

Ranking NYC's investment sales firms by deal volume (2012)

RANK	BROKERAGE	DOLLAR VOLUME	# OF DEALS	% CHANGE FROM '11	ESTIMATED COMMISSION
1	Eastdil Secured	\$7 billion	38	-7%	\$30 to \$35 million
2	CBRE Group	\$3.5 billion	29	-39%	\$18 to \$23 million
3	Jones Lang LaSalle	\$2.09 billion	24	76%	\$14 to \$18 million
4	Massey Knakal Realty Services	\$2.05 billion	214	133%	\$50 to \$60 million
5	Rosewood Realty Group	\$1.4 billion	124	164%	\$20 to \$25 million
6	Eastern Consolidated	\$1.3 billion	77	55%	\$20 to \$25 million
7	Cushman & Wakefield	\$1.2 billion	18	-35%	\$10 to \$14 million
8	HFF (Holliday Fenoglio Fowler)	\$892 million	13	47%	\$7 to \$10 million
9	Studley	\$830 million	9	74%	\$6 to \$9 million
10	Newmark Grubb Knight Frank	\$708 million	33	60%	\$10 to \$14 million
11	Marcus & Millichap	\$582 million	96	34%	\$15 to \$19 million
12	Besen & Associates	\$483 million	87	64%	\$13 to \$17 million
13	Prince Realty Advisors	\$468 million	6	n/a	\$2 to \$3.5 mililon
14	Colliers International	\$370 million	4	1,629%	\$2 to \$3 million
15	Westwood Realty Associates *	\$368 million	10	n/a	\$3.5 to \$5 million
16	HPNY	\$348 million	23	n/a	\$1 to \$3 million
17	Corcoran Group	\$295 million	35	n/a	\$5 to \$7 million
18	Carlton Group	\$294 million	2	-46%	\$1 to \$1.5 million
19	Venture Capital Properties	\$253 million	10	n/a	\$2 to \$4 mililon
20	GFI Realty Services	\$232 million	51	23%	\$7 to \$9 million
21	Highcap Group	\$210 million	13	225%	\$3 to \$4.5 million
22	ABS Partners Real Estate	\$186 million	6	n/a	\$2.25 to \$2.75 million
23	Ariel Property Advisors	\$181 million	40	420%	\$5 to \$7 million
24	Pinnacle Realty of New York	\$153 million	26	82%	\$4 to \$6 million
25	Halstead Property	\$152 million	14	n/a	\$2 to \$4 mililon
26	Douglas Elliman	\$150 million	27	87%	\$4 to \$6 million
27	Capin & Associates	\$145 million	34	-33%	\$5 to \$7 million
28	Friedman-Roth Realty Services	\$126 million	20	12%	\$3 to \$4.5 million
29	Itzhaki Properties	\$97 million	14	-9%	\$2.5 to \$4 mililon
30	Portman Realty Group	\$95 million	1	n/a	< \$1 million
31	Kalmon Dolgin Affiliates	\$94 million	18	219%	\$2.5 to \$4 mililon
32	TerraCRG	\$87 million	24	211%	\$2.5 to \$4 mililon
33	MNS	\$84 million	4	n/a	\$1.5 to \$2.5 million
34	Fenwick Keats Real Estate	\$69 million	4	n/a	< \$1 million
35	Greiner-Maltz Real Estate	\$65 million	13	19%	\$1 to \$2 million
36	Cornerstone Real Estate Investments	\$60 million	2	n/a	< \$1 million
37	CPEX Real Estate	\$57 million	16	268%	\$1 to \$2 million
38	Barcel Group	\$50 million	18	n/a	\$1 to \$2 million
39	RKF	\$45 million	5	-14%	\$1 to \$2 million
40	Cassidy Turley	\$41 million	6	-41%	\$1 to \$2 million

Source: Analysis of CoStar Group data, Real Capital Analytics data, as well as TRD research. In addition, TRD received confirmation for transaction totals from 28 of the firms. The revenue estimates were based on standard, average commission rates, starting at 3.3 percent for deals around \$1 million and falling to 0.3 percent for deals over \$500 million. All companies that were identified as investment sales brokers in industry databases or news reports were included in TRD's analysis. Deals were tallied for all of 2012. * Deals handled by solo broker Steven Vegh, formerly of Multi Investment Group, were all counted for his new firm Westwood Realty.