



## Methodology for the 2009 CoStar Power Broker Awards

The following criteria represent the methodology used in generating each of CoStar's commercial real estate awards. Each award is based on information contained in one of CoStar's suite of products, CoStar Property<sup>®</sup>, CoStar COMPS<sup>®</sup>, CoStar Commercial MLS<sup>®</sup> and CoStar Tenant<sup>®</sup>. Information in these products is updated daily, which means numbers and rankings could change as new information is obtained. You are encouraged to provide information to ensure the most accurate rankings.

### \* Power Broker Leasing Company

This award recognizes companies with high levels of leasing transaction volume in 2009, where a company acted as the agent or broker on any U.S. transaction. The award recognizes companies based on the CoStar market in which the company resides. It is based upon signed lease transactions contained in CoStar's Property and Tenant databases. To qualify, lease transactions must meet the following criteria: have a sign date in the year 2009; be either a new lease, renewal of a lease or a sublet; and be within an office, office condominium, office loft, shopping center, retail, industrial or flex building in the CoStar Property database. The status of the building where the lease occurred does not matter; the lease could occur within an existing, under construction, under renovation or proposed property.

The overall leasing volume for each company is based upon an aggregation of the square footages of all the transactions where the company represented either the tenant or the landlord on the deal. The overall volume is calculated as follows: a total square footage is calculated for each company where the company represented the tenant, then a total square footage is calculated where the company represented the landlord, and finally, the two numbers are added together for an overall leasing transaction number. Under this methodology, then, a company that represented both the tenant and the landlord on a transaction would get credit twice for the same transaction.

To be included in the Power Broker awards, firms must be primarily in the business of brokerage, either as a tenant rep, a landlord rep or both. Firms that are primarily owners of real estate are excluded.

### \* Power Broker Sales Company

This award recognizes companies with high levels of sales transaction volume in 2009, where a company acted as the agent or broker on any U.S. transaction. The award recognizes companies based on the CoStar market in which the company resides. It is based upon sales transactions in CoStar's COMPS and Commercial MLS databases. To qualify, sales transactions must meet the following criteria: have a closing date in the year of 2009; have a closing price above \$500,000; and be an office, industrial, shopping center, retail, multifamily, hospitality or land property in CoStar's COMPS and Commercial MLS databases.

The overall sales volume that is derived for each company is based upon an aggregation of the sales prices of all the transactions where that company represented either the buyer or the seller. The overall number is calculated as follows: a sales dollar volume is calculated for each company where the company represented the buyer, then a sales dollar volume is calculated where the company represented the seller, and finally, the two numbers are added for an overall sales volume number. Under this methodology, then, a company that represented both the buyer and the seller on a transaction would get credit twice for the same transaction.



To be included in the Power Broker awards, firms must be primarily in the business of brokerage, either as a buyer rep, a seller rep or both. Firms that are primarily owners of real estate are excluded.

**\* Power Broker Individuals (Leasing)**

This award recognizes individuals with high levels of leasing transaction volume in 2009, where an individual acted as the agent or broker on any U.S. transaction. The award recognizes individuals based on the CoStar market in which the individual resides. It is based upon signed lease transactions contained in CoStar's Property and Tenant databases. To qualify, lease transactions must meet the following criteria: have a sign date in the year 2009; be either a new lease, renewal of a lease or a sublet, and be within an office, office condominium, office loft, shopping center, retail, industrial or flex building in the CoStar Property database. The status of the building where the lease occurred does not matter; the lease could occur within an existing, under construction, under renovation or proposed property.

The overall leasing volume for each individual is based upon an aggregation of the square footages of all the transactions where the individual represented either the tenant or the landlord on the deal. The overall volume is calculated as follows: a total square footage is calculated for each individual where they represented the tenant, then a total square footage is calculated where the individual represented the landlord, and finally, the two numbers are added for an overall leasing transaction number. Under this methodology, then, a person who represented both the tenant and the landlord on a transaction would get credit twice for the same transaction.

CoStar tracks multiple individual brokers for both the tenant representation and landlord representation on each lease transaction. In determining transaction volume for the top dealmaker award, all individuals on each side of a transaction receive credit for the square footage of that deal.

**\* Power Broker Individuals (Sales)**

This award recognizes individuals with high levels of sales transaction volume in 2009, where an individual acted as the agent or broker on any U.S. transaction. The award recognizes individuals based on the CoStar market in which the individual resides. It is based upon sales transactions contained in CoStar's COMPS and Commercial MLS databases. To qualify, sales transactions must meet the following criteria: have a closing date in the year 2009; have a closing price above \$500,000; and be an office, industrial, retail, multifamily, hospitality or land property in CoStar's COMPS and Commercial MLS databases.

The overall sales volume that is derived for each individual is based upon an aggregation of the sales prices of all the transactions where that individual represented either the buyer or the seller. The overall number is calculated as follows: a sales dollar volume is calculated for each individual where they represented the buyer, then a sales dollar volume is calculated where the individual represented the seller, and finally, the two numbers are added for an overall sales volume number. Under this methodology, then, an individual who represented both the buyer and the seller on a transaction would get credit twice for the same transaction.

Methodology is subject to change at CoStar's sole discretion.