

Real Estate Forum[®]

Celebrating 60 Years of Continuous Industry Coverage

July 2006

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TOP LEASING BROKERS

After waiting for years on the sidelines for economic and business conditions to improve, leasing brokers have found themselves busy again. Corporate bottom lines are growing and companies have started to rethink their business strategies, often turning to their real estate advisors for guidance on whether to take new space, renew or expand their existing leases or consolidate several locations into larger digs.

All of this has produced a much activity of leasing professionals, who have struck some significant deals. It also promoted REAL ESTATE FORUM to compile this list of the nation's top leasing brokers.

After sorting through the nominations, the editors have narrowed down the list to the 31 individuals featured alphabetically on the following pages. While many of them are part of large, national operations, there are a few heavy hitters from local firms as well. All of them have an impressive roster of transactions under their belts.

Indeed, in the 12-month period between March 2005 and 2006, these executives have negotiated more than 60 million sf of office, industrial and retail deals worth a whopping \$12 billion in various markets across the US. With figures that notable, what can we expect from them next year?



Kevin J. Santaularia

President and CEO
Bradford Companies
Dallas

"The Dallas/Fort Worth airport, Stemmons Freeway Corridor and Great Southwest area, comprising 300 million sf, has logistics benefits with access to the employee pool in the northern suburbs, and is attractive to capital sources. There is demand for bulk distribution around the airport, while technology and medical distribution are more prevalent in the Northeast corridor. Demand for warehouse product has reappeared in the DFW area. Space is being absorbed and multiple tenants are competing for the same property for the first time since the late '90's."

Transactions Completed: 26
Aggregate Value: \$31.5 million
Total Footage: 2 million sf
Speciality: Industrial; Dallas/Ft. Worth, Southern US

Santaularia specializes in the brokerage and leasing of large bulk distribution centers. He has personally completed over 20,000,000 sf of lease transactions in his 25 year career. Notable clients have included Northwestern Mutual, Principal Financial, RREEF, OPUS, STRS Ohio and Eastgroup. Santaularia's firm, Dallas-based Bradford, manages 12,000,000 sf of commercial and industrial properties and completes 6,000,000 sf of transactions annually for the benefit of Bradford clients.

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