

# Real Estate Forum<sup>®</sup>

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Industrial real estate is a vital component of the US and global economy. After all, the sector's buildings are where products are made, stored and sent out the the public. Some of the biggest companies in the world, from retailers and food outlets to global equipment manufacturers, utilize industrial space, and the sector has long attracted significant investor attention. It takes a certain kind of well-connected, savvy broker to bring together those who need industrial space and those looking to fill the space they own, or those looking to sell and shed industrial product, in a deal that satisfies all parties. The following list features some of the most prolific industrial leasing and investment sales brokers in the business. Whether teams or individuals, these pro-



fessionals were behind some of the biggest industrial transactions that took place in recent months.

*METHODOLOGY:* Deal information is for commissionable industrial leasing and investment sales transactions closed nationwide during the 12-month period between July 1, 2014 and June 30, 2015. All data shown has been supplied and verified by the companies themselves. In order to even the playing field between brokers in varying markets, all brokers were scored on three fields: the total number of transactions, the total square footage of all transactions and the total value of all transactions. The final score was based on the average of the three fields, and determined the brokers' ranking in the final list of the top 20.

| RANK     | BROKER   | COMPANY                                     | TOTAL NUMBER OF COMPLETED SALES | TOTAL SQUARE FOOTAGE OF SALES | TOTAL DOLLAR VALUE OF SALES |
|----------|--|---|---------------------------------|-------------------------------|-----------------------------|
| 12 (TIE) | Dan Benassi, Principal<br>Dan Jones, Managing Broker | Entre Commercial Realty<br>(Schaumburg, IL) | 20                              | 786,630                       | \$35,110,847                |



**DAN BENASSI, SIOR**  
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**DAN JONES**  
Principal, Managing Broker

*Dan Jones & Dan Benassi co-founded Entre Commercial Realty in 2006 on the premise that client service — rather than corporate reporting and politics — should be first and foremost. They lead a team focused on industrial sales and leasing in suburban Chicago as well as nationally through their affiliates. The company also performs property management and construction services to provide a full range of real estate solutions to their clients.*