

THE LIST

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COMMERCIAL REAL ESTATE FIRMS

RANKED BY NUMBER OF AGENTS IN SILICON VALLEY

Rank	Name / Prior / Website	Address Phone Number	Commercial agents based in Silicon Valley	Number of transactions in 2013	Significant transactions in Silicon Valley in 2013 Party/property/deal type - City - Size of building	Name of principal(s)
1	Cornish & Carey Commercial Newmark Knight Frank ① www.ccareynkf.com	2804 Mission College Blvd., #120 Santa Clara 95054 408-727-9600	126	1432	Google lease - Sunnyvale - 715,000 SF, Google lease - Mountain View - 530,000 SF, Tishman Speyer sale - Sunnyvale - 425,000 SF	Chuck Seufferlein, President & CEO; Scott Carey, Chairman & General Counsel
2	Cassidy Turley ② www.cassidyturley.com	300 Santana Row, Fifth Floor San Jose 95128 408-615-3400	106	1555	The Landing at Great America sale - Santa Clara - 307,050 SF, Montague Square sale - San Jose - 222,593 SF, Century Plaza II sale - San Jose - 100,841 SF	Todd Beatty and David Hiebert
3	Colliers International ③ www.colliers.com	450 W. Santa Clara St. San Jose 95113 408-282-3800	104	1285	Super Micro Computer purchase - San Jose - 395,000 SF, Seagate purchase - Fremont - 411,618 SF, C.W. Kato investors purchase - Fremont - 254,593 SF	Jeff Fredericks
4	CBRE Group Inc. ④ www.cbre.com	225 W. Santa Clara St., 10th Floor San Jose 95113 408-453-7400	87	843	GlobalFoundries lease - Santa Clara - 165,000 SF, Nvidia lease - Santa Clara - 200,000 SF, CARR NP Properties sale - 431,000 SF	Mark Schmidt, Todd Rudee, Todd Husak and Bob McSweeney
5	Kidder Mathews ⑤ www.kiddermathews.com	10 S. Almaden Blvd., #550 San Jose 95113 408-970-9400	44	312	Thermo Fisher Scientific lease - Santa Clara - 155,000 SF, Madrone Parkway Holdings sale to Del Monaco Specialty Foods for \$9 million - Morgan Hill - 127,180 SF, Ingber family trusts sale to Market Street Capital Investors for \$17 million - San Jose - 96,154 SF	Reed Payne and Jeff Lyon
6	Marcus & Millichap Inc. ⑥ www.marcusmillichap.com	2626 Hanover St. Palo Alto 94303 650-391-1700	37	†	Harbor Cove Apartment Homes multifamily sale for \$138 million - 900 East Hillside Blvd., Foster City - 65,000 SF; Avalon Rosewalk multifamily sale for \$146 million - 3601 Copperfield Drive, San Jose - 448,512 SF	Steven J. Seligman
7	Jones Lang LaSalle ⑦ www.jll.com/siliconvalley	2300 Geng Road, #100 Palo Alto 94303 650-815-2200	28	375	†	Andy Poppink
8	Cresa ⑧ www.cresa.com	550 S. Winchester Blvd., #600 San Jose 95128 408-554-8855	22	†	GlobalFoundries lease - Santa Clara - 164,064 SF, Nimble Storage lease - San Jose - 164,608 SF, Gigamon lease - Santa Clara - 105,664 SF	John Brady, Mike Michaels and Mark Pearson
9	Cushman & Wakefield of California Inc. ⑨ www.cushmanwakefield.com	560 S. Winchester Blvd., #200 San Jose 95128 408-436-5500	18	199	InvenSense lease - San Jose - 129,000 SF, Akamai lease - Santa Clara - 90,000 SF, Celestica lease - Fremont - 75,000 SF	Jeff Cushman, Executive managing director & managing broker
10	Meacham/Oppenhheimer Inc. ⑩ www.moinc.net	8 N. San Pedro St., #300 San Jose 95110 408-378-5900	14	†	†	Michael Messinger, Broker & owner
11	Ritchie Commercial ⑪ www.ritchiecommercial.com	34 W. Santa Clara St. San Jose 95113 408-971-2700	13	†	†	Mark Ritchie
11	Vandermade ⑬ www.vmade.com	100 N. Bascom Ave. San Jose 95128 408-639-4623	13	149	Manufacturing building sold for \$2.6 million - 894 Faulstich Court, San Jose - 32,000 SF	Victor Hassan
13	Guggenheim Realty Group Inc. ⑬ www.guggenheimrgi.com	595 Millich Drive, #101 Campbell 95008 408-871-8722	11	30	†	Allen Guggenheim, President
14	J.R. Parrish Commercial Real Estate ⑭ www.jparrish.com	9000 Soquel Ave., #200 Santa Cruz 95062 831-476-2222	9	85	Former Aviza campus to local development company - Scotts Valley - 209,000 SF	Matt Shelton, Owner
15	Sequoia Realty Services ⑮ www.sequoiarealtyservices.com	2125 Broadway Redwood City 94063 650-556-8660	8	42	Retail building sale - downtown Redwood City - 18,000 SF, Eight-unit apartment complex sale - Redwood City, Office building sale - downtown Redwood City - 7,900 SF	Gina Henson, President
15	SRS Real Estate Partners - Northwest Inc. ⑮ www.srsre.com/sanjose	1871 The Alameda, #250 San Jose 95126 408-553-6135	8	†	Summerhill Homes sale - 660 W. El Camino Real, Sunnyvale - Two-acre parcel (Marriott Hotel to be developed on site)	Matt Alexander
17	Biagini Properties Inc. ⑰ www.biaginiproperties.com	333 W. El Camino Real, #240 Sunnyvale 94087 408-331-2300	6	200	Marina Foods lease - San Jose - 31,435 SF, Daiso Japan lease - San Jose - 7,685 SF	Thomas J. Biagini
17	HealthMed Realty ⑰ www.healthmedrealty.com	690 Saratoga Ave., #200 San Jose 95129 408-217-6000	6	†	†	Kevin K. Heravi and Eric Rafia, Co-founders
19	MCM Diversified Inc. ⑲ www.mcmdiversified.com	777 N. First St., #600 San Jose 95112 408-288-2400	5	118	San Jose State University lease - San Jose - 12,225 SF, Santa Cruz Nutritional lease - Santa Cruz - 184,221 SF, Law firm lease - San Jose - 6,998 SF	Martin Menne, President
19	Sperry Van Ness Advisors ⑲ www.svnsvadvisors.com	1124 Meridian Ave. San Jose 95125 408-352-6868	5	45	†	Robert Badagliaccio, Ed Mendence, Mark George
21	Avison Young ⑳ www.avisonyoung.com/offices/san-mateo	950 Tower Lane, #120 Foster City 94404 650-425-6420	4	3	No significant deals, office opened in August 2013	Randy Keller and Nick Slonek, Managing directors & principals
22	NAI Northern California ㉑ nainorcal.com	560 S. Winchester Blvd., #500 San Jose 95128 408-740-7225	3	25	Industrial/office building - 1220-1320 Memorex Drive, Santa Clara - 215,424 SF	James Kilpatrick

NOTES: † Did not disclose.

CLOSER LOOK

NUMBER OF
EXCLUSIVE LISTINGS

City	# of exclusive listings
Colliers	699
CBRE	572
Cassidy Turley	409
Cushman & Wakefield	173
Vandermade	156

LOCATIONS OF
SIGNIFICANT DEALS

City	# of deals
San Jose	12
Santa Clara	6
Fremont	3
Redwood City	3
Sunnyvale	3
Foster City, Morgan Hill, Mountain View, Santa Cruz, Scotts Valley	1 each

ABOUT THE LIST

Information was obtained from firm representatives. In case of ties, companies are listed alphabetically.

WHAT CONSTITUTES
SILICON VALLEY?

Silicon Valley includes: Santa Clara County; Fremont, Newark and Union City in Alameda County; Atherton, Belmont, East Palo Alto, Foster City, Menlo Park, Portola Valley, Redwood City, San Carlos, San Mateo and Woodside in San Mateo County; and San Benito, Santa Cruz and Monterey counties.

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ON THE LIST?

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