

# COMMERCIAL REAL ESTATE HEAVY HITTERS

Ranked by square feet leased in the Austin area during 2007  
Office Properties, Tenant Representatives

## A DIFFERENT VIEW

### Office Tenant Rep Heavy Hitters Ranked by number of deals

Name	Deals
Don Cox	46
Erin Morales	32
Marc Vanderslice	28
David Bremer	27
Carl Condon	24
Derek Lewis	24
Volney Campbell	22
Jamil Alam	21
Doug Jones Jr.	20
Jay Lamy	20
Russell Young	20
Chris Perry	18
Sloan Spaeth	18
Chris Oddo	17
W. Gaines Bagby	16
Chris Skyles	16
David Stojanik	15
Kathy Carbonetti	14
John Hanly	14
Keith Zimmerman	12
Diana Holford	10
Bill Gump	4
Steve Sanders	4
David Buttross	3
Michael Murphy	2

Rank	Top broker or agent's name* † Company name Local business phone/fax Top broker or agent's email	2007 Tenant Rep.: Total s.f. purchased & leased/ # deals S.F. purchased / # deals S.F. leased / # deals	2007 notable transactions	Year began career/ Year started with this firm	Top local executive Company's address Web site
1.	<b>Keith Zimmerman *</b> Equis 349-0000 370-3101 zimmerman@equiscorp.com	594,021 s.f. / 12 190,000 s.f. / 1 404,021 s.f. / 11	Purchase Farmer's bldg. from Trammel Crow 190,000 s.f., then flipped; lease back to Farmers	1982 1997	Keith Zimmerman, vice president 111 Congress Ave., Fourth floor 78701 www.equiscorp.com
2.	<b>Jamil Alam</b> Endeavor Real Estate Group 682-5500 682-5505 jalam@endeavor-re.com	481,815 s.f. / 21 158,112 s.f. / 3 323,703 s.f. / 18	Intel Corp., Dell Computer, Indymac Bank, Sun Microsystems	1988 2006	Bryce Miller, principal (one of several) 221 W. Sixth St., Ste. 1300 78701 www.endeavor-re.com
3.	<b>Jay Lamy † *</b> Aquila Commercial LLC 684-3800 684-3801 lamy@aquilacommercial.com	439,816 s.f. / 20 218,750 s.f. / 5 221,066 s.f. / 15	THA Bldg., 5225 E. Hwy. 290, 53,740 s.f. (Diocese)	1999 2007	Jay Lamy, principal 1717 W. Sixth St., Ste. 351 78703 www.aquilacommercial.com
4.	<b>Volney Campbell †</b> HPI Corporate Services LLC 835-4455 835-1222 campbell@hpitx.com	432,790 s.f. / 22 0 / 0 432,790 s.f. / 22	Riata 5: 43,311 s.f. (ACS State & Local Solutions); Riata 6 & 9: 166,851 s.f. (ACS State Healthcare)	1985 2006	Volney Campbell, Russell Todd, managing director 3600 N. Cap. of Tx, Bldg. B-250 78744 www.hpitx.com
5.	<b>Erin Morales</b> CB Richard Ellis Inc. 499-4900 499-4999 erin.morales@cbre.com	420,086 s.f. / 32 0 / 0 420,086 s.f. / 32	2500 Ridgepoint Drive: 46,893 s.f.; 9600 N. MoPac Expwy.: 22,253 s.f.; 9600 Great Hills Trail: 21,265 s.f.	1999 1999	Scott Senese, managing director 100 Congress Ave., Ste. 500 78701 www.cbcre.com
6.	<b>Diana Holford</b> The Staubach Co. Central Texas LLC 225-2700 225-2701 diana.holford@staubach.com	287,000 s.f. / 10 0 / 0 287,000 s.f. / 10	Riata Crossing IHV: 355,000 s.f. (Apple Computer); Lakewood Center I: 58,700 s.f. (NCoft Corp.); Amber Oaks F: 78,000 s.f.	1983 2000	Diana Holford, president, Central Texas 2705 Bee Cave Road, Ste. 180 78746 www.staubach.com
7.	<b>Don Cox</b> Don Cox Co. 478-1711 478-1713 don@doncox.com	285,956 s.f. / 46 0 / 0 285,956 s.f. / 46	4412 Spicewood Springs Road: 20,000 s.f. (LCG)	1985 1987	Don Cox, president and owner 1201 W. Sixth St. 78703 www.doncox.com
8.	<b>Sloan Spaeth † *</b> Aquila Commercial LLC 684-3800 684-3801 spaeth@aquilacommercial.com	266,394 s.f. / 18 96,470 s.f. / 3 169,924 s.f. / 15	3401 N. I-35: 325,000 s.f. (Concordia Univ.)	1999 2007	Jay Lamy, principal 1717 W. Sixth St., Ste. 351 78703 www.aquilacommercial.com
9.	<b>John Hanly</b> Commercial Real Estate Solutions LLC 542-4000 542-4001 john@cresolutions.com	238,842 s.f. / 14 0 / 0 238,842 s.f. / 14	11100 Metric Blvd.: 24,000 s.f. (Buffalo Technologies); 1812 Center Creek Drive: 18,305 s.f. (Intera Environmental)	1980 2001	John Hanly, Carter King, principal 1717 W. Sixth St., Ste. 340 78703 www.cresolutions.com
10.	<b>Derek Lewis</b> Live Oak - Gottesman LLC 472-5000 472-5066 lewis@liveoak.com	231,526 s.f. / 24 0 / 0 231,526 s.f. / 24	Chase Tower: 71,694 s.f. (Bury + Partners); 3520 Bee Caves: 20,000 s.f. (American Bank)	2000 2004	Rob Golding, CEO 300 W. Sixth St., Ste. 1900 78701 www.liveoak.com
11.	<b>Marc Vanderslice †</b> HPI Corporate Services LLC 835-4455 835-1222 vanderslice@hpitx.com	206,423 s.f. / 28 0 / 0 206,423 s.f. / 28	Lakewood C: 26,600 s.f. (Alereon); 18,063 s.f. Uplogix (tenant); 211 E. Seventh St. 10,567 s.f. (Periscope Holdings)	2001 2003	Volney Campbell, Russell Todd, managing director 3600 N. Cap. of Tx, Bldg. B-250 78744 www.hpitx.com
12.	<b>Bill Gump</b> The Staubach Co. Central Texas LLC 225-2700 225-2701 bill.gump@staubach.com	191,400 s.f. / 4 0 / 0 191,400 s.f. / 4	Riata Crossing IHV: 355,000 s.f. (Apple Computer); One Congress Ave.: 13,300 s.f. (Hunter & Williams)	1978 2007	Diana Holford, president, Central Texas 2705 Bee Cave Road, Ste. 180 78746 www.staubach.com
13.	<b>W. Gaines Bagby</b> CB Richard Ellis Inc. 499-4900 499-4999 gaines.bagby@cbre.com	160,000 s.f. / 16 18,000 s.f. / 0 142,305 s.f. / 15	14401 Owen Tech Blvd.: 18,000 s.f. (State Farm); 7500 Rialto: 36,000 s.f. (NXP Semiconductor)	1983 1986	Scott Senese, managing director 100 Congress Ave., Ste. 500 78701 www.cbcre.com
14.	<b>Chris Perry</b> Aquila Commercial LLC 684-3800 684-3801 perry@aquilacommercial.com	132,408 s.f. / 18 3,000 s.f. / 1 129,408 s.f. / 17	Austin Ridge, 8509 FM 969: 54,125 s.f. (Kipp)	1992 2007	Jay Lamy, principal 1717 W. Sixth St., Ste. 351 78703 www.aquilacommercial.com
15.	<b>Steve Sanders</b> The Staubach Co. Central Texas LLC 225-2700 225-2701 steve.sanders@staubach.com	123,000 s.f. / 4 0 / 0 123,000 s.f. / 4	3400 N. I-35: 325,000 s.f. (Concordia University)	1983 2002	Diana Holford, president, Central Texas 2705 Bee Cave Road, Ste. 180 78746 www.staubach.com
16.	<b>David Bremer</b> Austin Office Space Inc. 349-0003 349-7701 dbremer@austinofficespace.com	117,603 s.f. / 27 0 / 0 117,603 s.f. / 27	Riata Corp. Park: 14,7000 s.f. (Teres)	1999 2000	Chad Jewell, founding principal 3415 Greystone Drive, Ste. 102 78701 www.austinofficespace.com
17.	<b>Kathy Carbonetti</b> The Staubach Co. Central Texas LLC 225-2700 225-2701 kathy.carbonetti@staubach.com	110,000 s.f. / 14 0 / 0 110,000 s.f. / 14	Amber Oaks: 78,000 s.f. (Cisco Systems); 2111 Braker Lane: 23,100 s.f. (MegaPath Networks)	2003 2005	Diana Holford, president, Central Texas 2705 Bee Cave Road, Ste. 180 78746 www.staubach.com
18.	<b>David Stojanik *</b> Yancey-Hausman & Associates Inc. 480-9800 480-9914 dstojanik@yancey-hausman.com	105,000 s.f. / 15 0 / 0 105,000 s.f. / 15	Redfly Studios: 4,000 s.f.; DoucData: 33,000 s.f.	2000 2005	Luke Drolet, SVP 11921 N. MoPac Expwy., Ste. 130 78758 www.yancey-hausman.com
19.	<b>David Buttross *</b> BAM Buttross Asset Management 494-1111 708-1141 david@buttross.com	100,000 s.f. / 3 100,000 s.f. / 3 0 / 0	Purchase: 7901 Cameron Road	1985 1988	David and Karen Buttross, owners 7901 Cameron Road, Bldg. B 78701 www.buttross.com
20.	<b>Michael Murphy † *</b> Aquila Commercial LLC 684-3800 684-3801 murphy@aquilacommercial.com	85,280 s.f. / 2 85,280 s.f. / 2 0 / 0	Alamo Village: 140,000 s.f. (Lamy-Anderson)	1983 2007	Jay Lamy, principal 1717 W. Sixth St., Ste. 351 78703 www.aquilacommercial.com
21.	<b>Chris Oddo</b> Don Cox Co. 478-1711 478-1713 chris@doncox.com	82,968 s.f. / 17 0 / 0 82,968 s.f. / 17	Datum Engineers: 8,346 s.f.; Tx. District and County Attorneys Assn.: 9,836 s.f.; Lattice Semiconductor: 25,245 s.f.	1989 2004	Don Cox, president 1201 W. Sixth St. 78703 www.doncox.com
22.	<b>Chris Skyles † *</b> Skyles Bayne Co. 391-2322 366-9480 chris@skylesbayne.com	81,780 s.f. / 16 12,256 s.f. / 2 69,524 s.f. / 14	1011 San Jacinto: 7,806 s.f. (Ampersand Agency); 2424 S. I-35: 4,350 s.f. (Red Rhino Sports)	2004 2006	Chris Skyles, principal 1501 W. 5th St., Ste. B 78703 www.skylesbayne.com
23.	<b>Carl Condon</b> Commercial Texas LLC 474-2411 236-1357 ccondon@commercialtexas.com	78,545 s.f. / 24 0 / 0 78,545 s.f. / 24	Corridor Park D: 15,115 s.f. (Jewelry Channel)	2000 2003	Michael Kennedy, president 515 Congress Ave., Ste. 1850 78701 www.commercialtexas.com
24.	<b>Doug Jones Jr. †</b> HPI Corporate Services LLC 835-4455 835-1222 jones@hpitx.com	77,384 s.f. / 20 0 / 0 77,384 s.f. / 20	Research Park.: 4,415 s.f. (Internet AutoParts); Jefferson Bldg., 1600 W. 38th: 3,865 s.f. (Austin Neuropsychiatric)	2006 2006	Volney Campbell, Russell Todd, managing director 3600 N. Cap. of Tx, Bldg. B-250 78744 www.hpitx.com
25.	<b>Russell Young</b> Commercial Texas LLC 474-2411 236-1357 ryoung@commercialtexas.com	70,492 s.f. / 20 0 / 0 70,492 s.f. / 20	8303 MoPac: 26,515 s.f. (Surgient); 505 E. Huntland: 21,179 s.f. (Walsh Anderson Brown Schulze & Aldridge)	1998 1998	Michael Kennedy, president 515 Congress Ave., Ste. 1850 78701 www.commercialtexas.com

### LIST NOTES

Ties listed alphabetically.  
WND = Would not disclose.  
N/A = Not applicable.  
N/R = Not ranked on last year's list.

\* Indicates inclusion on more than one 2008 Heavy Hitter list.

† Indicates agent provided run sheet to verify square footage and number of transactions.

Square footage leased and number of transactions reflect leases at least three years in length signed during 2007 for the office sector tenant representative category only and may not include all activity for the agent or broker.

Property management contracts, multifamily, ranches and sales are not included.

Source: Telephone and faxed surveys. Information provided by the companies.

Research by Patricia Rogers.