



Americas Business Overview

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President, The Americas

2010 Americas Corporate Stats

Unique Breadth and Depth

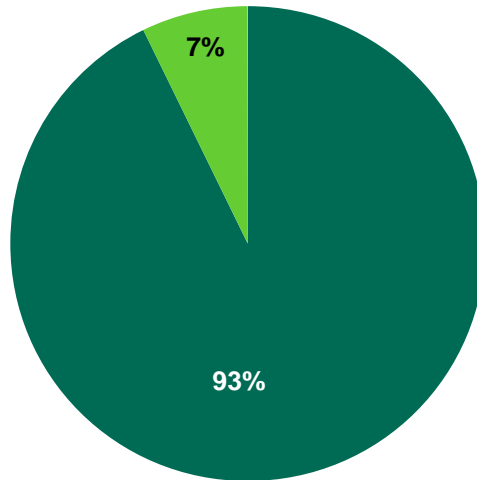
Total Transaction Value	\$73.7 billion
Property Sales (# of Transactions)	4,350
Property Sales (Transaction Value)	\$29.8 billion
Property Leasing (# of Transactions)	30,975
Property Leasing (Transaction Value)	\$43.9 billion
Valuation and Advisory Assignments	31,525
Loan Originations	\$14.5 billion
Loan Servicing	\$112.7 billion ⁽¹⁾
Property & Corporate Facilities Under Management	1.45 billion sq. ft. ⁽²⁾
Project Management Contract Value	\$9.9 billion

(1) Reflects loans serviced by GEMSA, a joint venture between CBRE Capital Markets and GE Capital Real Estate

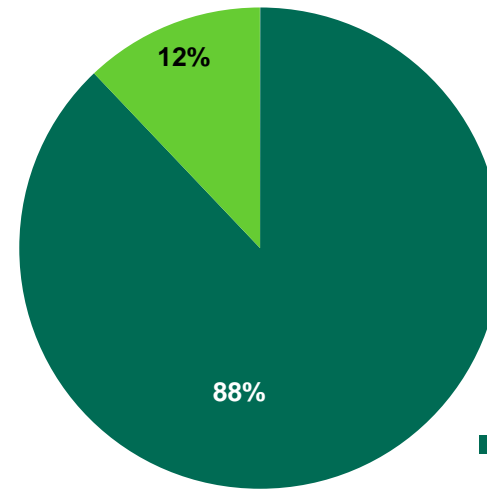
(2) Includes affiliate offices

Revenue by Region

Full Year 2007



Q3 2011 YTD



■ US
■ All Other Regions

Key Facts

- Canada: 23 owned offices and 1 affiliate
 - Advisory and Outsourcing revenue at record pace in 2011
- Latin America: Owned offices in Brazil, Chile and Mexico; affiliates in 4 other countries
 - Substantial growth in Brazil and Chile
 - Growing GCS portfolio

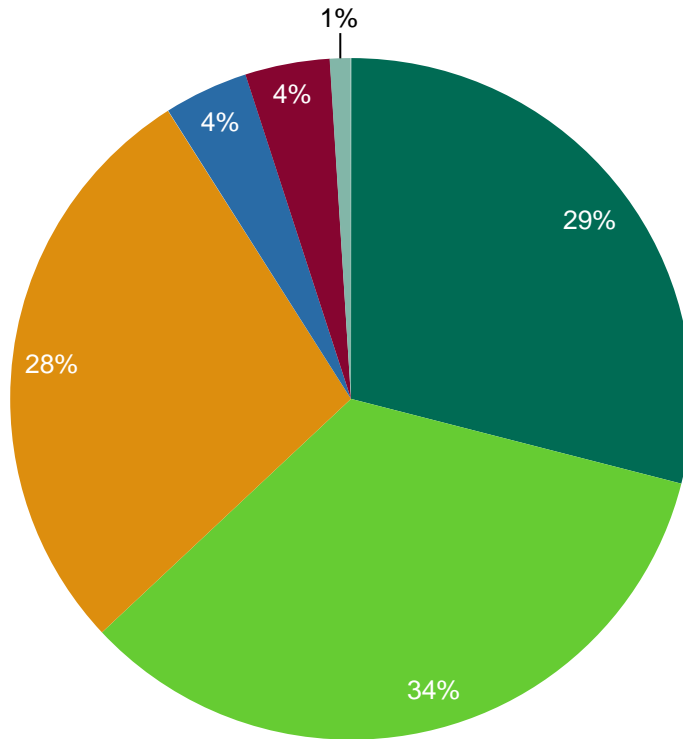
Top Cities

Atlanta	Chicago	Dallas	Los Angeles	New York
				
<ul style="list-style-type: none"> • Business Services • Education • Government • Healthcare • Leisure & Hospitality • Transportation • Utilities 	<ul style="list-style-type: none"> • Education • Financial Services • Healthcare • Retail • Technology 	<ul style="list-style-type: none"> • Business Services • Healthcare • Logistics & Trade • Technology 	<ul style="list-style-type: none"> • Education • Entertainment • Government • Healthcare/Hospitals • Law Firms 	<ul style="list-style-type: none"> • Entertainment • Financial Services • Law Firms • Publishing

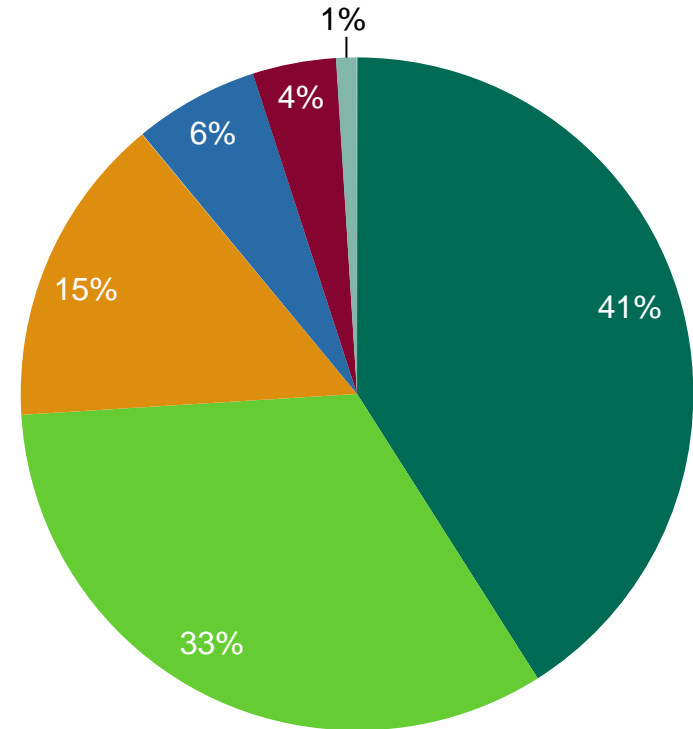
San Francisco	Sao Paulo	Seattle	Toronto	Washington, DC
				
<ul style="list-style-type: none"> • Biotech • Business Services • Financial Services • Law Firms • Technology 	<ul style="list-style-type: none"> • Automotive • Business Services • Financial Services • Telecommunications • Textiles 	<ul style="list-style-type: none"> • Aerospace • Business Services • Healthcare • Technology 	<ul style="list-style-type: none"> • Consulting • Financial Services • Government • Insurance • Law Firms 	<ul style="list-style-type: none"> • Federal Government • Financial Services • Government Contractors • Law Firms • Non-profits / Associations

Americas Revenue by Service Line

2007



Q3 2011 YTD



■ Property and Facilities Management

■ Sales

■ Appraisal and Valuation

■ Leasing

■ Commercial Mortgage Brokerage

■ Other

CBRE

Leasing:

- Leasing activity has maintained solid growth despite sluggish economy
 - Vacancy remains historically high
 - Rental growth has been modest

Capital Markets:

- Recovery of investment activity has continued with availability of low-priced capital.
- Commercial real estate ownership as an asset class is attractive
 - Pricing stable in core markets
 - Private and institutional capital gravitates toward core markets
- Ample debt available from life companies, banks and GSE's (CMBS market in flux)

Appraisal and Valuation:

- Portfolio assignments are increasing; stress in secondary markets creating workout opportunities

Asset Services:

- High vacancy pressures owners to increase efficiencies to improve ROI
- Industrial portfolios have been largest outsourcing deals brought to market

- Sustaining strong growth in spite of sub-par economic recovery
 - Gross revenue up 17% and 19%, Q3 2011 and YTD Q3 2011, respectively
 - All service lines growing YTD by double digits

- Taking advantage of capital markets recovery
 - Property sales revenue up 49% YTD Q3 2011
 - #1 investment sales market share (14.3%) YTD Q3 2011 (RCA)
 - Commercial mortgage brokerage revenue up 47% YTD Q3 2011

- Outsourcing strength continues
 - Property and Facilities Management revenue up 13% YTD Q3 2011

- Canada and Latin America making increased contributions

Americas Strategic Priorities

- Lead the industry (by revenue and margin) in the top markets
- Invest in our people to enable best-in-class client service
- Grow and integrate Global Asset Services
- Grow and integrate Global Corporate Services
- Invest in enhancing our Shared Services systems and platform

People and Platform

Industry Leading Research and Consulting



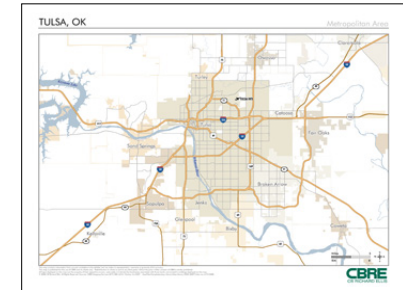
CBRE
MarketView Reports



Special Reports



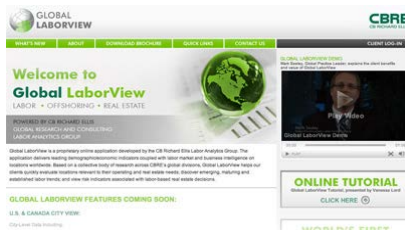
Global In-Sights
Video Podcast



Mapping and
Demographics

Labor Analytic and Economic Incentives Groups

Robust Technology



Global LaborView



CBRE for iPhone

The Best People in the Business



Training For All Levels of
Professional Development







Insight Client Portal



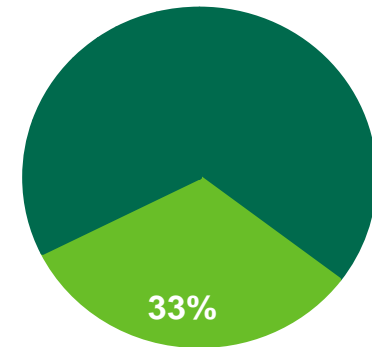
Active Social Media Presence



Property Leasing Services

Major 2011 Transactions		
	1,100,000 sq. ft.	Boston
	1,050,000 sq. ft.	New York
	540,000 sq. ft.	New York (suburbs)
	250,000 sq. ft.	Tampa
	218,000 sq. ft.	Chicago
	180,000 sq. ft.	Toronto

Percent of Q3 2011 YTD Americas Revenue



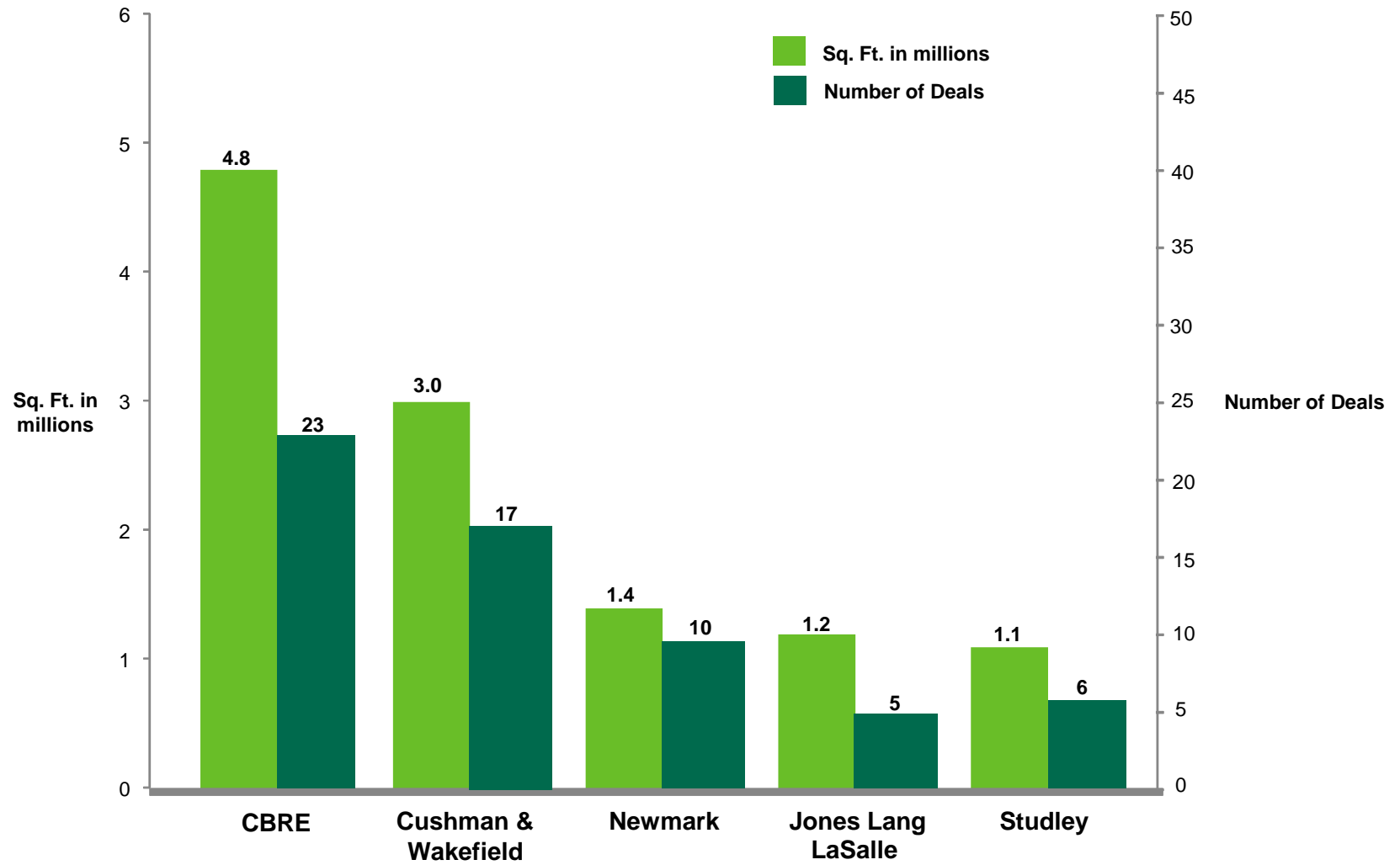
Key Facts

- Approximately **2,600¹ leasing professionals** in the Americas
- Tailored service delivery by **property type** and **industry/market specialization**
- **\$43.9 billion** in Americas lease transactions in 2010
- Despite a sluggish economy, the leasing market posted solid growth through Q3 2011 YTD.

¹ As of December 31, 2010. Does not include affiliate offices.

Top 5 Manhattan Brokerage Firms

2010 Leasing Activity; Top 50 Transactions

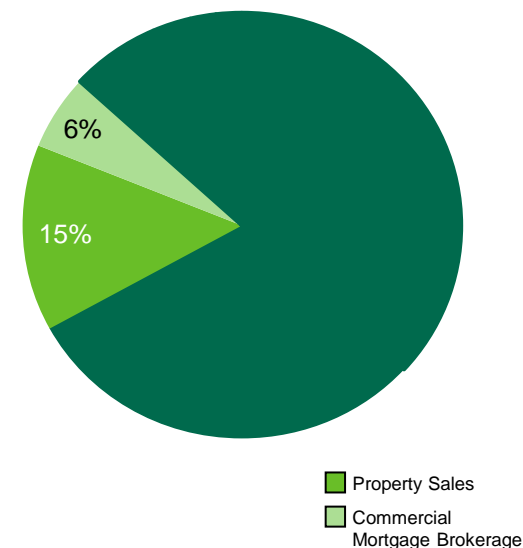


Source: Crain's New York Business, February 14, 2011.

Major 2011 Transactions

	Chelsea Market \$380 Million Financing	New York
	Parsons Corp. Headquarters \$320 Million Acquisition	Southern California
	One Superior Place \$320 Million Property Sale	Chicago
	Donohue Schriber \$249 Million Financing	California & Nevada
	PPG Place \$214 Million Property Sale	Pittsburgh
	Sutton Place Hotel \$205 Million Property Sale	Canada (Vancouver & Edmonton)

Percent of Q3 2011 YTD
Americas Revenue

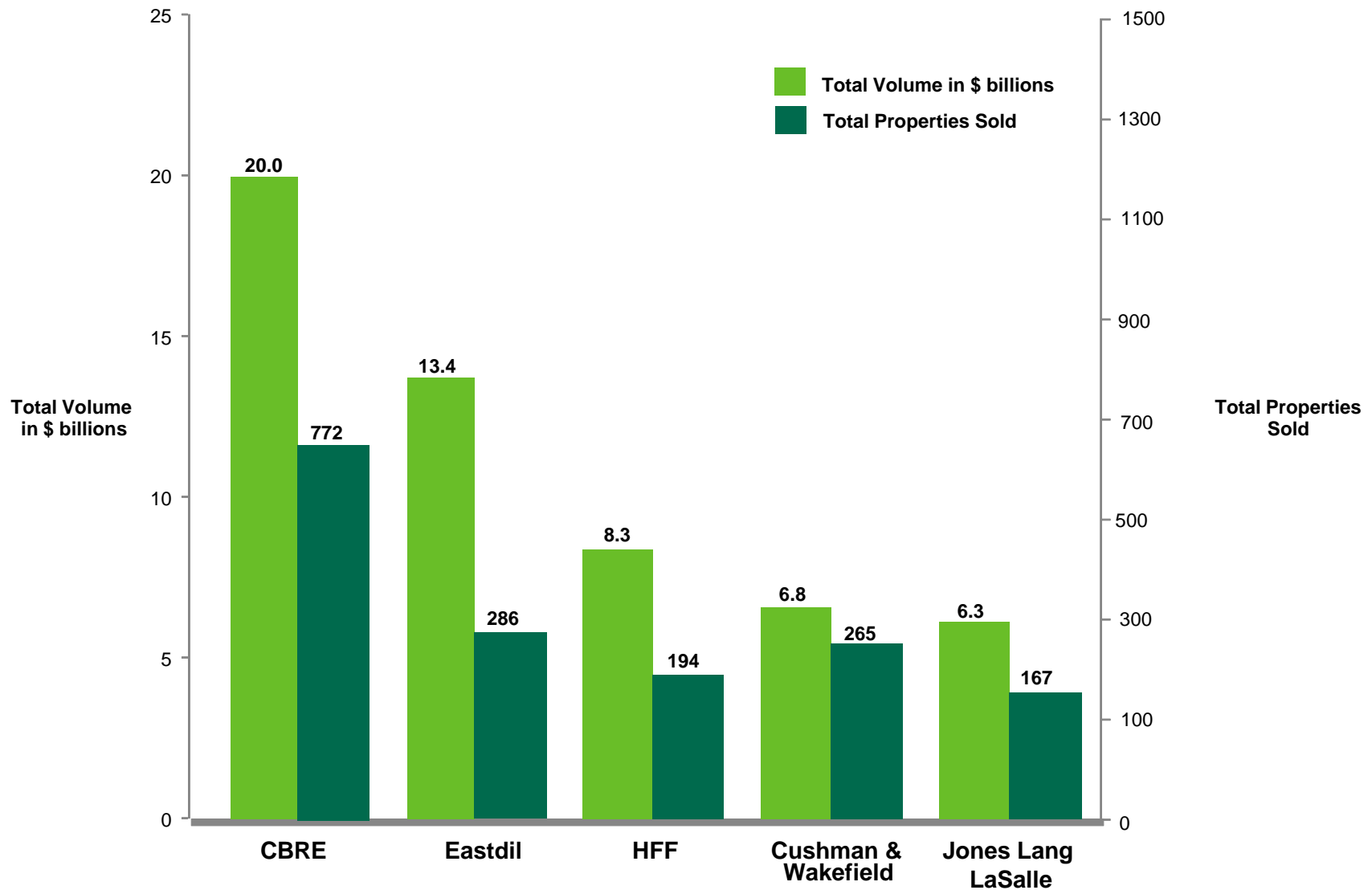


Key Facts

- Approximately **780¹ investment sales specialists** in the Americas
- Specialization across all major property types
- **\$29.8 billion** in Americas sales in 2010
- Recovery of transaction activity continued through Q3 2011 YTD as low-priced capital remained available

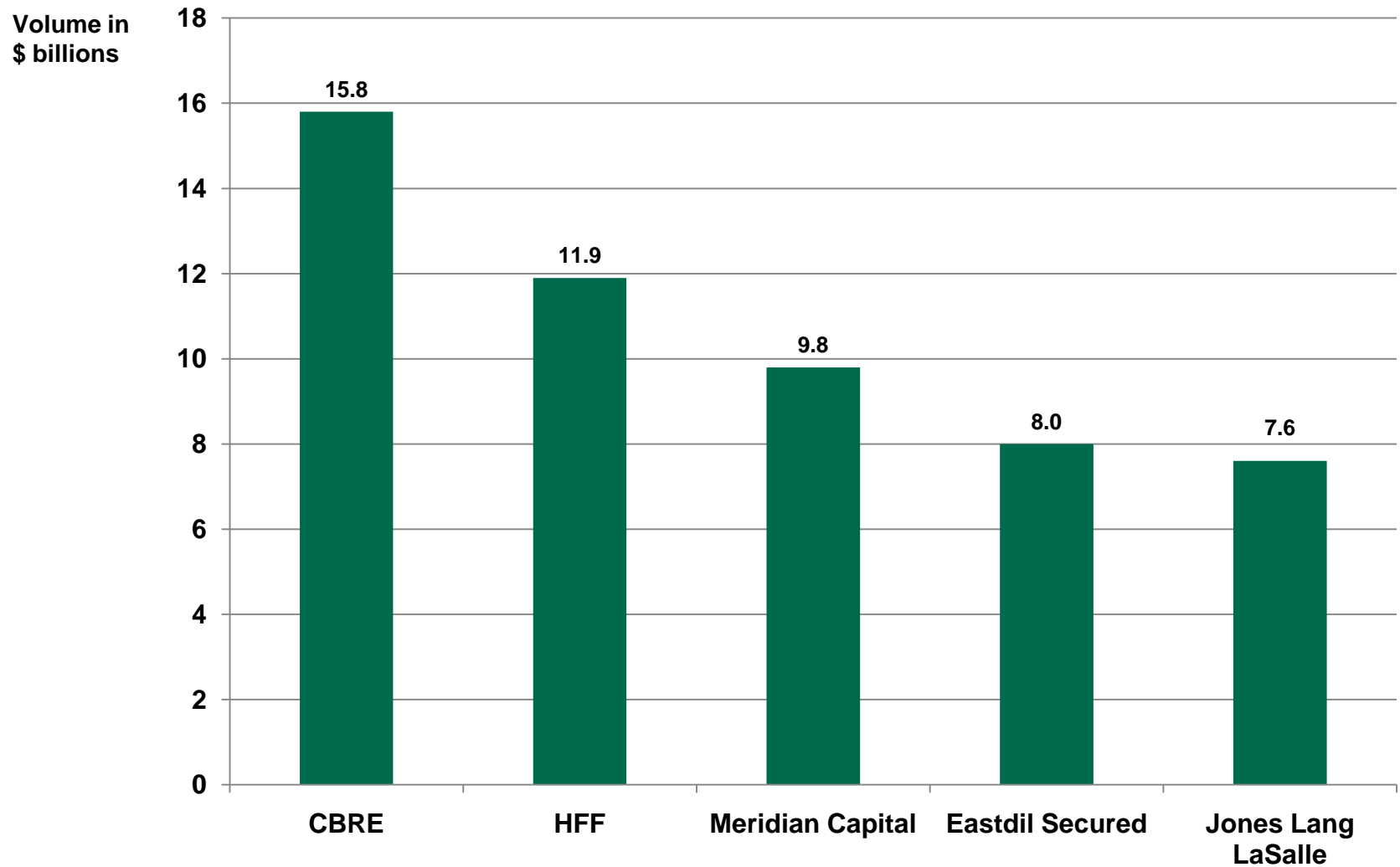
1. As of December 31, 2010. Does not include affiliate offices.

Top 5 U.S. Investment Sales Firms



Source: Real Capital Analytics, October 2011.

Top 5 U.S. Financial Intermediaries

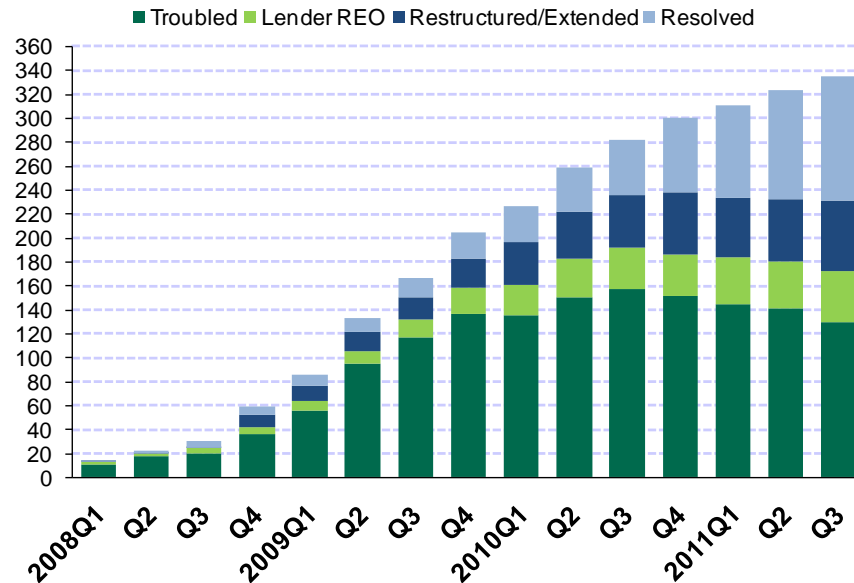


Source: NREI "Top Lenders" Survey, May 2011*

*Includes loan sales volume, which was left out of NREI survey as published.

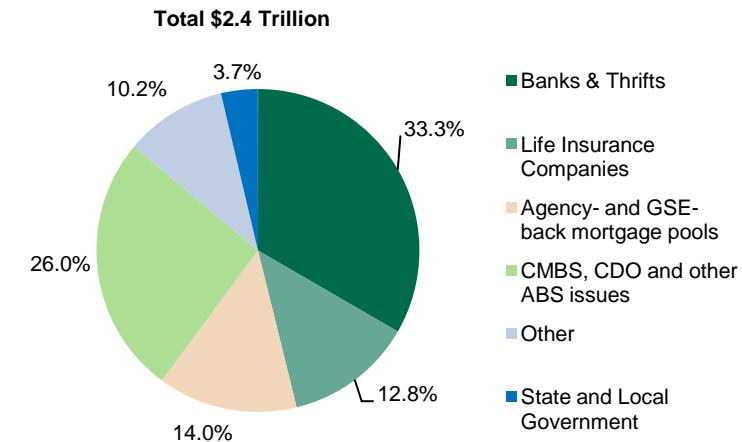
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Distressed Deal Volume



Source: Real Capital Analytics, Troubled Asset Radar as of September 30, 2011

U.S. Commercial & Multifamily Outstanding



Source: Mortgage Bankers Association 2Q 2011

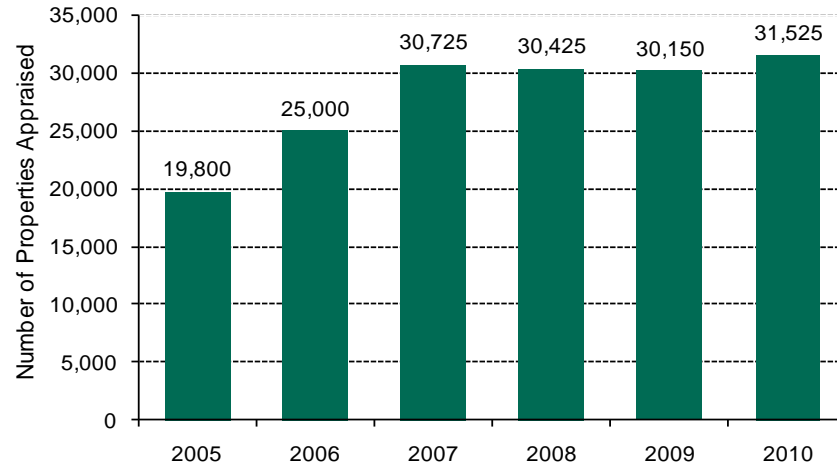
NPI Total Returns Summary – Retail Catches up to Apartments

	Q3 2011	1 Year	3 Year	15 Year	Since Inception
Apartment	3.60	18.58	-.11	9.35	8.66
Industrial	3.39	15.41	-2.64	9.34	9.23
Office	2.96	15.33	-3.09	9.51	8.30
Retail	3.58	15.30	1.13	9.92	9.43
Total	3.30	16.10	-1.45	9.39	9.03

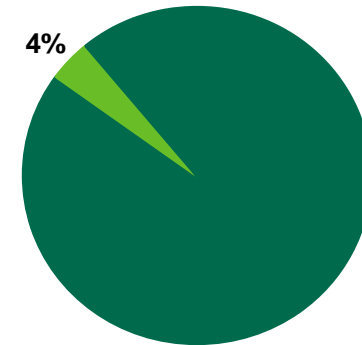
Source: The National Council of Real Estate Investment Fiduciaries (NCREIF) and CBRE Research, as of Q3 2011

Appraisal and Valuation Services

Number of Americas Appraisals



Percent of Q3 2011 YTD Americas Revenue



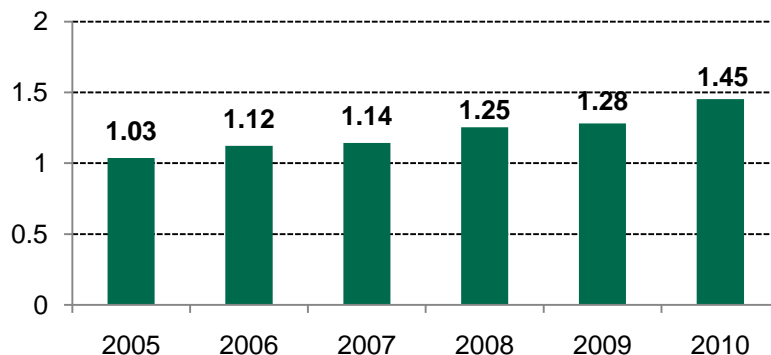
Largest Clients	
Deutsche Bank	LNR Property Corporation
Bank of America	EURO HYPO
CWCapital	JPMorganChase

Largest Corporate Clients	
PEPSICO	Arby's
WASTE MANAGEMENT	VCA Animal Hospitals
RSM McGladrey	CATERPILLAR

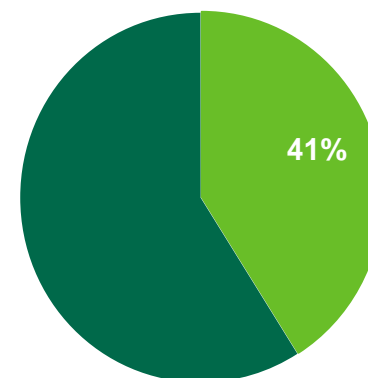
Largest Special Servicer Clients	
CWCapital	CAPMARK Real Estate Finance, Investments, Services
LNR Property Corporation	ING
centerline capital group	MIDLAND LOAN SERVICES

Asset Services

Americas Square Footage Managed¹
(SF in Billions)



Percent of Q3 2011 YTD Americas Revenue²



1. Represents combined data for CBRE and Trammell Crow Company for Facilities Management and Asset Services. Includes affiliate company portfolios.
2. Revenue includes property management, facilities management and project management fees for Global Corporate Services and Asset Services. Does not include transaction revenue associated with outsourcing activities.

Top U.S. Asset Services Clients

Blackstone

CP CLARION PARTNERS



CBRE