

Denver-Area Commercial Real Estate Brokerages

Ranked by total square footage brokered

A Different View (By category)

Industrial Sq. Ft. Brokered

Brokerage	Square feet
1. CB Richard Ellis Inc.	6,235,055
2. Fuller and Company	3,321,845
3. Colliers Bennett & Kahnweiler Inc.	3,191,075
4. Trammell Crow Co.	2,486,678
5. Frederick Ross Co.	2,259,408
6. First Industrial Realty Trust Inc.	2,102,072
7. Cushman & Wakefield of Colorado Inc.	1,900,747
8. Grubb & Ellis Co.	1,295,018
9. Staubach Company - Front Range LLC	1,006,472
10. Shames-Makovsky Realty Co.	697,245
11. The Colorado Group	627,809
12. Ringsby Realty Corp.	603,740
13. Colorado & Santa Fe Real Estate Co.	468,678
14. Cresa Partners-Denver Inc.	428,520
15. Unique Properties	232,919

Office Sq. Ft. Brokered

Brokerage	Square feet
1. CB Richard Ellis Inc.	6,198,586
2. Cushman & Wakefield of Colorado Inc.	5,855,879
3. Staubach Company - Front Range LLC	4,628,000
4. Frederick Ross Co.	3,328,448
5. Fuller and Company	3,097,675
6. Trammell Crow Co.	1,870,733
7. Transwestern Commercial Services	1,582,819
8. Jones Lang LaSalle Americas Inc.	1,492,173
9. Equis Corp.	1,401,613
10. Cresa Partners-Denver Inc.	1,117,483
11. Grubb & Ellis Co.	1,038,652
12. Julien J. Studley Inc.	820,785
13. Colliers Bennett & Kahnweiler Inc.	802,303
14. Unique Properties	736,779
15. The Colorado Group	615,429

Retail Sq. Ft. Brokered

Brokerage	Square feet
1. SullivanHayes Cos.	2,021,227
2. CB Richard Ellis Inc.	1,805,719
3. Trammell Crow Co.	1,663,132
4. Fuller and Company	1,583,533
5. Western Centers Inc.	1,509,461
6. Legend Retail Group LLC	1,140,224
7. Cushman & Wakefield of Colorado Inc.	776,177
8. Marcus & Millichap	680,609
9. Staubach Company - Front Range LLC	635,000
10. Dunton Commercial Real Estate Co.	570,477
11. Frederick Ross Co.	533,208
12. Unique Properties	387,884
13. Grubb & Ellis Co.	369,187
14. Colorado & Santa Fe Real Estate Co.	352,082
15. Shames-Makovsky Realty Co.	214,163

Rank/ prior rank	Brokerage, address	Phone / fax	Denver area square footage 2004			Acres of land brokered	No. of apartment units sold	Top local executive — Owner (ticker symbol) Headquarters	Year established in Denver area
			Total square feet brokered	First line: leased / second line: sold					
				Office	Industrial				
1.	CB Richard Ellis Inc. 4600 S. Syracuse St., Suite 100 Denver, Colo. 80237 www.cbcre.com	720-528-6300 720-528-6333	14,299,360	2,802,038 3,396,548	2,578,468 3,716,587	490,310 1,315,409	156 655	Richard M. Calhoun, senior managing director — CB Richard Ellis Inc. (CBG) / Los Angeles	1974
2.	Cushman & Wakefield of Colorado Inc. 633 17th St., Suite 1700 Denver, Colo. 80202 www.cushmanwakefield.com	303-292-2300 303-292-0920	8,532,803	3,419,123 2,436,756	881,147 1,019,600	— 776,177	813.66	Sherman Miller IV, executive managing director, west area leader — Cushman & Wakefield Inc. / New York	1977
3.	Fuller and Company 1515 Arapahoe St., Suite 1200 Denver, Colo. 80202 fullercompany.com	303-292-3700 303-534-8270	8,003,053	2,138,644 959,031	1,732,401 1,589,444	208,551 1,374,982	8,009 1,599	Gregory W. Morris, president, CEO — Fuller and Company shareholders / Denver	1956
4.	Staubach Company - Front Range LLC 1125 17th St., Suite 1420 Denver, Colo. 80202 www.staubach.com	303-572-1800 303-572-0914	6,269,472	4,453,000 175,000	721,472 285,000	425,000 210,000	53	Barry J. Dorfman, president — Roger Staubach / Dallas	1990
5.	Frederick Ross Co. 717 17th St., Suite 2000 Denver, Colo. 80202 www.frederickross.com	303-892-1111 303-892-6338	6,121,064	2,448,719 879,729	733,376 1,526,032	315,673 217,535	122 40	John P. Box, president, CEO — Ross Investment Ventures / Denver	1888
6.	Trammell Crow Co. 8390 E. Crescent Parkway, Suite 300 Greenwood Village, Colo. 80111 www.trammellcrow.com	303-220-0900 303-889-5880	6,020,543	1,554,636 316,097	1,990,388 496,290	394,803 1,268,329	6.89	Ann Sperling, senior managing director — Trammell Crow Co. (TCC) / Dallas	1971
7.	Colliers Bennett & Kahnweiler Inc. 13900 E. Harvard Ave., Suite 210 Aurora, Colo. 80014 www.colliersb-k.com	303-745-5800 303-745-5888	3,993,378	757,294 45,009	2,102,108 1,088,967	— —	20	Brad W. Calbert, president — Brad W. Calbert / Aurora	1966
8.	Grubb & Ellis Co. 1200 17th St., Suite 2000 Denver, Colo. 80202 www.grubb-ellis.com	303-572-7700 303-572-7722	2,702,857	849,905 188,747	696,684 598,334	2,695 366,492	549 86	M. Mark Ballonger, managing director, executive vice president — Grubb & Ellis Co. (GBEL) / Northbrook, Ill.	1972
9.	First Industrial Realty Trust Inc. 5350 S. Roslyn St., Suite 240 Greenwood Village, Colo. 80111 www.firstindustrial.com	303-220-5565 303-220-5585	2,200,378	— —	1,803,785 298,287	98,306 —	— —	Gregory S. Downs, managing director — First Industrial Realty Trust (FR) / Chicago	1997
10.	SullivanHayes Cos. 201 Columbine St., Suite 300 Denver, Colo. 80206 www.sullivanhayes.com	303-534-0900 303-831-1333	2,021,227	— —	— —	1,034,128 987,099	— —	Thomas Castle, president — Chang Enterprises / Mission Viejo, Calif.	1978
11.	Transwestern Commercial Services 7979 E. Tufts Ave., Suite 115 Denver, Colo. 80237 www.transwestern.net	303-639-3000 303-407-1453	1,600,159	1,188,216 396,603	17,340 —	— —	— —	Thomas "Chip" E. Clarke, president, Southwest region — Robert Duncan, Larry Heard / Houston	1997
12.	Equis Corp. 8350 E. Crescent Parkway, Suite 300 Greenwood Village, Colo. 80112 equiscorp.com	720-554-0789 720-554-0798	1,548,124	1,401,613 —	146,511 —	— —	— —	Paul M. Keitt, senior vice president — Equis Corp. / Chicago, Ill.	1996
13.	Cresa Partners-Denver Inc. 7979 E. Tufts Avenue Parkway, Suite 810 Denver, Colo. 80237 www.cresapartners.com	303-228-0800 303-813-1639	1,546,003	1,072,978 44,505	407,727 20,793	— —	— —	Charles H. McKenney, president — Charles H. McKenney, and group of six project managers / New York	1985
14.	Western Centers Inc. 2821 S. Parker Road, Suite 215 Aurora, Colo. 80015 www.westerncenters.com	303-306-1000 303-306-1133	1,509,461	n/a —	n/a —	1,509,461 —	— —	Arnie Meranski, president — Arnie Meranski / Aurora	1990
15.	Jones Lang LaSalle Americas Inc. 950 17th St., Suite 1850 Denver, Colo. 80202 www.joneslanglasalle.com	303-280-6500 303-280-6501	1,492,173	1,492,173 —	— —	— —	— —	Brian M. Ross, president — Jones Lang LaSalle Inc. (JLL) / Chicago	1973
16.	Unique Properties 1873 S. Bellaire St., Suite 825 Denver, Colo. 80222 www.uniqueprop.com	303-321-5888 303-321-5889	1,357,582	208,027 528,752	97,127 135,792	38,808 349,076	679,770 1,069	Marc S. Lippitt, principal — Marc Lippitt, Scott Shwayder / Denver	n/a
17.	The Colorado Group 3434 47th St., Suite 220 Boulder, Colo. 80301 www.coloradogroup.com	303-449-2131 303-449-8250	1,337,672	468,953 146,476	342,501 285,308	79,681 14,753	10.42	Danny Lintau, president — G. Aboussie, A. Berne, J. Fisher, Jack Kruse, Jason Kruse, D. Lindau, N. Littmann, T. McClain, D. Lindau, C. Hansen / Denver	1980
18.	Legend Retail Group LLC 5150 E. Yale Circle, Suite 400 Denver, Colo. 80222 www.legendretailgroup.com	720-529-2999 720-489-7711	1,140,224	— —	— —	1,140,224 —	116	David Larson, partner — D. Larson, J. Elliot, R. Will, P. Pavlakis, C. Burton / Denver	2000
19.	Shames-Makovsky Realty Co. 1400 Glenarm Place, Suite 201 Denver, Colo. 80202 www.smrcrealty.com	303-534-5005 303-534-1802	944,611	8,834 24,369	503,075 194,170	131,542 82,621	6.18	Evan Makovsky, general partner — Evan Makovsky / Denver	1971
20.	Colorado & Santa Fe Real Estate Co. 2400 Industrial Lane, Suite 2100 Broomfield, Colo. 80020 www.coloradosantafe.com	303-466-2500 303-466-3008	915,376	94,616 —	453,091 15,587	352,082 —	— —	Milt Burlingame, president — Marcel Arsenault / Broomfield	1984
21.	Marcus & Millichap 1401 17th St., Suite 1100 Denver, Colo. 80202 www.marcusmillichap.com	303-320-1300 303-308-9048	892,217	— 164,887	— 46,721	— 680,609	— 1,783	Adam Christofferson, vice president, regional manager — Marcus & Millichap Real Estate Investment Brokerage Co. / Encino, Calif.	1978
22.	Dunton Commercial Real Estate Co. 1720 S. Bellaire St., Penthouse Denver, Colo. 80222 www.duntonrealty.com	303-758-3131 303-758-3293	888,574	66,448 61,997	59,738 129,914	391,598 178,879	172	Tom Castle, president — CMCB Enterprises Inc. / Denver	1904
23.	Julien J. Studley Inc. 1050 17th St. Denver, Colo. 80265 www.studley.com	303-302-5100 303-302-5110	869,870	820,785 —	49,085 —	— —	— —	Robert N. Link, executive vice president, branch manager — Mitchell Steir, Michael Colacina, Mark Jaccom / New York	2001
24.	Ringsby Realty Corp. 1123 Auraria Parkway, Suite 200 Denver, Colo. 80204 www.ringsbyrealty.com	303-892-0114 303-892-0119	690,740	— —	453,640 150,100	87,000 —	— —	Alex Ringsby, president — Ringsby Terminals Inc. / Denver	2002
25.	Keys Commercial Real Estate LLC 1919 14th St., Suite 800 Boulder, Colo. 80302 www.keys-commercial.com	303-447-2700 303-447-1150	366,980	147,330 168,372	6,021 —	18,757 26,500	— —	Geoffrey E. Keys, managing broker — Geoffrey E. Keys / Boulder	1983