

THE LIST
St. Louis Business Journal

May 28, 2010

Largest commercial real estate firms
Ranked by number of local active licensed agents

RANK / PRIOR YEAR	COMPANY ADDRESS PHONE WEBSITE	TOTAL LOCAL ACTIVE AGENTS	TOTAL LOCAL STAFF	DESIGNATED REALTOR(S)
1 1	Cassidy Turley 7701 Forsyth Blvd., Suite 500, St. Louis, Mo. 63105 (314) 862-7100 www.cassidyturley.com 	225	551	Dean Mueller
2 2	CB Richard Ellis 8235 Forsyth Blvd., St. Louis, Mo. 63105 (314) 655-6000 www.cbre.com/stlouis 	52	135	Peter Krombach
3 4	Realty Exchange 2203 S. Big Bend, St. Louis, Mo. 63117 (314) 647-2220 www.realtyexchangeweb.com	42	47	Robert Kahn
4 5	Solon Gershman Inc. 7 N. Bemiston, St. Louis, Mo. 63105 (314) 862-9400 www.gershmancommercial.com 	34	60	Tom Stern, Bruce Pompe, Burt Follman
5 3	Grubb & Ellis Gundaker Commercial 7777 Bonhomme Ave., Suite 1310, St. Louis, Mo. 63105 (314) 719-2000 www.gundakercommercial.com	33	90	Michael Hejna
6 6, tied	NAI DESCO 8235 Forsyth, Suite 210, St. Louis, Mo. 63105 (314) 994-4444 www.naidesco.com	26	26	John Sheahan Jr.
7 9, tied	Hilliker Corp. 2001 S. Hanley, Suite 300, St. Louis, Mo. 63144 (314) 781-0001 www.hillikercorp.com 	22	23	H. Meade Summers III
7 12, tied	Jones Lang LaSalle Americas Inc. 211 N. Broadway, Suite 2900, St. Louis, Mo. 63102 (314) 261-7372 www.us.joneslanglasalle.com/stlouis	22	165	Henry Voges
7 6, tied	The DESCO Group 25 N. Brentwood Blvd., St. Louis, Mo. 63105 (314) 994-4444 www.descogroup.com 	22	45	Mark Schnuck
10 11	Coldwell Banker Commercial 8820 Ladue Road, Suite 200, St. Louis, Mo. 63124 (314) 206-4600 www.cbcstl.com	21	44	Gregory Nooney Jr.
11 8	Pace Properties Inc. 1401 S. Brentwood Blvd., St. Louis, Mo. 63144 (314) 968-9898 paceproperties.com	19	40	Mark Sedgwick
12 16, tied	Central Realty LLC 331 W. Thornton Ave., St. Louis, Mo. 63119 (314) 862-5557 www.central-realty.com	17	19	Robert Horn
12 12, tied	Gateway Commercial 100 S. Brentwood Blvd., Suite 222, St. Louis, Mo. 63105 (314) 863-4447 www.gateway-commercial.com	17	20	Christopher Fox
12 9, tied	Sansone Group 120 S. Central Ave., Suite 500, St. Louis, Mo. 63105 (314) 727-6664 www.sansonegroup.com	17	160	James, Timothy, Douglas and Nicholas Sansone
15 14	Balke Brown Associates Inc. 1001 Highlands Plaza Drive W., Suite 150, St. Louis, Mo. 63110 (314) 621-1414 www.balkebrown.com	14	40	Mike Donovan, Steve Brown
15 18	BARBERMurphy Group 1173 Fortune Blvd., Shiloh, Ill. 62269 (618) 277-4400 www.barbermurphy.com	14	15	Wayne Barber Jr., Paul Murphy
17 15	Johnson Properties Inc. 314-B Fountains Parkway, Suite 303, Fairview Heights, Ill. 62208 (618) 632-1212 www.jpisites.com	12	14	Terry Johnson
18 23	Block Hawley Commercial Real Estate Services 16253 Swingley Ridge Road, Chesterfield, Mo. 63017 (636) 534-2900 www.blockhawley.com	11	15	Jeffrey Hawley
18 19	EVS Realty Advisors Inc. 701 Market St., Suite 1230, St. Louis, Mo. 63101 (314) 241-1175 www.evsra.com	11	32	J. John Reis
18 16, tied	Lee & Associates 101 S. Hanley Road, Suite 1150, St. Louis, Mo. 63105 (314) 480-4100 www.lee-associates.com	11	14	Anthony Hasek
21 20, tied	Lechner Realty Group 12882 Manchester Road, Suite 101, St. Louis, Mo. 63131 (314) 909-8100 www.lechnerrealty.com	9	12	Steven Lechner
21 20, tied	THF Realty Inc. 2127 Innerbelt Business Center Drive, St. Louis, Mo. 63114 (314) 429-0900 www.thfrealty.com	9	70	Michael Stenberg
23 24	McKelvey Properties 2154 Bluestone Drive, St. Charles, Mo. 63303 (636) 669-9111 www.mckelveyproperties.com	8	12	Shari Nevells
23 NR	Principal Commercial Real Estate Co.¹ 2019 Smizer Station Road, St. Louis, Mo. 63088 (314) 270-5991 www.principalcre.com	8	20	Dan Dokovic
25 25	Johnson Group Inc. 1714 Deer Tracks Trail, Suite 100, St. Louis, Mo. 63131 (314) 862-3000 www.j-group.com	5	7	David Johnson

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

1. Walpert Properties merged with Principal Commercial Real Estate Co. on Oct. 1, 2010.

NR — Not Ranked

Largest office property management firms

Ranked by square feet of office space managed locally

RANK/ PRIOR YEAR	COMPANY ADDRESS PHONE WEBSITE	SQUARE FEET OF OFFICE SPACE MANAGED LOCALLY	GEOGRAPHIC CONCENTRATIONS	NOTABLE LOCAL PROPERTIES MANAGED	TOP LOCAL EXECUTIVE(S)
1 1	Cassidy Turley¹ 7701 Forsyth Blvd., Suite 500, St. Louis, Mo. 63105 (314) 862-7100 www.ctmt.com	22,646,731	St. Louis metro area	US Bank Tower, Creve Coeur Center	Tim Walsh
2 3	Jones Lang LaSalle Americas Inc. 211 N. Broadway, Suite 2900, St. Louis, Mo. 63102 (314) 261-7372 www.us.joneslanglasalle.com/stlouis	6,575,000	Downtown, West County, Clayton	Metropolitan Square, Bank of America Plaza, Corporate Hill Campus	Henry Voges
3 2	CB Richard Ellis 8235 Forsyth Blvd., St. Louis, Mo. 63105 (314) 655-6000 www.cbre.com/stlouis	6,012,303	St. Louis metro area, Illinois	Pierre Laclede Center I & II, Corporate Square, The Plaza in Clayton, Shaw Park Plaza	Peter Krombach
4 8	Grubb & Ellis Management Services 1010 Market St., St. Louis, Mo. 63101 (314) 621-8676 www.grubb-ellis.com	5,191,092	Downtown, North County, West County, O'Fallon, Mo.	Citi, IBM Technology Center, 1010 Market	Carlye Hoese
5 4	Balke Brown Associates Inc. 1001 Highlands Plaza Drive W., Suite 150, St. Louis, Mo. 63110 (314) 621-1414 www.balkebrown.com	4,867,464	St. Louis City and County, St. Charles County, Metro East/Southwest Illinois	The Highlands at Forest Park, St. Louis Union Station Office Centre, Fairview Heights Office Park, Mark Twain Plaza, Green Mount Corporate Center	Steve Brown
6 6	Sansone Group 120 S. Central Ave., Suite 500, St. Louis, Mo. 63105 (314) 727-6664 www.sansonegroup.com	2,956,781	St. Louis metro area and South Florida Tri-County Region	National City Center, SSM Health Care - North Region, Maryland Place	Anthony Sr., James Timothy, Douglas and Nicholas Sansone
7 5	Duke Realty Corp. 520 Maryville Centre Drive, Suite 200, St. Louis, Mo. 63141 (314) 514-6700 www.dukerealty.com	2,933,292	Clayton, Chesterfield, Creve Coeur, Earth City, Maryland Heights, Sunset Hills, Town and Country	Interco Corporate Tower, Riverport Tower, Maryville Centre	Thomas Martin
8 7	Solon Gershman Inc. 7 N. Bemiston, St. Louis, Mo. 63105 (314) 862-9400 www.gershmancommercial.com	2,700,000	St. Louis metro area	Timberlake Corporate Center, Park 270 I & II, Woodland Plaza II	Bruce Pompe
9 11	EVS Realty Advisors Inc. 701 Market St., Suite 1230, St. Louis, Mo. 63101 (314) 241-1175 www.evsra.com	2,444,227	St. Louis	Gateway One, Magna Place, Riverport Lakes	J. John Reis
10 10	Coldwell Banker Commercial 8820 Ladue Road, Suite 200, St. Louis, Mo. 63124 (314) 206-4600 www.cbcsstl.com	2,085,000	St. Louis metro area	Safety National Building, Kellwood Building, Emerald Point, Sunset Corporate Center, Woodlands Paza III	Bruce Brophy
11 9	Scott Properties 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 North Tucker Office Building, Chapel Hill II Office Building	Joe Scott
12 12	McEagle Properties LLC 1001 Boardwalk Springs Place, O'Fallon, Mo. 63368 (636) 561-9300 www.mc-eagle.com	1,150,000	St. Louis metro area, Illinois	NorthPark Development, Winghaven Development	Paul McKee Jr. ²
13 16	White Co. 1600 S. Brentwood Blvd., Suite 770, St. Louis, Mo. 63144 (314) 961-4480 www.white-co.com	1,124,793	St. Louis County	Center 40, Bank of America at Westport	Thomas White
14 13	The Koman Group 1 CityPlace Drive, Suite 540, St. Louis, Mo. 63141 (314) 993-5800 www.komangroup.com	1,124,233	Creve Coeur	CityPlace Campus	William Koman Jr.
15 NR	Golub & Co. 111 Westport Plaza, Suite 550, Saint Louis, Mo. 63146 (314) 576-7100 www.golubandcompany.com	1,094,703	St. Louis metro area	Westport Plaza and Creve Coeur Office Portfolio	Lisa Bulczak
16 14	Gateway Commercial 100 S. Brentwood Blvd., Suite 222, St. Louis, Mo. 63105 (314) 863-4447 www.gateway-commercial.com	1,000,000	St. Louis metro area	General American Insurance Co. South County Campus, The Crossings in Westport	Jack Houze
17 15	Sachs Properties Inc. 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
18 17	Digital Realty Trust Inc. 210 N. Tucker, St. Louis, Mo. 63101 (314) 621-1226 www.digitalrealtytrust.com	690,266	St. Louis metro area	210 N. Tucker Blvd., 900 Wanut St., #1 Savvis Parkway	William Stockmann
19 20	A.M.C.I. Inc. 6698 Keaton Corporate Parkway, O'Fallon, Mo. 63368 (636) 300-4448 www.amcirealestate.com	622,629	Earth City, St. Charles County	Corporate Woods Office Buildings in Earth City	D. Jerry Leigh
20 NR	Rafco Properties & Development 7711 Carondelet Ave., Suite 303, St. Louis, Mo. 63105 (314) 721-8427 www.rafcoprop.com	606,678	Clayton and Midtown	Centene Plaza in Clayton	Tobias Rafael, Tina Rafael, Lena Gunn
21 18	Cozad Commercial Real Estate Ltd. 16 Sunnen Drive, Suite 164, St. Louis, Mo. 63143 (314) 781-3000 www.cozadgroup.com	606,227	Mid-St. Louis County, West County, Northwest County, St. Charles County	Sunnen Business Park, Walker Medical Building, Hanley Complex	G.T. Cozad Jr.
22 19	Kelley Real Estate Inc. 12444 Powerscourt Drive, Suite 150, St. Louis, Mo. 63131 (314) 965-6400 www.kelleyre.com	464,000	West St. Louis County	Manchester/270 Office Center	Joseph Kelley Jr.
23 NR	Curator Commercial Management 8000 Maryland Ave., Suite 380, St. Louis, Mo. 63105 (314) 621-1226 None	420,000	St. Louis metro area	8000 Maryland (5/3 Center), Woods Mill Pointe	Robert Guller, Jon White
24 21	Gundaker Commercial Group 100 Chesterfield Business Parkway, Chesterfield, Mo. 63005 (636) 728-5100 www.gundakercommercial.com	255,042	St. Louis metro area	Gundaker Commercial Center, Chesterfield Business Park, Gundaker Corporate Center, Gundaker Lake Saint Louis	Michael Hejna
25 23	Johnson Group Inc. 1714 Deer Tracks Trail, Suite 100, Town & Country, Mo. 63131 (314) 862-3000 www.j-group.com	255,000	St. Louis metro area	Regions Bank in Ladue, Larson Allen Building, Johnson Group Building	David Johnson, Daniel Johnson, Sheldon Johnson

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DAVID HILTON
CASSIDY TURLEY, NO. 1

What is the vacancy rate for the St. Louis market? The office vacancy rate went from 12.1% at the end of



2008 to 13.8% as of the third quarter of 2010.

Are tenant demands changing given the economy?

Tenants continue to focus on

reduced operating expenses, which ultimately impacts use of available funds to maintain the appearance and service levels provided. Many tenants are also taking advantage of reduced rental rates to upgrade to a high building class and are seeking flexibility in lease term commitments.

What new properties have you brought under management in the last year? Significant wins over the past year include Centene Plaza and The Tower at University Village. Combined, the recent wins total over 700,000 square feet, bringing our St. Louis portfolio to over 23 million square feet.

What are your industry expectations for 2011? The moderate growth experienced within the commercial real estate market in 2010 will continue into 2011. As companies continue to slowly hire new employees, they will look to expand their space. With nearly non-existent construction activity, this growth will occur within existing office space thereby driving modest improvement in the market's vacancy and asking rates.

NOTES

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

1. Colliers Turley Martin Tucker broke its affiliation with Colliers International, and was renamed Cassidy Turley as of March 1, 2010. Tim Walsh is managing principal of the firm's St. Louis office; David Hilton is a senior vice president and principal with the firm.

2. Chris McKee left McEagle in May 2010. Paul McKee Jr. replaced him.

NR — Not Ranked

Source: the listed firms

ELECTRONIC BOOK OF LISTS

To order call (800) 486-3289

Largest commercial developers

Ranked by total square feet of commercial space completed or under construction in 2010

RANK/ PRIOR YEAR	COMPANY ADDRESS PHONE WEBSITE	TOTAL SQUARE FEET COMPLETED OR UNDER CONSTRUCTION: 2010 2009	EMPLOYEES: LOCAL COMPANYWIDE	SQUARE FEET OF COMMERCIAL SPACE OWNED: LOCAL COMPANYWIDE	SAMPLE OF LOCAL PROJECTS	TOP LOCAL EXECUTIVE(S)
1 1	Panattoni Development Co. 8112 Maryland Ave., Suite 200, Clayton, Mo. 63105 (314) 783-0025 www.panattoni.com	3,759,188 13,240,769	3 217	1,300,000 51,789,876	Lakeview Commerce Center, Park 370, Green Park, Mid County I, Aviator Business Park	Mark Branstetter
2 3	Clayco Inc. 2199 Innerbelt Business Center Drive, St. Louis, Mo. 63114 (314) 429-5100 www.claycorp.com	1,438,100 1,341,000	550 975	2,412,500 4,473,100	Centene, Express Scripts High Volume Filler	Tom Schroyer
3 6	The Koman Group LLC 6 CityPlace Drive, Suite 430, Creve Coeur, Mo. 63141 (314) 993-5800 www.komangroup.com	500,000 0	30 30	1,744,000 1,744,000	Centene Plaza, CityPlace Campus	William Koman Jr.
4 7	THF Realty Inc. 2127 Innerbelt Business Center Drive, St. Louis, Mo. 63114 (314) 429-0900 www.thfrealty.com	264,000 397,000	62 82	6,300,000 21,000,000	Chesterfield Commons, Eureka Towne Center, Maplewood Commons	Michael Staenberg
5 11	Balke Brown Associates Inc. 1001 Highlands Plaza Drive W., Suite 150, St. Louis, Mo. 63110 (314) 621-1414 www.balkebrown.com	235,000 64,000	39 39	0 0	The Highlands at Forest Park, 255 Logistics Center, Parkway Lakeside Apartment Homes	Steve Brown, Mike Donovan
6 2	Gundaker Commercial Group 100 Chesterfield Business Parkway, Chesterfield, Mo. 63005 (636) 728-5100 www.gundakercommercial.com	188,700 4,831,356	81 81	738,000 738,000	Village at Wingate, Spirit Crossings, Premier 370, Pevely Pointe Apartments	Dean Burns, Gordon Gundaker, Michael Hejna, Gregory Lee, Mary Mercurio, David Morris, Michael Seidel
7 5	Pace Properties Inc. 1401 S. Brentwood Blvd., Suite 900, St. Louis, Mo. 63144 (314) 968-9898 www.paceproperties.com	110,000 350,000	35 35	1,800,000 2,100,000	Manchester Highlands, The Boulevard, Brentwood Square	Mark Sedgwick