1175   www.evsra.com	<b>9</b>	32	J. John Reis
<b>23</b> NR	<b>Kelley Real Estate Inc.</b> 12444 Powerscourt Drive, St. Louis, Mo. 63131 (314) 965-6400   www.kelleyre.com	<b>9</b>	15	Joseph Kelley Jr.
<b>23</b> 21, tied	<b>Walpert Properties</b> 11457 Olde Cabin Road, Second Floor, St. Louis, Mo. 63141 (314) 567-1221   www.walpertproperties.com	<b>9</b>	22	Robert Walpert

## NOTES

1. Estimate  
2. Formerly listed as Kenneth Johnson Agency  
Source: Missouri Department of Revenue, the listed firms

May 23, 2008  
Researched by Evan Binns  
ebinns@bizjournals.com

# Largest office property management firms

Ranked by local square feet of office space managed

RANK / PRIOR	COMPANY ADDRESS PHONE   WEB SITE	SQUARE FEET OF OFFICE SPACE MANAGED LOCALLY	GEOGRAPHIC CONCENTRATION(S)	NOTABLE LOCAL PROPERTIES MANAGED	TOP LOCAL EXECUTIVE
1 1	<b>Colliers Turley Martin Tucker</b> 7701 Forsyth Blvd., Suite 500, St. Louis, Mo. 63105 (314) 862-7100   www.ctmt.com	15,150,000	St. Louis metro area	Pierre Laclede Center, US Bank Tower, Fifth Third Center	Dean Mueller
2 2	<b>Jones Lang LaSalle</b> 211 N. Broadway, St. Louis, Mo. 63102 (314) 436-1212   www.joneslanglasalle.com	6,325,000	Downtown, West County, Clayton	Metropolitan Square, Corporate Hill Campus, Bank of America Plaza	Henry Voges
3 3	<b>Balke Brown Associates</b> 1001 Highlands Plaza Drive W., St. Louis, Mo. 63110 (314) 621-1414   www.balkebrown.com	5,037,289	St. Louis metro area	The Highlands at Forest Park, St. Louis Union Station Office Center, 500 N. Broadway, The Atrium, 40 West	James Tainter
4 4	<b>CB Richard Ellis</b> 8235 Forsyth Blvd., Suite 1000, St. Louis, Mo. 63105 (314) 655-6000   www.cbre.com	3,900,000	St. Louis metro area	Shaw Park Plaza, The Plaza in Clayton, St. Louis Place	Peter Krombach
5 6	<b>Duke Realty Corp.</b> 520 Maryville Centre Drive, St. Louis, Mo. 63141 (314) 514-6700   www.dukerealty.com	3,439,233	St. Louis County	Interco Corporate Tower, Riverport Tower, Maryville Centre	Thomas Martin
6 5	<b>Grubb &amp; Ellis Management Services</b> 1801 Park 270 Drive, Suite 150, St. Louis, Mo. 63146 (314) 439-5444   www.grubbellis.com	3,169,000	Downtown, North County, West County, O'Fallon, Mo.	CitiMortgage, IBM Technology Center, 1010 Market	Gerald Oliver
7 8	<b>Solon Gershman Inc.</b> 7 N. Bemiston, St. Louis, Mo. 63105 (314) 862-9400   www.gershmancommercial.com	2,770,000	St. Louis metro area	Timberlake Corp. Center, Park 270 I & II, Woodlands Plaza II	Bruce Pompe
8 7	<b>Sansone Group</b> 120 S. Central, St. Louis, Mo. 63105 (314) 727-6664   www.sansonegroup.com	2,425,201	St. Louis metro area	National City Center, University Village Tower, Old Town Executive Center	Anthony Sansone Sr.
9 12	<b>Cozad Property Management Co.</b> 16 Sunnen Drive, Suite 164, St. Louis, Mo. 63148 (314) 781-3000   www.cozadgroup.com	2,200,000	West County, Mid County	Sunnen Business Park, Hanley Complex, Kenrick Plaza	G.T. Cozad Jr.
10 9, tied	<b>Coldwell Banker Commercial</b> 8820 Ladue Road, St. Louis, Mo. 63124 (314) 206-4600   www.cbcstl.com	2,150,000	St. Louis metro area	Safety National Casualty buildings, Scottrade buildings and Kellwood Building	Bruce Brophy
11 9, tied	<b>Scott Properties</b> 1065 Executive Parkway, St. Louis, Mo. 63141 (314) 542-0777   www.scottproperties.com	2,045,000	West St. Louis County, Clayton, Downtown St. Louis	777 Ballas Medical Building, 100 N. Tucker Building, 955/1066 Bellerive Commons	Joe Scott
12 11	<b>EVS Realty Advisors Inc.</b> 701 Market St., St. Louis, Mo. 63101 (314) 241-1175   www.evsra.com	1,454,000	Downtown St. Louis, Clayton, Riverport, West County	Gateway One, Magna Place, Riverport Lake*	J. John Reis
13 13	<b>The Koman Group</b> 1 CityPlace Drive, St. Louis, Mo. 63141 (314) 993-5800   www.komangroup.com	1,212,750	Creve Coeur	CityPlace I, City Place III, CityPlace VI	Bill Koman
14 15, tied	<b>Cushman &amp; Wakefield</b> 455 N. Cityfront Plaza, Suite 2800, Chicago, Ill. 60611 (312) 470-1800   www.cushwake.com	1,000,000	St. Louis metro area	General American Insurance Co. South County Campus, The Crossings in West Port	Chris Fox
15 14	<b>A.M.C.I.</b> 6698 Keaton Corporate Parkway, O'Fallon, Mo. 63368 (636) 300-4448   www.amcirealestate.com	965,780	St. Louis County, St. Charles County	Corporate Woods Office Buildings II & III, Riverport Commons IV	D. Jerry Leigh
16 21	<b>McEagle Properties LLC</b> 1001 Boardwalk Springs, O'Fallon, Mo. 63368 (636) 561-9300   www.mc-eagle.com	835,500	St. Charles County	MasterCard Global Technology and Operations Campus	Chris McKee
17 17	<b>White Co.</b> 1600 S. Brentwood Blvd., Suite 770, St. Louis, Mo. 63144 (314) 961-4480   www.white-co.com	824,457	St. Louis	Center 40, Bank of America at West Port	Thomas White
18 15, tied	<b>Sachs Properties Inc.</b> 400 Chesterfield Center, Chesterfield, Mo. 63017 (636) 537-1000   www.sachsproperties.com	817,733	Chesterfield	Chesterfield Ridge Center, Roosevelt Office Building, Central Park Square I Office Building	Kathleen Higgins
19 NM	<b>Digital Realty Trust/CAPSTAR Commercial<sup>1</sup></b> 210 N. Tucker, St. Louis, Mo. 63101 (314) 621-1226   www.bandwidthexchangebuildings.com	676,000	St. Louis metro area	Bandwidth Exchange buildings, 1 Sawis Parkway	Bradley Sachs
20 22	<b>Kelley Real Estate Inc.</b> 12444 Powerscourt, Suite 150, St. Louis, Mo. 63131 (314) 965-6400   www.kelleyre.com	481,000	West St. Louis County	Manchester/270 Office Center	Joseph Kelley Jr.
21 NR	<b>Gundaker Commercial Group</b> 7777 Bonhomme Ave., Suite 1310, St. Louis, Mo. 63105 (314) 719-2000   www.gundakercommercial.com	417,262	St. Louis metro area, Lake St. Louis, Chesterfield	1010 Hanley Industrial Court, Gundaker Corporate Centre, Chesterfield Business Park	Mike Hejna
22 23	<b>Kennedy Wilson Properties of MO</b> 1 City Centre, Suite 400, St. Louis, Mo. 63101 (314) 231-4940   None	375,752	Downtown	One City Centre	Chris Schamel
23 18	<b>THF Realty<sup>2</sup></b> 2127 Innerbelt Business Center, St. Louis, Mo. 63114 (314) 429-0900   www.thfrealty.com	140,000	Clayton, Chesterfield	Park Place, The Plaza at Boone's Crossing	Michael Staenberg

## THE LIST

### St. Louis Business Journal

March 14, 2008

Researched by Evan Binns  
ebinns@bizjournals.com

#### JAMES TAINTER | Q&A BALKE BROWN ASSOCIATES

**What's your "best" property right now?** Our flagship here at Highlands Plaza probably has the most dynamics to it: three office buildings, two apartment build-



ings, a hotel and a restaurant. It's a truly mixed-use concept, and we still have eight acres of undeveloped land.

#### **Describe your Metro East portfolio.**

We currently have 18 properties in Metro East, totaling a little over 600,000 square feet. We are in Fairview Heights, Edwardsville, Belleville, Collinsville and O'Fallon.

Our biggest properties over there are probably 50,000 to 55,000 square feet. They are Corporate Center II in Fairview Heights and Green Mount Corporate Center at the Green Mount exit in O'Fallon.

#### **How is Balke Brown working to grow in this economy?**

We've added brokerage to our menu of services in the last two years. That's been the biggest growth engine for us. We find that's sort of added to our third-party management business and opened us up to other opportunities. Development might be a little slower than we'd like it to be, and brokerage and property management give us a step up.

#### NOTES

Local is defined as St. Louis, St. Charles, Lincoln, Warren, Franklin and Jefferson counties and the city of St. Louis in Missouri; and Jersey, Madison, Clinton, St. Clair, Calhoun, Macoupin, Bond and Monroe counties in Illinois.

1. Formerly listed as Bandwidth Exchange Buildings and ranked No. 20 last year. The buildings were sold to Digital Realty Trust in August 2007 and are now managed by CAPSTAR Commercial.  
2. THF Realty sold three properties, leaving an estimated 140,000 square feet of managed office space.

NR — not ranked last year  
DD — declined to disclose

Source: the listed organizations

# Largest commercial developers

Ranked by total square feet of commercial space completed or under construction in 2008

RANK / PRIOR	COMPANY ADDRESS PHONE   WEB SITE	TOTAL SQUARE FEET COMPLETED OR UNDER CONSTRUCTION: 2008 2007	EMPLOYEES	SQUARE FEET OF COMMERCIAL SPACE OWNED: LOCAL COMPANYWIDE	SAMPLE OF LOCAL PROJECTS	TOP LOCAL EXECUTIVE(S)
1 1	<b>Panattoni Development Co.</b> 8112 Maryland Ave., Suite 200, St. Louis, Mo. 63105 (314) 783-0025   www.panattoni.com	<b>19,612,044</b> 20,533,171	449	1,400,000 39,428,201	Lakeview Commerce Center, Green Park, Brown Avenue, Atrium, Park 370, Aviator Business Park	Mark Branstetter
2 3	<b>The DESCO Group</b> 25 N. Brentwood Blvd., St. Louis, Mo. 63105 (314) 994-4444   www.descogroup.com	<b>4,026,057</b> 4,569,882	45	2,315,643 3,445,000	Belleville Crossing, Loughborough Commons, Waterloo Commons	Mark Schnuck
3 2	<b>Gundaker Commercial Group</b> 100 Chesterfield Business Parkway, Chesterfield, Mo. 63005 (636) 728-5100   www.gundakercommercial.com	<b>2,752,356</b> 3,814,156	136	3,539,516 4,053,340	Premier 370, Villages at Wingate, Spirit Crossings	Gordon Gundaker, Mike Hejna, Mary Mercurio, Greg Lee, Dave Morris, Mike Seidel, Dean Burns
4 5	<b>Koman Properties Inc., Koman Group</b> 8027 Forsyth Blvd., St. Louis, Mo. 63105 (314) 727-8881   www.kpstl.com; www.komangroup.com	<b>2,591,945</b> 3,001,725	46	2,695,755 3,379,255	Collinsville Crossing, Wildwood Town Center, Farmington Crossing, CityPlace Office Park	Jim Koman, Bill Koman
5 4	<b>Clayco</b> 2199 Innerbelt Business Center Drive, St. Louis, Mo. 63114 (314) 429-5100   www.claycorp.com	<b>2,400,000</b> 4,215,000	20	1,900,000 5,400,000	Solae corporate headquarters, Novus International, Express Scripts II	Bob Clark, Tom Schroyer, Larry Chapman
6 6	<b>THF Realty</b> 2127 Innerbelt Business Center, St. Louis, Mo. 63114 (314) 429-0900   www.thfrealty.com	<b>1,335,000</b> 1,853,000	95	6,500,000 23,000,000	Chesterfield Commons, O'fallon Pointe Shopping Center, Arnold Commons, Telegraph Crossing	E. Stanley Kroenke, Michael Staenberg
7 9	<b>Balke Brown Associates Inc.</b> 1001 Highlands Plaza Drive W., St. Louis, Mo. 63110 (314) 621-1414   www.balkebrown.com	<b>1,129,000</b> 1,001,000	46	5,436,000 5,436,000	Highlands at Forest Park, Fairview Heights Office Park, Union Station Office Center	Steve Brown, Don Land, Jim Tainter, Mike Donovan, Gary Balke
8 10	<b>McEagle Properties LLC</b> 1001 Boardwalk Springs Place, O'Fallon, Mo. 63368 (636) 561-9300   www.mc-eagle.com	<b>1,060,000</b> 1,085,000	23	1,052,933 1,052,933	WingHaven, Hazelwood Logistics Center, Three Springs at Shiloh, Village of St. Mary's, NorthPark	Paul McKee Jr., Bruce Sokolik
9 NR	<b>Duke Realty Corp.</b> 520 Maryville Centre Drive, Suite 200, St. Louis, Mo. 63141 (314) 514-6700   www.dukerealty.com	<b>939,778</b> 1,051,778	60	7,500,000+ 142,000,000	Elsevier, Lakeside Crossing I, Spirit of St. Louis Corporate Center, Lindbergh Distribution Center	Thomas Martin, Whitaker Varley, Jon Hinds, Matt Hrubes
10 8	<b>Sansone Group</b> 120 S. Central Ave., St. Louis, Mo. 63105 (314) 727-6664   www.sansonegroup.com	<b>920,000</b> 1,221,000	160	1,871,085 2,737,621	University Village, Shoppes at Mallard Pointe, Shoppes at Seckman	Anthony Sr., James, Douglas, Timothy and Nicholas Sansone

# Heavy Hitters

These brokers were involved in the top commercial real estate deals of the past year and were featured in the Sept. 5, 2008, issue of the St. Louis Business Journal.

## Creve Coeur Corporate Center

**Price: \$91 million**  
**Square footage: 567,594**  
**Brokers:** Scott Bazoian, Jim Mosby, Carrie Mauch, Paul Hilton and Mike Hanrahan, Colliers Turley Martin Tucker  
**Category:** Office sale  
**Where:** 600-622 Emerson Road in Creve Coeur

## Westport Plaza

**Price: \$87 million**  
**Square footage: 700,000**  
**Brokers:** Mike Hanrahan, Paul Hilton, Scott Bazoian, Jim Mosby and Carrie Mauch, Colliers Turley Martin Tucker  
**Category:** Sale  
**Where:** Westport Plaza in Maryland Heights

## Highlands Plaza I, St. Louis Commerce Center I & II

**Price: \$54.4 million**  
**Square footage: 633,000**  
**Brokers:** Steve Brown, Don Land and Jim Tainter, Balke Brown Associates; Mishaal Taqui, Klarfeld Real Estate Co.; Richard Bell, Investment Property Advisors  
**Category:** Office/industrial sale  
**Where:** 1001 Highlands Plaza Drive, 909 N. 20th St. & 900 N. 23rd St., St. Louis

## National City Center

**Price: \$50 million**  
**Square footage: 300,000**  
**Broker:** Mike Carlson, Sansone Group  
**Category:** Sale  
**Where:** 120 S. Central Ave. in Clayton

## Solutia

**Price: \$42.75 million**  
**Square footage: 257,250**  
**Brokers:** Paul Hilton, Mike Hanrahan, Scott Bazoian, Jim Mosby and Carrie Mauch, Colliers Turley Martin Tucker  
**Category:** Office sale  
**Where:** 575 Maryville Centre Drive in Town & Country

## Oxford Hills Apartment Homes

**Price: \$34.5 million**  
**Square footage: 457,500**  
**Brokers:** Mike Hanrahan and Paul Hilton, Colliers Turley Martin Tucker  
**Category:** Apartment sale  
**Where:** 10304 Oxford Hill Drive in Creve Coeur

## Old Town Executive Center

**Price: \$34.15 million**  
**Square footage: 184,874**  
**Brokers:** Kevin Bittmann, CB Richard Ellis; Piers Pritchard and Jay Holland, Colliers Turley Martin Tucker  
**Category:** Sale  
**Where:** 150, 165 and 168 N. Meramec in Clayton

## Bemiston Tower

**Price: \$32.1 million**  
**Square footage: 174,000**  
**Brokers:** Chris Fox and Dennis DeSantis, Gateway Commercial  
**Category:** Sale  
**Where:** 231 S. Bemiston Ave. in Clayton

## St. Anthony's Medical Center

**Price: \$29 million**  
**Square footage: 152,000**  
**Brokers:** Lynn Schenck, David Steinbach and Bob Staniforth, Jones Lang LaSalle  
**Category:** Office lease  
**Where:** St. Anthony's Medical Center campus

## Sevens Building

**Price: \$28.25 million**  
**Square footage: 197,139**  
**Brokers:** Paul Hilton, Mike Hanrahan, Scott Bazoian, Jim Mosby and Carrie Mauch, Colliers Turley Martin Tucker  
**Category:** Sale  
**Where:** 7777 Bonhomme Ave. in Clayton



KEN ASTON



DANIEL BARNES



SCOTT BAZOIAN



KEVIN BITTMANN



STEVE BROWN



TIM CONVY



DENNIS DESANTIS



CHRIS FOX



MIKE HANRAHAN



PAUL HILTON



PAM HINDS



JAY HOLLAND



THOMAS HOMCO



DAN JOHNSON



TERRY JOHNSON



PETER KROMBACH



ED LAMPITT



DON LAND



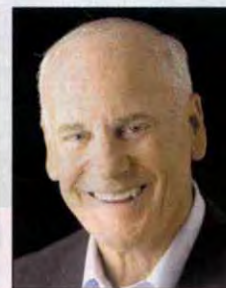
JAMIE MARX



CARRIE MAUCH



JOE MCGAULEY



BRUCE MILLS



JIM MOSBY



GARY PARKER