

# Largest Indianapolis-Area Commercial

## Real Estate Brokerages

(Ranked by number of active local licensed FTE salespeople)

RANK 2009 rank	BROKERAGE ADDRESS TELEPHONE / FAX / WEB SITE	LOCAL LICENSED FTE SALESPEOPLE: ACTIVE / TOTAL FTE SUPPORT STAFF	MAJOR CLIENTS	SERVICES/SPECIALTIES	HEAD(S) OF LOCAL OPERATIONS, TITLE(S)	OWNER(S) ESTABLISHED LOCALLY HEADQUARTERS
<b>1</b> 1	<b>Cassidy Turley (1)</b> One American Square, Suite 1300, 46282 (317) 634-6363 / fax (317) 639-0504 / cassidyturley.com	48 / 82 28	BPG Properties Ltd., OneAmerica, HDG Mansur, Brookfield Opportunity Fund, Panattoni	office, industrial and retail sales and leasing; land acquisition and disposition; investment services; property and construction management	Jeffrey L. Henry, managing principal	<u>DND</u> 1918 St. Louis
<b>2</b> 2	<b>CB Richard Ellis</b> 101 W. Washington St., Suite 1000E, 46204 (317) 269-1000 / fax (317) 637-4404 / cbre.com	38 / 70 18	Invesco, PricewaterhouseCoopers, Regions Bank, HDG Mansur, Prudential Mortgage Capital, AIMCO, The Kroger Co.	office, industrial, retail, consulting, investment property and multi-housing sales, health care consulting, property management	David L. Reed, managing director	publicly owned 1981 Los Angeles
<b>3</b> 4	<b>Summit Realty Group</b> 111 Monument Circle, Suite 4750, 46204 (317) 713-2100 / fax (317) 713-2103 / summitrealtygroup.com	24 / 30 12	HatWorld, Technicolor, GENCO, Meritex, Krieg DeVault, Dow Chemical AgroSciences, Verizon Wireless, Belkin	office, industrial, investment, medical and retail advisory; corporate and supply chain services; site acquisition	William M. Ehret, president, CEO	J. Demaree, B. Zurawski, T. Hadley, B. Ehret, A. Morris, J. Jessup, J. Woods, T. Norton, T. Frank, J. Fasone 1993 Indianapolis
<b>4</b> 3	<b>Colliers International (2)</b> 900 E. 96th St., Suite 350, 46240 (317) 663-6000 / fax (317) 663-6554 / colliers.com	23 / 25 5	DND	office, industrial, retail, land, landlord/tenant representation, development, build-to-suit, consulting, advisory, investment property	Samuel Smith II, CEO; R.J. Rudolph, Tim O'Brien, Thomas Osborne, David Ponader, principals	T. O'Brien, S. Smith II, R.J. Rudolph, T. Osborne, D. Ponader 2005 Indianapolis
<b>4</b> 6	<b>Grubb &amp; Ellis/Harding Dahm &amp; Co.</b> 500 E. 96th St., Suite 400, 46240 (317) 844-2700 / fax (317) 848-2975 / hardingdahm.com	23 / 30 9	Liberty Mutual, Chase Bank, Ever Bank, Producers Realty, Schoolcraft Development, Huntington Bank, Stifel-Nichols	retail, office, industrial, land, investment, property management	Scot Courtney, president	S. Elser, S. Courtney, B. Lindgren 1983 Indianapolis
<b>4</b> NR	<b>Jones Lang LaSalle</b> 8900 Keystone Crossing, Suite 1150, 46240 (317) 810-7000 / fax (317) 810-7001 / us.joneslanglasalle.com/indianapolis	23 / 30 6	Bianco Properties, BPG Properties Ltd., Brightpoint, Browning Investments Inc., Crown Equipment, Edgeworth Laskey	corporate services, tenant representation, strategic consulting, office and industrial leasing, project and development services	John Robinson, Dan O'Neil, EVPs	<u>DND</u> 2008 Chicago
<b>7</b> 4	<b>NAI Olympia Partners</b> 320 N. Meridian St., Suite 700, 46204 (317) 264-9400 / fax (317) 264-9406 / naiolympia.com	20 / 23 5	Blue Real Estate, Duke Realty Corp., Duke Energy, National Education Association, The Norry Co., Park 100 Management Co. LLC	office, retail and industrial leasing and sales; investment and land sales; build-to-suit; development; consultation	Philo B. Lange III, Michael R. Lubbers, VPs; Chip Barnes Jr., principal, VP	M. Lubbers, P. Lange III, T. Holtzman, G. Miller, M. Figg, C. Barnes, D. Augustin/1990/Indianapolis
<b>8</b> 7	<b>Marcus &amp; Millichap Real Estate Investment Services</b> 900 E. 96th St., Suite 150, 46240 (317) 218-5300 / fax (317) 218-5310 / marcusmillichap.com	18 / 20 4	DND	investment sales, distressed-asset services, financing, research, valuation and advisory services	Josh Caruana, regional manager	<u>DND</u> 1986 Encino, Calif.
<b>9</b> 8	<b>Halakar Real Estate</b> One Indiana Square, Suite 2500, 46204 (317) 964-0000 / fax (317) 964-1144 / halakar.com	14 / 14 3	ExactTarget, SEP, Regions Bank, S2F Worldwide, NicePak, Mays Chemical, Nelnet, Securitas	landlord/tenant representation, development, consulting, investment sales, property management	Ralph Balber, Todd Maurer, principals; Jenna Barnett, DND	R. Balber, T. Maurer, J. Barnett 2000 Indianapolis
<b>10</b> 12	<b>UGL Equis</b> 9200 Keystone Crossing, Suite 725, 46240 (317) 218-7200 / fax (317) 218-7201 / ugl-equis.com	12 / 12 2	Raymond James & Associates, Stanley Steemer International Inc., ResCare Inc., Rolls-Royce, Schwarz Partners, Clarcor	office, industrial and medical tenant representation; project and data management; corporate account management	Michael D. Cook, SVP, managing director	<u>United Group Ltd.</u> 1996 Chicago
<b>11</b> 10	<b>Acorn Group Inc.</b> 1 N. Pennsylvania St., Suite 300, 46204 (317) 231-1000 / fax (317) 231-1016 / acorn-group.net	11 / 14 3	U.S. Post Office, CICOA, state of Indiana	sales, leasing and management of office, medical, industrial, land and retail; tenant representation	Albert M. Donato Jr., president, CEO	<u>DND</u> 1988 Indianapolis
<b>11</b> 12	<b>Sitehawk Retail Real Estate</b> 8500 Keystone Crossing, Suite 170, 46240 (317) 844-5313 / fax (317) 574-3135 / sitehawkretail.com	11 / 13 8	Sunbeam Development Corp., JC Penney, LA Fitness, Darden Restaurants, Simon Property Group, Costco Wholesale, GAP	landlord/tenant representation, property management, development services	Mark A. Perlstein, Scott M. Gray, Steve J. Delaney, Larry L. Davis, principals	Mark Perlstein, Scott Gray, Steve Delaney, Larry Davis 1982 Indianapolis
<b>13</b> 9	<b>The Broadbent Co.</b> 117 E. Washington St., Suite 300, 46204 (317) 237-2900 / fax (317) 237-2916 / broadbentcompany.com	10 / 13 4	Petsmart, Kohls, Barnes and Noble, Flower Factory, Shoe Carnival, Hobby Lobby, Ulta, Babies R Us, DSW, Men's Wearhouse	leasing, sales, development, property management, construction	David A. Cheslyn, EVP of sales	<u>George P. Broadbent</u> 1972 Indianapolis
<b>14</b> 12	<b>Duke Realty Corp.</b> 600 E. 96th St., Suite 100, 46240 (317) 808-6000 / fax (317) 808-6770 / dukerealty.com	9 / 35 9	Interactive Intelligence, Hatchette Book Group, ASI Limited, Ozburn-Hessey Logistics, St. Vincent Hopsital	real estate investment trust	Don Dunbar, EVP; Charlie E. Podell, SVP	<u>DND</u> 1972 Indianapolis
<b>15</b> 16	<b>Meridian Real Estate LLC</b> 3502 Woodview Trace, Suite 250, 46268 (317) 875-8888 / fax (317) 875-9999 / mresonline.com	6 / 6 2	DND	landlord/tenant representation, multi-market corporate services, investment sales	Jeffrey S. Harris, president	<u>Jeffrey S. Harris</u> 1999 Indianapolis
<b>16</b> 15	<b>Hokanson Cos. Inc.</b> 201 W. 103rd St., Suite 400, 46290 (317) 633-6300 / fax (317) 633-8070 / hokansoninc.com	5 / 16 5	DND	full service including acquisition, investment sales, landlord/tenant representation, medical leasing and development	Stephen P. Hokanson, pres., CEO; Jay B. Gehl, pres. of sales and leasing	<u>Stephen P. Hokanson</u> 1938 Indianapolis
<b>16</b> NR	<b>Swiss Group Inc.</b> 11590 N. Meridian St., Suite 100, Carmel 46032 (317) 816-9270 / fax (317) 816-9271 / swissgroup.com	5 / 5 2	DND	retail sales and leasing, landlord/tenant representation, site selection, consulting services, market analysis, development	Frank E. Swiss, DND	<u>Frank E. Swiss</u> 1996 Carmel
<b>16</b> 11	<b>Thompson Thrift Construction Inc.</b> 2750 E. 146th St., Suite 200, Carmel 46033 (317) 848-4755 / fax (317) 580-0987 / thompsonthrift.com	5 / 7 1	DND	full-service general contractor, construction management, architecture services	Ashlee Boyd, SVP	<u>Paul Thrift, John Thompson</u> 2000 Terre Haute
<b>16</b> 17	<b>Veritas Realty</b> 930 E. 66th St., 46220 (317) 472-1800 / fax (317) 472-1802 / veritasrealty.com	5 / 7 6	Starbucks Coffee Co., Cardinal Fitness, Circle City Rentals, Ideal Fitness, Wild Sales LLC	retail shopping center leasing and sales, landlord/tenant representation, site selection	William T. Stoops III, Daniel C. Marr, partners	<u>Daniel C. Marr, William T. Stoops III</u> 1996 Indianapolis
<b>20</b> NR	<b>Ambrose Property Group</b> 450 E. 96th St., Suite 175, 46240 (317) 573-4600 / fax (317) 573-9788 / ambrosepg.com	4 / 4 2	DND	landlord/tenant representation, property management, development, construction, investment	Patrick M. Chittenden, VP; Aasif M. Bade, president	<u>Aasif M. Bade, Patrick M. Chittenden</u> 2008 Indianapolis
<b>20</b> NR	<b>Hurwitz Co.</b> 1060 E. 86th St., Suite 65-D, 46240 (317) 818-2322 / fax (317) 818-2323 / DND	4 / 4 2	DND	industrial, general real estate appraising, appraisal instruction	Richard A. Hurwitz, sole proprietor	<u>Richard A. Hurwitz</u> 1955 Indianapolis
<b>20</b> NR	<b>Leading Edge Commercial Real Estate Services</b> 231 W. Main St., Suite E, Greenwood 46142 (317) 889-0909 / fax (317) 889-0910 / leadingedgecommercialre.com	4 / 1 1	DND	sales, leasing, buyer/seller and landlord/tenant representation, property management, development, consulting	Gretchen Radtke, president, principal broker	<u>Gretchen Radtke</u> 2005 Greenwood
<b>20</b> NR	<b>Levi Investment Realty Inc.</b> 9589 Valparaiso Court, 46268 (317) 870-9900 / fax (317) 396-0688 / levirealty.com	4 / DND 1	DND	land, investments, exchanges	John Levinsohn, DND	<u>John Levinsohn</u> 1997 Indianapolis
<b>20</b> 17	<b>Midland Atlantic</b> 9000 Keystone Crossing, Suite 850, 46240 (317) 580-9900 / fax (317) 580-1169 / midlandatlantic.com	4 / 4 3	CVS Pharmacy, Home Depot, Donatos Pizza, Red Robin, Hibbett Sports	development, acquisition, tenant representation	Aaron Boyle, DND; Kelly Boyle, DND	<u>Aaron Boyle, Kelly Boyle</u> 1998 Indianapolis
<b>20</b> NR	<b>Niessink Commercial Real Estate</b> 3815 River Crossing Parkway, Suite 100, 46240 (317) 566-2111 / fax (317) 566-2050 / niessinkcommercial.com	4 / 4 3	TJX Cos., Panera Bread, Office Depot, Recreation Equipment Inc.	national retailer representation	Connie Niessink, DND; Tom Niessink, DND	<u>Connie Niessink, Tom Niessink</u> 2002 Indianapolis
<b>20</b> 17	<b>Urban Space Commercial Properties</b> 238 S. Meridian St., Suite 201, 46225 (317) 423-1111 / fax (317) 423-0527 / urbanspaceusa.com	4 / DND 1	DND	restaurants, nightclubs, retail, office, sales, leasing, site selection, landlord/tenant representation	Brian Epstein, president	privately owned 1999 Indianapolis

CICOA=Central Indiana Council on Aging  
DND=did not disclose  
EVP=executive vice president  
FTE=full-time equivalent  
LLC=limited liability company  
NR=not ranked  
SVP=senior vice president

Some brokerages may have been omitted due to lack of information or deadline restrictions.

The Indianapolis Business Journal list of largest Indianapolis-area commercial real estate brokerages is the most comprehensive one available. For copies of this list, go to www.IBJ.com and click on the "lists" link.

Research by Terri Haines, Gabrielle Poshadlo  
(current as of June 23, 2010)

E-mail: thaines@ibj.com, gposhadlo@ibj.com  
Information provided by the individual brokerages.  
Top 25 lists are compiled each December in the Book of Lists.

(1) formerly Colliers Turley Martin Tucker  
(2) formerly Resource Commercial Development LLC