

# BMG Tops Illinois Based Brokers for Largest Commercial Real Estate Firms in St. Louis/Illinois Market

## THE LIST

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### LARGEST COMMERCIAL REAL ESTATE FIRMS

RANKED BY NUMBER OF LOCAL ACTIVE LICENSED BROKERS AS OF DEC. 1, 2014

Firm / Prior Rank (*not ranked) <sup>1</sup> Website	Address and Phone	Number of Local Active Brokers as of Dec. 1, 2014	Total Local Staff	Number of Local Lease Transactions in 2014	Local Lease Transactions in 2013	Designated Realtor or Broker	Top Local Executive(s)
<b>1</b> CBRE Inc. <sup>2</sup> cbre.com/stlouis	190 Carondelet Plz. # 1400 St. Louis, MO 63105 314-655-6000	207	370	300	100	Jeff Kaiser	Cathie Crowley Jeff Kaiser
<b>2</b> DTZ <sup>2</sup> <sup>1</sup> dtz.com	7700 Forsyth Blvd. 9th FL St. Louis, MO 63105 314-862-7100	200	850	300	40	Dean Mueller	Dean Mueller Brian Ungles
<b>3</b> Gershman Commercial Real Estate <sup>3</sup> gershmancommercial.com	7801 Forsyth 3rd FL St. Louis, MO 63105 314-862-9400	43	72	254	16	Christopher Fox	Bruce Pompe Bruce Brophy
<b>4</b> The Hermann London Group <sup>4</sup> hermannlondon.com	7350 Manchester Rd. Maplewood, MO 63143 314-802-0797	39	43	NA	NA	Adam Kruse	Adam Kruse
<b>5</b> Realty Exchange <sup>4</sup> realtyexchangeweb.com	2203 S. Big Bend Blvd. St. Louis, MO 63117 314-647-2220	38	47	22	565	Robert Kahn	Robert Kahn
<b>6</b> NAI DESCO <sup>6</sup> naidesco.com	8235 Forsyth Blvd. # 210 St. Louis, MO 63105 314-994-4444	31	33	NA	NA	John Sheahan	NA
<b>7</b> Hilliker Corp. <sup>5</sup> hillikercorp.com	1401 S. Brentwood Blvd. # 650 St. Louis, MO 63144 314-781-0001	29 <sup>3</sup>	31	115	72	H. Meade Summers III	H. Meade Summers III
 Celebrating 30 Years Hilliker Corp.   www.hillikercorp.com <span style="float: right;">ADVERTISEMENT</span>							
<b>7</b> The DESCO Group <sup>7</sup> descogroup.com	25 N. Brentwood Blvd. St. Louis, MO 63105 314-994-4444	29	43	NA	NA	Mark Schnuck	Mark Schnuck
<b>9</b> Pace Properties Inc. <sup>8</sup> paceproperties.com	1401 S. Brentwood Blvd. # 900 St. Louis, MO 63144 314-968-9898	23	40	127	17	Joseph Ciapciak	Rick Dames
 Pace Properties Inc.   www.paceproperties.com <span style="float: right;">ADVERTISEMENT</span>							
<b>10</b> BARBERMurphy Group <sup>10</sup> barbermurphy.com	1173 Fortune Blvd. Shiloh, IL 62269 618-277-4400	18	21	96	73	Paul Murphy	Paul Murphy
<b>11</b> Cushman & Wakenield   Gateway Commercial <sup>9</sup> gateway-commercial.com	101 S. Hanley Rd. # 1400 St. Louis, MO 63105 314-863-4447	16	28	121	40	C. Kevin Gallagher	C. Kevin Gallagher Robert Schoelch <sup>4</sup>
<b>12</b> Intelca Commercial Real Estate Company <sup>12</sup> intelcacre.com	15455 Conway Rd. # 100 Chesterfield, MO 63017 314-270-5991	15	30	50	22	Gary Parker Dan Dokovic Dan Merlo	Gary Parker Dan Merlo Dan Dokovic
<b>13</b> Jones Lang LaSalle (JLL) <sup>14</sup> jll.com/st-louis	211 N. Broadway # 2075 St. Louis, MO 63102 314-338-2080	14	170	NA	NA	Henry Voges	Lynn Schenck Henry Voges
<b>14</b> Colliers International <sup>10</sup> colliers.com/stlouis	1401 S. Brentwood Blvd. # 700 St. Louis, MO 63144 314-373-3030	13	31	70	20	Robert Guimbarda	Robert Guimbarda
<b>15</b> Balke Brown Transwestern <sup>10</sup> balkebrown.com	1001 Highlands Plz. Dr. W. # 150 St. Louis, MO 63110 314-621-1414	12	68	215	25	Mike Donovan	Steven Brown Mike Donovan
<b>15</b> Central Realty LLC <sup>10</sup> central-realty.com	331 W. Thornton Ave. St. Louis, MO 63119 314-862-5557	12	16	NA	NA	Robert Horn	Robert Horn Scott Stinson
<b>15</b> Gundaker Commercial Group <sup>10</sup> gundakercommercial.com	2458 Old Dorsett Rd. # 311 St. Louis, MO 63043 636-728-5101	12	17	40	35	Mike Hejna	Michael Hejna
<b>15</b> Sansone Group <sup>10</sup> sansonegroup.com	120 S. Central Ave. # 500 St. Louis, MO 63105 314-727-6664	12	225	271	19	Timothy Sansone	Anthony Sansone Sr. <sup>5</sup>
 Sansone Group   www.sansonegroup.com <span style="float: right;">ADVERTISEMENT</span>							
<b>19</b> Block Hawley Commercial Real Estate Services LLC <sup>10</sup> blockhawley.com	16253 Swingley Ridge Rd. # 150 Chesterfield, MO 63017 636-534-2900	9	15	43	12	Jeffrey Hawley	Jeffrey Hawley
<b>20</b> Savoy Properties <sup>10</sup> savoyproperties.com	1750 S. Brentwood Blvd. # 600 St. Louis, MO 63144 314-909-8400	8	10	34	28	Michael Denckhoff	Michael Denckhoff
<b>20</b> Shockley Commercial/Industrial <sup>10</sup> shockleycommercial.com	501 1st Capitol Dr. # 5 St. Charles, MO 63301 636-946-9753	8	15	49	32	D. Scott Shockley	Doyle Shockley
<b>22</b> Cozad Commercial Real Estate Ltd. <sup>10</sup> cozadgroup.com	16 Sunnen Drive # 164 St. Louis, MO 63143 314-781-3000	7	33	115	8	G.T. Cozad Jr.	G.T. Cozad Jr. G.T. Cozad III Michael Cozad
<b>22</b> Kunkel Commercial Group Inc. <sup>10</sup> kunkelcommercial.com	784 Wall St. # 100 A O'Fallon, IL 62269 618-632-8200	7	9	47	18	Dave Kunkel	Kelly Hulvey Dave Kunkel
<b>22</b> The Maune Co. <sup>10</sup> maune.com	7711 Bonhomme Ave. # 310 St. Louis, MO 63105 314-862-1777	7	12	46	4	Ben Cahill	Ramsey Maune
<b>22</b> White Co. <sup>10</sup> white-co.com	1600 S. Brentwood Blvd. #770 St. Louis, MO 63144 314-373-7777	7	11	NA	NA	Thomas White	Thomas White

#### CLOSER LOOK

## 816

Total number of local active brokers as of Dec. 1, 2014 at the top 25 listed commercial real estate firms.

### LARGEST EMPLOYERS

Top 25 listed commercial real estate firms ranked by total local staff.

DTZ	850
CBRE Inc.	370
Sansone Group	225

Jones Lang LaSalle (JLL) 170

Gershman Commercial Real Estate 72

Balke Brown Transwestern 68

Realty Exchange 44

The DESCO Group 43

The Hermann London Group 42

Pace Properties Inc. 40

**ABOUT THE LIST**  
Information on The List was supplied by individual companies and company representatives through questionnaires and could not be independently verified by the St. Louis Business Journal.

Local is defined as St. Louis, St. Charles, Lincoln, Warren, Franklin, Washington and Jefferson counties and the city of St. Louis in Missouri; and St. Clair, Madison, Jersey, Clinton, Calhoun, Macoupin, Bond and Monroe counties in Illinois.

NA = Not Applicable or Declined to Disclose

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**WANT TO BE ON THE LIST?**  
If you wish to be surveyed when The List is next updated, or if you wish to be considered for other Lists, email your contact information to Katlyn Keller at [kkeller@bizjournals.com](mailto:kkeller@bizjournals.com).

<sup>1</sup> Johnson Properties Inc., ranked 19th, was acquired by BARBERMurphy Group in 2014. Lee & Associates, ranked 21st, and Kelley Real Estate Inc., ranked 22nd, did not make this year's list.  
<sup>2</sup> Cassidy Turley was acquired by DTZ Investment Holdings in a deal that closed Dec. 31, 2014.

<sup>3</sup> Includes agents with Westwood Nat Lease Advisors, an affiliate company.  
<sup>4</sup> Robert Schoelch is president of Gateway Commercial Management Services.  
<sup>5</sup> Additional top local executives include James Sansone, Douglas Sansone and Nicholas Sansone.