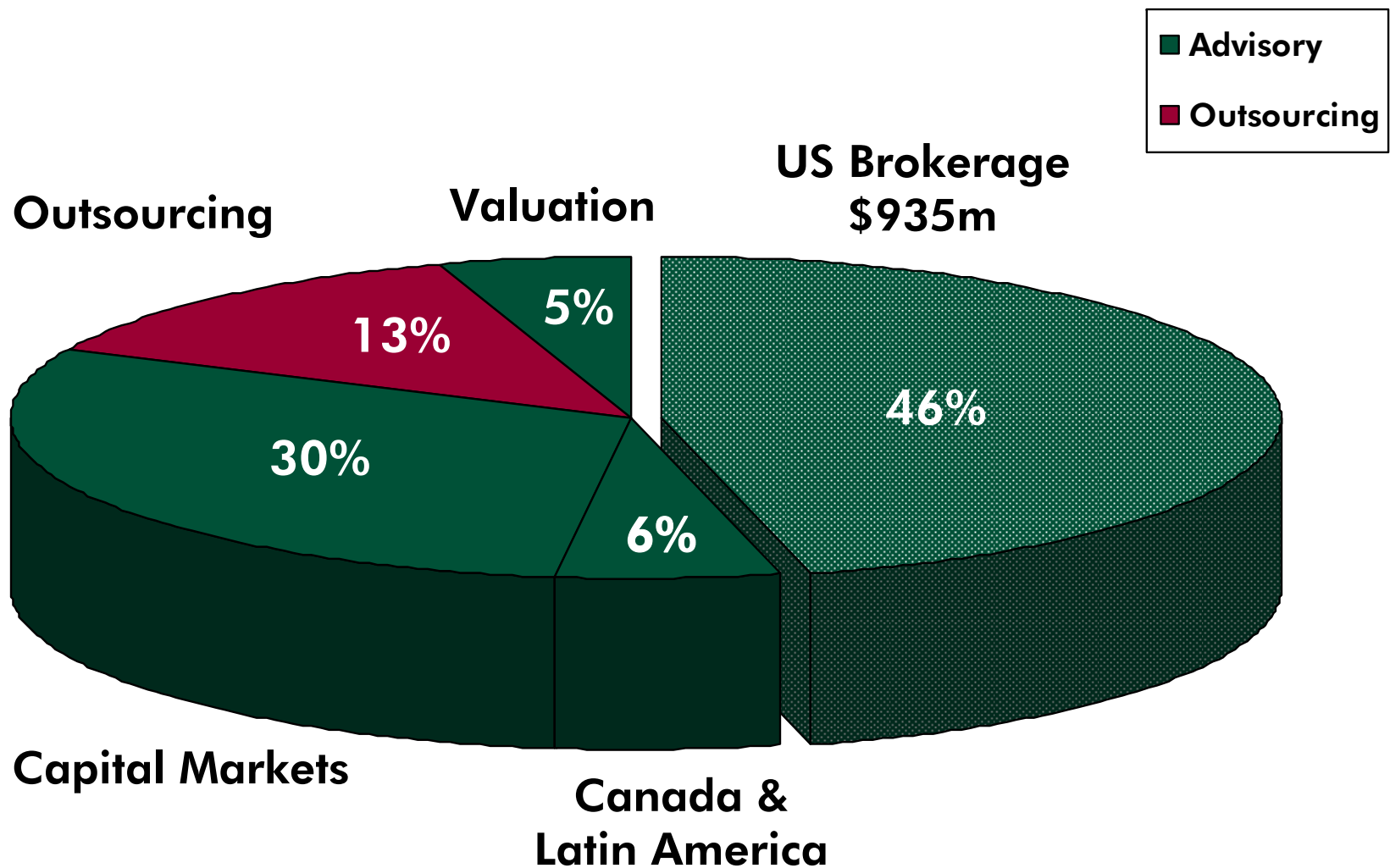


Business Review Day Brokerage

May 17, 2006

Chris Ludeman
President, U.S. Brokerage

2005 Brokerage % of Americas Revenue



Brokerage Overview

- CB Richard Ellis has the #1 Market Position
- Approximately 2,200 producers at year-end 2005
- Provides Leasing and Sales expertise to occupiers, property owners & investors
- Encompasses Office, Industrial, and Retail Practices
- Completed 24,700 Americas leases in 2005 (8.8% growth)
- Completed 6,200 Americas sales in 2005 (6.9% growth)
- Achieved 39% growth in Americas transaction value in 2005

Key Business Drivers

- Favorable economic & business conditions
 - Solid employment growth
 - Business expansion
- Improving market conditions
 - Higher absorption
 - Rent appreciation in all property types
 - Increasing land prices
 - Limited new construction
 - Fading space overhang
- CBRE brand recognition and market force

2006 Strategic Initiatives

- Enhance technology tools to drive productivity gains
- Drive managed brokerage
- Promote cross-border business relationship transfer creating greater 'client share'
- Increase service integration client solutions
- Further develop occupier practice
- Build vertical practice groups
- Support performance management
- Institutionalize recruitment process and practices

Recent Accomplishments

- Chicago – CDW 252,000 sq. ft.
- San Francisco – Barclays Global 321,000 sq. ft. build-to-suit
- Ontario, CA – Target 675,000 sq. ft. industrial
- Houston – Occidental Petroleum 380,000 sq. ft.
- Philadelphia – GMAC 450,000 sq. ft.
- Baltimore – Pier 1 634,000 sq. ft. industrial
- New York – Viacom 305,000 sq. ft.
- New Jersey – Canon USA 300,000 sq. ft.
- Atlanta – Pepsico 911,000 sq. ft. industrial

Case Study – TRAC

- Conceived by senior professionals to enhance collaboration, best practices and producer productivity
- Supports superior, consistent customer experiences across all regions
- Best-in-class content contributed by senior professionals
- Elevates business practices across the enterprise
- Real-time pursuit tracking and pipeline management
- Portal accessible via internet and company intranet
- Dedicated personnel continually enhance system

Case Study – Managed Brokerage

- 150,000 sq. ft. Dallas law firm representation
- Staubach, Trammell Crow and local competitors
- Market manager re-directed team configuration
- Local CBRE professional with relationship
- Local CBRE occupier professional
- National law firm practice group
- Washington DC project management with law firm differentiation
- Assignment captured

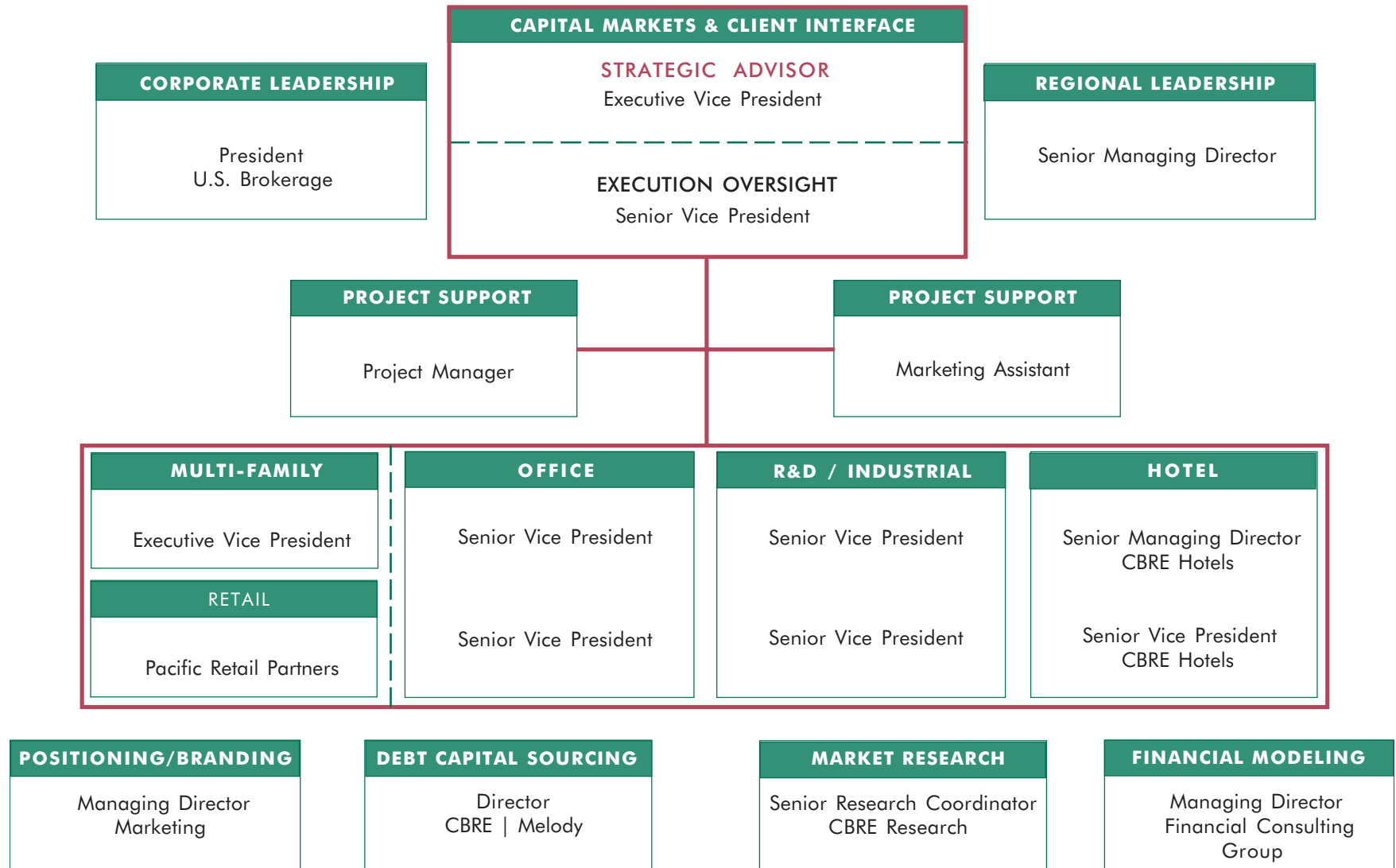
Case Study – Cross Border Business

- Barclay's Global
- New York City relationship management
- San Francisco 321,000 sq. ft. build-to-suit
- Tokyo 80,000 sq. ft.
- London 80,000 sq. ft. data center
- Dubai
- Other on-going projects

Case Study – Integrated Selling

- Fortune 100 corporate client disposition
- 300+ acre metropolitan/Top 10 market in-fill site
- Corporate decision between self-execution and third-party
- CBRE's differentiated and integrated platform won the engagement
- Total projected consideration of approximately \$350 million
- Total projected CBRE fees of approximately \$7 million

Case Study – Integrated Selling continued



Broker Retention & Productivity

- High retention rate
- Growing professional productivity
- Focused recruitment – right people, right places

Professional Development

- Link training to corporate objectives
- Build on success of 'University'
- Standardize and institutionalize curriculum and programs
- Field and specialized training
- Develop 'high touch' career development opportunities
- Mentoring, coaching and training
- Emerging leaders program