

## THE KNAKAL GROUP: OVER \$16.5 BILLION IN AGGREGATED TRANSACTIONS

The Knakal Group is the team at Cushman & Wakefield that executes sale transactions quarterbacked by Bob Knakal. The team is managed by Jon Hageman who has been in this capacity for Mr. Knakal for more than 14 years. Today, the team consists of 18 professionals who, in various capacities, contribute to the implementation of the group's marketing initiatives.

Mr. Knakal began his career in 1984 at CB Commercial (the predecessor company to CBRE) where he met Paul Massey. The two partnered on Mr. Knakal's second day on the job. They were the top salespeople in CB's midtown office by 1986 and left to form their own firm, Massey Knakal Realty Services, in November of 1988. Over the following 26 years, the firm grew to become the dominant investment sales firm in New York City. According to CoStar, Massey Knakal was ranked #1 in terms of number of properties sold beginning in 2001 and the firm maintained that position through 2014 when the company was sold to Cushman & Wakefield. Over that period of time, the firm sold more than three times the number of properties than the closest competitor.

**In 2015, The Knakal Group was Cushman & Wakefield's top producing investment sales team nationally and in 2016 it was also the top originating investment sales team.**

Mr. Knakal has continued to be an iconic broker in the New York City marketplace, having brokered the sale of over 1,772 investment properties in New York (generally considered the highest total ever for any individual broker)

### THE KNAKAL GROUP LIFETIME SALES ACTIVITY

**\$16.5B**  
AGGREGATE  
\$ VALUE

**1,772**  
PROPERTIES  
SOLD

**55M**  
SQUARE  
FEET

**39,075**  
NUMBER OF  
UNITS

with a market value in excess of \$16.5 billion. In 2015, The Knakal Group was Cushman & Wakefield's top producing investment sales team nationally and in 2016 it was also the top originating investment sales team. Mr. Knakal is routinely counted among the top sales brokers in the United States and was featured in Rod Santomassimo's 2011 bestselling book, "Brokers Who Dominate", highlighting the top brokers in North America. He is a thought leader who authors a weekly column called Concrete Thoughts for the Commercial Observer and is a regular speaker on New York's investment sales market at industry events and at colleges and universities, including his alma mater, the Wharton School at the University of Pennsylvania. He is also a frequent guest on business television including shows on MSNBC and Fox Business News. He also produces a regular video series on the Knakal News Network.





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