



NEWS RELEASE

CBRE Leads U.S. Investment Sales Activity in 2018 for Thirteenth Year in a Row

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LOS ANGELES--(BUSINESS WIRE)-- CBRE was the number one firm for commercial real estate investment sales in the U.S. during 2018, according to Real Capital Analytics (RCA)—the 13th consecutive year that CBRE has claimed the top spot.

RCA credited CBRE with a 16.2% market share* across all property types in 2018—a 720 basis point (bps) lead over the nearest competitor.

In addition to being number one overall, CBRE also held the top spot in RCA's U.S. rankings for industrial, retail and apartment investment sales.

RCA, which tracks national commercial real estate sales of \$2.5 million and greater, estimates that more than \$470 billion of commercial real estate was sold in the U.S. in 2018. CBRE's investment sales volume reached \$78.7 billion, according to RCA—an increase of 3.6% over 2017.

"With close to \$80 billion in real estate investment sales in the U.S. last year, we are connecting more leading domestic and global capital with U.S. property than any other firm. Our deep bench of strategic advisors are market and sector experts with a unique understanding of buyers' needs and motivations. They go beyond the transaction and are committed to serving clients strategically across the life cycle of their investment to create and harvest value," said Chris Ludeman, Global President, Capital Markets, CBRE.

Highlights from RCA's 2018 rankings include:

- CBRE was the nation's top firm in industrial sales, with \$19.3 billion in transactions and a market share of 24.4%. This represented a year-over-year increase of \$4.7 billion.

- CBRE executed \$29.5 billion in apartment sales for an industry-leading market share of 17.6%. This represented a year-over-year increase of \$2.9 billion.
- CBRE executed \$7.8 billion in retail sales for an industry-leading market share of 13.4%. This represented a year-over-year increase of \$1.2 billion.

* Market share has been calculated based on the dollar volume of transactions where a broker represented the seller, divided by the total volume of seller-brokered transactions. Does not include individual property sales valued at less than \$2.5 million, sales where brokers represented the buyer, entity level transactions, and land sales. Information presented by RCA has been compiled from sources believed to be reliable.

About CBRE Group, Inc.

CBRE Group, Inc. (NYSE:CBRE), a Fortune 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services and investment firm (based on 2017 revenue). The company has more than 80,000 employees (excluding affiliates), and serves real estate investors and occupiers through approximately 450 offices (excluding affiliates) worldwide. CBRE offers a broad range of integrated services, including facilities, transaction and project management; property management; investment management; appraisal and valuation; property leasing; strategic consulting; property sales; mortgage services and development services. Please visit our website at www.cbre.com.

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