



FINANCIAL TEAR SHEET

Corporate Profile

As one of the largest and most successful commercial real estate capital intermediaries in the country, HFF incorporates capital markets knowledge with local real estate knowledge to successfully complete any type of real estate transaction, regardless of size or complexity. In closing more than \$450 billion in more than 17,900 transactions since 1998, HFF consistently maintains the capital markets relationships critical to successfully accomplish your specific capital needs in today's highly complex and rapidly shifting capital markets environment.

Primary IR Contact

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Stock Performance

HF (Common Stock)

Exchange NYSE (US Dollar)

Price \$49.01

Change (%) ▲ 2.50 (5.38%)

Volume 200,750

52 Week Low \$30.24

Market Cap \$1,826,416,538

Rolling EPS 2.88

PE Ratio 16.1679

Shares Outstanding 39,269,330

Data as of 03/19/19 4:02 p.m. ET



Recent Headlines & Events

03/19/19 - 8:14 a.m.

JLL to Accelerate Growth in Capital Markets
Business Through Acquisition of HFF

03/18/19 - 4:17 p.m.





HFF Securities Limited Acts as Exclusive
Financial Adviser on the Sale of 4 London Hotels
for Grange Hotels

03/11/19 - 6:00 a.m.

HFF Announces £108M Financing of 127
Kensington High Street in London

There are currently no events scheduled.

SEC Filings

Filing Date	Form	
03/19/19	425	
03/19/19	425	
03/19/19	425	
03/19/19	425	

Corporate Governance

Gregory R. Conley	Chief Financial Officer
Mark D. Gibson	
Nancy O. Goodson	Chief Operating Officer
Matthew D. Lawton	
Gerard T. Sansosti	
Joe B. Thornton, Jr.	
Michael J. Tepedino	
Manuel A. de Zárraga	
Kevin C. MacKenzie	

Ownership Summary

Shareholders

	Holders	Value (\$MM)	% O/S	Shares
Institution	301	1,254.89	94.6	37,137,002
Mutual Fund	326	856.35	52.2	20,509,862
Insider *	16	90.82	5.7	2,233,627

**Insider values reflect direct beneficial ownership.*

Top Holders

	Shares Held	% O/S	Share Change	Filing Date
Kayne Anderson Rudnick Investment Management, LLC	6,311,550	16.1	-89,541	12/31/18
The Vanguard Group, Inc.	5,874,677	15.0	8,645	12/31/18
BlackRock Institutional Trust Company, N.A.	5,200,640	13.2	-25,658	12/31/18
JP Morgan Asset Management	1,896,103	4.8	21,856	12/31/18
Dimensional Fund Advisors, L.P.	1,638,385	4.2	-9,829	12/31/18
State Street Global Advisors (US)	1,093,036	2.8	-11,700	12/31/18
Wells Fargo Advisors	946,926	2.4	-48,661	12/31/18
Westfield Capital Management Company, L.P.	541,847	1.4	-30,531	12/31/18
Norges Bank Investment Management (NBIM)	503,402	1.3	25,680	12/31/18
Cooke & Bieler, L.P.	466,950	1.2	-7,810	12/31/18

Data provided by Nasdaq. Minimum 15 minutes delayed. View Attributions and Sources