

# AUSTIN BUSINESS JOURNAL

WHERE CENTRAL TEXAS CAPITALIZES ON BUSINESS

MAR. 21 - 27, 2008

## COMMERCIAL REAL ESTATE BROKERAGE FIRMS

Ranked by transaction value of commercial property deals in the Austin area during 2007

Rank	2007 list rank	Name Address Phone/Fax	Transaction value of sales & leases*	2007 commercial: S.F. bought & sold*/ S.F. leased*/ Acres bought & sold (for clients)	% brokerage services/ Local staff/ Brokers and agents †	Notable transactions **	Top local executive/ Headquarters/Year est. locally Web site
1.	1.	CB Richard Ellis Inc. 100 Congress Ave., Ste. 500 78701 400-541-4600	\$4.9B	28.01M s.f. 2.3M s.f. 0	85% 119 0	Scarborough Bldg., 25,000 s.f.; Google; 2500 Ridgepoint Drive; 46,893 s.f.; Blizzard Ent.; 816 Congress; 430,113 s.f.	Scott Senese, managing director El Segundo, Calif. / 1984
2.	14.	Endeavor Real Estate Group Ltd. <sup>1</sup> 221 W. Sixth St., Ste. 1300 78701 682-5500/ 682-5505	\$550.6M	1.63M s.f. 2.4M s.f. 0	80% 110 19	Chase Tower: 38,422 s.f., RGM Advisors (tenant)	Bryce Miller, principal <sup>1</sup> Austin / 1999 www.endeavor-re.com
3.	10.	The Ottobach Co. Central Texas LLC 2705 Bee Caves Road, Ste. 160 78746 225-2700/ 225-2701		1.55M s.f. 860 acres	16 8	s.f., Concordia (seller/tenant); Riata Crossing; 355,000 s.f., Apple Computer	Dallas / 2000 www.staubach.com
4.	7.	HPI Real Estate Services & Investments 3600 N. Cap. of Tx. Hwy., Bldg. B-250 78746 835-4455/ 835-1222	\$290M	236,448 s.f. 1.52M s.f. 0	100% <sup>2</sup> 70 25	Beatrice Cove, 119,134 s.f. (seller), Motive Bldg. Research Blvd., 117,314 s.f. (seller)	Kent Lance, Dick Anderson, partners Austin / 1992 www.hpitx.com
5.	4.	The Weitzman Group 101 W. Sixth St., Ste. 300 78701 482-0094/ 482-9021	\$171.38M	399,148 s.f. 1.63M s.f. DND	100% 43 23	Sale of Riverside Place shopping center: 101,175 s.f.	Scott Freid, city partner Dallas / 1987 www.weitzmangroup.com
6.	13.	The Kucera Cos. 7200 N. MoPac Expwy., Ste. 400 78731 346-0025/ 346-6431	\$170.04M	696,463 s.f. 605,238 s.f. 121 acres	35% 38 11	Great Hills Corp. Center: 200,271 s.f., Landmark Assoc. (seller); 3307 Northland Drive: 98,888 s.f. (seller)	Darrell Spaulding, COO Austin / 1976 www.kucera.com
7.	8.	McAllister & Associates 201 Barton Springs Road 78704 472-2100/ 472-2905	\$160.43M	DND DND 3,762 acres	100% 42 38	Water Oaks development (2,000 acres, \$60M); Villages of Messina development acreage; Shreve Ranch	Joe McAllister, owner/secretary Austin / 1984 www.mcallistertexas.com
8.	N/R	Aquila Commercial 1717 W. Sixth St., Ste. 351 78703 684-3800/ 684-3801	\$147.46M	460,041 s.f. 640,013 s.f. 0	100% 15 12	Roman Catholic Diocese of Austin, 53,000-s.f. building purchase from Texas Hospital Association	Jay Lamy, principal Austin / 2007 www.aquilacommercial.com
9.	2.	Oxford Commercial 2700 Via Fortuna Drive, Ste. 100 78746 474-2400/ 477-3037	\$143.68M	586,682 s.f. 1.15M s.f. 395 acres	78% 46 27	100 Farmers Circle: 38,000 s.f., Education Management Corp. (tenant); 12708 Riata Vista Cir., 72,000 s.f.	Spencer Hayes, president, co-founder Austin / 1992 www.oxfordcommercial.com
10.	11.	NAI Austin 7320 N. MoPac Expwy., Ste. 101 78731 346-5180/ 346-9742	\$142.4M	595,043 s.f. 1.03M s.f. 438 acres	100% 32 21	9200 Waterford Centre Drive: 25,000 s.f., Power Freight (tenant)	Frank Niendorf, president Princeton, N.J. / 1975 www.naiAustin.com
11.	6.	Marcus & Millichap Real Estate <sup>3</sup> 8310 N. Cap. of Tx. Hwy., Ste. 150 78731 388-7800/ 338-7810	\$140M	2.3M s.f. 0 8 acres	100% 30 16	Lakeway Vista Ridge at Steiner Ranch (retail), Hawthorne Suites Austin Airport, Red Robin Restaurant, Hwy 183	Brad Bailey, regional manager Encino, Calif. / 2003 www.marcusmillichap.com
12.	5.	Transwestern Austin 901 S. MoPac Expwy., Ste. 250 78746 328-5600/ 328-9309	\$136.32M	731,872 s.f. 491,509 s.f. 35 acres	49% 54 21	Southpark Commerce Ctr. IV: 119,100 s.f. TAB (tenant); Bergstrom Tech Center: 274,231 s.f., Equastone (buyer)	Robert Gaston, SVP-city leader Houston / 1984 www.transwestern.net/austin
13.	12.	First Austin Properties 1004 MoPac Circle, Ste. 200 78746 347-9005/ 347-9080	\$132.49M	733,400 s.f. 0 575 acres	90% 5 4	Verde Springbrook Corp. Center, Hwy. 45; Lakeshore sale (1,185 apt. units)	Bill Kochwelp, partner Austin / 1996 None
14.	19.	Lincoln Property Co. 100 Congress Ave., Ste. 450 78701 322-3210/ 322-3224	\$110M	271,000 s.f. 122,000 s.f. 0	60% 18 6	Wachovia leases, Escarpment Village sale, 178.00 s.f., Northcross: 195,000 s.f., Walmart lease	Mike Crockett, senior VP Dallas / 1983 www.lpc.com
15.	N/R	Stream Realty Partners LP 301 Congress Ave., Ste. 1525 78701 481-3000/ 481-3001	\$103.95M	108,800 s.f. 915,000 s.f. 245 acres	60% 22 12	Expo 8: Heliolt 122,000 s.f.; Raceway land (202 acres); acquire 8100 Cameron Road, 98,000 s.f.	Derek Land, David Blackburn <sup>4</sup> DND / 2006 www.streamrealty.com
16.	9.	Commercial Texas LLC 515 Congress Ave., Ste. 1500 78701 474-2411/ 236-1357	\$103.37M	195,000 s.f. 322,240 s.f. 289 acres	100% 12 6	New Concordia site: 195,000 s.f./436 acres (seller); Pecan Pkwy.: 24 acres (seller); 8303 MoPac: 26,515 s.f. Surgient	Michael Kennedy, president Austin / 1997 www.commercialtexas.com
17.	N/R	CarrAmerica Real Estate Services LLC 12331-A Riata Trace Pkwy. 78727 652-2277/ 652-2288	\$96M	DND 670,315 s.f. DND	100% 12 4	Riata Crossing: 354,717 s.f., Apple Computer	Roy Scruggs, leasing director Chicago / 2006 www.equityoffice.com
18.	N/R	Staubach Retail 2705 Bee Caves Road, Ste. 160 78746 327-9800/ 225-2701	\$95.5M	355,990 s.f. 1.73M s.f. 369 acres	100% 11 6	Former Target bldg., 4301 W. William Cannon, 112,562 s.f.; Stone Creek S.C., San Marcos: JC Penney 104,175 s.f.	Todd Wallace, SVP, market leader Addison / 2004 www.staubach.com
19.	18.	HPI Corporate Services LLC 3600 N. Cap. of Tx. Hwy., Bldg. B-250 78746 835-4455/ 835-1222	\$70.66M	27,100 s.f. 1.39M s.f. 3 acres	100% 8 6	2357 Riata Trace: 166,851 s.f., ACS State Healthcare; Verde Springbrook Ctr.: 128,000 s.f., Span America	Volney Campbell, Russell Todd <sup>5</sup> Austin / 2000 www.hpitx.com
20.	15.	Kennedy Wilson Inc. 9442 N. Cap. of Tx. Ste. II-140 78759 451-5555/ 451-3773	\$69M	812,032 s.f. 205,153 s.f. 0	37% 33 11	McNeil 1.8, 9 and McKalla 2: Austin Industrial portfolio purchase for Tx. Ltd. partnership, 472,383 sf.	Steve Pyyhr, sr. managing director Beverly Hills, Calif. / 1982 www.kennedywilson.com
21.	N/R	Yancey-Hausman & Associates Inc. 11921 N. MoPac Expwy., Ste. 130 78758 480-9800/ 480-9914	\$67.8M	0 310,000 s.f. 0	40% 13 7	Arbor Walk: 25,000 s.f., Spec's; Park 96: 33,000 s.f., DocuData; StoneCreek II: 26,000 s.f., Bazaarvoice	Luke Drolet, SVP Houston / 1983 www.yancey-hausman.com
22.	16.	Quick & Co. Commercial Realty Inc. 606 W. Sixth St. 78701 435-6550/ 435-6555	\$61.4M	184,023 s.f. 200,519 s.f. 356 acres	91% 14 11	BMC Property, 3400 Steck Ave.; Mercedes Benz of Austin (18.2 acres); Unisys Call Center: 52,650 s.f.	Jerry Quick, president Austin / 1996 www.quickco.com
23.	17.	Commercial Real Estate Solutions LLC 1717 W. Sixth St., Ste. 340 78703 542-4000/ 542-4001	\$47.84M	0 394,000 s.f. 0	100% 12 7	1812 Centre Creek Drive, 18,305 sf. Intera (tenant)	John Hanly, Carter King, partners Austin / 2001 www.cresolutions.com
24.	21.	McClung Properties Inc. 901 Cypress Creek Road, Ste. 103 78613 785-6810/ 918-3300	\$27.7M	23,100 s.f. 50,000 s.f. 263 acres	99% 2 2	Mothers tract: Westinghouse Road, 95.5 acres (seller); Steel tract: Westinghouse Road, 90 acres (buyer)	Neill McClung, principal Austin / 2004 www.mcclungproperties.com
25.	N/R	Buttross Asset Management 7901 Cameron Road, Bldg. III-100 78754 320-0888/ 708-1141	\$22M	310,000 s.f. 455,000 s.f. 200 acres	10% 30 12	7901 Cameron Road: 122,000 s.f. (several leases)	David Buttross II, owner Austin / 1981 www.buttross.com

Reprinted with permission from the *Austin Business Journal*. ©2008, all rights reserved.

Reprinted by Scoop ReprintSource 1-800-767-3263.