

# THE LIST

Compiled by Patricia Rogers  
512-494-2527  
progers@bizjournals.com

## COMMERCIAL REAL ESTATE BROKERAGE FIRMS

RANKED BY TRANSACTION VALUE OF AUSTIN-AREA SALES AND LEASES DURING 2016

Business name Website	2016 Austin: Transaction values of sales & leases <sup>1</sup>	Austin: S.F. of comm'l bldg. sold	Austin: No. of multifamily units sold	Austin: S.F. leased	Total Austin staff	Notable transactions handled during 2016	Top local executive
<b>1</b> <b>CBRE Group Inc.</b> <sup>①</sup> cbre.com/austin	\$2.65 billion	1,737,810	9,253	5,235,930	138	YETI Coolers HQ; 500 W. Second St.; Seaholm	Scott Senese, Senior managing director
<b>2</b> <b>HFF</b> <sup>②</sup> hfflp.com	\$1.52 billion	3,704,325	6,022	0	12	Cielo South Lamar; Brodie Oaks; Champion Office Park I and II	Douglas Opalka, Sean Sorrell, Senior managing directors
<b>3</b> <b>ARA Newmark/NGKF Austin</b> <sup>③</sup> araneurmark.com / ngkf.com	\$1.52 billion	15,176	6,834	554,513	34	Burnet Marketplace (343 units); Berkshire SoCo (375 units); Seton Office Bldg. at Mueller (65,315 s.f.); TruSource Labs lease at Parmer 3.2 (32,500 s.f.)	Patton Jones, ARA Newmark Jesse Weber, NGKF Austin
<b>4</b> <b>Jones Lang LaSalle</b> <sup>③</sup> us.jll.com	\$885.84 million	717,418	1,460	2,748,122	60	The Catherine bldg. sale (268,400 s.f.); Cadence Design Systems Inc. lease at Research Park Plaza V (68,245 s.f.); Braker Pointe III bldg. sale (196,380 s.f.)	Todd Wallace, Managing director
<b>5</b> <b>Endeavor Real Estate Group LLC</b> <sup>④</sup> endeavor-re.com	\$805.67 million	341,000	0	2,282,349	146	Amazon lease at Domain 8 (170,000 sf), Accruent at Domain 3 (105,000 s.f.), Travis Association for the Blind at Southpark Commerce Center (137,000 s.f.)	David Roberts, CEO
<b>6</b> <b>Marcus &amp; Millichap Real Estate Investment Services</b> <sup>⑦</sup> marcusmillichap.com	\$635.47 million	1,761,438	2,776	0	36	The Park (122,272 s.f.); Beltera Springs; Heather Wild	Craig Swanson, Regional manager
<b>7</b> <b>Aquila Commercial</b> <sup>⑪</sup> aquilacommercial.com	\$631.91 million	311,862	0	1,691,635	62	eBay at 7700 Parmer (214,691 s.f.); Capital Factory at Austin Centre (68,021 s.f.); WeWork at Domain 1 (61,969 s.f.)	Corby McWilliams, COO
<b>8</b> <b>Transwestern Austin</b> <sup>⑩</sup> transwestern.com/austin	\$485.2 million	1,463,278	1,014	2,987,705	102	DND	Robert Gaston, EVP
<b>9</b> <b>Stream Realty Partners LP</b> <sup>⑤</sup> streamrealty.com	\$421 million	322,199	1,689	2,190,314	75	Braker 6, 7 & 11 sale; Capital Factory lease at the Austin Centre; The Cimarron multifamily sale	David Blackbird, Derek Land, Regional managing partners
<b>10</b> <b>Colliers International</b> <sup>⑫</sup> colliers.com	\$259.43 million	310,539	0	1,861,490	13	Sale of Park Forest C (28,851 s.f.); 15500 Wells Port Drive (103,885 s.f.); 7701 Metropolis Drive (38,400 s.f.)	Volney Campbell, Principal
<b>11</b> <b>Lincoln Property Co.</b> <sup>⑬</sup> lpc.com	\$242.5 million	326,335	0	468,560	24	Yeti lease at Lantana Ridge (175,000 s.f.); Indeed lease at 5th+Colorado (57,261 s.f.); Netspend lease at Austin Centre (68,279 s.f.)	Seth Johnston, Derek Lewis, SVPs
<b>12</b> <b>McAllister &amp; Associates</b> <sup>⑫</sup> mcallistertexas.com	\$214.18 million	263,531	0	85,300	39	Dell campus excess land; Burslen Road warehouse portfolio; Cannon Oaks shopping center	Joe Willie McAllister, Owner/secretary
<b>13</b> <b>Asterra Properties</b> <sup>⑳</sup> asterra.com	\$193.36 million	104,302	0	68,715	17	Purchase of Westgate Condos; MedSpring lease; sale of 721 Congress Ave.	Andrew Karr, Lucian Morehead, Partners
<b>14</b> <b>HPI Real Estate Services &amp; Investments</b> <sup>④</sup> hpitx.com	\$174.04 million	150,000	0	1,668,283	145	Samsung lease (120,000 s.f.); ecommerce company lease (100,000 s.f.)	Richard "Dick" Anderson, Partner
<b>15</b> <b>Peloton Commercial Real Estate</b> <sup>⑯</sup> pelotoncre.com	\$164 million	45,000	0	3,395,910	35	TrueCar lease at Galleria Oaks (36,000 s.f.)	Kevin Granger, Partner
<b>16</b> <b>The Kucera Companies</b> <sup>㉑</sup> kuceraco.com	\$144.88 million	298,300	0	679,880	41	Atrium office purchase	Darrell Spaulding, President/CEO
<b>17</b> <b>ECR   Equitable Commercial Realty</b> <sup>⑰</sup> ecrtx.com	\$126.7 million	1,452,770	0	982,497	22	Travesia Corporate Park lease (33,945 s.f.); Mesa Oaks sale (18,292 s.f.); Spring Bluff Center sale (18,732 s.f.); Summit Point sale (24,043 s.f.)	Matt Levin, Managing principal
<b>18</b> <b>Retail Solutions</b> <sup>⑮</sup> retailsolutions.us	\$96.4 million	2,641,812	0	511,073	37	Fieldhouse Gym lease at Market At Georgetown (30,000 s.f.); Pecan Park Plaza purchase (16,000 s.f.); Manor Business Park sale (14,707 s.f.)	David Simmonds, Principal/Founder
<b>19</b> <b>Weitzman</b> <sup>⑱</sup> weitzmangroup.com	\$93.28 million	1,538,581	0	547,893	28	Village at Cedar Park sale (20,135 s.f.); Century South: Gold's Gym (30,000 s.f.); Arboretum Crossing: Ferguson's (13,000 s.f.)	Scott Freid, City Partner
<b>20</b> <b>Don Quick &amp; Associates</b> <sup>㉓</sup> donquick.com	\$85.09 million	278,942	0	837,771	16	Brass Tap lease at The Domain II (8,107 s.f.); 100 Precision Drive industrial sale in Buda (33,600 s.f.); 1600 Royston Lane office sale in Round Rock (51,189 s.f.)	Darren Quick, President/Broker
<b>21</b> <b>SkylesBayne Co</b> <sup>㉗</sup> skylesbayne.com	\$74.3 million	66,692	0	837,090	9	Lease: Cognitive Scale at 9500 Arboretum Blvd. (35,751 s.f.); Novati at 2706 Montopolis Dr. (300,000 s.f.); Firm Space at 500 W. Second (33,932 s.f.)	Chris Skyles, partner
<b>22</b> <b>The Retail Connection</b> <sup>㉖</sup> theretailconnection.net	\$71.77 million	135,097	0	367,106	14	Nordstrom Rack lease at New Hope (30,720 s.f.); Sales: Springwoods Plaza (20,097 s.f.); former Office Max (18,000s.f.)	Lance Morris, President
<b>23</b> <b>Taylor Commercial Real Estate</b> <sup>⊕</sup> taylor-commercial.com	\$68.95 million	67,000	0	0	1	Sales: 900 Congress Bldg.; St Elmo (9.4 acres); Braker (6 acres)	Kent Taylor, Owner/Broker
<b>24</b> <b>REOC Austin</b> <sup>㉕</sup> reocaustin.com	\$63.82 million	279,904	0	414,905	10	Purchase: Deep Eddy Vodka Buda (194,574 s.f.); Carneros Ranch Leander multifamily (15.41 acres); Sale: Wells Branch Pkwy./S. Heatherwilde Blvd. (52.32 acres)	Brian Harris, President/Partner
<b>25</b> <b>Avison Young</b> <sup>⑲</sup> avisonyoung.com	\$55.35 million	5,578	0	269,752	18	Amherst Holdings at Plaza on the Lake (3,662 s.f.); BPL Plasma at The Terrace (25,216 s.f.); Enoch Kever at Bridgepoint Plaza (16,533 s.f.)	Michael Kennedy, President

<sup>1</sup> Transaction values of sales and leases includes client deals for multifamily properties, along with pad sites and acreage. Commercial building s.f. sold does not include s.f. of multifamily properties.

<sup>2</sup> ARA Newmark and NGKF Austin are part of the same company. ARA opened in Austin in 2006 and handles multifamily deals only. NGKF opened in Austin in 2015 and handles commercial brokerage services. Patton Jones is vice chairman of ARA Newmark, 901 S. MoPac Expy. Jesse Weber is senior managing director of NGKF, 515 Congress Ave. #1620 78701.

<sup>3</sup> The Weitzman Group and Cencor have rebranded and both are now combined as Weitzman.

<sup>4</sup> Avison Young acquired Commercial Texas.

### ► CLOSER LOOK

## \$11.7B

The combined transaction value of sales and leases for the top 25 listmakers. In comparison, the 2016 list had a combined transaction value of \$12.9B.

## 2,145

The largest amount of acreage bought or sold by a listmaker during 2016 goes to McAllister & Associates. Capella Commercial is the runner up with 1,031 acres sold.

### The next few

COMPANY	TRANSACTION VALUE
SRS Real Estate Partners	\$54.8M
BKD Realty	\$39.23
Tarantino Properties	\$35.8M
Capella Commercial	\$28.9M
St. Croix Capital Realty Advisors	\$18.6M

### ABOUT THE LIST

**Source:** ABJ surveys, and company websites. Information provided by company representatives and could not be independently verified by the Austin Business Journal. Only firms that responded to request for information are included.

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