

# THE LIST

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## 2023 HEAVY HITTERS: INDUSTRIAL SALES

RANKED BY GROSS DOLLAR VOLUME

Broker name	Title Company	Gross dollar volume	Total square feet leased/sold in 2022	Square feet sold in 2022	Square feet leased in 2022
<b>1</b> Trent Agnew trent.agnew@am.jll.com	Senior managing director JLL	\$2.71 billion	20.12 million	20.12 million	n/a
<b>2</b> Steve Mellon steve.mellon@jll.com	JLL	\$1.91 billion	5.86 million	5.86 million	n/a
<b>3</b> Nathan Wynne Nathan.Wynne@cbre.com	CBRE Group Inc.	\$427.94 million	96.28 million	83.99 million	12.29 million
<b>4</b> Charles Strauss charles.strauss@jll.com	JLL	\$265.56 million	11.29 million	11.29 million	n/a
<b>5</b> Jon Farris Jon.Farris@cbre.com	CBRE Group Inc.	\$183.2 million	3.26 million	2.39 million	877,914
<b>6</b> Nick Peterson	Managing director Transwestern	\$155.42 million	1.61 million	871,978	734,686
<b>6</b> John Ferruzzo	Executive managing director Transwestern	\$155.42 million	1.61 million	871,978	734,686
<b>8</b> Holden Rushing	Partners	\$149.7 million	11.4 million	11.25 million	156,176
<b>9</b> Cary Latham	Partners	\$106.04 million	1.21 million	1.21 million	n/a
<b>10</b> Michael Keegan	Partners	\$102.47 million	7.06 million	6.7 million	364,003
<b>11</b> Tom Lynch Thomas.Lynch2@cbre.com	Executive VP CBRE Group Inc.	\$99.89 million	12.36 million	6.75 million	5.61 million
<b>12</b> Rob Stillwell rob.stillwell@rmrk.com	Senior managing director Newmark	\$88.44 million	941,191	400,843	540,348
<b>13</b> Jon Lindenberger Jon.Lindenberger@colliers.com	Colliers	\$78.34 million	976,024	305,578	670,446
<b>14</b> AJ Williams	Partners	\$73.13 million	2.09 million	1.22 million	873,594
<b>15</b> Jason Tangen Jason.Tangen@colliers.com	Colliers	\$50.43 million	269,822	182,961	86,861
<b>16</b> Kyle Golding kyle.golding@cbre.com	CBRE Group Inc.	\$49.24 million	1.37 million	469,879	896,023
<b>17</b> Nathan Gaines ngaines@clarkgaines.com	Principal Clark Gaines Properties	\$37.5 million	850,000	450,000	400,000
<b>17</b> Justin Clark jclark@clarkgaines.com	Principal Clark Gaines Properties	\$37.5 million	850,000	450,000	400,000
<b>19</b> John Hornbuckle jhornbuckle@cypressbrook.com	Cypressbrook Company	\$1.13 million	303,683	132,000	171,683

### ► CLOSER LOOK

## \$351M

Average dollar volume of the Heavy Hitters.

## 8.15M

Average square feet sold by the Heavy Hitters.

#### ABOUT THE LIST

Information on The List was supplied by individual companies through questionnaires and could not be independently verified by the Houston Business Journal. Only those that responded to our inquiries were listed. In case of ties, companies are listed alphabetically.

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#### WANT TO BE ON THE LIST?

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N/A = Information not available