



News From:
CORFAC International

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CORFAC INTERNATIONAL ANNOUNCES ITS 2011 TOP ANNUAL TRANSACTION AWARD WINNERS

Atlanta's Alan Joel of Joel and Granot Real Estate/CORFAC International Takes Top Honor for Biggest Office Deal

Falls Church, VA (March 26, 2012) – CORFAC International today announced the names of the organization's leading brokerage professionals and top joint assignments during 2011. The awards recognize referrals between CORFAC brokerage professionals in which two or more brokers from different firms represented a single client and company in a completed sale or lease negotiation.

The annual "COR\$TAR Awards" were presented at CORFAC International's recent bi-annual conference in San Antonio, TX by **2012 CORFAC International President Doug Marshall**, who is also a principal of **The Klabin Co./CORFAC International** in Los Angeles, CA. The awards include the office, industrial, investment, land and retail sectors of commercial real estate.

U.S.-based CORFAC is comprised of privately held entrepreneurial firms with global affiliates throughout the Americas and in Europe and Asia, with market reach in 65 countries worldwide. In recent years, CORFAC firms have averaged 10,000 completed transactions annually encompassing nearly 1 billion square feet and valued at more than \$16 billion.

The top brokers who initiated and facilitated the transactions were:

Most Referrals by Broker and Company

- **Tim Cherre** of St. Louis-based **Sansone Group/CORFAC International** was named the overall Top Producer with 21 referred transactions throughout the CORFAC organization. **Sansone Group/CORFAC International** was the overall Top Producing Firm for the highest number of transaction referrals with 27 completed lease and sales in North America in 2011.

Top Office Lease by Value

- **Rob Loderstedt and Jeffrey Toia of The Garibaldi Group/CORFAC International** of Chatham, NJ referred and co-brokered with Atlanta GA-based **Alan Joel of Joel & Granot Real Estate/CORFAC International** four separate lease transactions (since 2010) in Atlanta for The Prudential Insurance Company of America; combined, the four leases totaled more than 52,000 square feet of Class A office space. The value of the transactions could not be disclosed.

Top Office Lease by Size

- **Peter Blanchard of The Garibaldi Group/CORFAC International** of Chatham, NJ referred and co-brokered with **David Boyd, CCIM, SIOR of Boyd Commercial/CORFAC International** a 50,180-square-foot lease for Maersk Oil Houston Inc. in Houston, TX. The value of the transaction could not be disclosed.

Top Industrial Lease by Size

- **Peter Castleton, SIOR of Voit Real Estate Services/CORFAC International** in Irvine, CA referred and co-brokered with **John Homsher, CCIM** and **Steven Tick, SIOR of Podolsky Northstar CORFAC International** in Chicago, IL a 372,580-square-foot lease on behalf of Schwarz Supply Source in Sauk Village, IL.

Top Industrial Lease by Total Lease Value

- **Allen Patterson of Capacity Commercial Group/CORFAC International** in Portland OR referred and co-brokered with **Don O'Brien, CCIM, Gary Webb and Stuart Wright of Macdonald Commercial Real Estate/CORFAC International** in Vancouver, BC (Canada) the \$9 million sale of an industrial building in Metro Vancouver to Sapa Canada Inc.

Top Land Deal

- **R. Conrad Bernard, SIOR of Houston TX-based Boyd Commercial/CORFAC International** referred and co-brokered with **Phil Crane, CCIM** and **Dan Gostylo of Providence Commercial RES/CORFAC International** in San Antonio a 60-acre property sale to Baker Hughes in San Antonio TX. The value of the transaction could not be disclosed.

Top Investment Sale

- **Harvey Aronovich of Target Realty Corp./CORFAC International** in Calgary, Alberta (Canada) referred the sale of a 75,000-square-foot property in Mesa AZ on behalf of buyer Hyatt Investment to **Andy Jaffe, SIOR of Commercial Properties Inc./CORFAC International** based in Tempe, AZ. The value of the transaction could not be disclosed.

Top Retail Lease by Size

- **Tim Cherre of the Sansone Group/CORFAC International** in St. Louis, MO referred **Daniel Gostylo of Providence Commercial RES/CORFAC International** in San Antonio a 30,500-square-foot lease transaction in Round Rock, TX, for La Fronterra Village L.P. The value of the lease could not be disclosed.

Top Retail Lease by Value

- **Tim Cherre** of the **Sansone Group/CORFAC International** in St. Louis, MO referred **Daniel Gostylo** of **Providence Commercial RES/CORFAC International** in San Antonio a lease transaction with Old Navy in Round Rock, TX at La Fronterra Village L.P. The value of the lease could not be disclosed.

CORFAC International (Corporate Facility Advisors) is one of the largest commercial real estate services organizations in the world and founded in 1989. For more information on CORFAC, contact 954-923-6160 or visit www.corfac.com.