

THE LIST

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DENVER-AREA COMMERCIAL REAL ESTATE BROKERAGES

RANKED BY TOTAL DOLLAR AMOUNT OF SALES IN THE DENVER AREA IN 2018

	Business name Website	Address Phone	Total dollar amount of sales brokered in the Denver area	Total square feet of sales brokered in the Denver area	Owner(s) (ticker symbol) / Headquarters	Top local executive(s)
1	CBRE ① cbre.com	1225 17th St. #3200 Denver, CO 80202 303-628-1700	\$3.98 billion	15.35 million	CBRE Group Inc. (CBRE) / Los Angeles, CA	Pete Schippits, senior managing director
2	Newmark Knight Frank ② ngkf.com	1800 Larimer St. #1700 Denver, CO 80202 303-892-1111	\$2.71 billion	3.93 million	Newmark Group Inc. (NMRK) / New York, NY	Kevin McCabe, EVP/central region market leader
3	HFF LP ③ hfflp.com	1125 17th St. #2540 Denver, CO 80202 303-515-8000	\$2.01 billion	22.15 million	HFF Inc. (HF) / Dallas, TX	Eric Tupler; Mark Katz, senior managing directors
4	Cushman & Wakefield ④ cushmanwakefield.com	1401 Lawrence St. #1100 Denver, CO 80202 303-292-3700	\$751.95 million	4.42 million	TPG Capital (CWK) / Chicago, IL	Steve Schwab, managing principal; Kristine Reinhardt, EVP
5	JLL ⑤ jll.com/denver	1225 17th St. #1900 Denver, CO 80202 303-260-6500	\$561.2 million	NA	Jones Lang LaSalle Americas Inc. (JLL) / Chicago, IL	Paul Washington, market director; Paul Schloff, regional manager, property management
6	Pinnacle Real Estate Advisors ⑥ pinnaclearea.com	1 Broadway #A300 Denver, CO 80203 303-962-9555	\$465.93 million	NA	Matt Ritter, Jeff Johnson / Denver, CO	James Mansfield, VP/ managing director
7	Colliers International - Denver ⑦ colliers.com	4643 S. Ulster St. #1000 Denver, CO 80237 303-745-5800	\$457.62 million	3.04 million	Brad W. Calbert / Denver, CO	Brad W. Calbert, president; Robert Miller, principal/VP, operations
8	Unique Properties Inc. ⑧ uniqueprop.com	400 S. Broadway Denver, CO 80209 303-321-5888	\$392.73 million	NA	Marc S. Lippitt, Scott L. Shwayder / Denver, CO	Scott Shwayder; Marc Lippitt, principals
9	Marcus & Millichap ⑨ marcusmillichap.com	1225 17th St. #1800 Denver, CO 80202 303-328-2000	\$383.85 million	430,585	Marcus & Millichap (MMI) / Calabasas, CA	Skyler Cooper, regional manager, Denver
10	NAI Shames Makovsky ⑩ naishamesmakovsky.com	1400 Glenarm Pl. #100 Denver, CO 80202 303-534-5005	\$219.5 million	880,000	Evan Makovsky / Denver, CO	Evan Kline, managing broker
11	NavPoint Real Estate Group ⑪ navpointre.com	3740 Dacoro Ln. #200 Castle Rock, CO 80109 720-420-7530	\$129.07 million	NA	Matt Call / Castle Rock, CO	Matt Call, principal
12	Re/Max Commercial Alliance ⑫ coloradocommercialbrokers.com	5440 Ward Rd #260 Arvada, CO 80002 303-420-5352	\$102.05 million	NA	Chad Ochsner / Arvada, CO	Doug Jennings; Chad Ochsner
13	Cresa ⑬ cresa.com	1001 17th St. #1225 Denver, CO 80202 303-228-0800	\$102 million	NA	Bruce Johnson, Bill Baldwin, Paul Herzog, Rick Door, Chad Kollar, Garrett Johnson / Denver, CO	Paul Herzog; Bruce Johnson; Bill Baldwin; Rick Door; Chad Kollar; Garrett Johnson, managing principals
14	The Colorado Group Inc. ⑭ coloradogroup.com	3434 47th St. #220 Boulder, CO 80301 303-449-2131	\$88.51 million	383,257	Broker-owned / Boulder, CO	Jason Kruse, managing broker, principal
15	Legend Partners LLP ⑮ legendllp.com	5150 E. Yale Cir. #400 Denver, CO 80222 720-529-2999	\$81.54 million	NA	David Larson, Rick Will, Peter Pavlakis, Christopher Burton / Denver, CO	Christopher Burton; Peter Pavlakis; David Larson; Rick Will, partners
16	SullivanHayes Brokerage Co. LLC ⑯ sullivanhayes.com	5570 DTC Pkwy. #100 Greenwood Village, CO 80111 303-534-0900	\$53.48 million	129,240	Chang Enterprises / Mission Viejo, CA	Brian Shorter, managing partner
17	David Hicks & Lampert Brokerage LLC ⑰ dhlb.com	5750 DTC Pkwy. #200 Greenwood Village, CO 80111 303-694-6082	\$52.58 million	1.7 million	Phil Hicks / Greenwood Village, CO	Phil Hicks, owner; Allen Lampert, partner; Joe David, partner; Scott Hagan, partner
18	Fuller Real Estate LLC ⑱ fullerre.com	5300 DTC Pkwy. #100 Greenwood Village, CO 80111 303-534-4822	\$48 million	224,000	John E. Fuller, John Fuller Jr., Burt Fuller / Greenwood Village, CO	John Fuller Jr., CEO
19	Avison Young ⑲ avisonyoung.com	1801 California St. #3750 Denver, CO 80202 720-508-8100	\$32.33 million	175,614	Avison Young / Toronto, Canada	Alec Wynne, principal/ managing director
20	Sheldon-Gold Realty Inc. ⑳ sg-realty.com	9025 E. Kenyon Ave. #100 Denver, CO 80237 303-741-2500	\$23.45 million	452,617	Eric Gold / Denver, CO	Eric Gold, president
21	Benchmark Commercial LLC ㉑ crebenchmark.com	1228 15th St. #314 Denver, CO 80202 303-395-0111	\$14.73 million	126,824	Tanner Mason, Jeff Mason, Jason Bollhoeffer / Denver, CO	Jason Bollhoeffer, partner; Jeff Mason, co-founder; Tanner Mason, co-founder/ managing broker
22	Rise Commercial ㉒ risecps.com	188 Inverness Dr. W. #150 Englewood, CO 80112 303-799-9520	\$14.62 million	NA	T.J. Tarbell, Clay Boelz, Scott Beasley, Bill Woodward / Englewood, CO	T.J. Tarbell, president
23	Ringsby Realty Corp. ㉓ ringsbyrealty.com	1336 Glenarm Pl. #200 Denver, CO 80204 303-892-0114	\$11.94 million	1.46 million	Alex Ringsby / Denver, CO	Alex Ringsby, president
24	Goodman Commercial Real Estate ㉔ goodmancommre.com	789 Sherman St. #660 Denver, CO 80203 720-440-6270	\$11.35 million	70,600	Mark Goodman / Denver, CO	Mark Goodman, principal; Drew Goodman, VP
25	Vector Property Services LLC ㉕ vectorproperty.com	10375 Park Meadows Dr. #450 Lone Tree, CO 80124 303-662-9300	\$7.83 million	513,000	private partners / Denver, CO	Matt Smith, president/founder

1 JLL finalized a \$1.8 billion cash-and-stock acquisition of HFF on July 1. Information for HFF is prior to the acquisition.

2 Formerly Inverness Properties LLC

NOTES: NA - not applicable, not available or not approved

* - not ranked last year

► CLOSER LOOK

ABOUT THE LIST

Information on The List was supplied by individual companies through questionnaires and could not be independently verified by Denver Business Journal. Only companies that replied to our inquiries were included in this List. The Denver area is defined as the seven-county metro: Adams, Arapahoe, Boulder, Broomfield, Denver, Douglas and Jefferson counties. Transwestern, ranked No. 8 last year, did not respond to requests for information by deadline.

All figures are for the full year 2018.

RANKED BY NUMBER OF FULL-TIME LICENSED BROKERS IN THE DENVER AREA AS OF JAN. 1, 2019

1. CBRE	105
2. Cushman & Wakefield	85
3. Newmark Knight Frank	76
4. JLL	57
5. Pinnacle Real Estate Advisors	49
5. Marcus & Millichap	46
7. Colliers International	33
7. Unique Properties	33
9. The Colorado Group	31
10. Fuller Real Estate	25

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WANT TO BE ON THE LIST?

If you wish to be surveyed when The List is next updated, or if you wish to be considered for other Lists, email your contact information to James Rodriguez at jrodriguez@bizjournals.com.