

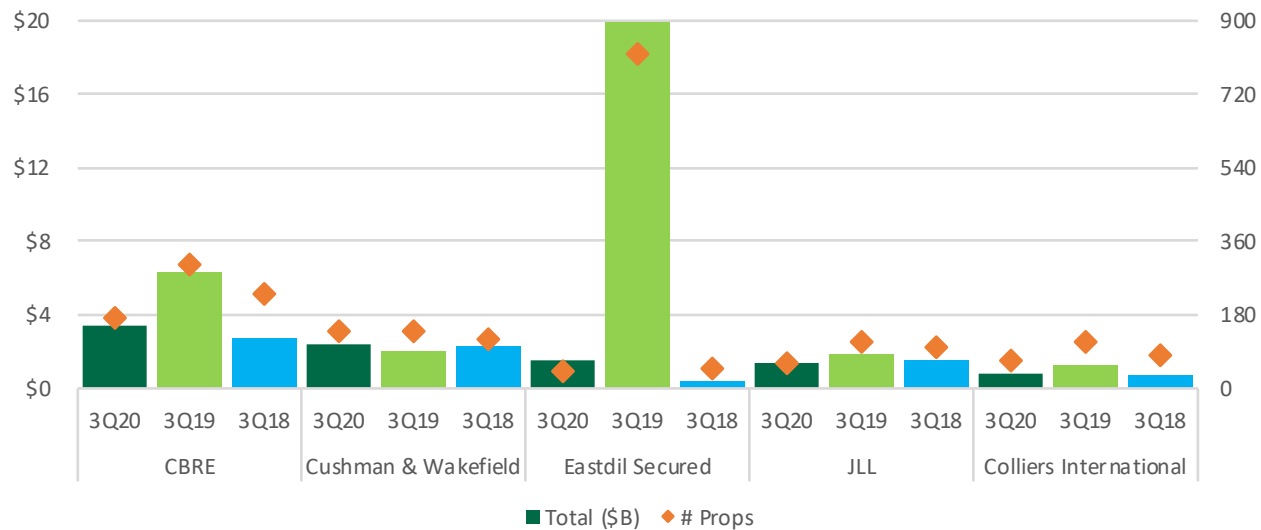
# INDUSTRIAL Q3 2020 RANKINGS

CBRE DOMINATES THE #1 RANK WITH 22% MARKET SHARE IN 3Q20

Broker	Overall Sales				Sales <\$25M				Sales >\$25M			
	# Props	Volume	Mkt Share	Rank	# Props	Volume	Mkt Share	Rank	# Props	Volume	Mkt Share	Rank
<b>CBRE</b>	172	\$3,421	21.5%	1	123	\$1,083	14.4%	1	42	\$2,307	29.4%	1
<b>Cushman &amp; Wakefield</b>	135	\$2,447	15.4%	2	107	\$843	11.2%	2	27	\$1,441	18.4%	2
<b>Eastdil Secured</b>	41	\$1,498	9.4%	3	26	\$172	2.3%	6	15	\$1,326	16.9%	3
<b>JLL</b>	56	\$1,442	9.0%	4	25	\$291	3.9%	4	17	\$921	11.7%	4
<b>Colliers International</b>	68	\$830	5.2%	5	58	\$419	5.6%	3	6	\$304	3.9%	5

\*Volume reported in millions; Sales broken out by price tranche based on RCA Data Integration File and may vary when compared to the total shown in the Overall Sales.

Volume - Industrial



Mid-Atlantic	Midwest	Northeast
Cushman & Wakefield, 27%	CBRE, 22%	CBRE, 19%
Colliers International, 18%	Cushman & Wakefield, 14%	Eastdil Secured, 18%
CBRE, 12%	Eastdil Secured, 13%	Newmark, 9%
JLL, 3%	JLL, 7%	Cushman & Wakefield, 7%
Marcus & Millichap, 2%	Colliers International, 7%	JLL, 3%
Southeast	Southwest	West
Cushman & Wakefield, 19%	CBRE, 31%	CBRE, 23%
CBRE, 17%	JLL, 9%	Cushman & Wakefield, 17%
JLL, 13%	Cushman & Wakefield, 9%	JLL, 7%
Eastdil Secured, 13%	Eastdil Secured, 5%	Eastdil Secured, 6%
Newmark, 2%	Lee & Associates, 3%	Colliers International, 6%

U.S. Investment Sales data as reported by Real Capital Analytics. Data does not include property sales valued at less than \$2.5 million, nor Entity Level Transactions.