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The knowledge market

2017 Methodology for Determining Winners of CoStar Power Broker Awards

The following criteria represent the methodology used in generating CoStar Power Broker awards for all company and individual categories. Each award is based on transaction data included in CoStar's commercial real estate database, the largest and most comprehensive database of commercial real estate information. Information in CoStar's database is verified and continuously updated by CoStar's research analysts—comprising the largest commercial real estate research operation of its kind—and available to clients through CoStar Suite™, which includes CoStar Property®, CoStar COMPS®, and CoStar Tenant®. Because this information is gathered and confirmed daily, totals and rankings could change as new information is obtained. Brokers are encouraged to provide information on all transactions closed during calendar year 2017 to ensure they receive full credit for their closed transactions.

CoStar Power Broker Leasing Awards for Companies

This award recognizes companies that achieve high levels of leasing transaction volume in 2017, in which a company acted as the agent or broker on any U.S. or Greater Toronto Area office, retail, flex and industrial property lease transaction. The award recognizes companies by the CoStar market in which the company is located, (i.e. Top Leasing Companies in Cincinnati, Top Leasing Companies in Phoenix, etc.) and is calculated using information on signed lease transactions contained in CoStar's database.

To qualify toward an award, lease transactions must meet the following criteria:

ONLY THIRD-PARTY BROKERAGE FIRMS MAY QUALIFY: The purpose of the CoStar Power Broker Awards is to recognize exceptional performance by third-party brokerage firms and individuals. To be considered for a CoStar Power Broker award, firms must be primarily in the business of providing “third-party” brokerage, either as a tenant representative, a landlord representative, or both (i.e. those that compete for the right to represent properties or tenants through listing or representation agreements and have no direct ownership in the properties or firms they represent).

Firms that are primarily owners of real estate are not eligible. If a firm provides leasing brokerage services but is directly employed by the owner, property manager, asset manager, fund manager, or developer of the property, or if the firm or its principals have any direct or indirect ownership of a property, the firm will not be credited for that transaction. Brokerage firms and agents who lease properties for their own family members or for corporate parents will not receive credit for transactions in those properties.

Commercial Property Lease Transactions Only: To be considered transactions must be a signed lease for Office, Office/Medical, Office/Retail, Medical, Retail, Flex, or Warehouse space within a building contained in the CoStar Property database. The transaction may be a new or a renewal of a lease, and may be a direct lease or a sublease.

Signing Date: Lease must have a signing date in calendar year 2017. The move-in date is not taken into consideration.

Building Status: The status of the building in which the leased space is located is not taken into consideration. Therefore, the lease may be for space located within an existing, under construction, under renovation or a proposed property. Lease transactions are categorized by CoStar's Building Space Use Type in which the space was leased (Office, Office/Medical, Office/Retail, Medical, Retail, Flex, or Warehouse) regardless of the Building Type of the property.

Overall Leasing Volume: The overall leasing volume for each company is based on an aggregation of the square footages for all qualified lease transactions in which the company represented either the tenant or the landlord within the respective CoStar market. The overall leasing volume for each company is calculated as follows: The total square footage of each lease transaction multiplied by the average asking rental rate reported by CoStar at year-end 2017 for the lease transaction's space use and market is calculated for each company (i.e. total office square footage multiplied by the market average asking rental rate for office space, total warehouse square footage multiplied by the market average asking rental rate for warehouse space, etc.).

This calculation is first done for all lease transactions in which the company represented the tenant. The same calculation is then done for all lease transactions in which the company represented the landlord. The two numbers are added together for an overall leasing transaction number for the company. Under this methodology, a company that represented both the tenant and the landlord in the same transaction would receive credit for both sides of the same transaction toward a CoStar Power Broker Award.

CoStar Power Broker Sales Awards for Companies

This award recognizes companies that achieve high levels of sales transaction volume in 2017, in which the company acted as the agent or broker in any U.S. or Greater Toronto Area commercial property sales transaction. The award recognizes companies based on the CoStar market in which the company is located (i.e. Top Sales Companies in Cincinnati, Top Sales Companies in Phoenix, etc.) and is calculated using pricing information from closed sales transactions in CoStar's COMPS database.

To qualify, sales transactions must meet the following criteria:

ONLY THIRD-PARTY BROKERAGE FIRMS MAY QUALIFY: The purpose of the CoStar Power Broker Awards is to recognize exceptional performance by third-party brokerage firms and individuals. To be considered for a CoStar Power Broker award, firms must be primarily in the business of providing "third-party" brokerage, either as a buyer representative, a seller representative, or both (i.e. those that compete for the right to represent buyers or sellers through sales listing or representation agreements and have no direct ownership in the properties or firms they represent).

Firms that are primarily owners of real estate are not eligible. If a firm provides sales brokerage services but is directly employed by the owner, property manager, asset manager, fund manager, or developer of the property, or if the firm has any direct or indirect ownership of a property, they will not be credited for that transaction. Brokerage agents and firms who buy or sell properties for their own family members or corporate parents will not receive credit for transactions in those properties.

Commercial Property Sale Transactions Only: To be considered sales transactions must be a closed property or land sale in CoStar's COMPS database.

Closing Date: The property sale must have a closing date in calendar year 2017.

Overall Sales Volume: The overall sales volume for each company is based on an aggregation of the sales prices for all closed sale transactions in which that company represented either the buyer or the seller. The overall sales total is calculated as follows: The total sales dollar volume is calculated for each company in which the company represented a buyer. Then, a sales dollar volume is calculated in which the company represented a seller. The two numbers are added for an overall sales volume number for the company. Under this methodology, a company that represented both the buyer and the seller in the same transaction would be credited twice for the same transaction.

CoStar Power Broker Leasing Awards for Individuals

This award recognizes individuals who achieve high levels of leasing transaction volume in 2017, in which the individual acted as the agent or broker on any U.S. or Greater Toronto Area office, retail, flex and industrial property lease transaction. Individual CoStar Power Broker leasing awards are presented in

three categories: Office Leasing, Retail Leasing and Industrial/Flex Leasing. The award recognizes individuals by market based on the CoStar market in which the individual is based, and is calculated using information on signed lease transactions contained in CoStar's database.

To qualify, lease transactions must meet the following criteria:

ONLY INDIVIDUALS AT THIRD-PARTY BROKERAGE FIRMS MAY QUALIFY: The purpose of the CoStar Power Broker Awards is to recognize exceptional performance by third-party brokerage firms and individuals. To be considered for a CoStar Power Broker award, individuals must be primarily in the business of providing "third-party" brokerage, either as a tenant representative, a landlord representative, or both (i.e. those that compete for the right to represent properties or tenants through listing or representation agreements and have no direct ownership in the properties or firms they represent).

Individuals who have an ownership stake in real estate they represent are not eligible. If a broker is directly employed by the owner, property manager, asset manager, fund manager, or developer of the property, the broker will not be eligible for an award. Brokers and agents who lease properties for their own family members or for corporate parents will not receive credit for transactions in those properties.

Commercial Property Lease Transactions Only: To be considered transactions must be a signed lease for Office, Office/Medical, Office/Retail, Medical, Retail, Flex, or Warehouse space within a building contained in the CoStar Property database. The transaction may be a new or a renewal of a lease, and may be a direct lease or a sublease.

Signing Date: Lease must have a signing date in calendar year 2017.

Building Status: The status of the building where the lease occurred is not a factor in the awards. The lease may be for space located within an existing, under construction, under renovation or proposed property. Lease transactions are categorized by CoStar's Building Space Use Type in which the space was leased (Office, Office/Medical, Office/Retail, Medical, Retail, Flex, or Warehouse) regardless of the Building Type of the property.

Overall Leasing Volume: Overall leasing volume for each individual is based on an aggregation of the square footages of all the lease transactions in which the individual represented either the tenant or the landlord. The overall volume is calculated as follows: The total square footage of each lease transaction multiplied by the average asking rental rate reported by CoStar at year-end 2017 for the lease transaction's space use and market is calculated for each company (i.e. total office square footage multiplied by the market average asking rental rate for office space, total warehouse square footage multiplied by the market average asking rental rate for warehouse space, etc.).

This calculation is first done for all lease transactions in which the individual represented the tenant. The same calculation is then done for all lease transactions in which the individual represented the landlord. The two numbers are added together for an overall leasing transaction number for the individual. Under this methodology, a broker who represented both the tenant and the landlord in a transaction would be credited twice for the same transaction.

Brokerage Teams: To account for individuals who work together as brokerage teams to close a lease transaction, CoStar tracks multiple individual brokers for both the tenant representation and landlord representation for each lease transaction.

CoStar recognizes that multiple brokers will often appear on a listing for marketing purposes. A broker who is removed from a transaction for the purposes of allocating credit for the Power Broker awards will be permanently removed from the transaction and will not be subsequently added back to the transaction in CoStar's commercial real estate database.

In determining an individual's transaction volume for the 2017 Power Broker award, each individual member of a brokerage team credited in a transaction will receive credit equal to the **total square** footage

of that lease transaction divided by the number of brokers representing each client's side of the transaction. For example, a broker working as part of a three-person brokerage team representing the tenant on a transaction will receive credit for one-third of the square footage of the lease transaction.

CoStar Power Broker Sales Awards for Individuals

This award recognizes individuals who achieve high levels of sales transaction volume in 2017, in which an individual acted as the agent or broker on any U.S. or Greater Toronto Area property sales transaction. The award recognizes individuals based on the CoStar market in which the individual is based (i.e. Top Sales Brokers in Cincinnati, Top Sales Brokers in Phoenix, etc.) and is calculated using pricing information from closed sales transactions contained in CoStar's COMPS database.

To qualify, sales transactions must meet the following criteria:

ONLY INDIVIDUALS AT THIRD-PARTY BROKERAGE FIRMS MAY QUALIFY: The purpose of the CoStar Power Broker Awards is to recognize exceptional performance by third-party brokerage firms and individuals. To be considered for a CoStar Power Broker award, individuals must be primarily in the business of providing "third-party" brokerage, either as a buyer representative, a seller representative, or both (i.e. those that compete for the right to represent buyers or sellers through sales listing or representation agreements and have no direct ownership in the properties or firms they represent).

Individuals who have an ownership stake in the real estate they represent are not eligible. If a broker is directly employed by the owner, property manager, asset manager, fund manager, or developer of the property, or if the firm has any direct or indirect ownership of a property, they will not be credited for that transaction. Brokers or agents who buy or sell properties for their own family members or corporate parents will not receive credit for transactions in those properties.

Commercial Property Sale Transactions Only: To be considered sales transactions must be a closed property or land sale in CoStar's COMPS database.

Closing Date: Sale must have a closing date in calendar year 2017.

Overall Sales Volume: The overall sales volume for each individual is based on an aggregation of the sales prices for all closed sale transactions in which that individual represented either the buyer or the seller. The overall sales total is calculated as follows: The total sales dollar volume is calculated for each sale in which the individual represented the buyer. Then, a sales dollar volume is calculated for each sale in which the individual represented the seller. The two numbers are added for an overall sales volume number for the individual. Under this methodology, an individual broker who represented both the buyer and the seller in the same transaction would be credited twice for the same transaction.

Brokerage Teams: To account for individuals who work together as a brokerage team to close a sale transaction, CoStar tracks multiple individual brokers for both the owner representation and buyer representation on each sales transaction. In determining transaction volume for the 2017 Power Broker award, each individual broker on a transaction will receive credit equal to the total sales dollar volume of that deal divided by the number of brokers representing the buyer. For example, a broker working as part of a three-person brokerage team representing the buyer on a sales transaction will receive credit for one-third the total sales dollar volume of that property sale.

The award methodology for all CoStar Power Broker Awards is subject to change at CoStar's sole discretion.