

# PRESS RELEASE

CB Richard Ellis, Inc.  
2415 E. Camelback Road  
Phoenix, Arizona 85016  
T 602.735.5555  
F 602.735.5655  
[www.cbre.com/phoenix](http://www.cbre.com/phoenix)

## FOR IMMEDIATE RELEASE

### Contact:

Katherine Haug  
Communications Manager  
CB Richard Ellis – Phoenix  
T 602.735.1782  
F 602.735.5655  
[katherine.haug@cbre.com](mailto:katherine.haug@cbre.com)  
[www.cbre.com/phxmediaroom](http://www.cbre.com/phxmediaroom)

Savannah Haspel  
Marketing Coordinator  
CB Richard Ellis – Phoenix  
T 602.735.5515  
F 602.735.5655  
[savannah.haspel@cbre.com](mailto:savannah.haspel@cbre.com)

## CB Richard Ellis' Sales Professionals Honored Twice by NAIOP As Top Office Brokers and Investment Brokers of the Year

-- Office Award Received a Record 11<sup>th</sup> Time --

Phoenix – April 3, 2008 – CB Richard Ellis' (CBRE) sales professionals have been honored twice by the Arizona Chapter of the National Association of Industrial and Office Properties (NAIOP) as *Office Brokers of the Year* and *Investment Brokers of the Year*.

**Office Brokers of the Year** - Tom Adelson, Jim Fijan, Jerry Roberts and Kevin Calihan received the award for having completed 113 sale and lease transactions with a total consideration of more than \$1 billion in 2007. In addition, they negotiated 12 building sales and seven land sales, which will result in the development of 975,000 square feet of office product. Notably, the group is also responsible for the state's largest office lease and sale transactions in 2007.

For Fijan and Adelson, this marks the 11<sup>th</sup> time in 14 years they have been honored with the award. Fijan and Adelson, executive vice presidents at CBRE, have a long and impressive history with the firm that dates back to 1983. Roberts, also an executive vice president, joined the company in 1988 and Calihan, a senior vice president, in 1997. Together, they have more than 70 years of office brokerage experience.

A four-person support team backs the four sales professionals, allowing Fijan and Roberts to focus on landlord representation and investment sales, and Adelson and Calihan to specialize in tenant representation. Outside the office, the brokers are involved in a number of community projects, including the Thunderbirds, Southwest Autism Research Center and the Boys & Girls Clubs of Metropolitan Phoenix.

***Investment Brokers of the Year*** – Bob Young, Glenn Smigiel, Steve Brabant, Rick Abraham and Nancy Cueva received the award for having completed 15 office and industrial sale transactions, representing a total of 2.8 million square feet in 26 buildings and \$548 million in consideration. Additionally, they negotiated the state’s third and fourth largest office transactions, in terms of consideration, in 2007.

Young and Smigiel, senior vice presidents at CBRE, have worked as partners since 1987. Brabant, also a senior vice president, and Abraham, a vice president, joined the group in 1998, and Nancy Cueva, a marketing specialist, in 2003. Together, they have sold over \$3 billion of investment properties.

The group assists owners of all sizes, including institutions and individuals, in developing solutions for retail, office, medical office and industrial real estate assets. Outside the office, they are involved in several civic projects, including the Swing Fore Kids Golf Classic, ChildhelpUSA and the Sojourner Center.

“These awards directly reflect CB Richard Ellis’ ability to effectively serve its clients,” expressed Craig Henig, managing director for the firm’s Phoenix office. “Leveraging the company’s premier service platform has allowed these individuals to not only fulfill, but exceed, their clients’ expectations – the true barometer of CB Richard Ellis’ success.”

NAIOP, a trade group for developers, owners and investors in industrial, office and related commercial real estate, recognized the award recipients at a banquet held on March 20 celebrating its “Best of NAIOP 2007” competition.

#### **About CB Richard Ellis**

CB Richard Ellis Group, Inc. (NYSE:CBG), an S&P 500 company headquartered in Los Angeles, is the world’s largest commercial real estate services firm (in terms of 2007 revenue). With over 29,000 employees, the Company serves real estate owners, investors and occupiers through more than 300 offices worldwide (excluding affiliate offices). CB Richard Ellis offers strategic advice and execution for property sales and leasing; corporate services; property, facilities and project management; mortgage banking; appraisal and valuation; development services; investment management; and research and consulting. In 2007, CB Richard Ellis was named one of the 50 “best in class” companies by BusinessWeek, and one of the 100 fastest growing companies by Fortune. Please visit our Web site at [www.cbre.com](http://www.cbre.com).