

Top Brokers: RETAIL

Store closings and retailer bankruptcies have been dominating headlines in the past couple of years, but that doesn't mean the industry stood stagnant. Indeed, the professionals who handle retail real estate transactions have had more than enough work to keep them busy. So much so that the number of agents nominated for our biennial Top Retail Brokers ranking reached a record level. Of the hundreds that submitted their 2016 deal totals, we selected the top 25 leasing and 25 investment sales brokers to highlight on the following pages.

Together, the 50 agents and teams completed nearly 4,500 leasing and sales deals last year, totaling more than 81 million square feet of retail space and worth an aggregate of some \$20 billion. Interestingly, a large component of those deals involved neighborhood retail and strip centers, as well as single-tenant net leased properties. The winning brokers are listed by their overall rank within their category, and their rank for individual fields are indicated within their profiles.

Turn the page to see who made the list...

METHODOLOGY: All nominees were required to submit information on all commissionable retail leasing and sales transactions closed in 2016, along with verification via a deal sheet or record (kept confidential). Those who would not provide backup information were disqualified from the scoring. In order to even the playing field between brokers in varying markets, all entries were scored on three fields: the total Number of 2016 Transactions, the total square footage of all transactions and the total value of all transactions. The final score was based on the sum of those figures and determined the brokers' ranking in the final list. In the event of a tie, the broker(s) with the highest dollar value of deals took the higher ranking.

Top Leasing Brokers



1 Richard Rizika
Vice Chairman, Retail Services
CBRE GROUP INC.
Los Angeles

Geographic Focus: Southern California
Number of 2016 Transactions: 145 (No. 3)
Total Square Footage: 4,179,582 SF (No. 1)
Total Dollar Value: \$421,549,842 (No. 5)



4 Joseph Dougherty
Executive Vice President and Principal
METRO COMMERCIAL REAL ESTATE
Plymouth Meeting, PA

Geographic Focus: East Coast
Number of 2016 Transactions: 71 (No. 6)
Total Square Footage: 845,251 SF (No. 7)
Total Dollar Value: \$81,209,906 (No. 17)



2 Stephen Niggeman
Executive Vice President and Principal
METRO COMMERCIAL REAL ESTATE
Plymouth Meeting, PA

Geographic Focus: US-Eastern Half
Number of 2016 Transactions: 83 (No. 5)
Total Square Footage: 1,429,116 SF (No. 3)
Total Dollar Value: \$906,325,394 (No. 1)



5 Dan Brickner
Executive Vice President and Principal
METRO COMMERCIAL REAL ESTATE
Mt. Laurel, NJ

Geographic Focus: East Coast
Number of 2016 Transactions: 30 (No. 21)
Total Square Footage: 1,151,820 SF (No. 5)
Total Dollar Value: \$707,812,312 (No. 2)



3 Christopher Campbell
Executive Vice President
CBRE GROUP INC.
Sacramento

Geographic Focus: National
Number of 2016 Transactions: 169 (No. 1)
Total Square Footage: 964,212 SF (No. 6)
Total Dollar Value: \$101,896,962 (No. 12)



6 Andy Misiaveg
Partner
THE SHOPPING CENTER GROUP
Charlotte, NC

Geographic Focus: Carolinas
Number of 2016 Transactions: 54 (No. 13)
Total Square Footage: 721,500 SF (No. 8)
Total Dollar Value: \$100,939,892 (No. 13)

Top Leasing Brokers



7 **Reg Kobzi**
Senior Vice President
CBRE GROUP INC.
San Diego

Geographic Focus: California
Number of 2016 Transactions: 94 (No. 4)
Total Square Footage: 376,684 SF (No. 16)
Total Dollar Value: \$86,789,041 (No. 15)



10 **Joe Parrott**
Senior Vice President
CBRE GROUP INC.
Chicago

Geographic Focus: Illinois, Indiana
Number of 2016 Transactions: 62 (No. 10)
Total Square Footage: 698,841 SF (No. 9)
Total Dollar Value: \$71,104,123 (No. 20)



8 **Lance Marine**
Senior Vice President
CBRE GROUP INC.
McLean, VA

Geographic Focus: Mid-Atlantic
Number of 2016 Transactions: 56 (No. 12)
Total Square Footage: 321,834 SF (No. 18)
Total Dollar Value: 122,334,205 (No. 8)



11 **Rob Robledo**
Senior Vice President and Partner
CBRE NEW ENGLAND
Boston

Geographic Focus: New England
Number of 2016 Transactions: 49 (No. 14)
Total Square Footage: 570,651 SF (No. 11)
Total Dollar Value: \$74,073,864 (No. 19)



9 **Dean Rosenzweig**
Senior Vice President
CBRE GROUP INC.
New York City

Geographic Focus: New York, Connecticut
Number of 2016 Transactions: 71 (No. 6*)
Total Square Footage: 299,177 SF (No. 19)
Total Dollar Value: \$111,165,168 (No. 9)



12 **Barclay Harty**
Vice President
CBRE GROUP INC.
Newport Beach, CA

Geographic Focus: National
Number of 2016 Transactions: 63 (No. 9)
Total Square Footage: 257,091 SF (No. 21)
Total Dollar Value: \$110,284,943 (No. 10)

Top Leasing Brokers



Matt Hammond
Senior Vice President
and Partner



Ben Terry
Vice President,
Retail Brokerage



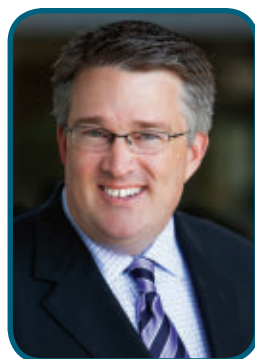
Joseph Kim
Senior Associate,
Retail Brokerage



David Hefley
Associate, Retail
Brokerage



Judd Hietbrink
Associate, Retail
Brokerage



Tim Muller
Associate, Retail
Brokerage

13 CORELAND COS.

Tustin, CA

Geographic Focus: Southern California
Number of 2016 Transactions: 154 (No. 2)
Total Square Footage: 323,977 SF (No. 17)
Total Dollar Value: \$62,244,318 (No. 24)



14 Scott Riddles
Senior Vice President
CBRE GROUP INC.
Newport Beach, CA

Geographic Focus: National
Number of 2016 Transactions: 25 (No. 23)
Total Square Footage: 1,457,726 SF (No. 2)
Total Dollar Value: \$132,219,540 (No. 7)



Dawn Greiner
Senior Vice President



Ryan Johnson
Senior Vice President

15 SRS REAL ESTATE PARTNERS

Dallas

Geographic Focus: National
Number of 2016 Transactions: 71 (No. 6*)
Total Square Footage: 294,732 SF (No. 20)
Total Dollar Value: \$85,310,877 (No. 16)



16

Kevin Mayhugh

Partner

THE SHOPPING CENTER GROUP

Louisville, KY

Geographic Focus: Kentucky

Number of 2016 Transactions: 57 (No. 11)

Total Square Footage: 474,621 SF (No. 13)

Total Dollar Value: \$65,349,049 (No. 23)



17

Andrew Goldberg

Vice Chairman, Retail Services

CBRE GROUP INC.

New York City

Geographic Focus: National

Number of 2016 Transactions: 45 (No. 15*)

Total Square Footage: 214,913 SF (No. 22)

Total Dollar Value: \$615,666,306 (No. 3)

18



Matthew Chmielecki

Senior Vice President

CBRE GROUP INC.

New York City

Geographic Focus: National

Number of 2016 Transactions: 44 (No. 17)

Total Square Footage: 211,563 SF (No. 23)

Total Dollar Value: \$613,324,488 (No. 4)

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CBRE CONGRATULATES
OUR REF TOP U.S. RETAIL BROKERS OF 2016!

BILL KENT & RYAN SCULLO	LANCE MARINE
<i>Top 25 U.S. Investment Sales</i>	<i>Top 25 U.S. Leases</i>

Top Leasing Brokers



19

Wood Belcher
Senior Vice President
CBRE GROUP INC.
Orlando

Geographic Focus: Florida
Number of 2016 Transactions: 23 (No. 24)
Total Square Footage: 1,334,051 SF (No. 4)
Total Dollar Value: \$102,265,186 (No. 11)



22

Garrett Colburn
EVP and Market Leader
SRS REAL ESTATE PARTNERS
Dallas

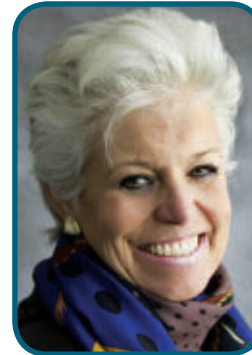
Geographic Focus: Southern California
Number of 2016 Transactions: 27 (No. 22)
Total Square Footage: 445,216 SF (No. 14)
Total Dollar Value: \$90,956,528 (No. 14)



20

Brian Goodwin
Senior Vice President
METRO COMMERCIAL REAL ESTATE
Plymouth Meeting, PA

Geographic Focus: East Coast
Number of 2016 Transactions: 40 (No. 18)
Total Square Footage: 506,126 SF (No. 12)
Total Dollar Value: \$70,232,330 (No. 21)



23

Annette Healey
Executive Vice President
CBRE GROUP INC.
New York City

Geographic Focus: National
Number of 2016 Transactions: 45 (No. 15*)
Total Square Footage: 187,661 SF (No. 24)
Total Dollar Value: \$171,906,751 (No. 6)



21

Adam Kohler
Executive Vice President
CBRE GROUP INC.
Philadelphia

Geographic Focus: National
Number of 2016 Transactions: 37 (No. 19)
Total Square Footage: 377,924 SF (No. 15)
Total Dollar Value: \$76,919,624 (No. 18)



24

Matthew Friday
Senior Vice President
CBRE GROUP INC.
Minneapolis

Geographic Focus: Midwest
Number of 2016 Transactions: 32 (No. 20)
Total Square Footage: 693,562 SF (No. 10)
Total Dollar Value: 67,887,428 (No. 22)

EDITOR'S NOTES

The leasing ranking ends at 24 because one broker was disqualified at press time

These lists are by far not comprehensive rankings of the entire commercial real estate broker universe. Only those who submitted nominations and required deal information were considered for ranking.