

TOP >> BROKERS

Best of the Best 2009

19. L3 Corporation

12655 Olive Boulevard, Ste 220

St. Louis, MO 63141

Phone: 314.469.7400**Fax:** 314.576.9768**Website:** www.L3corp.net**Officers:** Craig Wielansky, President; Jay Cohen, Vice President**Offices:** St. Louis, MO**Total Leasing Transactions/Investment Sales: \$494,397,997**

Leasing Transactions: \$494,397,997

Number of Leases: 152

Sq. Ft. of Transactions: 2,971,653

Projects: Whispering Ridge / PetSmart, Omaha, NE; Arnold Commons /

PetSmart, Arnold, MO; MarketPlace Shopping Center / Golf Galaxy,

Fairview Heights, IL

22. UGL Equis

161 N. Clark St., Ste 2400

Chicago, IL 60601

Phone: 312.424.8000**Fax:** 312.424.8080**Website:** www.ugl-equis.com**Officers:** David Montross, Chief Executive; Michael Sheinkop, Executive Vice President**Offices:** Chicago, IL; Indianapolis, IN; Detroit, MI; Milwaukee, WI; Minneapolis, MN; St. Louis, MO; Cincinnati, Cleveland, OH**Total Leasing Transactions/Investment Sales: \$430,771,366**

Leasing Transactions: \$415,556,765

Investment Transactions: \$15,154,601

Number of Leases: 333

Sq. Ft. of Transactions: 8,787,720

Projects: 100 River Ridge Circle, Jefferson, IN (Industrial); 1500 North

Dayton Street, Chicago, IL (Industrial); 2900 North Shadeland Avenue,

Indianapolis, IN (Industrial)

20. L. Mason Capitani CORFAC International

2301 W. Big Beaver, Ste 625

Troy, MI 48084

Phone: 248.637.9700**Fax:** 248.637.9897**Website:** www.Lmcap.com**Officers:** Jason E. Capitani, SIOR, CCIM, Executive Vice President;

Mason L. Capitani, SIOR, Executive Vice President

Offices: Troy, MI**Total Leasing Transactions/Investment Sales: \$479,222,105**

Leasing Transactions: \$137,982,433

Investment Transactions: \$341,239,672

Number of Leases: 698

Sq. Ft. of Transactions: 11,440,042

Projects: Village Office Center, Southfield, MI (Office Building); Budd

Office Building, Rochester Hill, MI (Office Building); Phoenix Utica

Building, Shelby TWP., MI (Industrial Building)

23. MB Real Estate Services, LLP

181 W. Madison St., Ste 3900

Chicago, IL 60602

Phone: 312.726.1700**Fax:** 312.558.3883**Website:** www.mbres.com**Officers:** Peter E. Ricker, Chairman & CEO; John T. Murphy, President of Midwest Region**Offices:** Chicago, IL; Milwaukee, WI**Total Leasing Transactions/Investment Sales: \$429,862,965**

Leasing Transactions: \$429,862,965

Number of Leases: 99

Sq. Ft. of Transactions: 1,372,082

Projects: 181 W. Madison Street, Chicago, IL (Office); PPM America

Expansion & Extension at 225 W. Wacker Dr., Chicago, IL (Office); Hyatt

Global Renewal and Expansion at 200 W. Monroe St., Chicago, IL

(Office)

21. Hendricks & Partners

2525 East Camelback Rd., Ste 1150

Phoenix, AZ 85016

Phone: 602.955.1122**Fax:** 602.955.9611**Website:** www.hendrickspartners.com**Officers:** Don Hendricks, Chairman & CEO; John Rhoades, COO**Offices:** Chicago, IL; Birmingham, MI; Kansas City, St. Louis, MO**Total Leasing Transactions/Investment Sales: \$470,000,000**

Investment Transactions: \$470,000,000

Sq. Ft. of Transactions: 6,659,564

Projects: Thornberry Woods, Naperville, IL (Multifamily); Village Green,

Chesterfield, MO (Multifamily); Madison at Butternut Ridge, North

Olmstead, OH (Multifamily)

24. Kessinger/Hunter & Company, LC

2600 Grand Blvd., Ste 700

Kansas City, MO 64108

Phone: 816.842.2690**Fax:** 816.421.5659**Website:** www.kessingerhunter.com**Officers:** Patrick J. McGannon, SIOR, President; Charles Hunter, Co-Chairman**Offices:** Overland Park, KS; Kansas City, MO**Total Leasing Transactions/Investment Sales: \$344,713,999**

Leasing Transactions: \$266,600,554

Investment Transactions: \$78,113,444

Number of Leases: 453

Sq. Ft. of Transactions: 34,187,420

Projects: Pure Fishing, Kansas City, MO (Industrial); Embarq

Management Company, Overland Park, KS (Office); Sprint

Communications, Lenexa KS (Office)

25. NAI Farbman

28400 Northwestern Hwy., 4th Floor

Southfield, MI 48034

Phone: 248.353.0500**Fax:** 248.353.0501**Website:** www.naifarbman.com**Officers:** Andrew Farbman, CEO, President; Andrew Gutman, CFO**Offices:** Chicago, IL; Detroit, Southfield, MI**Total Leasing Transactions/Investment Sales: \$298,000,000**

Leasing Transactions: \$210,000,000

Investment Transactions: \$88,000,000

Number of Leases: 301

Sq. Ft. of Transactions: 3,875,000

Projects: Leo Burnett Transaction, Troy, MI (Office); Metro Commerce

Center, Wayne, MI (Industrial); Oakwood Healthcare / Village Plaza,

Dearborn, MI (Office)

**26. Lee & Associates of Illinois, LLC**

8755 W. Higgins Rd., Ste 1000

Chicago, IL 60631

Phone: 773.355.3000**Fax:** 773.693.9921**Website:** www.lee-associates.com**Officers:** Kenneth P. Franzese, President; John T. Cassidy, Principal**Offices:** Chicago, Southfield, IL; Brighton, MI; St. Louis, MO; Madison, WI**Total Leasing Transactions/Investment Sales: \$294,127,990**

Leasing Transactions: \$118,696,850

Investment Transactions: \$175,431,140

Number of Leases: 118

Sq. Ft. of Transactions: 22,676,950

Projects: First Park, 58th Place, Kenosha, WI (Sale); 1100 Remington,

Bolingbrook, IL (Lease); 2122 York Road, Oak Brook, IL (Lease)

27. Millennium Properties R/E, Inc.

Two First National Plaza,

20 S. Clark St., Ste 630

Chicago, IL 60603

Phone: 312.338.3000**Fax:** 312.338.3008**Website:** www.mpirealestate.com**Officers:** Daniel J. Hyman, President; Susan B. Silver, Executive Vice

President

Offices: Chicago, IL**Total Leasing Transactions/Investment Sales: \$273,368,200**

Leasing Transactions: \$5,221,600

Investment Transactions: \$268,146,600

Number of Leases: 11

Sq. Ft. of Transactions: 24,914,600

Projects: Marquis Apartments, Chicago, IL (Multi-Family); Naperville

Office Campus, Naperville, IL (Office); Sheridan Beach Apts., Chicago, IL

(Multi-Family)



TOP >> PROPERTY MANAGERS

Best of the Best 2009

19. Kessinger/Hunter & Company, LC

2600 Grand Blvd., Ste. 700

Kansas City, MO 64108

Phone: 816.842.2690**Fax:** 816.421.5659**Website:** www.kessingerhunter.com**Officers:** Patrick J. McGannon, SIOR, President; Charles Hunter, Co-Chairman**Offices:** Overland Park, KS; Kansas City, MO**Total Sq. Ft. Owned/Managed in 2008: 22,702,984 sq. ft.**

Office: 7,610,508 sq. ft.

Industrial: 10,623,106 sq. ft.

Retail: 2,449,370 sq. ft.

Hotel: 2,020,000 sq. ft.

Projects: Crown Center, Kansas City, MO (Office); Highwoods Properties, Kansas City, MO (Office); TA Associates Realty, Kansas City, MO/KS (Office)

22. Cushman & Wakefield, Inc.

455 N. Cityfront Plaza Dr.

Chicago, IL 60611

Phone: 312.470.1800**Fax:** 312.470.3800**Website:** www.cushwake.com**Officers:** Michael McKiernan, Exec. Managing Director/Branch Mgr.; Aaron Block, Sr. Managing Director/Branch Mgr.**Offices:** Chicago, Rosemont, IL; Eden Prairie, Minneapolis, MN**Total Sq. Ft. Owned/Managed in 2008: 20,722,601 sq. ft.**

Office: 12,060,000 sq. ft.

Industrial: 3,207,000 sq. ft.

Facilities Management: 5,455,000 sq. ft.

25. Dial Companies

11506 Nicholas St., Ste 100

Omaha, NE 68154

Phone: 402.493.2800**Fax:** 402.493.8069**Website:** www.dialcompanies.com**Officers:** Donald Day, Chairman; John Hughes, CFO**Offices:** Omaha, NE**Total Sq. Ft. Owned/Managed in 2008: 19,406,368 sq. ft.**

Office: 199,525 sq. ft.

Industrial: 3,120,000 sq. ft.

Retail: 8,131,623 sq. ft.

Multifamily: 4,918,170 sq. ft.

Senior Housing: 1,246,050 sq. ft.

Hotel: 265,920 sq. ft.

Projects: Hays Mall, Hays, KS (Retail); Platte River Mall, North Platte, NE (Retail); Lake Manawa Center, Omaha, NE (Retail)

**20. Block & Company, Inc.**

700 W. 47th St., Ste. 200/605 W. 47th St., Ste. 200

Kansas City, MO 64112

Phone: 816.756.1400 /

816.753.6000

Fax: 816.932.5598**Website:** www.blockandco.com**Officers:** Kenneth G. Block, Principal; David M. Block, Principal**Offices:** Overland Park, KS; Kansas City, St. Louis, Riverside, MO**Total Sq. Ft. Owned/Managed in 2008: 22,435,863 sq. ft.**

Office: 6,105,459 sq. ft.

Industrial: 8,476,952 sq. ft.

Retail: 7,853,452 sq. ft.

Projects: Colony Portfolio, MO/KS (Mixed); Pine Ridge Business Park, Lenexa, KS (Mixed); Great Mall of the Great Plains, Olathe, KS (Retail)

**23. NorthMarq**

3500 W. American Blvd., Ste. 200

Minneapolis, MN 55431

Phone: 952.831.1000**Website:** www.northmarq.com**Officers:** Lisa Dongoske, Senior

Vice President; Julie Hughes, Senior Vice President

Offices: MN**Total Sq. Ft. Owned/Managed in 2008: 20,027,015 sq. ft.**

Office: 8,966,736 sq. ft.

Industrial: 7,033,305 sq. ft.

Retail: 4,787,713 sq. ft.

Projects: Normandale Lake Office Park, Bloomington, MN (Office); Centennial Lakes Office Park, Edina, MN (Office); Campbell Mithun Tower, Minneapolis, MN (Office)

**26. CASTO**

191 W. Nationwide Blvd., Ste. 200

Columbus, OH 43215

Phone: 614.228.5331**Fax:** 614.469.8224**Website:** www.castoinfo.com**Officers:** Don M. Casto III, Partner; Frank S. Benson, III, Partner**Offices:** Mt. Prospect, IL; Cincinnati, Columbus, OH**Total Sq. Ft. Owned/Managed in 2008: 19,226,253 sq. ft.**

Office: 73,299 sq. ft.

Industrial: 35,120 sq. ft.

Retail: 15,833,451 sq. ft.

Multifamily: 3,255,646 sq. ft.

Projects: Randhurst Village, Mt. Prospect, IL (Mixed Use); Graceland, Columbus, OH (Commercial); Taylor Square, Columbus, OH (Commercial)

21. NAI Farberman

28400 Northwestern Hwy., 4th Floor

Southfield, MI 48034

Phone: 248.353.0500**Fax:** 248.353.0501**Website:** www.naifarberman.com**Officers:** Andrew Farberman, CEO, President; Andrew Gutman, CFO**Offices:** Chicago, IL; Detroit, Southfield, MI**Total Sq. Ft. Owned/Managed in 2008: 21,200,000 sq. ft.**

Office: 11,000,000 sq. ft.

Industrial: 7,000,000 sq. ft.

Retail: 3,000,000 sq. ft.

Multifamily: 200,000 sq. ft.

Projects: Fisher Building, Detroit, MI (Office); McGraw Industrial Center, Detroit, MI (Industrial); Central Mall, Salina, KS (Enclosed Mall)

**24. Sansone Group**

120 S. Central, Ste. 500

St. Louis, MO 63105

Phone: 314.727.6664**Fax:** 314.727.6101**Website:** www.sansonegroup.com**Officers:** Anthony F. Sansone Sr., James G. Sansone, Timothy G.

Sansone, Douglas G. Sansone, Nicholas G. Sansone

Offices: Kansas City, St. Louis, MO; Knoxville, Nashville, TN**Total Sq. Ft. Owned/Managed in 2008: 19,827,065 sq. ft.**

Office: 3,234,251 sq. ft.

Industrial: 1,849,462 sq. ft.

Retail: 12,743,352 sq. ft.

Multifamily: 2,000,000 sq. ft.

Projects: National City Center, St. Louis, MO (Office); Plaza on the Boulevard, St. Louis, MO (Retail); Covington Portfolio, Midwest (Retail)

**27. HSA Commercial Real Estate**

233 S. Wacker Dr., Ste. 350

Chicago, IL 60606

Phone: 312.332.3555**Fax:** 312.332.4122**Website:** www.hsacommercial.com**Officers:** Jack Shaffer, Chairman; Robert Smietana, Vice Chairman and

CEO; Dan Miranda, President; Melissa Piolet, EVP, Principal

Offices: Chicago, Rockford, IL; Brown Deer, WI**Total Sq. Ft. Owned/Managed in 2008: 17,862,000 sq. ft.**

Office: 1,500,000 sq. ft.

Industrial: 15,700,000 sq. ft.

Retail: 254,000 sq. ft.

Non-Profit: 408,000 sq. ft.

Projects: Chicago Tribune Distribution Centers, Chicago, IL (Industrial); Willow Lake Business Park, Memphis, TN (Industrial/Flex); Brown Deer Business Park, Brown Deer, WI (Industrial/Flex)

