

COMMERCIAL REAL ESTATE BROKERAGE FIRMS

Ranked by transaction value of sales and leases in 2008

A DIFFERENT VIEW

Commercial Real Estate Firms

Ranked by s.f. of property sales and purchases

Name	S.F. sales/purchases
CB Richard Ellis Inc.	12.1M s.f.
The Weitzman Group	1.44M s.f.
Marcus & Millichap Real Estate	1.3M s.f.
TIG Real Estate Services	632,000 s.f.
Transwestern Austin	471,720 s.f.

Ranked by s.f. of property leased

Name	S.F. leases
Transwestern Austin	5.14M s.f.
HPI Real Estate Services & Investments	2.7M s.f.
Endeavor Real Estate Group Ltd.	2.5M s.f.
CB Richard Ellis Inc.	1.8M s.f.
SRS Real Estate Partners	1.64M s.f.

LIST NOTES

Ties broken by combined amount of s.f. leased and sold.
 DND = Did not disclose
 HCG = Hill Country Galleria
 N/A = Not applicable
 SC = Shopping centers

† Total staff includes all people the firm employs in all local divisions. Brokers and agents as of March 2009. Does not include property management division.

* Transaction value and s.f. of commercial sales and leases are 2008 totals and may include land or pad site sales. Figures represent buyer/seller rep., landlord/tenant rep. Acreage is not included in number of s.f. sold. Figures do not include property management or residential figures.

† HPI Real Estate: Data includes HPI Corporate Services. Top executives also include Volney Campbell, Sam Houston, Andy Thomas and Russell Ticht, all partners.

‡ Endeavor: Also, Kirk Rudy, co-CEO.

§ Stream: Full title is David Blackbird, co-managing partner. Also, Derek Land, co-managing partner.

¶ TIG: Also, Stan Ford, principal

Sources: Surveys, telephone interviews, ABJ archives and company Web site. Only brokerage firms that responded to the survey are listed.

Research by Patricia Rogers.

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Rank	Firm Address Phone / Fax	Transaction value sales & leases *	S.F. bought & sold/ S.F. leased/ Acres sold	% brokerage/ Total staff †/ Brokers/Agents	Representative deals	Top local executive HQ / Year est. locally Web site
1	CB Richard Ellis Inc. 100 Congress Ave., Ste. 600 78701 499-4900 499-4999	\$1.4B	12.1M 1.8M 485 acres	78% 117 6 / 18	Equity residential: 2,985 units (2.5M a.f.); Wells Fargo Tower (281,196 a.f.); Southpark: IRS (92,000 a.f.)	Scott Senese, managing director El Segundo, Calif. / 1984 www.cbres.com
2	HPI Real Estate Services & Investments † 3800 N. Cap. of Tx. Hwy., B-260 78746 935-4456 935-1222	\$382M	119,449 2,70M 0	100% 64 8 / 28	Barton Oaks Plaza at 901 S. MoPac Expwy.; Davis Spring Corp. Center; HealthTronics (lease)	Dick Anderson, co-founding partner † Austin / 1992 www.hpires.com
3	Aquila Commercial LLC 1717 W. Sixth St., Ste. 450 78703 684-3800 684-3801	\$320.88M	90,884 1,07M 0	100% 26 1 / 20	Research Park Plaza bldgs. I & II; Charles Schwab (165,000 a.f.); Compass Plaza; Capstar (116,000 a.f.)	Jay Lamy, principal Austin / 2007 www.aquilacommercial.com
4	Endeavor Real Estate Group Ltd. 221 W. Sixth St., Ste. 1300 78701 682-5500 682-5505	\$300.51M	0 2.5M 0	40% 83 3 / 21	Southpark Commerce Ctr.; Travis Assn. for the Blind (148,000 a.f.); HCG; Dick Sporting Goods (55,000 a.f.)	Chris Ellis, co-CEO ‡ Austin / 1999 www.endeavor-ra.com
5	James Long LaSalle 2705 Bee Caves Road, Ste. 180 78746 225-2700 225-2701	\$208M	84,000 1,47M 167	98% 21 5 / 8	The Terrace II: Lineberger Grogan Blair & Sampson LLP (50,000 a.f.); Prominent Points 2: Borland Software (47,000 a.f.)	Elysis Ragusa, managing director Chicago / 2000 www.jll.com
6	Oxford Commercial 2700 Via Fortuna Drive, Ste. 100 78748 474-2400 477-3037	\$187.77M	313,944 1,21M 116.41	95% 46 7 / 23	200 W. Cesar Chavez: Silicon Labs (175,000 a.f.); San Jacinto Ctr., UBS Financial Svcs. (26,000 a.f.)	Spencer Hayes, president, co-founder Chicago / 1993 www.oxfordcommercial.com
7	The Weitzman Group 101 W. Sixth St., Ste. 300 78701 482-0094 482-9021	\$170.56M	1,44M 1.1M 158,894	100% 42 1 / 17	4200 Lamar (31,488 a.f.); former Albertsons (63,297 a.f.); former Albertsons (65,486 a.f.)	Scott Freid, city partner Dallas / 1989 www.weitzmangroup.com
8	Marcus & Millichap Real Estate 8310 N. Cap. of Tx. Hwy., Ste. 150 78731 338-7800 338-7810	\$125.22M	1.3M 0 0	100% 26 8 / 20	Office Depot seller/buyer rep. (59,000 a.f.); Treehouse Apts., 133 units; Days Inn, 99 rooms	Brent Smith, sales manager Encino, Calif. / 2005 www.marcusmillichap.com
9	McAlister & Associates 201 Barton Springs Road, 78704 472-2100 472-2905	\$118.93M	DND DND 2,521	100% 44 8 / 32	Burleson Business Park: Condos (93,750 a.f.); Sunset Valley: Mighty Fine Burgers	Joe Willie McAlister, owner/secretary Austin / 1984 www.mcalisteratexas.com
10	Transwestern Austin 901 S. MoPac Expwy., Ste. 250 78746 328-5600 328-9309	\$111M	471,720 5.14M 0	50% 65 14 / 26	Frost Bank Tower; DLA Piper; Weingarten portfolio (buyer rep)	Robert Gaston, SVP, city leader Houston / 2008 www.transwestern.net/austin
11	Lincoln Property Co. 100 Congress Ave., Ste. 450 78701 322-3210 322-3224	\$108.4M	368,550 163,231 0	50% 16 2 / 4	Promontory Point; DFPS (24,980 a.f.); Las Cimas IV; Intarsi (27,446 a.f.); Arbor Trails (368,000 a.f.)	Mike Crockett, SVP Dallas / 1982 www.lpc.com
12	Stream Realty Partners - Austin LP 400 W. 15th St., Ste. 1250 78701 481-3000 481-3001	\$98M	145,000 1,24M 0	95% 45 1 / 12	Capitol Tower; Enfatico lease (70,000 a.f.)	David Blackbird † Dallas / 2006 www.streamrealty.com
13	First Austin Properties 1004 MoPac Circle, Ste. 200 78746 347-9005 347-9080	\$95M	250,000 0 475	100% 8 2 / 3	Avery Ranch: Pearson Place mixed-use develop. (220 acres); Riverside Drive redevelop. (15 acres)	Bill Kochwelp, partner Austin / 1996 None
14	SRS Real Estate Partners 210 Barton Springs Road, Ste. 600 78704 236-4800 236-4601	\$89.37M	278,458 1,64M 173.27	100% 11 1 / 7	University Blvd. at Sandy Brook: TXRR LLC (98 acres); Austin Autoplex, 183 & Lamar: AutoNation (14.11 acres)	Todd Wallace, SVP, mkt. leader Addison / 2003 www.srsre.com
15	NAI Austin 7320 N. MoPac Expwy., Ste. 101 78731 348-5180 348-9742	\$79.68M	333,000 432,000 354	100% 24 8 / 10	Westgate Office Bldg.: Tx. Electric Coop. (7,700 a.f.); 400 Barnes Drive: Parkview Metals (15 acres, 72,500 a.f.)	Frank Niendorf, president Austin / 1973 www.naiatx.com
16	TIG Real Estate Services 901 S. MoPac Expwy., Ste. 285 78746 732-0400 512-732-0409	\$66.44M	632,000 150,000 46	50% 18 3 / 8	616 Congress: Teacher Retirement System, lease (50,000 a.f.)	David Alamy, principal † Dallas / 2005 www.figusa.com
17	Commercial Texas LLC 616 Congress Ave., Ste. 1500 78701 474-2411 236-1357	\$47.56M	6,821 408,333 248	100% 5.00 1 / 6	The Domain 5: Convio (22,586 a.f.); Barton Skyway III: Aspyr Media (20,887 a.f.); MoPac 4: Altaquip (14,400 a.f.)	Michael Kennedy, president Austin / 1973 www.commercialtexas.com
18	The Kucera Co. 7200 N. MoPac Expwy., Ste. 400 78731 346-0025 346-7729	\$43.70M	3,617 595,215 28.24	35% 36 7 / 8	Braker Center: BMC West (19,705 a.f.); Tower of the Hills: Heatwave Interactive (9,141 a.f.)	Darrell Spaulding, partner, COO Austin / 1973 www.kuceraoo.com
19	SkylesBayne 1601 W. Fifth St., Ste. B 78703 391-2322 366-9480	\$39.77M	237,800 162,000 197	100% 3 2 / 1	Brown Building: unnamed buyer acq. of ground floor; Dell Factory outlet, Hwy. 183: GAMA acq. (123,000 a.f.)	Chris Skyles, partner Austin / 2008 www.skylesbayne.com
20	Commercial Real Estate Solutions LLC 1717 W. Sixth St., Ste. 340 78703 542-4000 542-4001	\$38M	0 406,947 0	100% 15 6 / 4	ARC, PointServe, Sumpter & Gonzales, LLP	John Hanly, principal Austin / 2001 www.cresolutions.com
21	Yancey-Hausman & Associates Inc. 11921 N. MoPac Expwy., Ste. 130 78759 480-8800 480-9914	\$31M	80,000 150,000 0	40% 9 1 / 2	StoneCreek II: Qwest (18,000 a.f.); Capitol Tower: Red Fly (14,000 a.f.)	Luke Drolet, SVP Houston / 1983 www.yancey-hausman.com
22	Quick & Co. Commercial Realty Inc. 608 W. 12th St. 78701 435-6550 435-6555	\$28.30M	22,926 151,628 16.2	100% 13 3 / 8	The Belmont (12,000 a.f.); Market Heights: First NB ground lease (1.23 acres)	Jerry Quick, president, owner Austin / 1996 www.quickco.com
23	The Tribeca Co. 99 San Jacinto Blvd., Ste. 540 78701 472-3939 677-472-3939	\$24.54M	397,000 65,700 3.3	70% 13 2 / 8	Texas Storage Park (117,000 a.f.); Ben White Retail Ctr. (62,000 a.f.); Dos Rios Apts, 83 units	Jon Strelec, president Austin / 2008 www.tribecacompany.com
24	Stanberry Commercial 1101 S. Cap. of Tx. Hwy., Ste. 100-F 78746 327-9310 327-3644	\$23.80M	415,323 194,773 0	100% 18 18 / 18	DND	Bill Stanberry, Broker Austin / 1982 www.stanberry.com
25	Don Cox Co. 1201 W. Sixth St. 78703 478-1711 478-1713	\$22.79M	0 278,588 0	100% 8 3 / 2	1116 San Jacinto: Independent Insurance Agents of Texas (11,959 a.f.)	Don Cox, broker Austin / 1984 www.doncox.com

COMMERCIAL REAL ESTATE DEVELOPMENT FIRMS

Ranked by square feet developed during 2008

A DIFFERENT VIEW

Commercial real estate development firms

Ranked by local office s.f. developed

Developer	S.F. developed
McShane Development Co.	580,000 s.f.
Cousins Properties Inc.	380,000 s.f.
HPI Real Estate Services & Investments	291,146 s.f.
Trammell Crow Co.	272,888 s.f.
Thomas Properties Group Inc.	200,000 s.f.

Ranked by local industrial s.f. developed

Developer	S.F. developed
HPI Real Estate Services & Investments	879,677 s.f.
St. Croix Capital Corp.	597,500 s.f.
McShane Development Co.	371,600 s.f.
Stream Realty Partners	249,600 s.f.
Lincoln Property Co.	172,000 s.f.

Ranked by local retail s.f. developed

Developer	S.F. developed
Direct Development	1.25M s.f.
Endeavor Real Estate Group LLC	798,539 s.f.
The Whitefield Co.	650,000 s.f.
Simon Property Group	600,000 s.f.
Opus West Corp.	551,000 s.f.

LIST NOTES

Ties broken by number of s.f. developed in the Austin area and then listed alphabetically.

N/A = Not applicable
 N/R = Not ranked on last year's list
 DND = Would not disclose
 CO = Certificate of Occupancy
 TOD = Transit-oriented development

*Commercial developments and redevelopments that have been issued building permits or were completed during 2007. All development activity represented is performed by a company's local office, although the work may have been done outside the Austin area.

¹ McShane: Full titles are Dustin Slack, VP; Joseph Llamas, senior development manager.

² Simon Properties: Local address is for Simon's Domain office. Full title is Leslie Swanson, portfolio VP, Southwest region. Swanson is based in Houston. Regional offices are in Dallas.

Sources: Surveys, telephone interviews and company Web sites. Only firms that responded to requests for information are listed.

Research by Patricia Rogers

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Rank	Name Address Phone/Fax	Square footage: Total developed*/ Austin-area s.f./ Delivered locally	Local: Acreage owned/ Staff	Type of s.f. developed:		Representative developments	Top local executive/ Headquarters/Year est. Austin Web site
				In Austin: Industrial Retail Multifam.	Outside Austin: Office Industrial Retail Multifam.		
1.	Opus West Corp. 801 S. MoPac Expwy., Ste. 250 78746 328-9353/328-9361	2.16M s.f. 993,000 s.f. 363,000 s.f.	6 acres 7	142,000 s.f. 551,000 s.f. 309,000 s.f.	437,000 s.f. 0 104,000 s.f. 591,000 s.f.	Hill Country Galleria (retail, offices), Alexan Galleria Apts.	Joel DeSpain, VP Minneapolis, Minn. / 1998 www.opuscorp.com
2.	McShane Development Co. 1717 W. Sixth St., Ste. 470 78703 328-7111/328-7112	2.14M s.f. 1.25M s.f. 216,800 s.f.	57.8 acres 4	580,000 s.f. 371,600 s.f. 40,000 s.f.	0 254,000 s.f. 235,000 s.f.	City North at Sunrise Ranch, Tuscany Center	Dustin Slack, Joseph Llamas Rosemont, Ill. / 1985 www.mcshane.com
3.	HPI Real Estate Services & Investments 3600 N. Cap. of Tx. Hwy., Bldg. B-250 78746 835-4455/835-1222	2.03M s.f. 1.17M s.f. 1.17M s.f.	0 64	291,146 s.f. 879,677 s.f. 0	0 0 880,000 s.f.	San Clemente bldg. 3, North Tech 7-B & 9, Metro I & II	Kent Lanza, Richard Anderson Austin / 1992 www.hpitx.com
4.	Direct Development 301 Congress Ave., Ste. 220 78701 320-4109/320-4101	1.25M s.f. 1.25M s.f. 950,000 s.f.	200 acres 9	0 1.25M s.f. 0	0 0 0	Market Heights SC, Target, Cinemark, Barnes and Noble	David Neher, Austin office partner Dallas / 2005 www.development.com
5.	Thomas Properties Group Inc. 401 Congress Ave., Ste. 1860 78701 536-8400/512-322-3937	1.08M s.f. 200,000 s.f. 200,000 s.f.	67 acres 26	200,000 s.f. 0 0	0 0 980,000 s.f.	Four Points Centre I, II	John O'Neal, director of develop. Los Angeles / 2000 www.tpgre.com
6.	Simon Property Group Inc. ² 11410 Century Oaks Terrace, Ste. 210 78758 795-4230	1.07M s.f. 1.07M s.f. 0	DND 69	0 600,000 s.f. 474,700 s.f.	0 0 0	The Domain, Hamilton Tower (Nobleville, Ind.)	Leslie Swanson, portfolio VP Indianapolis, Ind. / Not available www.simon.com
7.	Endeavor Real Estate Group LLC 221 W. Sixth St., Ste. 1300 78701 622-5500/682-5505	978,737 s.f. 972,337 s.f. 972,337 s.f.	270 acres 94	173,798 s.f. 798,539 s.f. 0	0 6,400 s.f. 0	Domain Gateway, 1890 Ranch, Southpark Meadows II, III	Kirk Rudy, CEO Austin / 1999 www.endeavor-re.com
8.	Trammell Crow Co. 100 Congress Ave., Ste. 225 78701 482-5585/482-5566	961,734 s.f. 961,734 s.f. 393,889 s.f.	194 acres 11	272,888 s.f. 60,945 s.f. 627,901 s.f.	0 0 0	Pecan Park, Midtown Commons, The Shore Condos	Lance Salls, managing director El Segundo, Calif. / 1971 www.trammellcrow.com
9.	St. Croix Capital Corp. 516 Congress Ave., Ste. 2525 78701 391-0718	917,732 s.f. 710,732 s.f. 710,732 s.f.	167 acres 4	87,218 s.f. 597,500 s.f. 26,014 s.f.	40,000 s.f. 187,000 s.f. 0	Colorado Crossing, phase I, Spectrum at Crystal Park (Round Rock)	Ken Satterlee, CEO San Diego / 2005 www.stcroixcapitalcorp.com
10.	The Whitefield Co. 4934 W. Hwy. 290 78735 476-9900/462-2727	860,000 s.f. 850,000 s.f. 328,000 s.f.	158 acres 1	0 650,000 s.f. 0	0 0 0	Burleson Crossing (Baetrop)	Gail Whitfield, owner Austin / 1989 www.thewhitfieldco.com
11.	Lincoln Property Co. 100 Congress Ave. 78701 322-3210/322-3224	614,000 s.f. 814,000 s.f. 314,000 s.f.	7 acres 8	142,000 s.f. 172,000 s.f. 300,000 s.f.	0 0 0	Las Cimas IV, Northcove Mall, Lincoln Vista	Mike Crockett, SVP Dallas / 1983 www.lpc.com
12.	Development 2000 Inc. 510 W. 15th St. 78701 306-0100/306-0101	581,000 s.f. 561,000 s.f. 426,000 s.f.	75 acres 10	150,000 s.f. 36,000 s.f. 865,000 s.f.	0 0 0	Gateway at Leander retail center, Cen. Tx. Secure Shredding facility	Jerry Reed, president Austin / 1998 www.development2000.com
13.	ProLogis/Catalina 4560 Mueller Blvd. 78723 703-9292/703-9291	415,280 s.f. 415,280 s.f. 415,280 s.f.	8 acres 18	158,000 s.f. 112,877 s.f. 146,603 s.f.	0 0 0	Seton Administrative HQ, Walnut Creek Corp. Center, bldgs. 20-21	Ryan Keathley, VP Denver, Colo. / 1994 www.prologis.com
14.	Capital City Partners Inc. 1717 W. Sixth St., Ste. 445 78703 481-8659/481-1709	401,800 s.f. 401,800 s.f. 155,000 s.f.	144 acres 3	116,000 s.f. 145,800 s.f. 140,000 s.f.	0 0 0	The Village S.C., Harris Ridge Business Center, Capetiar at Compass Plaza	Chris Whitworth, president Austin / 2002 www.capcitypartners.com
15.	Cousins Properties Inc. 6300 Bee Caves Road, Bldg. 2-220 78746 477-3434/477-3940	380,000 s.f. 380,000 s.f. 380,000 s.f.	65 acres 8	380,000 s.f. 0 0	0 0 0	Palmades West	Tim Hendricks, SVP Atlanta / 1992 www.cousinsproperties.com
16.	Stream Realty Partners 400 W. 15th St., Ste. 1250 78701 481-3000/481-3001	349,600 s.f. 350,000 s.f. 349,600 s.f.	DND 39	100,000 s.f. 249,600 s.f. 0	0 0 0	Raceway Crossing, 8100 Cameron redevelopment	David Blackburn, Derek Land Dallas / 2006 www.streamrealty.com
17.	Transwestern 901 S. MoPac Expwy., Bldg. 4-250 78748 328-5600/328-9309	280,930 s.f. 0 0	0 85	0 0 0	147,830 s.f. 143,100 s.f. 0	Overlook at the Rim (San Antonio), Network Crossing (San Antonio)	Robert Gaston, SVP, city leader Houston / 1984 www.transwestern.net/austin
18.	North Development Group Inc. 4207 River Place Blvd. 78730 452-8633/452-2622	273,603 s.f. 78,401 s.f. 78,401 s.f.	674 acres 5	36,401 s.f. 0 40,000 s.f.	0 0 197,502 s.f.	La Villita Shopping Center, Twin Creeks Country Club	Clay Routh, partner Austin / 1992 www.commerciatetailgroup.com
19.	Alexandria 3300 N. I-35 78705 535-3302/535-5498	225,000 s.f. 225,000 s.f. 225,000 s.f.	23 acres 11	192,000 s.f. 0 93,000 s.f.	0 0 0	East Avenue mixed-use redevelopment of former Concordia Univ. campus	Andy Sarwal, principal Austin / 2006 www.aastave.net
20.	Barshop & Oles Co. 801 Congress Ave., Ste. 300 78701 477-1212/495-9875	177,000 s.f. 177,000 s.f. 177,000 s.f.	86 acres 8	0 0 177,000 s.f.	0 0 0	University Commons in Round Rock	C. Patrick Oles Jr., president, CEO Austin / 1992 www.barshop-oles.com
21.	Waterstone Development 3310 Capital of Tx. Hwy., Ste. 200 78748 381-1280/381-1282	151,700 s.f. 151,700 s.f. 17,700 s.f.	2,593 acres 10	144,000 s.f. 0 7,700 s.f.	0 0 0	Texas A&M Health Science Ctr. medical school, Tuscany Market	Gary Newman, president, land developer Austin / 1992 www.waterstonedevelopment.com
22.	Embree Asset Group 4747 Williams Drive 78633 869-2626/863-6357	144,258 s.f. 0 0	0 100	0 0 0	0 144,258 s.f. 0	GCR Tire Co. (Ft. Myers, Fla.)	Philp Anna, president Georgetown / 1982 www.embreegroup.com
23.	Yancey-Hausman Development Inc. 11921 N. MoPac Expwy., Ste. 130 78758 480-9800/480-9914	72,500 s.f. 0 0	4 acres DND	0 0 0	32,500 s.f. 40,000 s.f. 0	Fallbrook Industrial Business Park (Houston)	Luke Drolet, SVP Houston / 1983 www.yancey-hausman.com
24.	LandCreek Development 8600 Bluffstone Cove, Ste. B101 78759 328-8154/328-2125	26,000 s.f. 26,000 s.f. 26,000 s.f.	30 acres 9	18,000 s.f. 0 8,000 s.f.	0 0 0	Arboretum Park office and retail, Shady Hollow	Scott Taylor, president Austin / 1982 www.landcreek.com
25.	Burlington Ventures Inc. 801 W. 38th St. 78705 476-0111/451-0025	5,600 s.f. 5,600 s.f. 5,600 s.f.	2.5 acres 5	0 0 5,600	0 0 0	Quarry Oaks Development	Steve Beurlein, president Austin / 1988 www.burlingtonventures.com

COMMERCIAL REAL ESTATE HEAVY HITTERS

Ranked by square feet sold/leased in the Austin area during 2008
Industrial properties

Rank	Heavy hitters: Name Company name Email	2008 Industrial rep.: Total s.f. sold & leased/# deals S.F. sold/# deals sold S.F. leased/# deals leased	Representative deals	Year: Began career/ Started with this firm	Top local executive Business phone Fax Web site
1	Ace Schiameus HPI Real Estate Services & Investments ace@hpiix.com	667,071 / 39 0 / 0 667,071 / 39	SouthPark 4 (59,294); Davis Spring 3 (56,423)	2001 2008	Kent Lance, partner ¹ 835-4455 835-1222 www.hpiix.com
2	Doug Thomas Live Oak Gottesman doug@liveoak.com	618,003 / 29 0 / 0 618,003 / 29	McNeil 3, 4, 5; Lummer (109,186 s.f.); Metric 10 East; Reynolds Co. (37,800 s.f.)	2003 2007	Rob Golding, CEO 472-5000 472-6066 www.liveoak.com
3	Scott Flack Live Oak Gottesman scott@liveoak.com	486,205 / 16 0 / 0 486,205 / 16	Met Center; General Motors (103,295 s.f.); TechRidge; Trimpak (72,000 s.f.) and Ultra Clean Tech (42,000 s.f.)	2000 2000	Rob Golding, CEO 472-5000 472-5068 www.liveoak.com
4	Lawrence O'Connor HPI Real Estate Services & Investments oconnor@hpiix.com	459,144 / 29 0 / 0 459,144 / 29	Davis Spring 4 (69,872 s.f.); Techni Center 1 (37,312 s.f.)	2007 2007	Kent Lance, partner ¹ 835-4455 835-1222 www.hpiix.com
5	Russell Todd HPI Corporate Services LLC todd@hpiix.com	436,039 / 30 0 / 0 436,039 / 30	519 Trademena Park, Hutto (52,000 s.f.); 9450 RR 2243, Leander (58,000 s.f.)	1989 2001	Russell Todd, Volney Campbell, partners 835-4455 835-1222 www.hpiix.com
6	Will Nichols Stream Realty Partners - Austin LP wnichols@streamrealty.com	420,611 / 34 0 / 0 420,611 / 34	Industrial Oaks; Illumiter (15,592 s.f.); 8868 Research Blvd.; CenTex Electrical (8,308 s.f.)	2006 2006	Derek Land, co-managing partner ² 481-3000 481-3001 www.streamrealty.com
7	Adri Baker HPI Real Estate Services & Investments baker@hpiix.com	329,718 / 21 0 / 0 329,718 / 21	Global C (30,720 s.f.); Airport Commerce Park 5 (29,039 s.f.)	2001 2001	Kent Lance, partner ¹ 835-4455 835-1222 www.hpiix.com
8	Daniel Farrar Stream Realty Partners - Austin LP dfarrar@streamrealty.com	302,027 / 16 0 / 0 302,027 / 16	Met Center 4; Xbiotech (30,000 s.f.); Wells Branch 1; HDR (33,384 s.f.)	2002 2006	Derek Land, co-managing partner ² 481-3000 481-3001 www.streamrealty.com
9	Andy Thomas HPI Real Estate Services & Investments thomas@hpiix.com	286,215 / 10 0 / 0 286,215 / 10	Shoal Creek (115,000 s.f.); NorthTech 2 (36,436 s.f.)	1998 2000	Kent Lance, partner ¹ 835-4455 835-1222 www.hpiix.com
10	Ryan Wilson Endeavor Real Estate Group Ltd. rwilson@endeavor-re.com	234,927 / 9 83,465 / 3 151,462 / 6	Southpark Commerce Center TAB (145,814 s.f.)	2003 2007	Kirk Rudy, Chris Ellis, co-CEOs 682-5500 682-5505 www.endeavor-re.com
11	Greg Marberry CB Richard Ellis Inc. greg.marberry@cbre.com	217,077 / 11 0 / 0 217,077 / 11	12565 Harris Branch Pkwy.; Chanker Logistics (144,112 s.f.)	1984 1986	Scott Senese, managing director 499-4900 499-4999 www.cbre.com
12	Justin Bayne SkylesBayne justin@skylesbayne.com	184,000 s.f. / 3 184,000 / 3 0 / 0	GAMA acquisition of the Doll Factory Outlet (150,000 s.f.)	2004 2006	Chris Skyles, Justin Bayne, partners 391-2322 366-9480 www.skylesbayne.com
13	Travis Dunaway Endeavor Real Estate Group Ltd. tdunaway@endeavor-re.com	182,578 / 7 0 / 0 182,578 / 7	Braker Lane; IBM (65,888 s.f.)	1999 2004	Kirk Rudy, Chris Ellis, co-CEOs 682-5500 682-5505 www.endeavor-re.com
14	Jay Legg HPI Corporate Services LLC legg@hpiix.com	175,512 / 6 175,512 / 6 0 / 0	9450 RR 2243, Leander (58,000 s.f.); Capital View (4,737 s.f.)	1987 2007	Russell Todd, Volney Campbell, partners 835-4455 835-1222 www.hpiix.com
15	Lennard Coplin Kennedy Wilson Inc loplin@kennedywilson.com	164,981 / 8 0 / 0 164,981 / 8	McNeil 1 (81,920 s.f.); Metric Commerce Center (28,000 s.f.)	1979 2001	Steve Pyhr, sr. managing director 451-5555 451-3773 www.kennedywilson.com
16	Zane Cole Aquila Commercial LLC cole@aquilacommercial.com	159,148 / 18 0 / 0 159,148 / 18	9213 Neils Thompson Drive; MoveCorp (24,500 s.f.)	2005 2008	Jay Lamy, principal 684-3800 684-3801 www.aquilacommercial.com
17	Diana Holford Jones Lang LaSalle diana.holford@am.jll.com	112,115 / 6 0 / 0 112,115 / 6	Northwest Tech; Valence Technology (22,600 s.f.); Braker Center; NetQoS (5,000 s.f.)	1988 2000	Elysa Ragusa, managing director 225-2700 225-2701 www.jll.com
18	Eric Layne L. H. Layne Co. eric@laynecompany.com	111,825 / 33 0 / 0 111,825 / 33	Austin Chronicle (5,148 s.f.); V&N Carpet (14,542 s.f.)	2001 2001	Eric Layne, president 252-9800 252-9802 www.laynecompany.com
19	Andrew Creixell CSA Realty Group Inc. andrew@csarealtygroup.com	104,034 / 42 0 / 0 104,034 / 42	Travis County MHMR (15,000 s.f.); IT Freedom (8,400 s.f.)	1998 1999	Juan Creixell, president 453-6556 453-6579 www.csamgmt.com
20	Anne Perry Live Oak Gottesman anne@liveoak.com	101,617 / 14 0 / 0 101,617 / 14	Braker H, 11209 Metric Blvd.; Alpha Graphics (13,135 s.f.); 6812 Trade Center Drive; Whole Earth (15,520 s.f.)	2005 2005	Rob Golding, CEO 472-5000 472-5086 www.liveoak.com
21	W. Gaines Bagby CB Richard Ellis Inc. gaines.bagby@cbre.com	87,951 / 4 0 / 0 87,951 / 4	4816 W. Howard Lane; Bantam Electronics (46,380 s.f.)	1981 1986	Scott Senese, managing director 499-4900 499-4999 www.cbre.com
22	Bill Gump Jones Lang LaSalle bill.gump@am.jll.com	76,092 / 4 28,320 / 1 47,772 / 3	Sweetish Hill Inc., purchase (28,320 s.f.)	1977 2007	Elysa Ragusa, managing director 225-2700 225-2701 www.jll.com
23	Chris Skyles SkylesBayne chris@skylesbayne.com	70,572 / 3 672 / 1 46,500 / 2	4101 South Industrial; Prologis (27,500 s.f.); 8990 Research Blvd. (24,672 s.f.)	2004 2006	Chris Skyles, Justin Bayne, partners 391-2322 366-9480 www.skylesbayne.com
24	Dan Meyer Commercial Texas LLC dmeyer@commercialtexas.com	56,717 / 9 0 / 0 56,717 / 9	15500 Wells Port Drive (36,812 s.f.); MoPac 4 (7,200 s.f.)	2004 2004	Michael Kennedy, president 474-2411 238-1357 www.commercialtexas.com
tie	Lee Ellison Commercial Texas LLC lellison@commercialtexas.com	56,717 / 9 0 / 0 56,717 / 9	15500 Wells Port Drive (36,812 s.f.); MoPac 4 (7,200 s.f.)	1996 2003	Michael Kennedy, president 474-2411 238-1357 www.commercialtexas.com

A DIFFERENT VIEW

Industrial Rep Heavy Hitters Ranked by number of deals

Name	Deals
Andrew Creixell	42
Ace Schiameus	39
Will Nichols	34
Eric Layne	33
Russell Todd	30
Doug Thomas	29
Lawrence O'Connor	29
Adri Baker	21
Zane Cole	18
Scott Flack	16
Daniel Farrar	16
Anne Perry	14
Greg Marberry	11
Andy Thomas	10
Ryan Wilson	9
Dan Meyer	9
Lee Ellison	9
Travis Dunaway	7
Jay Legg	6
Lennard Coplin	6
Diana Holford	6
W. Gaines Bagby	4
Bill Gump	4
Chris Skyles	3
Justin Bayne	3

LIST NOTES

Ties listed alphabetically.
DND = Did not disclose

Property management contracts, multifamily, ranches and sales are not included.

¹ HPI Real Estate Services & Investments; Also, Dick Anderson and Richard Hill, partners
² Stream Realty Partners; Also, David Blackbird, co-managing partner

Source: Telephone and faxed surveys. Information provided by the companies.

Research by Patricia Rogers and Torea Roy.

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COMMERCIAL REAL ESTATE HEAVY HITTERS

Ranked by s.f. sold/leased in the Austin area during 2008

Office properties, landlord representation

A DIFFERENT VIEW

Office Landlord Rep Heavy Hitters Ranked by number of deals

Heavy Hitters	Deals
David Buttross	200
Jeff Henley	75
Kevin Granger	65
Troy Holme	64
Chad Barrett	57
Jonathan Tate	34
Travis Dunaway	34
Casay Ford	33
Bart Matheny	30
David Putman	26
Susannah Davis	24
Richard Paddock	22
Matt Frizzell	20
Rachel Coulter	18
Robert Shore	18
Michael Murphy	14
Matt Levin	12
Walter Saad	7
Cathy Nabours	6
Todd Mills	5
Sloan Spaeth	4

Rank	Top broker or agent's name † Company name Local business phone/fax Top broker or agent's email	2008 Landlord Rep.: Total s.f. sold & leased / # deals S.F. sold / # deals S.F. leased / # deals	2008 notable transactions	Year began career/ Year started with this firm	Top local executive Company's address Web site
1	Todd Mills CB Richard Ellis Inc. 499-4900/ 499-4999 todd.mills@cbre.com	797,740 s.f. / 5 797,740 s.f. / 5 0 / 0	Wells Fargo Bank Tower (281,196 s.f.); 811 Barton Springs Road 9143,183 s.f.)	1997 1994	Scott Senese, managing director 100 Congress Ave., Ste. 500 78701 www.cbre.com
2	Bart Matheny Aquila Commercial LLC 684-3800/ 684-3801 matheny@aquilacommercial.com	622,854 s.f. / 30 475,000 s.f. / 1 147,854 s.f. / 29	7700 Parmer Lane: FreeScale (950,000 s.f.); Research Park Plaza: Harden Healthcare (188,807 s.f.)	1985 2007	Jay Lamy, principal 1717 W. Sixth St., Ste. 450 78703 www.aquilacommercial.com
3	Kevin Granger Stream Realty Partners LP 481-3000/ 481-3001 kgranger@streamrealty.com	506,253 s.f. / 68 0 / 0 506,253 s.f. / 65	Prominent Point II: Borland Software (45,000 s.f.); River Place: Investor Life Ins. Co. (76,143 s.f.)	1995 2008	Derek Land, David Blackburn, co-managing pd 400 W. 15th St., Ste. 1250 78701 www.streamrealty.com
4	Troy Holme CB Richard Ellis Inc. 499-4900/ 499-4999 troy.holme@cbre.com	375,337 s.f. / 54 0 / 0 375,337 s.f. / 54	Avallon IV: Coremetrics (18,500 s.f.); Northview Business Ctr.: (30,590 s.f.)	1995 2006	Scott Senese, managing director 100 Congress Ave., Ste. 500 78701 www.cbre.com
5	Rachel Coulter Stream Realty Partners LP 481-3000/ 481-3001 rcoulter@streamrealty.com	318,417 s.f. / 18 145,861 s.f. / 1 172,556 s.f. / 17	Capitol Tower: Young & Rubicam (70,042 s.f.)	2001 2006	Derek Land, David Blackburn, co-managing pd 400 W. 15th St. Ste. 1250 78701 www.streamrealty.com
6	Matt Frizzell Stream Realty Partners LP 481-3000/ 481-3001 mfrizzell@streamrealty.com	248,267 s.f. / 20 0 / 0 248,267 s.f. / 20	Capitol Tower (70,043 s.f. and 20, 188 s.f.); Wells Branch Tech Center (55,613 s.f. and 33,364 s.f.)	2004 2004	Derek Land, David Blackburn, co-managing pd 400 W. 15th St. Ste. 1250 78701 www.streamrealty.com
7	Walter Saad CB Richard Ellis Inc. 499-4900/ 499-4999 walter.saad@cbre.com	213,847 s.f. / 7 213,847 s.f. / 7 0 / 0	Reunion Park (123,280 s.f.); Arbor Square I & II (50,590 s.f.)	1981 2002	Scott Senese, managing director 100 Congress Ave., Ste. 500 78701 www.cbre.com
8	Jonathan Tate Endeavor Real Estate Group 682-5500/ 682-5505 jtate@endeavor-re.com	209,404 s.f. / 34 5,671 s.f. / 1 203,733 s.f. / 33	816 Congress: Teacher Retirement System (50,000 s.f.); Domain Bldg. 2: Kinglake Ent. (19,000 s.f.)	2003 2007	Kirk Rudy, Chris Ellis, co-CEOs 221 W. Sixth St., Ste. 1300 78701 www.endeavor-re.com
9	Casay Ford CB Richard Ellis Inc. 499-4900/ 499-4999 casay.ford@cbre.com	207,683 s.f. / 33 29,243 s.f. / 2 178,440 s.f. / 31	9806 N. MoPac Expwy. (15,000 s.f.); 9801 Amerglan Blvd. (8,640 s.f.)	2000 2000	Scott Senese, managing director 100 Congress Ave., Ste. 500 78701 www.cbre.com
10	Richard Paddock HPI Real Estate Services & Investments 835-4455/ 835-1222 paddock@hpiix.com	183,564 s.f. / 22 0 / 0 183,564 s.f. / 22	Barton Oaks III (41,456 s.f.); San Clemente C (40,000 s.f.); 3900 San Clemente (15,528 s.f.)	2002 2002	Dick Anderson, Kent Lance, partners 3600 N. Cap. of Tx., Bldg. B-250 78746 www.hpiix.com
11	David Putman Aquila Commercial LLC 684-3800/ 684-3801 putman@aquilacommercial.com	181,974 s.f. / 26 0 / 0 181,974 s.f. / 26	Frontera Crossing: Field Asset Services (67,500 s.f.)	1993 2008	Jay Lamy, principal 1717 W. Sixth St., Ste. 450 78703 www.aquilacommercial.com
12	Travis Dunaway Endeavor Real Estate Group 682-5500/ 682-5505 tdunaway@endeavor-re.com	181,016 s.f. / 34 5,672 s.f. / 1 175,344 s.f. / 33	Southpark Office Ctr.: IRS (92,335 s.f.); 816 Congress: IRS (50,000 s.f.)	1999 2004	Kirk Rudy, Chris Ellis, co-CEOs 221 W. Sixth St., Ste. 1300 78701 www.endeavor-re.com
13	Jeff Henley The Kucera Co. 348-0025/ 348-6431 jeh@kucera.com	175,222 s.f. / 75 0 / 0 175,222 s.f. / 75	Great Hills Corp. Ctr.: RES America (8,953 s.f.); 3307 Northland: Harden Healthcare (6,024 s.f.)	1983 1983	Gerald Kucera, president 7200 N. MoPac Expwy., Ste. 400 78731 www.kucera.com
14	Chad Barrett Aquila Commercial LLC 684-3800/ 684-3801 barrett@aquilacommercial.com	157,413 s.f. / 37 0 / 0 157,413 s.f. / 37	301 Congress: Gerson Lehman Group (28,947 s.f.)	1999 2007	Jay Lamy, principal 1717 W. Sixth St., Ste. 450 78703 www.aquilacommercial.com
15	Cathy Nabours CB Richard Ellis Inc. 499-4900/ 499-4999 cathy.nabours@cbre.com	142,255 s.f. / 6 142,255 s.f. / 6 0 / 0	Reunion Park (123,280 s.f.); Arbor Square I & II (50,590 s.f.); 300 Highland Mall Blvd. (37,167 s.f.)	2000 2000	Scott Senese, managing director 100 Congress Ave., Ste. 500 78701 www.cbre.com
16	David Buttross BAM Buttross Asset Management 494-1111/ 708-1141 david@buttross.com	140,000 s.f. / 200 0 / 0 140,000 s.f. / 200	7901 Cameron (100,000 s.f.); 9052 & 7071 Tillery (40,000 s.f., 15,000 s.f.)	1988 1988	David and Karen Buttross, owners 7901 Cameron Road, Bldg. III -100 78754 www.buttross.com
17	Michael Murphy Aquila Commercial LLC 684-3800/ 684-3801 murphy@aquilacommercial.com	86,978 s.f. / 14 47,500 s.f. / 1 39,478 s.f. / 13	7700 Parmer: FreeScale (950,000 s.f.); Compass Plaza: Harden Healthcare (87,337 s.f.)	1983 2007	Jay Lamy, principal 1717 W. Sixth St., Ste. 450 78703 www.aquilacommercial.com
18	Susannah Davis HPI Real Estate Services & Investments 835-4455/ 835-1222 thomas@hpiix.com	83,866 s.f. / 24 0 / 0 83,866 s.f. / 24	Barton Oaks II (7,069 s.f.); 3345 Bee Cave (3,438 s.f., 3,438 s.f., 8,167 s.f.)	2007 2007	Dick Anderson, Kent Lance, partners 3600 N. Cap. of Tx., Bldg. B-250 78746 www.hpiix.com
19	Robert Shore Aquila Commercial LLC 684-3800/ 684-3801 shore@aquilacommercial.com	49,996 s.f. / 18 0 / 0 49,996 s.f. / 18	Hartland Plaza: Univ. of Tx. (8,709 s.f.); Metric 7: Park Row Lighting (19,851 s.f.)	2006 2007	Jay Lamy, principal 1717 W. Sixth St., Ste. 450 78703 www.aquilacommercial.com
20	Matt Levin Endeavor Real Estate Group 682-5500/ 682-5505 mlevin@endeavor-re.com	48,083 s.f. / 12 0 / 0 48,083 s.f. / 12	Bridgepoint Plaza: Media Tek (15,602 s.f.); Helin Donovan (18,320 s.f.)	2005 2007	Kirk Rudy, Chris Ellis, co-CEOs 221 W. Sixth St., Ste. 1300 78701 www.endeavor-re.com
21	Sloan Spaeth Aquila Commercial LLC 684-3800/ 684-3801 spaeth@aquilacommercial.com	35,014 s.f. / 4 16,014 s.f. / 1 19,000 s.f. / 3	1300 Guadalupe (37,435 s.f.)	1999 2007	Jay Lamy, principal 1717 W. Sixth St., Ste. 450 78703 www.aquilacommercial.com

LIST NOTES

Notes: Ties listed alphabetically.
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N/A = Not applicable.

Property management contracts, multifamily, ranches and safes are not included.

† All agents provided run sheet to verify square footage and number of transactions.

Square footage leased and number of transactions reflect leases at least three years in length signed during 2008 for the office sector tenant representative category only and may not include all activity for the agent or broker.

‡ David Buttross: Specializes in small leases for nonprofit and micro businesses and property acquisition.

Sources: Surveys, phone interviews and company Web sites. Information provided by the companies. Only agents that responded to requests for information are included.

Research by Patricia Rogers and Torrey Roy.

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COMMERCIAL REAL ESTATE HEAVY HITTERS

Ranked by s.f. sold/leased in the Austin area during 2008

Office properties, tenant representation

Rnk	Top broker or agent's name † Company name Local business phone/fax Top broker or agent's email	2008 Tenant Rep.:		2008 notable transactions	Year began career/ Year started with this firm	Top local executive Company's address Web site
		Total s.f. purchased & leased / # deals	S.F. purchased / # deals			
1	Jamil Alam Endeavor Real Estate Group 682-5500/ 682-5505 jalam@endeavorcre.com	373,845 s.f. / 14	265,000 s.f. / 3	901 S. MoPac Expwy.: Tx. Medical Liability Trust (120,000 s.f.); 7211 N. I-35: CoA (115,000 s.f.)	1988	Kirk Rudy & Chris Ellis, Co-CEO 221 W. Sixth St., Ste. 1300 78701 www.endeavor-re.com
2	David Buttross BAM Buttross Asset Management 494-1111/ 708-1141 david@buttross.com	295,000 s.f. / 10	0 / 0	7901 Cameron (100,000 s.f.); 9052 & 7071 Tillery (40,000 s.f., 15,000 s.f.)	1988	David and Karen Buttross, owners 7901 Cameron Road, Bldg. III -100 78754 www.buttross.com
3	John Hanly Commercial Real Estate Solutions LLC 542-4000/ 542-4001 john@eresolutions.com	245,257 s.f. / 22	0 / 0	The Park at Barton Creek: ARM (42,400 s.f.); 1300 E. Anderson: On-x (40,200 s.f.)	1980	John Hanly, principal 1717 W. Sixth St., Ste. 340 78703 www.eresolutions.com
4	Volney Campbell HPI Corporate Services LLC 835-4455/ 835-1222 campbell@hpiix.com	189,245 s.f. / 16	0 / 0	Davis Spring Center 3 (58,423 s.f.); Wild Basin One (19,354 s.f.); 3900 San Clemente (15,528 s.f.)	2006	Volney Campbell, Russell Todd, managing partner 3600 N. Cap. of Tx, Bldg. B-250 78746 www.hpiix.com
5	Marc Vanderslice HPI Corporate Services LLC 835-4455/ 835-1222 vanderslice@hpiix.com	178,644 s.f. / 24	0 / 0	4635 Boston Lane (21,120 s.f.); Wild Basin One (19,354 s.f.); 3900 San Clemente (15,528 s.f.)	2003	Volney Campbell, Russell Todd, managing partner 3600 N. Cap. of Tx, Bldg. B-250 78746 www.hpiix.com
6	Ford Alexander Oxford Commercial 474-2400/ 477-3037 falexander@oxfordcommercial.com	188,134 s.f. / 26	0 / 0	San Jacinto Center (20,494 s.f.); Frost Bank Tower (17,681 s.f. and 16,765 s.f.)	1985	Spencer Hayes, co-founders 2700 Via Fortuna Drive, Ste. 100 78748 www.oxfordcommercial.com
7	Russell Young Commercial Texas LLC 474-2411/ 236-1357 ryoung@commercialtexas.com	168,580 s.f. / 13	0 / 0	The Park on Barton Creek (65,437 s.f.); Lakewood Center Office (22,977 s.f.)	1988	Michael Kennedy, president 515 Congress Ave., Ste. 1500 78701 www.commercialtexas.com
8	Jay Lamy Aquila Commercial LLC 684-3800/ 684-3801 lamy@aquilacommercial.com	157,893 s.f. / 12	0 / 0	East Ave.: Texas Monthly (22,468 s.f.)	2000	Jay Lamy, principal 1717 W. Sixth St., Ste. 450 78703 www.aquilacommercial.com
9	Erin Morales CB Richard Ellis Inc. 499-4900/ 499-4999 erin.morales@cbre.com	140,672 s.f. / 25	0 / 0	206 E. Ninth St.: Young & Rubicam (70,043 s.f.)	1999	Scott Senese, managing director 100 Congress Ave., Ste. 500 78701 www.cbre.com
10	Nate Stricklen CB Richard Ellis Inc. 499-4900/ 499-4999 nate.stricklen@cbre.com	140,671 s.f. / 25	0 / 0	7745 Chevy Chase Drive: Northrup Grumman (18,945 s.f.)	2005	Scott Senese, managing director 100 Congress Ave., Ste. 500 78701 www.cbre.com
11	Kristi Svec Simmons Jones Lang LaSalle 225-2700/ 225-2701 kristi.simmons@am.jll.com	138,710 s.f. / 28	880 s.f. / 1	Domain Bldg. 5: Kingstale Entertainment (19,000 s.f.); 200 W. Cesar Chavez: SHW Group (21,000 s.f.)	1999	Elysia Ragusa, managing director 2705 Bee Cave Road, Ste. 160 78746 www.jll.com
12	Mike Wiley Southwest Strategies Group 458-8153/ 458-8154 mike@swsg.com	137,142 s.f. / 8	0 / 0	Quarry Oaks Plaza: Standard Microsystems (63,000 s.f.); fifth at Lamar: HomeAway (51,252 s.f.)	1988	Danny Roth, principal 1214 W. Sixth St., Ste. 220 78703 www.swsg.com
13	Jerry Frey CB Richard Ellis Inc. 499-4900/ 499-4999 jerry.frey@cbre.com	133,573 s.f. / 5	0 / 0	Southpark Office Center: IRS/GSA (92,336 s.f.); 301 Congress: Garson Lehman Group (29,947 s.f.)	1977	Scott Senese, managing director 100 Congress Ave., Ste. 500 78701 www.cbre.com
14	Don Cox Don Cox Co. 478-1711/ 478-1713 don@doncox.com	131,541 s.f. / 23	0 / 0	400 Parker Drive: Evolution Energy & Light (40,049 s.f.); Avalon, Bldg. IV: Coremetrics (30,877 s.f.)	1984	Don Cox, owner and broker 1201 W. Sixth St. 78703 www.doncox.com
15	Steve Sanders Jones Lang LaSalle 225-2700/ 225-2701 steve.sanders@am.jll.com	123,480 s.f. / 15	0 / 0	The Terrace II: Linebarger Goggin Blair & Sampson (50,000 s.f.)	1984	Elysia Ragusa, managing director 2705 Bee Cave Road, Ste. 160 78746 www.jll.com
16	Doug Sanders HPI Corporate Services LLC 835-4455/ 835-1222 jones@hpiix.com	104,430 s.f. / 26	0 / 0	816 Congress (18,948 s.f.); San Clemente (11,911 s.f.); Braker Pointe II (11,905 s.f.)	2005	Volney Campbell, Russell Todd, managing partner 3600 N. Cap. of Tx, Bldg. B-250 78746 www.hpiix.com
17	Sloan Spaeth Aquila Commercial LLC 684-3800/ 684-3801 spaeth@aquilacommercial.com	104,207 s.f. / 23	18,717 / 1	1300 Guadalupe (87,435 s.f.)	1989	Jay Lamy, principal 1717 W. Sixth St., Ste. 450 78703 www.aquilacommercial.com
18	Liz Tucker Jones Lang LaSalle 225-2700/ 225-2701 liz.tucker@am.jll.com	103,267 s.f. / 8	0 / 0	Prominent Pointe II: Borland Software (45,000 s.f.); East Ave.: Texas Monthly (22,000 s.f.)	1982	Elysia Ragusa, managing director 2705 Bee Cave Road, Ste. 160 78746 www.jll.com
19	Bill Anderson Office Leasing Advisors Inc. 472-1234/ 472-1242 bill@leasingadvisors.com	91,493 s.f. / 6	0 / 0	Scarborough Bldg.: Google (25,928 s.f.); 200 Academy: Demand Media (34,750 s.f.)	1993	Bill Wendlandt, president 701 Brazos St., Ste. 600 78701 www.leasingadvisors.com
20	W. Gaines Bagby CB Richard Ellis Inc. 499-4900/ 499-4999 wgaines@cbre.com	85,310 s.f. / 15	0 / 0	4818 W. Howard Lane (45,380 s.f.)	1981	Scott Senese, managing director 100 Congress Ave., Ste. 500 78701 www.cbre.com
21	Chris Perry Aquila Commercial LLC 684-3800/ 684-3801 perry@aquilacommercial.com	83,777 s.f. / 18	18,718 s.f. / 1	Prominent Point: Sony Online (37,492 s.f.)	1992	Jay Lamy, principal 1717 W. Sixth St., Ste. 450 78703 www.aquilacommercial.com
22	Barth Matheny Aquila Commercial LLC 684-3800/ 684-3801 matheny@aquilacommercial.com	83,304 s.f. / 1	0 / 0	7700 Farmer Lane: Freescale (850,000 s.f.); Research Park Plaza: Harden Healthcare (166,607 s.f.)	1985	Jay Lamy, principal 1717 W. Sixth St., Ste. 450 78703 www.aquilacommercial.com
23	Craig Couch Aquila Commercial LLC 684-3800/ 684-3801 couch@aquilacommercial.com	82,892 s.f. / 17	0 / 0	The Avalon Bldg. Coremetrics (10,415 s.f.)	2000	Jay Lamy, principal 1717 W. Sixth St., Ste. 450 78701 www.aquilacommercial.com
24	Kathy Carbonetti Jones Lang LaSalle 225-2700/ 225-2701 kathy.carbonetti@am.jll.com	74,885 s.f. / 17	12,807 s.f. / 2	Echelon: Raza Microelectronics (16,000 s.f.)	2005	Elysia Ragusa, managing director 2705 Bee Cave Road, Ste. 160 78746 www.jll.com
25	Alan Peters Stream Realty Partners 481-3000/ 481-3001 apeters@streamrealty.com	74,121 / 18	0 / 0	Riverplace Corp. Park: Superior Access Insurance (13,000 s.f.)	2007	Derek Land, partner 400 W. 15th St. 78701 www.streamrealty.com

A DIFFERENT VIEW

Office Tenant Rep Heavy Hitters
Ranked by number of deals

Heavy Hitters	Deals
Kristi Svec Simmons	29
Ford Alexander	26
Erin Morales	25
Nate Stricklen	25
Doug Jones	25
Marc Vanderslice	24
Don Cox	23
Sloan Spaeth	23
John Hanly	22
Chris Perry	18
Alan Peters	18
Craig Couch	17
Kathy Carbonetti	17
Volney Campbell	16
Steve Sanders	15
W. Gaines Bagby	15
Jamil Alam	14
Russell Young	13
Jay Lamy	12
David Buttross	10
Mike Wiley	8
Liz Tucker	8
Bill Anderson	6
Jerry Frey	5
Barth Matheny	1

LIST NOTES

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N/A = Not applicable.

Property management contracts, multifamily, ranches and sales are not included.

† All agents provided run sheet to verify square footage and number of transactions.

Square footage leased and number of transactions reflect leases at least three years in length signed during 2008 for the office sector tenant representative category only and may not include all activity for the agent or broker.

† David Buttross: Specializes in small leases for nonprofit and micro businesses and property acquisition.

Sources: Surveys, phone interviews and company Web sites. Information provided by the companies. Only agents that responded to requests for information are included.

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COMMERCIAL REAL ESTATE HEAVY HITTERS

Ranked by s.f. sold/leased in the Austin area during 2008
Retail properties

A DIFFERENT VIEW

Retail Rep Heavy Hitters
Ranked by number of deals

Heavy Hitters	Deals
Mikhael Gary	81
Matt Epple	65
Russ Howard	59
Sean Murphy	58
Robert O'Farrell	56
Todd Wallace	56
Lance Morris	49
Ryder Jeanes	41
Graham Carter	39
Jim Rourke	32
Jason Faludi	31
Parker Estes	29
Krista Dabney	29
Bryan Dabbs	28
Alison Barnwell	28
Terri Twomey	24
Will Majors	19
Ben Kogut	13
Diana Zuniga	4
Justin Bayne	3

Rank	Top broker or agent's name † Company name Local business phone/fax Top broker or agent's email	2008 Retail Rep. Total s.f. bought, sold & leased / # deals S.F. bought & sold / # deals S.F. leased / # deals	2008 notable transactions	Year began career/ Year started with this firm	Top local executive Company's address Web site
1	Robert O'Farrell SRS Real Estate 236-4600/ 236-4601 robert.ofarrell@srsre.com	687,131 s.f. / 56 129,572 s.f. / 13 567,559 s.f. / 43	San Marcos: Target (103,504 s.f.); 7820 Burnet: Central Southwest Tx. Development (657,320 s.f.)	2000 2004	Todd Wallace, SVP, market leader 210 Barton Springs Road, Ste. 500 78704 www.srsre.com
2	Todd Wallace SRS Real Estate 236-4600/ 236-4601 todd.wallace@srsre.com	687,131 s.f. / 56 129,572 s.f. / 13 567,559 s.f. / 43	FM 2338: Buckner Retirement (657,320 s.f.); Falconhead: Citibank (71,438 s.f.)	1995 2004	Todd Wallace, SVP, market leader 210 Barton Springs Road, Ste. 500 78704 www.srsre.com
3	Lance Morris The Weitzman Group 482-0094/ 482-9021 lmorris@weitzmangroup.com	386,877 s.f. / 49 181,439 s.f. / 7 215,238 s.f. / 42	Slaughter Lane: Chase Bank (36,198 s.f.); Hwy. 620 at Lakeway: Chase Bank (89,260 s.f.)	1983 1990	Scott Freid, city partner 101 W. Sixth St., Ste. 300 78701 www.weitzmangroup.com
4	Bryan Dabbs Endeavor Real Estate Group 682-5500/ 682-5505 bdabbs@endeavor-re.com	366,943 s.f. / 28 0 / 0 366,93 s.f. / 28	1890 Ranch in Cedar Park: Hobby Lobby (127,000 s.f.); Ross Dress for Less (27,889 s.f.)	1988 2006	Kirk Rudy, Chris Ellis, co-CEOs 221 W. Sixth St., Ste. 1300 78701 www.endeavor-re.com
5	Parker Estes The Weitzman Group 482-0094/ 482-9021 pestos@weitzmangroup.com	258,853 s.f. / 29 65,854 s.f. / 6 172,994 s.f. / 23	Pluckers (6,400 s.f.); Slaughter Lane: Chase Bank (36,198 s.f.); Albertsons (57,709 total s.f. of four)	2000 2002	Scott Freid, city partner 101 W. Sixth St., Ste. 300 78701 www.weitzmangroup.com
6	Sean Murphy SRS Real Estate 236-4600/ 236-4601 sean.murphy@srsre.com	149,854 s.f. / 58 88,083 s.f. / 3 81,791 s.f. / 55	Falconhead: Citibank (71,438 s.f.); Burnet Rd. at Anderson Rd.: Comerica Bank (34,848 s.f.)	2002 2004	Todd Wallace, SVP, market leader 210 Barton Springs Road, Ste. 500 78704 www.srsre.com
7	Krista Dabney Direct Development 320-4100/ 320-4101 krista@ddevelopment.com	120,088 s.f. / 29 42,256 s.f. / 5 77,833 s.f. / 24	Market Heights SC: Old Navy (13,471 s.f.); 3901 Guadalupe: Natural Grocers by Vitamin Cottage (12,470 s.f.)	2003 2006	David Watson, managing principal 301 Congress Ave., Ste. 220 78701 www.ddevelopment.com
8	Michele Gary The Weitzman Group 482-0094/ 482-9021 mgary@weitzmangroup.com	118,511 s.f. / 81 4,451 s.f. / 2 114,080 s.f. / 79	Shops at the Galleria: Specs Liquor (15,000 s.f.); 360 Retail: Garridos (3,362 s.f.)	2000 2007	Scott Freid, city partner 101 W. Sixth St., Ste. 300 78701 www.weitzmangroup.com
9	Graham Carter The Weitzman Group 482-0094/ 482-9021 gcarter@weitzmangroup.com	116,703 s.f. / 39 75,600 s.f. / 5 41,103 s.f. / 34	Slaughter Lane at S. First St.: Carl's Jr. (41,995 s.f.); Shops at Arbor Trail: Verizon Wireless (2,606 s.f.)	2007 2007	Scott Freid, city partner 101 W. Sixth St., Ste. 300 78701 www.weitzmangroup.com
10	Ben Kogut Grubb & Ellis Co. 349-1000/ 340-0781 ben.kogut@grubb-ellis.com	113,148 s.f. / 13 77,699 s.f. / 9 35,539 s.f. / 4	Dollar General (8,365 s.f.)	2004 2006	Ernest Brown, managing director 8303 N. MoPac Expwy., Ste. B-125 78759 www.grubb-ellis.com
11	Alison Barnwell CB Richard Ellis Inc. 499-4900/ 499-4999 alison.barnwell@cbre.com	107,930 s.f. / 28 40,000 s.f. / 2 67,930 s.f. / 26	Sunset Valley Village: Mighty Fine Burger (4,705 s.f.); Pecan Park: Hotel (20,000 s.f.)	2000 2000	Scott Senese, managing director 100 Congress Ave., Ste. 500 78701 www.srsre.com
12	Jason Faludi Aquila Commercial LLC 684-3800/ 684-3801 faludi@aquilacommercial.com	98,860 s.f. / 31 0 / 0 98,860 s.f. / 31	222 E. Sixth St.: Aces Up (10,952 s.f.)	2004 2007	Jay Lamy, principal 1717 W. Sixth St., Ste. 351 78703 www.aquilacommercial.com
13	Matt Epple The Weitzman Group 482-0094/ 482-9021 mepple@weitzmangroup.com	78,916 s.f. / 65 2,170 s.f. / 1 76,746 s.f. / 64	Shops at Steiner Ranch: School in the Hills (7,602 s.f.); Shops at the Galleria: Specs Liquor (15,000 s.f.)	2005 2003	Scott Freid, city partner 101 W. Sixth St., Ste. 300 78701 www.weitzmangroup.com
14	Russ Howard The Weitzman Group 482-0094/ 482-9021 rhoward@weitzmangroup.com	60,777 s.f. / 59 2,512 s.f. / 1 58,265 s.f. / 58	Riverplace Plaza (2,512 s.f.); RR 2222 (56,323 s.f.); Dessau Center: Fitness 19 (6,500 s.f.)	2006 2004	Scott Freid, city partner 101 W. Sixth St., Ste. 300 78701 www.weitzmangroup.com
15	Will Majors Endeavor Real Estate Group 682-5500/ 682-5505 wmajors@endeavor-re.com	55,100 s.f. / 19 0 / 0 55,100 s.f. / 19	1890 Ranch: Charming Charlie's and Caroline's; Sunset Valley Homeslead: Charming Charlie's	2004 2004	Kirk Rudy, Chris Ellis, co-CEOs 221 W. Sixth St., Ste. 1300 78701 www.endeavor-re.com
16	Ryder Jeanes The Weitzman Group 482-0094/ 482-9021 rjeanes@weitzmangroup.com	46,781 s.f. / 41 0 / 0 46,781 s.f. / 41	Round Rock Crossing: Third Base (6,035 s.f.); Dessau Center; Fitness 19 (6,500 s.f.)	2002 2002	Scott Freid, city partner 101 W. Sixth St., Ste. 300 78701 www.weitzmangroup.com
17	Jim Rourke Aquila Commercial LLC 684-3800/ 681-3801 rourke@aquilacommercial.com	46,580 s.f. / 32 0 / 0 46,580 s.f. / 32	6448 E. Hwy. 290: Dept. of Veteran Affairs (2,580 s.f.)	2006 2007	Jay Lamy, principal 1717 W. Sixth St., Ste. 450 78703 www.aquilacommercial.com
18	Terri Twomey The Weitzman Group 482-0094/ 482-9021 terri.twomey@weitzmangroup.com	45,134 s.f. / 24 0 / 0 45,134 s.f. / 24	Capital Plaza: OfficeMax (8,423 s.f.); 4141 Capital of Tx. Hwy.: Texaco Cafe (5,500 s.f.)	2000 2000	Scott Freid, city partner 101 W. Sixth St., Ste. 300 78701 www.weitzmangroup.com
19	Justin Bayne SkylesBayne Co. 391-2322/ 366-9480 justin@skylesbayne.com	28,000 s.f. / 3 28,000 s.f. / 4 0 / 0	Chase Bank pad at RR 2222 (14,000 s.f.)	2004 2006	Justin Bayne, managing principal 1501 W. Fifth St., Ste. B 78703 www.skylesbayne.com
20	Diana Zuniga Investors Alliance Inc. 480-8100/ 480-9100 invest@iausa.net	21,380 s.f. / 4 15,500 s.f. / 2 5,880 s.f. / 2	600 E. Sixth St.: El Sol Y La Luna (5,127 s.f.); IBC Bank pad sites at Cedar Bend and Cesar Chavez	1981 1986	Diana Zuniga, president 602 W. Seventh St., Ste. B 78701 www.investorsalliance.com

LIST NOTES

Notes: Ties listed alphabetically.
DND = Did not disclose.
N/A = Not applicable.

Property management contracts, multifamily, ranches and sales are not included.

† All agents provided run sheet to verify square footage and number of transactions.

Square footage leased and number of transactions reflect leases at least three years in length signed during 2008 for the office sector tenant representative category only and may not include all activity for the agent or broker.

‡ SRS Real Estate formerly Staubach Retail

Sources: Surveys, phone interviews and company Web sites. Information provided by the companies. Only agents that responded to requests for information are included.

Research by Patricia Rogers and Torse Roy.

For more contact Robert King at king@bizjournals.com. Information for obtaining comprehensive plaques and Web permissions can be obtained from the Business Journal's designated partner company, Scope Report. Scope at 800.732.2263 or scope@reportsource.com. No other companies offering similar services are affiliated in any way with the Business Journal.

COMMERCIAL PROPERTY MANAGEMENT FIRMS

Ranked by local square feet under management as of Jan. 1, 2009

2008 list rank	Name Address Phone/Fax	Austin area: Total s.f. under mgmt./ No. local properties/ Staff: Dept./Total	Local s.f. breakout: Office/ Industrial/ Retail	Properties managed	Top local executive/ Headquarters/Year est. in Austin area Web site
1.	1. HPI Real Estate Services & Investments 3600 N. Cap. of Tx. Hwy., Bldg. B-250 719-3050/ 835-1222	7.73M 65 37 / 63	1.55M 6.09M 79,188	San Clemente, Airport Commerce Park	Dick Anderson, co founding partner Austin / 1992 www.hpitx.com
2.	3. Live Oak-Gottesman 300 W. Sixth St., Ste. 1900 472-5000/ 472-5066	6.94M DND 19 / 49	774,444 4.9M 266,792	Old Town Square, Overlook, Gabriel's Court, Mira Vista	Rob Golding, CEO Austin / 1983 www.liveoak.com
3.	5. Endeavor Real Estate Group LLC 221 W. Sixth St., Ste. 1300 682-5500/ 682-5505	5.45M 25 39 / 94	1.6M 1.74M 2.2M	Domain, Chase Tower, 1890 Ranch	Kirk Rudy, CEO Austin / 1999 www.endeavor-re.com
4.	8. Transwestern 901 S. MoPac Expwy., Ste. 4-250 328-5600/ 328-9309	5.32M 82 34 / 65	3.87M 1.44M 9,174	811 Barton Springs, Amber Oaks Corp. Center A-J, River Place Corp. Center I-VII	Robert Gaston, SVP Houston / 1984 www.transwestern.net
5.	4. CB Richard Ellis Inc. 100 Congress Ave., Ste. 600 499-4900/ 499-4999	5M 44 42 / 120	800,000 700,000	100 Congress, Arboretum Plaza I, II, Las Cimas II, III	Rob Roy, managing director, asset services El Segundo, Calif. / 1985 www.cbre.com
6.	16. Stream Realty 301 Congress Ave., Ste. 1525 481-3000/ 481-3001	4.56M 47 21 / 39	2.43M 2.13M 0	Riata Corp. Park, Wells Fargo Tower, Expo Business Park	David Blackburn, Derek Land Dallas / 2006 www.streamrealty.com
7.	7. Thomas Properties Group Inc. 600 Congress Ave., Ste. 300 536-8400/ 536-8451	3.6M 11 19 / 30	3.6M 0 0	Frost Bank Tower, One American Center, 300 W. Sixth St.	John Kelly, VP, property management Los Angeles, Philadelphia / 2007 www.tpgre.com
8.	9. RET Management & Research LLC 800 W. 34th St., Ste. 220 346-7500/ 346-7561	3.12M 33 35 / 35	2.09M 1,02M 0	Bridgepoint Square Bldgs. 1-5, Austin Surgical Plaza	Rick Stalovich, VP Newton, Mass. / 1998 None
9.	10. Pyramid Properties Inc. 1717 W. Sixth St., Ste. 360 472-1555/ 478-2604	2.74M 39 27 / 27	966,313 359,303 1,42M	Hartland Plaza, Monterey Oaks, Rialto I & II	Michael Murphy, president Austin / 1992 www.pyramid-properties.com
10.	11. ProLogis/Catelus 4550 Mueller Blvd. 78723 703-9282/ 703-9281	2.69M 48 5 / 21	156,024 2.3M 239,272	Mueller Regional Retail, Walnut Creek Corp. Center, Seton HQ admin. building	Ryan Keathley, VP Denver, Colo. / 1994 www.prologis.com
11.	6. Lincoln Property Co. 100 Congress Ave., Ste. 450 322-3210/ 322-3224	2.42M 13 8 / 13	932,745 172,000 1.32M	Las Cimas, Northross	Mike Crockett, SVP Dallas / 1983 www.lpc.com
12.	14. Brandywine Realty Trust 1501 S. MoPac Expwy., Ste. 310 306-1998/ 308-9857	2.42M 7 14 / 15	2.42M 0 0	1250 Capital of Tx. Hwy., 3700 S. MoPac Expwy., 11400 Burnel Road	Ralph Bistline, VP Philadelphia / 1989 www.brandywinerealty.com
13.	17. Routh Development Group 4207 River Place Blvd. 78730 452-8633/ 452-2822	2.38M 15 5 / 10	0 300,000 2M	River Place Country Club, Twin Creeks Country Club, Onion Creek Country Club	Todd Routh, partner Austin / 1992 www.routhproperties.com
14.	13. Cencor Realty Services Inc. 101 W. Sixth St., Ste. 300 482-8383/ 482-9021	2.24M ¹ 32 15 / 47	75,713 0 2.05M	Capital Plaza, Great Hills Market, The Triangle	Scott Freid, city partner Dallas / 1987 www.cencorrealty.com
15.	15. Grubb & Ellis Management Services 8303 N. MoPac Expwy., Ste. B-125 349-1000/ 340-0781	2.06M 8 14 / 31	745,000 1.03M 285,000	816 Congress	Daryn Meure, AVP, senior portfolio manager Santa Ana, Calif. / 2005 www.grubb-ellis.com
16.	N/R TIG Real Estate Service Inc. 9015 MoPac Expwy., BOP IV, Ste. 285 732-0400/ 732-0409	1.7M 10 12 / 12	588,000 761,000 391,000	Barton Oaks Plaza I, IV, V Cameron Creek Business Park Burleone Business Park	Stan Ford, principal Dallas / 2005 www.tigusa.com
17.	21. Cushman & Wakefield of Texas Inc. 2700 Via Fortuna, Ste. 100 458-8100/ 477-3037	1.6M 21 9 / 9	870,000 350,000 380,000	Research Park Place 7 & 8, Strictly Pediatrics Subspecialty Center, Oak Creek Commons	Gregory Jones, Chad Williams, directors ¹ Houston (regional) / 1992 www.cushwake.com
18.	18. Kennedy Wilson 9442 N. Cap. of Tx. Hwy. 78759 451-5555/ 454-3100	1.53M 20 10 / 30	487,403 988,826 50,932	Austin Industrial Portfolio, Texas Rehab Commission	Steve Fyhr, senior managing director Beverly Hills, Calif. / 1995 www.kennedywilsonaustin.com
19.	24. Barshop & Oles Co. 801 Congress Ave., Ste. 300 477-1212/ 495-9875	1.5M 9 5 / 8	61,000 0 1.45M	Kyle Marketplace, Brodie Oaks Shopping Center, Arboretum Market	C. Patrick Oles Jr., president Austin / 1983 www.barshop-oles.com
20.	19. The Keenan Cos. 7200 N. MoPac Expwy., Ste. 400 346-0025/ 346-8431	1.38M 21 14 / 36	1.37M 0 13,207	Plaza 7000, Great Hills Corporate Center, Northwest Hills Medical Center	Darrell Spaulding, partner and COO Austin / 1973 www.kuceraco.com
21.	N/R Burke Real Estate Group⁴ 2590 Oakmont Drive, Ste. 210 439-4050/ 439-4051	1.01M 17 8 / 8	302,000 377,000 331,000	Chandler Creek Business Park, West Anderson Plaza, Plaza at Avery Ranch	Ken Wheeler, EVP, director Costa Mesa, Calif. / 1993 www.burkegroup.net
22.	N/R D2K Properties Inc.⁵ 510 W. 15th St. 78701 617-4678/ 308-0101	982,179 17 2 / 2	301,941 245,939 484,230	1108 Lavaca St., Gateway at Leander	Jesse Menicla, president Austin / 1977 www.d2kproperties.com
23.	23. T. Stacy & Associates Inc. 823 Congress Ave., Ste. 1111 476-9999/ 476-9089	923,553 7 DND / 30	828,553 0 95,000	Austin Centre, 515 Congress Ave., 823 Congress	Tom Stacy, president Austin / 1994 www.tstacy.com
24.	N/R Byram Properties 510 S. Congress Ave., Ste. 400 474-4242/ 474-5213	857,449 11 5 / 11	483,229 282,952 91,268	Colonnade Shopping Center, Gallis School Business Park, 510 S. Congress Ave.	John Byram, owner Austin / 1970 www.byramproperties.com
25.	N/R PS Business Parks 5555 N. Lamar Blvd., Ste. J-125 454-2873/ 454-9357	845,860 18 2 / 5	106,700 875,016 65,114	Waterford A, B, C	David Vicars, divisional VP Glendale, Calif. / 1988 www.psbusinessparks.com

A DIFFERENT VIEW

Office property
Ranked by square feet managed

Company name	S.F. managed
Transwestern	3.87M
Thomas Properties Group Inc.	3.6M
CB Richard Ellis Inc.	3.5M
Stream Realty	2.43M
Brandywine Realty Trust	2.42M

Industrial property
Ranked by square feet managed

Company name	S.F. managed
HPI Real Estate Services & Investments	6.09M
Live Oak-Gottesman	4.9M
ProLogis/Catelus	2.3M
Stream Realty	2.13M
Endeavor Real Estate Group LLC	1.74M

Retail property
Ranked by square feet managed

Company name	S.F. managed
Routh Development Group	2M
Cencor Realty Services Inc.	2.05M
Barshop & Oles Co.	1.45M
Pyramid Properties Inc.	1.42M
Lincoln Property Co.	1.32M

LIST NOTES

Ties listed broken by number of properties managed and then listed alphabetically.

N/R = Not ranked on last year's list

DND = Did not disclose

S.F. = Square feet

¹ Stream Realty: David Blackburn, Derek Land, co-managing partners.

² Cencor Realty Services Inc.: S.F. managed includes 114,689 s.f. of mixed-use properties.

³ Cushman & Wakefield: Full titles are: Gregory Jones, managing director, and Chad Williams, director of client solutions.

⁴ Burke Real Estate Group: Formerly CIP Property Management Services Inc.

⁵ D2K Properties Inc. (via Development 2000 Inc.).

Sources: Telephone interviews, surveys, company Web sites. Information provided by the companies.

Research by Patricia Rogers.

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RETAIL CENTERS

Ranked by gross leasable square footage

Rank	Mail name City/Zip/County Major cross streets Owner or developer *	GLA Total stores No. of levels	Date opened/ Renovated/ Food court?	Zip code: Population/ No. households/ Avg. household income	Representative tenants *	Rank	Mail name City/Zip/County Major cross streets Owner or developer *	GLA Total stores No. of levels	Date opened/ Renovated/ Food court?	Zip code: Population/ No. households/ Avg. household income	Representative tenants *
1	Southpark Meadows I, II, III * Austin / 78748 / Travis I-35 and Slaughter Lane Endeavor Real Estate Group	1.6M s.f. 100+ 1	2008 N/A Yes	78723 13,793 \$87,063	SuperTarget, JCPenney, Super Wal-Mart, Cinemark, Ross, Marshalls	19	Capital Plaza Shopping Center Austin / 78723 / Travis I-35 & Hwy. 290 The Weitzman Group	477,102 s.f. 30 1	1980 1984 No	32,914 11,336 \$52,710	Target, Conn's, Ross, OfficeMax, Fashion Bug, Shoe Carnival Walgreens
2	Barton Creek Square Mall Austin / 78748 / Travis Cap. of Tx. Hwy. & MoPac Expwy. Simon Property Group	1.43M s.f. 188 2	1981 2003 Yes	30,959 12,097 \$151,247	Macy's, Nordstrom, Dillard's, JC Penney, Sears	20	Tanger Outlets * San Marcos / 78686 / Hays I-35 and Center Point Road Not available	442,510 109 1	1993 N/A No	65,252 22,372 \$52,682	Outlet center, brand name stores: Disney Store, Hot Topic, American Eagle
3	Highland Mall Austin / 78752 / Travis I-35 and Hwy. 290 General Growth Partners	1.11M s.f. 137 2	1971 1987 Yes	20,802 7,804 \$46,339	Macy's, Dillard's, JCPenney, Aeropostale, Hot Topic	21	Shops at Arbor Walk * Austin / 78769 / Travis MoPac Expwy. and Braker Lane Simon Property Group	438,144 s.f. 32 1	2006 N/A No	51,707 19,052 \$84,040	Home Depot, DSW Shoe Warehouse, Marshalls, JoAnn Fabrics, Golf Galaxy
4	Lakeline Mall Cedar Park / 78613 / Williamson Hwy. 183 and R.R. 620 Simon Property Group	1.10M s.f. 141 2	1995 N/A Yes	59,171 19,733 \$110,807	Dillard's, Macy's, JC Penney, Meryms, Sears	22	Rock Round Premium Outlets Rock Round / 78684 / Williamson I-35 at Chandler Road Simon Property Group	431,821 s.f. 125 1	2008 N/A No	51,919 17,814 \$96,204	Ann Taylor, Gap, Banana Republic, J.Crew
5	The Domain Shopping Center * Austin / 78758 / Travis MoPac Expwy. and Burnet Road Simon Property Group	1.10M s.f. * 115 2	2007 N/A No	8,489 47,70 \$61,539	Neiman Marcus, Macy's, Tiffany & Co., Barneys Co-op, Calypso	23	Hancock Center Austin / 78751 / Travis I-35 and E. 41st Street Regency Centers Corp.	410,438 s.f. 32 1	1963 1998 No	15,366 8,199 \$53,778	H-E-B, Sears, 24 Hour Fitness, Old Navy, Petco, Hollywood Video
6	Stone Hill Town Center Pflugerville / 78660 / Travis SH 130 and SH 45 NewQuest Properties	1M s.f. 70+ 1	Spring N/A No	65,610 21,448 \$98,215	Home Depot, Super- Target, PetSmart, Best Buy, Office Depot, 24 Hour	24	Anna Plaza Austin / 78729 / Williamson Hwy. 183 & FM 620 The Stainback Organization	400,000 s.f. 20 1	1997 N/A No	28,868 11,349 \$94,356	Wal-Mart, Lowe's, Office Depot, Chick-fil-A, IHOP, Whataburger
7	La Frontera Village Round Rock / 78746 / Williamson I-35 and FM 1325 The Balfour Dev. Corp.	866,536 s.f. 59 1	2000 N/A No	60,398 23,932 \$64,491	Kohl's, Hobby Lobby, Sam's Club, Circuit City, Office Depot, Lowe's	25	Grandview Hills Shopping Center Austin / 78728 / Travis RR 820 and Wilson Parke Ave. Not available	376,000 s.f. 23 1	2008 N/A No	14,320 4,924 \$167,769	Quinn's Subs
8	1890 Ranch Shopping Center * Cedar Park / 78613 / Williamson Hwy. 183A and FM 1431 Endeavor Real Estate Group	860,000 s.f. N/A 1	Oct. 07 N/A No	59,171 19,733 \$110,607	Super Target, Cinemark Theater, PetSmart, Circuit City, Office Max	26	Brodie Oaks Austin / 78704 / Travis Cap. of Tx. Hwy. and S. Lamar Blvd. Not available	354,000 s.f. 60 1	1982 N/A No	45,728 22,206 \$61,066	Mervyn's, Toys'R'Us, Play It Again Sports, Sun Harvest, Tuesday Morning
9	Prime Outlets at San Marcos * San Marcos / 78686 / Hays I-35 and Center Point Road Prime Retail LP	750,000 s.f. 136 1	1990 2005 Yes	85,252 22,372 \$52,682	Dali, Aeropostale, Barneys, Vans, Tommy Hilfiger	27	Gateway at Leander * Leander / 78641 / Williamson Hwy. 183 and Crystal Falls Pkwy. Gateway 2000	350,000 s.f. 10+ N/A	2009 N/A No	42,499 14,209 \$89,507	Lowe's, Kohl's, Taco Bell, IBC Bank
10	Hill Country Galleria * Bee Cave / 78738 / Travis Bee Cave Road and RR 620 Lincoln Property Co.	740,000 s.f. 75+ 1	2007 N/A No	9,220 3,404 \$158,044	Dillard's, Barnes & Noble, Cinemark Theater	28	Lakeline Plaza Cedar Park / 78613 / Williamson Hwy. 183 and RR 620 Simon Property Group	345,233 s.f. 30 1	1998 N/A No	50,171 19,733 \$110,807	Linens 'N Things, TJ Maxx, Old Navy, Cor Peds, Rooms To Go
11	Muehle Retail Center Austin / 78723 / Travis I-35 and E. 51st Street Cetelius Development Group	680,000 s.f. 22+ 1	Sept. 2007 N/A No	32,914 11,336 \$62,710	Bed Bath and Beyond, Best Buy, Marshalls	29	Red Oak Village * San Marcos / 78688 / Hays I-35 and Wonder World Drive Lincoln Property Group	309,000 s.f. 12+ N/A	2006 N/A No	65,252 22,372 \$52,682	Sam's Club, PetSmart, Marshalls, Bed Bath & Beyond
12	Wolf Ranch * Georgetown / 78626 / Williamson I-35 and SH 29 Simon Property Group	627,328 s.f. 78 1	2005 2006 No	25,588 81,14 \$73,835	Target, Kohl's, Office Depot, Old Navy, PetSmart, DSW Shoe Warehouse	30	Lake Creek Festival Austin / 78760 / Travis Hwy. 183 and Lake Creek Pkwy. Federal Wholesale Toy Co.	288,383 s.f. 28 1	N/A N/A No	28,441 10,910 \$124,617	Burlington Coat Factory, Hobby Lobby, Alamo Drafthouse, Pep Boy
13	Tech Ridge Center Austin / 78753 / Travis I-35 and Parmer Lane Durham & Bassett Realty	600,000 s.f. 15 1	2001 N/A No	51,707 19,052 \$64,040	H-E-B, Bank of America, Gold's Gym, JC Penney, Blockbuster	31	Northcross Mall * Austin / 78757 / Travis Anderson Lane and Burnet Road Lincoln Property Co.	280,000 s.f. 14+ 1	1975 2008 Yes	24,287 11,315 \$68,368	Wal-mart, Walgreens, Go Dance Guitar Ct, Veranda Restaurant.
14	University Oaks Shopping Center * Round Rock / 78664 / Williamson I-35 and FM 1431 Endeavor Real Estate Group	589,000 s.f. 30 1	Nov. 2008 N/A No	51,919 17,814 \$96,204	IKEA, JCPenney, REI, Ross, PetSmart, Spec's, JoAnn's, Office Max	32	Whitestone Market Cedar Park / 78613 / Williamson Parmer Lane and FM 1431 Not available	278,000 s.f. 21 1	2003 N/A No	59,171 19,733 \$110,807	H-E-B, Home Depot, Hollywood Video, Jack Brown Cleaners Discount Tire
15	StoneCreek Crossing * San Marcos / 78686 / Hays I-35 & McCarty Lane Direct Development	550,000 s.f. 13+ 1	2009 N/A No	65,252 22,372 \$52,682	JC Penney, Target, AT&T, Bealls, Great Clips, Sport Clips, Sally Beauty Supply	33	Stassney Heights Shopping Center Austin / 78745 / Travis I-35 and W. Stassney Lane Endeavor Real Estate Group	282,000 s.f. 12 1	1999 N/A No	60,398 23,932 \$64,491	Lowe's, Fiesta Mart, Castle Dental, Eye- Mart, Tezadelphe
16	Shops at the Galleria Bee Cave / 78738 / Travis Hwy. 71 and Bee Caves Road Bee Caves LP	535,000 s.f. 60 est. 1	Dec. 2005 N/A No	9,220 3,404 \$158,044	Lowe's, Best Buy, Old Navy, Michaels, World Market, Pier 1 Imports	34	Sunset Valley Homestead * Sunset Valley / 78746 / Travis Hwy. 290 and Brodie Lane Endeavor Real Estate Group	258,000 s.f. 24 est. 1	2007 N/A No	60,398 23,932 \$64,491	Kohl's, DSW, PetSmart, Babies'R Us, Famous Footwear, Ulta
17	The Shops at Tech Ridge Austin / 78728 / Travis I-35, Parmer and Howard Lanes Developers Diversified Realty	530,430 s.f. 45 1	2003 2006 No	20,307 9,192 \$79,076	Target, Toys "R" Us, Ross, Linens 'N Things, PetSmart, Hobby Lobby	35	Westgate Shopping Center Austin / 78745 / Travis Lamar Blvd. and Hwy. 290 Trammel Crow Co. (mgmt.)	228,535 s.f. 31 1	1975 1999 No	80,398 23,932 \$84,491	Central Market, Whole Earth Provisions, Bealls, Borders Books
18	Gateway Shopping Center * Austin / 78769 / Travis Hwy. 183 and Capital of Tx. Hwy. Simon Property Group	512,995 s.f. 39 2	1993 N/A No	40,375 19,744 \$102,689	Best Buy, Whole Foods Market, Old Navy, Crate & Barrel, Star Furniture,	36	Arboretum at Great Hills * Austin / 78759 / Travis Hwy. 183 and Great Hills Trail Simon Property Group	207,000 40+ 1	1985 N/A No	40,375 19,744 \$102,689	Barnes & Noble, Ga Pottery Barn, Coldwater Creek, Restoration Hardware

LIST NOTES

GLA = Gross Leasable Area
N/A = Not applicable

Only retail centers with at least 200,000 s.f. that are open are included. Centers with multiple phases must have broken ground to include the new phase in the GLA.

Sources: ESRI 2009 Demographics. Shopping center data is provided by the Directory of Major Malls©. All rights reserved. For more information about ESRI's data products, call (800) 447-9778 or visit www.esri.com/data.

* Indicates additional information included from ABJ research, and may not match ESRI report.

Whisper Valley development has been approved by the Austin City Council, but has not broken ground yet. Estimated retail space is 1M s.f. located at SH-130 and the future extension of Braker Lane. Developer is Taurus of Texas Holdings LP.

Additional research by Patricia Rogers.