

A low-angle, upward-looking perspective of several tall skyscrapers at night. The buildings are dark, with some windows illuminated, creating a sense of height and urban density. The sky is a deep, dark grey.

LIPSEY'S 2022 TOP 25

COMMERCIAL REAL ESTATE **BRAND SURVEY**

Presented by

THE LIPSEY COMPANY
International Leader in Training &
Consulting for the Commercial
Real Estate Industry

01

The logo for CBRE, featuring the letters "CBRE" in a bold, green, sans-serif font.

CBRE Group, Inc. (NYSE: CBRE), a Fortune 500 and S&P 500 company headquartered in Dallas, is the world's largest commercial real estate services and investment firm. The company has more than 100,000 employees serving clients in more than 100 countries. CBRE serves a diverse range of clients with an integrated suite of services, including facilities, transaction and project management; property management; investment management; appraisal and valuation; property leasing; strategic consulting; property sales; mortgage services and development services.

02



JLL (NYSE: JLL) is a leading professional services firm that specializes in real estate and investment management. Their vision is to reimagine the world of real estate, creating rewarding opportunities and amazing spaces where people can achieve their ambitions. JLL is a Fortune 500 company with annual revenue of \$16.6 billion, operations in over 80 countries and a global workforce of more than 93,000.

03



Colliers (NASDAQ, TSX: CIGI) is a leading diversified professional services and investment management company. With operations in 64 countries, our 17,000 enterprising professionals work collaboratively to provide expert real estate and investment advice to clients. For more than 27 years, our experienced leadership with significant inside ownership has delivered compound annual investment returns of 20% for shareholders. With annual revenues of \$4.1 billion and more than \$50 billion of assets under management, Colliers maximizes the potential of property and real assets to accelerate the success of our clients, our investors and our people.

03



Cushman & Wakefield (NYSE: CWK) is a leading global real estate services firm that delivers exceptional value for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with 50,000 employees in approximately 400 offices and 60 countries. In 2021, the firm had revenue of \$9.4 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services.

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Blackstone is the world's largest alternative asset manager. They seek to create positive economic impact and long-term value for our investors, the companies we invest in, and the communities in which they work. They do this by using extraordinary people and flexible capital to help companies solve problems. Their \$731 billion in assets under management include investment vehicles focused on private equity, real estate, public debt and equity, infrastructure, life sciences, growth equity, opportunistic, non-investment grade credit, real assets and secondary funds, all on a global basis.

05



NAI Global is a leading global commercial real estate brokerage firm. NAI Global offices are leaders in their local markets and work in unison to provide clients with exceptional solutions to their commercial real estate needs. NAI Global has more than 300 offices strategically located throughout North America, Latin America, Europe, Africa and Asia Pacific, with over 5,100 local market professionals, managing in excess of 1.1 billion square feet of property and facilities. Annually, NAI Global completes in excess of \$20 billion in commercial real estate transactions throughout the world.

06



Prologis, Inc. is the global leader in logistics real estate with a focus on high-barrier, high-growth markets. A publicly traded real estate investment trust (REIT), Prologis offers its customers and investors the most modern and geographically diverse platform of distribution space in the world. The company is known for its unparalleled customer service and commitment to sustainable development.

07



Since 1929, Newmark has faced forward, predicting change and pioneering ideas. Almost a century later, the same strategic sense and audacious thinking still guide their approach. Today their integrated platform delivers seamlessly connected services tailored to every type of client, from owners to occupiers, investors to founders, and growing startups to leading companies. Tapping into smart tech and smarter people, Newmark brings ingenuity to every exchange and transparency to every relationship.

08



Avison Young creates real economic, social and environmental value as a global real estate advisor, powered by people. As a private company, our clients collaborate with an empowered partner who is invested in their success. Our integrated talent realizes the full potential of real estate by using global intelligence platforms that provide clients with insights and advantage. Together, we can create healthy, productive workplaces for employees, cities that are centers for prosperity for their citizens, and built spaces and places that create a net benefit to the economy, the environment and the community. The real estate professionals at Avison Young provide data, technology and consultative solutions to help clients achieve their unique, rapidly transforming goals. Avison Young is a 2021 winner of the Canada's Best Managed Companies Platinum Club designation, having retained its Best Managed designation for 10 consecutive years.

08



Simon is a global leader in the ownership of premier shopping, dining, entertainment and mixed-use destinations and an S&P 100 company (Simon Property Group, NYSE: SPG). Their properties across North America, Europe, and Asia provide community gathering places for millions of people every day and generate billions in annual sales. In addition to their high-quality properties, Simon is also known for their strong balance sheet, a long-tenured and well-respected senior management team, and their innovative spirit, as reflected in a 50 + year history of successful retail real estate development, management & leasing.

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cresa

Cresa is the world's only global commercial real estate advisory firm that exclusively represents occupiers and specializes in the delivery of fully integrated real estate solutions. Our purpose is to think beyond space, strengthening those we serve and enhancing the quality of life for our clients. Delivered across every industry, Cresa's services include Transaction Management, Workplace Solutions, Project Management, Consulting, Lease Administration, Technology, Investment Banking & Capital Markets and Portfolio Solutions. In partnership with London-based Knight Frank, Cresa provides service through 16,000 people, across 380 offices in 51 territories.

09

TRANSWESTERN

The privately held Transwestern companies have been delivering a higher level of personalized service and innovative real estate solutions since 1978. Through an integrated, customized approach that begins with good ideas, the firm drives value for clients across commercial real estate services, development, and investment management. Operating from 33 U.S. offices, Transwestern extends its platform capabilities globally through strategic alliance partners whose unique geographic, cultural, and business expertise fuels creative solutions. Learn more at transwestern.com and @Transwestern.

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SVN
DESERT COMMERCIAL ADVISORS

SVN® delivers commercial real estate brokerage solutions that accelerate client growth through the power of shared data, knowledge, and opportunities. SVN was founded on the belief that proactively cooperating and collaborating with the global commercial real estate community is the right thing to do for our clients and the best way to ensure maximum value for a property. SVN is now a globally recognized commercial real estate brand united by a shared vision of creating value with clients, colleagues, and our communities. When you choose SVN, you mobilize the entire organization of experts and all of its trusted relationships to act on your behalf. This shared network is the SVN Difference.

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Marcus & Millichap

Marcus & Millichap was founded in 1971 with the goal of being a new kind of company – one driven by long-term relationships and built on a culture of collaboration. We focus on bringing together specialized market knowledge, the industry's leading brokerage platform and exclusive access to inventory to achieve exceptional results for our clients, year after year. Today, we are the industry's largest firm specializing in real estate investment sales and financing, with over 80 offices and nearly 2,100 investment sales and financing professionals throughout the United States and Canada. In 2020, the firm closed 8,954 transactions with a sales volume of \$43.4 billion.

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Trammell Crow Company

Trammell Crow Company (TCC), founded in 1948, is one of the nation's leading developers and investors in commercial real estate. The Company has developed or acquired 2,800 buildings valued at nearly \$70 billion and over 625 million square feet. As of September 30, 2021, TCC had \$16.8 billion of projects in process and \$9.6 billion in its pipeline. It employs more than 650 professionals in the United States and Europe.

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Hines

Hines is a privately owned global real estate investment, development and management firm, founded in 1957, with a presence in 255 cities in 27 countries and \$83.6 billion¹ of investment assets under management and more than 138.3 million square feet of assets for which Hines provides third-party property-level services. Hines has 171 developments currently underway around the world, and historically, has developed, redeveloped or acquired 1,486 properties, totaling over 492 million square feet. The firm's current property and asset management portfolio includes 634 properties, representing over 243 million square feet. With extensive experience in investments across the risk spectrum and all property types, and a foundational commitment to ESG, Hines is one of the largest and most respected real estate organizations in the world.

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Lee & Associates offers an array of real estate services tailored to meet the needs of the company's clients, including commercial real estate brokerage, integrated services, and construction services. Established in 1979, Lee & Associates is now an international firm with offices throughout the United States and Canada. Our professionals regularly collaborate to make sure they are providing their clients with the most advanced, up-to-date market technology and information. For the latest news from Lee & Associates, visit lee-associates.com or follow us on LinkedIn, Instagram, Facebook, Twitter, and Link, our company blog.

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At Savills, we help organizations find the solutions that ensure employee success. Sharply skilled and fiercely dedicated, our integrated teams of consultants and brokers are experts in better real estate. With services in tenant representation, capital markets, project management, workforce/incentives and workplace strategy/occupant experience, we've boosted the potential of workplaces around the corner, and around the world, for 160 years and counting.

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Since 1906, the Coldwell Banker Commercial brand has been a premier provider of real estate, recognized globally as a company that puts the client first while delivering individual, distinctly different service. With a collaborative network of independently owned and operated affiliates, the Coldwell Banker Commercial organization comprises almost 200 companies and more than 2,000 professionals throughout the U.S. and internationally.

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Eastdil Secured is the global real estate investment bank that uniquely combines commercial real estate and capital markets expertise. We provide truly independent advice with the mission to drive value for our clients through creative, actionable ideas and flawless execution.

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Brookfield Properties develops and operates real estate investments on behalf of Brookfield Asset Management — one of the largest alternative asset managers in the world. From office to retail, logistics to multifamily, and hospitality to development, we work across sectors to bring high-quality, sustainable real estate to life around the globe every day.

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Boston Properties (NYSE: BXP) is the largest publicly traded developer, owner, and manager of Class A office properties in the United States, concentrated in six markets – Boston, Los Angeles, New York, San Francisco, Seattle, and Washington, DC. The Company is a fully integrated real estate company, organized as a real estate investment trust (REIT), that develops, manages, operates, acquires, and owns a diverse portfolio of primarily Class A office space. Including properties owned by unconsolidated joint ventures as of September 30, 2021, the Company's portfolio totals 52.5 million square feet and 202 properties, including nine properties under construction/redevelopment.

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When you combine unmatched local expertise with unwavering dedication, you tend to grow. Kidder Mathews is now the largest independent commercial real estate firm on the West Coast with over 900 professionals in 21 offices across five states. We offer a complete range of brokerage, appraisal, property management, consulting, project and construction management, and debt and equity finance services for all property types, giving our clients the competitive edge they need.

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CORFAC International is a global network comprised of privately held entrepreneurial commercial real estate firms with expertise in office, industrial and retail brokerage, tenant and landlord representation, investment sales, multifamily, self-storage, acquisitions and dispositions, property management and corporate services. Our members frequently collaborate across markets to offer unmatched service to clients and provide top-level commercial real estate advisory expertise. Founded in 1989, CORFAC has 75 offices in the U.S., Canada and international markets, including Australia, Costa Rica, France, Germany, Ireland, Italy, Japan, Netherlands, Philippines, Romania, Russia, South Korea, Switzerland and United Kingdom.

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CoStar Group, Inc. (NASDAQ: CSGP) is the leading provider of commercial real estate information, analytics and online marketplaces. Founded in 1987, CoStar conducts expansive, ongoing research to produce and maintain the largest and most comprehensive database of commercial real estate information. Our suite of online services enables clients to analyze, interpret and gain unmatched insight on commercial property values, market conditions and current availabilities.

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KW Commercial is a communities segment of Keller Williams Realty, Inc., the number one real estate company in the United States. Agents and brokers at KW Commercial are supported with the most innovative and scalable technology that the commercial real estate industry has to offer. Our commercial team consists of knowledgeable, results-driven individuals who aim to provide clients with one-of-a-kind experiences.

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TCN Worldwide, a consortium of independent commercial real estate firms, provides complete integrated real estate solutions locally and internationally. An extensive range of real estate services coupled with a personal commitment to exceed expectations is what allows TCN Worldwide to be a leader in this competitive industry. Comprised of leading independent brokerage firms, serving more than 200 markets globally, TCN Worldwide combines an entrepreneurial approach with years of local experience. Around the globe, across all property types and service groups, TCN Worldwide's more than 1,500 brokers and salespeople have a well-earned reputation for providing straightforward expert advice.

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Voit Real Estate Services is a privately held, broker-owned Southern California-based commercial real estate firm that has been providing strategic property solutions for our clients since 1971. Throughout our 50-year history, the firm has completed more than \$57 billion in brokerage transactions encompassing more than 53,500 deals. Voit is a regionalized, entrepreneurial firm where our people are our greatest asset.

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RE/MAX Commercial, part of the world's most productive real estate network, is a leader in the commercial and investment arenas. RE/MAX Commercial closes more than \$11.1 Billion in total commercial volume from over 25,000 transactions annually. More than 3,000 RE/MAX Commercial Brokers work in more than 50 countries and territories. The RE/MAX network includes more than 550 Commercial officers and divisions.

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CENTURY 21 Commercial® has a vast expansive network throughout North America that covers over 900 commercial real estate offices. Our Commercial Advisors offer local knowledge with a global reach. C21 Commercial can help identify opportunities and meet the needs of our business clients no matter where their investments take them.