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RANK 2014 rank	BROKERAGE ADDRESS TELEPHONE / WEBSITE	LOCAL LICENSED FTE SALESPeOPLE: ACTIVE /TOTAL(1)(1)	MAJOR CLIENTS	SERVICES/SPECIALTIES	HEAD(S) OF LOCAL OPERATIONS, TITLE(S)	OWNER(S) ESTABLISHED LOCALLY HEADQUARTERS
1 3	CBRE Group Inc. 101 W. Washington St., Suite 1000 East, 46204 (317) 269-1000 / cbre.com/indianapolis	36 / 42	Cummins, Rolls-Royce, Flaherty & Collins, Gene B. Glick Co., Bayer HealthCare, Millhaus, ResCare	office, industrial and retail sales and leasing; multifamily; asset services, property management; structured finance	John Merrill, managing director; John A. Latessa Jr., executive managing director	<u>public company</u> <u>1981</u> Los Angeles
2 18	Cushman & Wakefield (2) One American Square, Suite 1300, 46282 (317) 634-6363 / cushmanwakefield.com	33 / 71	Clarion Partners, Duke Realty, Equus, Massa, OneAmerica Financial Partners, Prologis, Transpacific Development Co.	office, industrial, retail and land brokerage; investment sales; property management; construction; auction	Chris Yeakey, market leader; Jeffrey L. Henry, managing principal	<u>DND</u> <u>1918</u> New York
3 1	Colliers International (3) 241 N. Pennsylvania St., Suite 300, 46204 (317) 713-2100 / colliers.com/indianapolis	29 / 50	DND	office, industrial, health care, retail, land, capital markets, multifamily advisory services; property and project management	Matt Langfeldt; Brian Zurawski, co-market leaders	<u>Matt Langfeldt;</u> <u>Brian Zurawski;</u> <u>John Demaree;</u> <u>Rich Forslund; Tom</u> <u>Hadley; Tim Norton;</u> <u>Jon Jessup; Saimir Qalliu</u> <u>1993</u> Seattle
4 5	JLL 8900 Keystone Crossing, Suite 1150, 46240 (317) 810-7000 / jll.com/indianapolis	22 / 28	LaSalle, Equus, Equity Commonwealth, Blackbaud, First Industrial, Prologis, Clarion Partners, Adidas, Whirlpool, General Motors	tenant/landlord representation, property management, capital markets, project and development services	John R. Robinson, EVP, managing director	<u>DND</u> <u>2008</u> Chicago
5 7	Marcus & Millichap 600 E. 96th St., Suite 500, 46240 (317) 218-5300 / marcusmillichap.com	21 / 22	DND	investment sales, distressed-asset services, financing, research, valuation and advisory services for private and institutional investors	Josh Caruana, regional manager	<u>DND</u> <u>1986</u> Encino, Calif.
6 5	Lee & Associates 10201 N. Illinois St., Suite 275, 46290 (317) 844-2700 / lee	18 / 25	DND	retail, office, industrial, land, investment, property management	Scot Courtney, president	<u>S. Courtney; S. Elser;</u> <u>H. Feldmann; B. Jackson;</u> <u>R. Lindgren</u> <u>1992</u>

	(317) 844-2700 / lee-associates.com						1993 Indianapolis
7 8	Newmark Knight Frank Halakar 41 E. Washington St., Suite 333, 46204 (317) 964-0000 / ngkf.com	11 / 21	Salesforce, CW Capital, C-III, Rubin & Levin, Hall Render, First Person Advisors	commercial brokerage, consulting, development, property management, construction	Todd J. Maurer, CEO; Jenna Barnett, president	<u>Todd Maurer;</u> <u>Jenna Barnett</u> <u>2000</u> Indianapolis	
8 10	Veritas Realty 930 E. 66th St., 46220 (317) 472-1800 / veritasrealty.com	9 / DND	Fresh Thyme Farmer's Market, Starbucks, The Cellular Connection, Lowe's, Potbelly, DiBella's, Popeye's	retail and restaurant leasing and sales, landlord/tenant representation, site selection, property management, development, due-diligence consulting	Jamison Downs; William Stoops III; Kyle Hughes, managing principals	<u>William Stoops III;</u> <u>Jamison Downs;</u> <u>Kyle Hughes</u> <u>2000</u> Indianapolis	
9 NR	ALO Property Group 11350 N. Meridian St., Carmel 46032 (317) 853-7500 / alogp.com	7 / DND	Stockyards Bank, Dollar Tree, Buckingham Cos.	brokerage, property management, consultation	Ralph Balber, president	<u>Ralph Balber</u> <u>2014</u> Carmel	
9 11	The Broadbent Co. 117 E. Washington St., Suite 300, 46204 (317) 237-2900 / broadbentcompany.com	7 / 7	PetsMart, At Home, Room Place, Hobby Lobby, Michael's, Kohl's, Barnes & Noble, Babies R Us	leasing, sales, development, property management	David A. Cheslyn, EVP, leasing, development and real estate sales; George P. Broadbent, president; Dave Cheslyn, EVP leasing, development and real estate sales	<u>George P. Broadbent</u> <u>1972</u> Indianapolis	
9 11	Hokanson Cos. Inc. 10201 N. Illinois St., Suite 400, 46290 (317) 633-6300 / hokansoninc.com	7 / 15	DND	full service including acquisition, investment sales, landlord/tenant representation, medical leasing and development	Jay B. Gehl, president, leasing and brokerage; Boyd R. Zoccola, EVP; Stephen P. Hokanson, president, CEO	<u>Stephen P. Hokanson</u> <u>1938</u> Indianapolis	
12 11	Coldwell Banker Commercial Realty Services 8888 Keystone Crossing, Suite 120, 46240 (317) 249-9000 / cbcrs.com	6 / 10	DND	multitenant investment and acquisition; private equity placement; buyer and seller representation; corporate advisory services; distressed asset consulting	James Shook, president	<u>James Shook</u> <u>2002</u> Indianapolis	
12 16	NAI Meridian 3502 Woodview Trace, Suite 250, 46268 (317) 875-8888 / naimeridian.com	6 / 6	DND	landlord/tenant representation, multi- market corporate services, investment sales, property management, receiverships	Jeffrey S. Harris, president	<u>Jeffrey S. Harris</u> <u>2009</u> Indianapolis	
12 18	Niessink Commercial Real Estate 8250 Woodfield Crossing Blvd.,	6 / 6	TJ Maxx, Kroger, Marshalls, Panera Bread, Home Goods, Chick-fil-A, Party City, PetValu, Great Clips, Culver's, Arby's, Toys R Us	national retailer representation	Connie Niessink; Tom Niessink,	<u>Connie Niessink;</u> <u>Tom Niessink</u> <u>2002</u>	

	Suite 175, 46240 (317) 735-0077 / niessinkcommercial.com					principals	Indianapolis	
12 <i>NR</i>	Sperry Van Ness/Martin Commercial Group 8606 Allisonville Road, Suite 110, 46250 (317) 849-8001 / svnmartin.com	6 / 6		DND		multifamily brokerage and investment; office, industrial, retail and land brokerage; investment sales; property and asset management; auctions	Steve Martin, president, managing director; David Bickell, managing director	<u>Steve Martin</u> <u>DND</u> Evansville
16 <i>18</i>	Corporate Commercial Group 11495 N. Pennsylvania St., Suite 225, Carmel 46032 (317) 818-1231 / corporatecommercialgroup.com	5 / 8		DND		full-service brokerage, investment property sales	Keith E. Dedrick, principal broker	<u>Keith E. Dedrick</u> <u>2007</u> Carmel
16 <i>11</i>	Key Auctioneers 5520 S. Harding St., 46217 (317) 353-1100 / keyauctioneers.com	5 / 5		DND		auctions, brokerage, receiverships, property management, appraisals, collections, security	Ted Pike, president ; Seth Seaton, VP, Managing Broker	<u>Ted Pike; Tim Boeglin;</u> <u>Seth Seaton</u> <u>2003</u> Indianapolis
16 <i>16</i>	RE/MAX Ability Plus-- Commercial Division 711 E. 65th St., 46220 (317) 251-0100 / abilityplus.com	5 / 5		DND		full-service brokerage, investment property sales	Tammy Kelly, managing broker	<u>RE/MAX Ability Plus</u> <u>Jimmy Dulin</u> <u>DND</u> <u>DND</u>
19 <i>NR</i>	HFF 135 N. Pennsylvania St., Suite 1650, 46204 (317) 630-3191 / hfflp.com	4 / 4		DND		debt placement, equity placement and investment sales, advisory services, loan sales and commercial loan servicing	David B. Keller, senior managing director; John Merrill, senior managing directors	<u>HFF Inc.</u> <u>1996</u> Houston
19 <i>NR</i>	Keller Williams Realty Greater Indianapolis (4) 8555 N. River Road, 46240 (317) 564-7111 / KWCommercialIndiana.com	4 / 4	5/3 Bank, RB Properties, Young America			sales, leasing, real-estate-owned property	Kim Alexander; Rhonda Smith, principals; Sharon Thompson, executive director, KW Commercial Indiana	<u>Kim Alexander;</u> <u>Rhonda Smith</u> <u>2000</u> Indianapolis
19 <i>23</i>	Lauth Group Inc. 111 Congressional Blvd., Carmel 46032 (317) 848-6500 / www.lauth.net	4 / 5		Lauth, WP Glimcher		real estate development, general contracting, property management and facility maintenance	Michael J. Jones; Michael J. Jones, CEOs	<u>management-owned;</u> <u>Management Owned</u> <u>1977</u> Carmel
19 <i>23</i>	Midland Atlantic 9000 Keystone Crossing, Suite 850, 46240 (317) 580-9900 / midlandatlantic.com	4 / 6	Salvation Army, Red Robin, Verizon Wireless, VisionWorks, Forever 21, Massage Envy, Sport Clips, Mooyah, Sonic			landlord/tenant representation, development, acquisitions, property management	Aaron Boyle; Kelly Boyle, principals	<u>Aaron Boyle; Kelly Boyle</u> <u>1998</u> Indianapolis
19 <i>18</i>	Tikijian Associates 3755 E. 82nd St., Suite 265, Carmel, IN 46032	4 / 5		DND		apartment brokerage, apartment investment advisory	George H. Tikijian III,	<u>George Tikijian</u> <u>2005</u>

	46240 (317) 578-0088 / tamultihousing.com				managing broker	Indianapolis
24 NR	Seven Development LLC d/b/a 7D Commercial Real Estate 7003 Scottsville Road, Floyd Knobs 47119 (502) 694.-070 / 7dcre.com	3 / DND	Simon Property Group, Kite Realty, Chuy's Mexican Food, Zaxby's, Discount Tire, Five Guys, Tom + Chee, Marco's Pizza, MCL Restaurant & Bakery, Main Event, Chuck E. Cheese, 3 Sisters Cafe	landlord and developer representation, tenant representation, property management, development, investment sales	Ryan B. Pennington, president, CEO; Andrew J. Clifford, partner	<u>Ryan B. Pennington</u> <u>2007</u> Floyds Knobs
24 NR	Baseline Inc. 11643 Solomons Court, Fishers 46037 (317) 627-5151 / BaselineCommercial.com	3 / DND	DND	commercial/investment property sales and leasing	Kurt Meyer, president	<u>Kurt Meyer</u> <u>1992</u> Fishers

(1) includes brokers who are considered independent contractors

(2) Cushman & Wakefield purchased DTZ Sept. 1, 2015.

(3) Colliers International purchased Summit Realty Group Dec. 1, 2015.

(4) includes Keller Williams Indy Metro Northeast, Keller Williams Indy Metro South and Keller Williams Indy Metro West, which are jointly owned.

DND=did not disclose

EVP=executive vice president

FTE=full-time equivalent

NR=not ranked

Some companies 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 available. For copies of this list, go to www.IBJ.com and click on the "lists" link.

**Research by Terry Sowka
(current as of Aug. 28, 2016)
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Information was provided by the individual brokerages and has not been independently verified.

Top 25 lists are compiled each December in the Book of Lists.

