



INVESTMENT SALES

TOP NYC INVESTMENT SALES FIRMS, 2015

| RANK | BROKERAGE | DOLLAR VOLUME | % CHANGE FROM 2014 | # OF DEALS | ESTIMATED COMMISSION (In millions) |
|----------|-----------------------------|----------------|--------------------|------------|---------------------------------------|
| 1 | Eastdil Secured | \$22.7 billion | 103% | 56 | \$65 to \$80 |
| 2 | CBRE | \$8.8 billion | 63% | 44 | \$29 to \$35 |
| 3 | Cushman & Wakefield | \$3.4 billion | -29% | 242 | \$48 to \$59 |
| 4 | Rosewood Realty Group | \$3.2 billion | 61% | 146 | \$32 to \$40 |
| 5 (tie) | JLL | \$2.9 billion | 33% | 29 | \$14 to \$17 |
| 5 (tie) | HFF | \$2.9 billion | 89% | 24 | \$10 to \$12 |
| 7 | Eastern Consolidated | \$1.9 billion | 27% | 83 | \$21 to \$26 |
| 8 | Hodges Ward Elliott | \$1.7 billion | N/A | 4 | \$5 to \$7 |
| 9 | Savills Studley | \$1.6 billion | -10% | 15 | \$7 to \$9 |
| 10 (tie) | Marcus & Millichap | \$1.3 billion | 22% | 209 | \$33 to \$40 |
| 10 (tie) | Westwood Realty Associates | \$1.3 billion | 42% | 36 | \$11 to \$14 |
| 12 | Carlton Group | \$870 million | 373% | 1 | \$2 to \$3 |
| 13 | Venture Capital Partners | \$785 million | N/A | 25 | \$7 to \$8 |
| 14 | Ariel Property Advisors | \$610 million | 16% | 60 | \$10 to \$13 |
| 15 | GFI Capital Resources Group | \$605 million | 35% | 67 | \$21 to \$26 |

Source: Ranking compiled through industry databases such as Real Capital Analytics and CoStar Group, as well as information from the firms. In addition to investment sales of \$1 million and up, sales for ground leases and leaseholds were included. All firms that represented an ownership interest in a transaction were credited with the value of the stake that they brokered. Minority interest deals were not included. The commission figures are estimates made solely by TRD using a sliding scale based on the size of the deal. Cushman's comparison figure for 2014 is a combination of Massey Knakal Realty Services and Cushman figures. The companies' merger closed on Dec. 31, 2014.

THE LAW FIRMS BEHIND NYC'S PRICIEST BUILDING BUYS

| RANK | ADDRESS | SQ. FT. | TENANT | TENANT BROKERAGE |
|------|--|----------------|---|--|
| 1 | 1095 Avenue of the Americas 3 Bryant Park | \$2.2 billion | Ivanhoe Cambridge; Callahan Capital Partners | Katten, Muchin, Rosenman |
| 2 | 301 Park Avenue Waldorf-Astoria Hotel | \$1.95 billion | Anbang Insurance Group | Hogan & Hartson |
| 3 | 730 Fifth Avenue Crown Building | \$1.8 billion | Wharton Properties; General Growth Properties | Greenberg Traurig |
| 4 | 230 Park Avenue Helmsley Building | \$1.2 billion | RXR Realty and Blackstone Group | Gibson, Dunn & Crutcher |
| 5 | Putnam Portfolio including 3333 Broadway | \$1.04 billion | Brookfield Property Partners | Fried, Frank, Harris, Shriver & Jacobson |
| 6 | 150 East 42nd Street Socony-Mobil Building | \$900 million | David Werner and partners | Shearman & Sterling |
| 7 | 65 East 55th Street Park Avenue Tower | \$713 million | Blackstone Group | Simpson Thacher & Bartlett |
| 8 | St. Regis Retail 2 East 55th St. condo; 697 Fifth Avenue | \$700 million | Vornado Realty Trust and Crown Acquisitions | Sullivan & Cromwell |
| 9 | 1740 Broadway | \$605 million | Blackstone Group | Simpson Thacher & Bartlett |
| 10 | 1045 Avenue of the Americas 7 Bryant Park | \$600 million | Bank of China | Phillips Lytle |

Source: First published in the September 2015 issue of *The Real Deal*. To determine the top building sales, TRD used Real Capital Analytics and CoStar Group. Law firms were determined through city Department of Finance records. Only deals in NYC's five boroughs that closed between July 2014 and June 2015 were included.



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