

SAN ANTONIO BUSINESS JOURNAL

THE LIST

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HEAVY HITTERS IN COMMERCIAL REAL ESTATE

RANKED BY TOTAL GROSS DOLLAR VOLUME GENERATED IN 2014

	Name E-mail	Total gross dollar volume generated in 2014	Total square feet of deals made in 2014	Total square feet of lease deals made in 2014	Total acreage of 2014 deals	No. real estate transactions managed	Commercial real estate specialties	Largest transaction: \$ value	Brokerage firm
1	Todd Mills todd.mills@cbre.com	\$179,390,750	1,100,851	0	0	6	Investment; office	NA	CBRE Group Inc.
2	Allan Miller allan.miller@marcusmillichap.com	\$164,600,000	NA	NA	NA	35	NA	NA	Marcus & Millichap
3	Gene Williams gene.williams2@cbre.com	\$105,411,810	730,808	224,654	31.31	41	Retail	\$4.7 million	CBRE Group Inc.
4	Graham Ketchum graham.ketchum@cbre.com	\$92,879,579	510,037	86,069	81.99	43	Retail	NA	CBRE Group Inc.
5	Zar Haro zar.haro@marcusmillichap.com	\$56,094,000	NA	NA	NA	16	Investment; multifamily	NA	Marcus & Millichap
6	Russell Noll russell.noll@transwestern.com	\$52,923,347	597,853	394,950	89.08	52	Office tenant representative and office landlord representative	\$33.1 million	Transwestern
7	Chuck King cking@traviscommercial.com	\$45,796,208	235,488	0	0	27	Investment; office and office landlord representative	NA	Travis Commercial Real Estate Services Ltd.
8	Alan Grilliette alan.grilliette@transwestern.com	\$44,397,288	700,676	147,067	0	20	Office tenant representative	\$33.1 million	Transwestern
9	Michael Sawtelle mike.sawtelle@cbre.com	\$43,449,305	309,000	309,000	0	24	Office tenant representative	\$3.33 million	CBRE Group Inc.
10	Jeff Miller jmillier@traviscommercial.com	\$35,690,475	597,416	463,388	18.46	26	Industrial; office tenant representative and land	\$7.3 million	Travis Commercial Real Estate Services Ltd.
11	John O'Connor john.oconnor@portsanantonio.us	\$35,323,329	2,025,778	2,025,778	0	24	Industrial; investment; office; investment; multifamily; office landlord representative and land	NA	Port San Antonio
12	Ben Crawford ben.crawford@am-jll.com	\$30,314,353	337,641	295,845	0	18	Office tenant representative	\$4.86 million	JLL
13	Charlie Hargis chargin@endurasa.com	\$28,850,890	925,999	9,259,999	13.14	30	Industrial	\$4.43 million	Endura Advisory Group
14	John Worthen john.worthen@am-jll.com	\$25,579,410	230,024	230,024	0	17	Office tenant representative	\$6.93 million	JLL
15	Jonathan Collins jonathan@valcorre.com	\$25,272,344	262,296	152,296	16.16	NA	Retail	\$9.16 million	Valcor Commercial Real Estate
16	Chad Knibbe chad.knibbe@marcusmillichap.com	\$23,072,000	NA	NA	NA	19	Retail	NA	Marcus & Millichap
17	Lynn Blakeley lynn@blakeleycre.com	\$22,138,300	132,085	132,085	41	NA	Office landlord representative; land and retail	NA	Blakeley Commercial Real Estate LLC
18	Lindsey Tucker lindsey.tucker@cbre.com	\$21,361,724	431,201	358,747	17.22	56	Office landlord representative	NA	CBRE Group Inc.
19	Dan Pollard dan.pollard@am-jll.com	\$20,844,467	164,203	164,203	0	16	Office tenant representative	\$2.83 million	JLL
20	David Held dheld@endurasa.com	\$19,844,441	163,888	83,949	10.02	34	Investment; office; office tenant representative and office landlord representative	\$15.86 million	Endura Advisory Group
21	Albert McNeel amcneel@endurasa.com	\$19,441,759	227,309	152,350	30.6	29	Office tenant representative and office landlord representative	\$15.86 million	Endura Advisory Group
22	Daniel Mitchell dmitchell@weitzmangroup.com	\$18,272,000	0	201,000	0.5	39	Retail	\$2.88 million	The Weitzman Group
23	Rob Burlingame rob.burlingame@cbre.com	\$18,264,481 ¹	999,735	942,051	216.91	46	Industrial	\$3.77 million	CBRE Group Inc.
23	Joshua Aguilar joshua.aguilar@cbre.com	\$18,264,481 ¹	499,867	477,025	108.46	47	Industrial	\$3.77 million	CBRE Group Inc.
25	Mickey Meyer-Sturgis msturgis@rs-inc.net	\$17,672,528	0	230,667	0	30	Industrial; office landlord representative and retail	\$7.2 million	The Richland Cos.

► CLOSER LOOK

33.1M

Largest dollar volume
transaction represented on list

7

Most number of agents from
one firm represented on list

3

Number of women on this
list

MOST TRANSACTIONS

Lindsey Tucker	56
Russell Noll	52
Paul Barker	50
Joshua Aguilar	47
Rob Burlingame	46

ABOUT THE LIST

Information was obtained from firm representatives. Information on The List was supplied by individual companies through questionnaires and could not be independently verified by the San Antonio Business Journal. Some firms did not respond before press time, only those that responded to our inquiries were listed.

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