

# At a Glance summary

Overview		
CBC	Companies	200
	Professionals	2,800*
	Countries	28
Sales	YE Sales Transactions	6,960
	YE Sales Volume	\$4,747,112,000
Leases	YE Lease Transactions	7,293
	YE Lease Volume	\$1,918,626,000

\* Based upon reporting sales professionals during the past 18 months

### Commercial Real Estate Industry Rankings

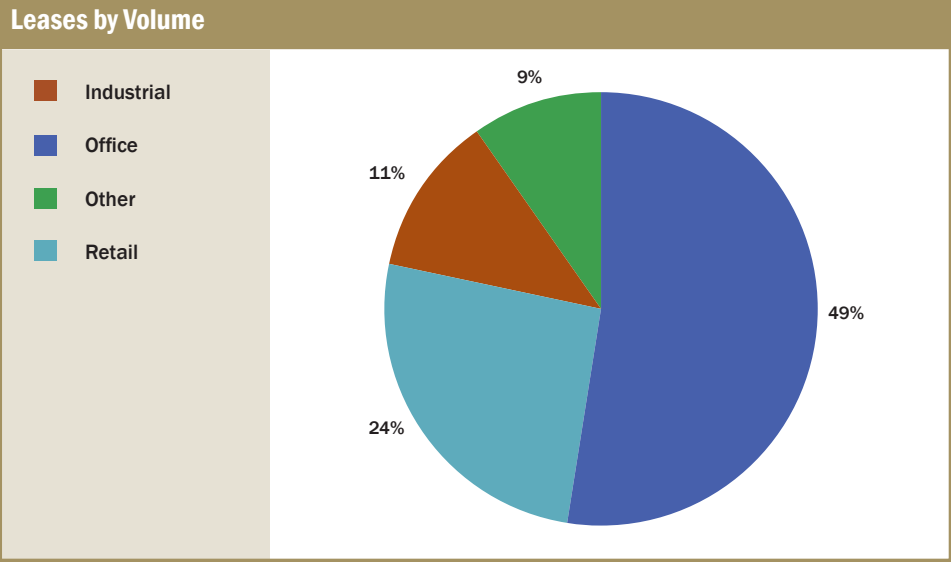
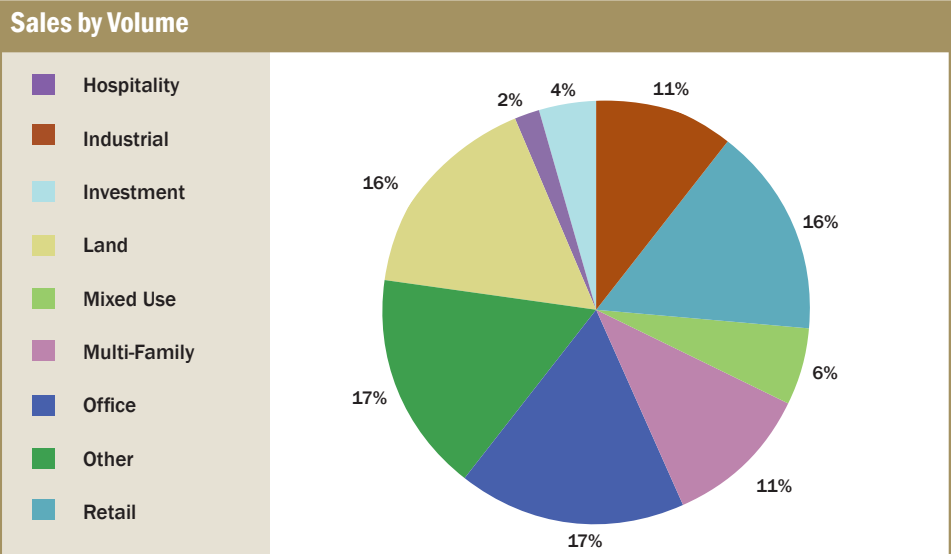
- CBC® was ranked in the top 11 of the Lipsey Company's "Top 25 Commercial Real Estate Brands." <sup>1</sup>
- Real Estate Forum ranked CBC in its "Forum 100" list of top global commercial real estate companies. <sup>2</sup>
- The CBC organization has more CCIM, SIOR and NAR Commercial members than any other commercial real estate organization.

<sup>1</sup> Published April 2013, Lipsey Company  
<sup>2</sup> Published December 2013 in Real Estate Forum

New Companies	Renewals
Coldwell Banker Commercial INTERMOUNTAIN *(Name change and new management) Salt Lake City, UT	Coldwell Banker Commercial MECA Charlotte, NC
Coldwell Banker Commercial ALLIANCE Denver, CO	Coldwell Banker Commercial INLAND EMPIRE Ontario, CA

### Mergers & Acquisitions

Coldwell Banker Commercial SUDWEEKS San Diego, CA acquired Coldwell Banker Commercial Lazar & Associates Redlands, CA	Coldwell Banker Commercial Schmidt, Realtors Traverse City, MI acquired Coldwell Banker Commercial Sunstar Realty Port Charlotte, FL
Coldwell Banker Commercial ELITE Fredericksburg, VA Acquired Silver Commercial Brokerage	Coldwell Banker Commercial SELECT Tulsa, OK merged with Thomas D. Butcher Realty Oklahoma City, OK
Coldwell Banker Commercial ROSNER & ASSOCIATES Long Island, NY Merged with Corporate Realty Services to become Coldwell Banker Commercial ISLAND CORPORATE SERVICES	Coldwell Banker Commercial ALLIANCE Merged or acquired with: Coldwell Banker Commercial North county Glendale, CA
Coldwell Banker Commercial MECA Charlotte, NC Merged with Clay Realty Advisors	Kenneth Zund Realty New York, NY Bridge Commercial Properties Orange County, CA



### Business Growth Referrals

Global Client Solutions (GCS) has been winning business by cross selling services with CBC Affiliates on a local, regional and national basis. Highlights of 2013 include:

- Total Transactions: 81
- Opportunities created for Realogy professionals: \$47M+
- Active GCS Pursuits: 30+
- Collaborative and Affiliate-sourced meetings: 25+
- New National Accounts: 2 (Hostess & Advance Auto Parts)

Realogy

- Referrals from Realogy Brands - 156\*\*
- Transaction volume: more than \$115\*\* million

\*\* Includes referrals from Coldwell Banker Residential

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