



cfcAR
CENTRAL FLORIDA
COMMERCIAL
ASSOCIATION OF REALTORS®

COMMERCIAL **U**PDATE ON **B**USINESS AND THE **E**CONOMY™

Serving The Commercial Real Estate Industry in Alachua, Brevard, Flagler, Lake, Marion, Orange, Osceola, Seminole, Sumter & Volusia Counties

IN THIS ISSUE!!

- **CFCAR HALLMARK AWARDS FOR 2009**
- **AWARD WINNERS PRODUCE \$ 678,000,000 IN REAL ESTATE TRANSACTION VOLUME FOR 2009**

cfcAR 2009 Hallmark Awards

Celebrating Commercial Real Estate
TOP PRODUCERS FOR 2009

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CBRE
CB RICHARD ELLIS

Senior Vice President

2009 Overall Top Producer

David Murphy, CCIM, SIOR, MAI

407-404-5000 David.Murphy@CBRE.com

It is an honor to be named #1 Top Overall Producer for CFCAR in 2009. The past year was certainly challenging, and for many of us it required a "back to basics" approach to the business. Many people ask me if we have turned the corner and when things will get back to "normal." I believe what we are experiencing now is the new "normal," and it will require us as brokers to be at our absolute best to survive and thrive in this environment. My father, a 45 year veteran in the real estate business, likes to remind me that if this business was easy, everyone would do it. I believe this saying rings true now more than ever. The good news is that those of us who do it right will be poised for great success both now and in the future when the market inevitably cycles back to more prosperous times. 2010 will be a great time to be in the commercial real estate business and an important time to be a part of CFCAR. The work we do now, both in networking and executing our business when times are tough, will pay great dividends in the years ahead.



COLDWELL BANKER COMMERCIAL

NRT

CENTRAL FLORIDA

Wilbur Strickland Award

Harry W. Champ, CCIM, CHA

407-571-5559 HChamp@CBCWorldwide.com

A veteran with over a decade of service in the Central Florida commercial real estate industry, Harry Champ has served the industry with tireless dedication and a commitment to quality. As the Immediate Past President and a member of the founding group for the Central Florida Commercial Association of REALTORS, Harry's contribution and commitment of time and energy are without parallel. Although a Top Producer with Coldwell Banker Commercial NRT, he makes the time to enthusiastically work on behalf of the fellow commercial Realtors both inside and outside of the organization. CFCAR is proud to present the Wilbur Strickland Award for exceptional contribution to the commercial real estate industry to Past President Harry Champ.

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FLORIDA CCIM CHAPTER
Central District cf.fccim.com

**TOP PRODUCERS
BY COUNTY**

VOLUSIA- JOHN TROST

Prudential Commercial RE
386-253-8565

SEMINOLE - VINCENT

WOLLE

Results Real Estate Partners
407-647-0200

LAKE - TOM GRIZZARD

Grizzard Commercial RE
352-787-6966

ORANGE - DAVID MURPHY

CB Richard Ellis
407-404-5020

POLK - BEN CROSBY

Crosby & Associates
863-293-5600

**OSCEOLA - SUSAN
BARNES**

Rockrose Realty
407-908-4663

FLAGLER - CORNELIA

MANFRE

Prudential Commercial RE
386-446-9226

**MARION - BARTOW
MCDONALD**

Sperry Van Ness, 352-272-3800



2009 TOP INDUSTRIAL PRODUCER

David Murphy, CCIM, SIOR, MAI
CB Richard Ellis

407-404-5000 David.Murphy@CBRE.com

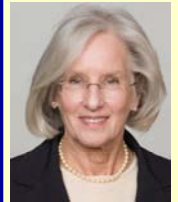


2009 TOP INVESTMENT PRODUCER

Cynthia Shelton, CCIM, CRE

Colliers Arnold

407-843-1723 CShelton@ColliersArnold.com



2009 TOP LAND PRODUCER

Margery Johnson

Cushman & Wakefield

407-841-8000 Margery.Johnson@CushWake.com



2009 TOP OFFICE PRODUCER

Richard Solik

Cushman & Wakefield

407-841-8000 Richard.Solik@CushWake.com



2009 TOP RETAIL PRODUCER

Courtney Potter Kowalchuk

Crossman & Company

407-581-6232 CourtneyK@CrossmanCo.com

ROOKIE OF THE YEAR

ORANGE COUNTY
DANIEL GERMANO
CROSSMAN & CO

SEMINOLE COUNTY
PATRICIA WALDEN
SPERRY VAN NESS

**COMMUNITY
SERVICE AWARD**

ORANGE COUNTY
TERENCE DELAHUNTY
GRAY ROBINSON, P.A.

SEMINOLE COUNTY
MIGUEL DE ARCOS
SPERRY VAN NESS

TOP OVERALL PRODUCERS

DAVID MURPHY - CB Richard Ellis 407-404-5000

COURTNEY POTTER KOWALCHUK - Crossman & Company

407-581-6232

CYNTHIA SHELTON - Colliers Arnold 407-843-1723

LEE MORRIS - Cushman & Wakefield

407-841-8000

NICHOLAS LEDVORA - Equity Investment Services, 407-573-0711

RICHARD SOLIK - Cushman & Wakefield, 407-841-8000

BEN CROSBY - Crosby & Company, 863-293-5600

JUSTIN GREIDER - Crossman & Company, 407-581-6225

2009 TOP INDUSTRIAL PRODUCERS

- LEE MORRIS CUSHMAN & WAKEFIELD, 407-841-8000
 - SUSAN RUBY JONES LANG LASALLE, 407-474-0236
 - MICHAEL HEIDRICH NAI REALVEST, 407-8759989
 - ROBIN KESLER RE/MAX SELECT PARTNERS, 407-402-1400
 - STEVE NEVELEFF STEWART REALTY ADVISORS, 407-767-6474
 - MARK STRATMAN JONES LANG LASALLE, 407-448-1351
 - TOM GRIZZARD GRIZZARD COMMERCIAL RE, 352-787-6966
 - WILLIAM BISHOP BISHOPBEALE, 407-426-7702
- SHER TOLEN, 407-541-4392

2009 TOP INVESTMENT PRODUCERS

- NICOLAS LEDVORA EQUITY INVESTMENT SVCS, 407-843-1723
- BEN CROSBY CROSBY & ASSOCIATES, INC, 407-573-0711
- JOHN TROST PRUDENTIAL COMMERCIAL RE, 863-293-5600
- H. BRADLEY PETERSON HFF, L.P., 407-286-5224
- DREW FORNESS FORNESS PROPERTIES, LLC, 407-403-5846
- SUSAN BARNES ROCKROSE REALTY, 407-908-4663

2009 TOP LAND PRODUCERS

- WILLIAM BISHOP BISHOPBEALE, 407-426-7702

2009 TOP OFFICE PRODUCERS

- MARK STRATMAN JONES LANG LASALLE, 407-448-1351
- MATTHEW MCKEEVER CUSHMAN & WAKEFIELD, 407-841-8000
- SCOTT PAMPLIN JONES LANG LASALLE, 407-982-8592
- GEORGE LIVINGSTON NAI REALVEST, 407-875-9989
- CHRISTIE ALEXANDER NAI REALVEST, 407-949-0749
- BETSY OWENS CUSHMAN & WAKEFIELD, 407-841-8000
- MARY FRANCES WEST NAI REALVEST, 407-875-9989
- ROBIN KESLER RE/MAX SELECT PARTNERS, 407-402-1400
- WILLIAM BISHOP BISHOPBEALE, 407-426-7702

2009 TOP RETAIL PRODUCERS

- JUSTIN GREIDER CROSSMAN & COMPANY, 407-581-6225
- JAMES COPPERSMITH COLDWELL BANKER COMM, 407-616-5642
- DREW FORNESS FORNESS PROPERTIES, LLC, 407-403-5846
- SPENCER PHELPS KIMCO REALTY CORP, 407-302-6518
- DANIEL GERMANO CROSSMAN & COMPANY, 407-581-6223
- VINCENT WOLLE RESULTS REAL ESTATE PARTNERS, 407-627-0200
- JEFFREY TANNER COLDWELL BANKER COMM, 407-539-1000
- MEZ BIRDIE NAI REALVEST, 407-875-9989
- MINDY BOEHM CUSHMAN & WAKE FIELD, 407-841-8000

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 JAMES HACHEY
 KIMBERLY BRACKETT MASON

NAI REALVEST

SEAN DUPREE
 JIM MURR
 ROBERT BLACKWELL
 TOM KELLEY
 PAUL P. PARTYKA
 KEVIN O'CONNOR
 MATT CICHOCKI

JONES LANG LASALLE

LARRY BARNINGER
 KAYCEE KAPELS

NICOLE HUDSON REALTY

CHERE ROANE

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CHARLES BRENNER

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CLAUDE GARDNER

CUSHMAN & WAKEFIELD

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BISHOPBEALE

GREG STAKE

GBA REALTY

PAUL KIANG

CIRCLE OF ACHIEVEMENT

JIM MILLER
GRIZZARD COMMERCIAL

LAWSON DAN
 BISHOPBEALE

WHITAKER LEONHARDT
CROSSMAN & CO.

JEFF ETTINGER
NAI REALVEST

SUE ODENA
MAGIC PROPERTIES

AMANDA HOFFMAN
COLDWELL BANKER COMM

BILL DEHLINGER
KW COMMERCIAL

SICA NACU,
REALTY & CO. INTERNATIONAL



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 Harry Champ, CCIM, CHA
 Past President

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CFCAR ANNUAL MEMBER PARTNERS



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