

Corporate Media Relations

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FACT SHEET

Structure

Late 2008, Colliers Turley Martin Tucker, Cassidy & Pinkard Colliers, Colliers Pinkard, and Colliers ABR consolidated ownership structures into one firm to better serve the growing needs of our clients. The combined firm is one of the largest privately-held real estate services firms in the U.S. and has a significant strengthened ability to leverage the global power and reach of Colliers International.

Professionals

The firm employs more than 2,000 associates. Over 500 of these associates are licensed professionals, representing 20 specialties in commercial real estate.

Offices

Major regional offices are located in Cincinnati, Columbus, and Dayton, OH; Indianapolis, IN; Kansas City, MO; Minneapolis/St. Paul, MN; Nashville, TN; St. Louis, MO; Stamford, CT; Washington, D.C.; Baltimore City, Columbia, Towson, and Gaithersburg, MD; New York City, NY; Charlotte and Raleigh, NC; and Tysons Corner, VA. Additionally, the company operates a Chicago office as part of a joint venture with Colliers B&K that provides property and facility management services to clients in the Chicago area.

Key Statistics

- 320 million sq. ft. of properties under management
- 210 million sq. ft. of space for lease
- 5 billion in annual capital market transactions
- \$13 billion in transactions per year
- \$800 million in construction projects
- 22,000 managed corporate facilities
- 2,000 employees
- 210 owners

Services

Over 20 specific traditional and non-traditional services are provided to meet the needs of clients. These services fall under three operating Divisions: Brokerage, Investor Services, and Corporate Solutions.

Colliers Int'l

Colliers Turley Martin Tucker is an owner/affiliate member of Colliers International, the world's largest real estate federation, with 293 offices in 61 countries on six continents.

SERVICES

Colliers Turley Martin Tucker provides over 20 traditional and non-traditional services to meet the varying needs of its corporate, institutional, and investor clients. These services are delivered by associates with the expertise and knowledge in a range of disciplines. Services include:

Brokerage

The company's traditional brokerage services include office, industrial, multi-family, and retail, leasing and sales. Additionally, investment experts handle financial structuring and marketing on behalf of buyers and sellers, and land specialists provide services to buyers and sellers of unimproved real estate.

Corporate Solutions

Colliers Corporate Solutions is a global real estate consultant that works with client leadership teams to manage their corporate real estate.

- Aligning client corporate real estate and business strategies to deliver real-time solutions
- Executing real estate strategies to enhance shareholder value by decreasing costs, improving efficiencies, and strengthening market strategies
- Providing expertise, through applied portfolio management for client property, to add real value
- Delivering effective resources and solutions to enhance the performance of our clients' real estate

Investor Services

Investor Services offers Investment Services, Real Estate Management, and Project Leasing services to institutional investors to ensure they are getting high returns on their investments.

Investment Services

Investment Services provides a broad array of financial services to guarantee great returns due to our local market familiarity, research and analysis, and access to sophisticated domestic and foreign real estate investors through Colliers.

Real Estate Management Services

The Real Estate Management Services Group manages more than 320 million square feet of property including office, industrial, retail, and health medical.

Project Leasing Services

CTMT provides necessary corporate resources through a single point of contact to ensure the highest level of accuracy, efficiency, and service, including market research, technology, location advisory & incentive practice, engineering, and marketing.

Distressed Asset Services

Colliers Distressed Asset Services is a dedicated, international platform designed to assist owners, lending institutions, loan servicers, and subordinate investors. Our team of real estate professionals is prepared to provide services for all property types including office, industrial, retail, multi-family, and hotels. We can help value client investments, manage and lease their portfolio, advise on capitalization options and strategies, and implement an exit plan.

Capital Markets

Our Capital Markets Group is a market leader for investment sales, financing, joint venture structuring and structured debt/equity placement throughout the U.S. Our integrated platform allows us to provide clients with comprehensive solutions for a variety of product types including office, residential, retail, flex/industrial and land.

Specialized Services

Our specialized services are geared to help clients maximize their financial return on real estate. **Auction Services** facilitate live and sealed bid auctions. **Appraisal Services** experts can provide property appraisals and market valuations. They also provide:

- Tax appeals
- Lease/Sale arbitration
- Expert witness testimony
- Property condemnation

Colliers Turley Martin Tucker also provides comprehensive **Location Advisory & Incentive Services** to assist clients identify optimal locations and obtain significant incentive packages for new or expanded facilities.

Support Services

In addition to our licensed brokers, we support clients with individuals trained and certified in the field of Research, Marketing, and Accounting. Our in-house research capabilities are widely considered the most current and comprehensive in the U.S. Our extensive database of both in-house and purchased research is unique in the industry. We evaluate market conditions and predict trends for commercial properties in order to "drill down" and uncover the critical issues of interest to our clients.

MILESTONES

The company has been focused on serving commercial real estate markets for eight decades. Colliers Turley Martin Tucker's rich heritage has shaped its leadership position in the United States.

- 1926:** Turley Corp. founded as a leader in urban office management and leasing in St. Louis.
- 1958:** Martin & Associates started as a specialist in commercial and industrial sales and leasing.
- 1970:** Westgate Management established to provide property management services.
- 1972:** Turley, Martin and Westgate merge to form Turley Martin, making it the largest provider of real estate services in St. Louis.
- 1990:** Edward Jones, a St. Louis-based investment services company, hires Turley Martin to manage its facilities.
- 1992:** The firm establishes Colliers Corporate Solutions to help Edward Jones launch an aggressive expansion plan.
- 1995:** Two Kansas City firms – Kerr & Co. and Zimmer Steinbach merge with Turley Martin.
- 1997:** Company expands into Southeast as Frank L. Smith Co. in Nashville joins firm.
- 1998:** F.C. Tucker – Indiana's largest commercial real estate firm, founded in 1919, – merges with Turley Martin. Later that year, firm changes name to Colliers Turley Martin Tucker.
- 1998:** Colliers Cincinnati joins CTMT, giving the firm a presence in Cincinnati, Dayton and Northern Kentucky. CTMT surpasses \$1 billion in transaction volume.
- 2002:** Mission Property Co. in Nashville and Colliers Towle in Minneapolis/St. Paul join CTMT.
- 2002:** In January, Colliers Bennett & Kahnweiler and CTMT start a joint venture to provide property management services in Chicago area.
- 2004:** CTMT cements position as largest third-party property management firm in Central U.S. with more than 123 million square feet of assignments; surpasses \$3.1 billion in transaction volume. Company announces growth initiative with plans to hire 400 employees.
- 2005:** CTMT establishes its Four Cornerstones of Commitment, a strategic platform to ensure growth.
- 2005:** CTMT opens its eighth regional office in Columbus, Ohio.
- 2006:** CTMT forms partnership with Cassidy & Pinkard Colliers and Colliers Pinkard to create foremost commercial real estate services platform in the Central and Mid-Atlantic regions.
- 2008:** CTMT ownership consolidation with Colliers ABR, Cassidy & Pinkard Colliers, and Colliers Pinkard.

COLLIERS INTERNATIONAL FACT SHEET

Colliers Turley Martin Tucker is an affiliate owner/shareholder of Colliers International, the world's largest commercial real estate group. Here are some key facts and figures on this global real estate solutions provider:

History

Started in 1974 when several successful Australian property companies merged and adopted the name of their mentor, Ronald Collier. Colliers grew throughout Asia and Canada. In 1985, Colliers linked up with American Realty Services Group, a U.S.-based commercial real estate group, then with 22 offices nationwide. Colliers Turley Martin Tucker became an owner/shareholder of Colliers International that year.

Offices

293 offices worldwide in 61 countries and on six continents

- 136 in the Americas (United States, Canada, Latin American)
- 95 in Europe, Middle East and Africa
- 62 in Asia Pacific

Services

Most Colliers' firms provide a full range of traditional real estate services, including office, industrial, and retail leasing and sales; investment sales; property management; consulting; tenant representation; site acquisition; valuation and appraisal; and financial services. In 1999, U.S.-based firms formed the Colliers Corporate Services Group to provide a wide range of consulting, information, and asset management services to corporate clients on a global basis.

Professionals

Colliers firms employ 11,048 associates of which 4,525 are active agents/brokers.

Key Figures

Worldwide figures (US dollars) for Colliers firms in 2007:

- \$2 billion in total revenue
- \$73 billion in transactions
- Property management portfolio exceeded 868 million square feet

Owners/Members

Colliers International requires firms to be market leaders in several key areas: service to clients, top-notch real estate experts, technology and information systems, local market expertise and community involvement. The 60-plus owner/member firms average more than 50 years of experience in commercial real estate.