

## California's Major Commercial Property Management Firms June 7, 2004

Non-Residential Property Management Firms Ranked by Square Footage Managed as of January 1, 2004

Rank	Company Name/ Address/ Website	CA Contact/ Title/ Phone	CA Principal/ Title	Year Established in CA	Total Sq. Ft. Managed Statewide, in Millions	Value of Property Managed Statewide, in Millions	Percentage of CA Property Type By Sq. Ft.		Number of Sites Managed in:		Number of Sites Managed Statewide	Managers/ Employees
					Jan. 1, 2004 Jan. 1, 2003 Jan. 1, 2002	Jan. 1, 2004 Jan. 1, 2003 Jan. 1, 2002	Retail Office	Industrial Other	Bay Area Sacramento Los Angeles Other	Inland Empire Orange County San Diego		
1	CB Richard Ellis 4400 MacArthur Blvd., Ste. 600 Newport Beach, CA 92660 www.cbrichardellis.com	Dave Pogue Sr. Managing Dir. 408.453.7444	Jana Turner President	1906	77.1 52.4 51.1	\$9,600 NA NA	12% 50%	38% 0%	NA NA	NA NA	450	120 280
2	Jones Lang LaSalle 355 South Grand Avenue, Ste. 4280 Los Angeles, CA 90071 www.joneslanglasalle.com	Elizabeth Hearle Div. President, Leasing Mgmt.	Elizabeth Hearle	1998	42.7 45.1 25.1	NA NA NA	54% 39%	7% 0%	NA NA	NA NA	NA	NA NA
3	Cushman & Wakefield 601 S. Figueroa St., 47th Floor Los Angeles, CA 90017 www.cushmanwakefield.com	Pauline Gates Sr. Regional Administrator 213.955.6481	William Durslag Sr. Managing Dir. Western Region	1977	42.0 44.4 38.8	NA NA NA	2% 42%	17% 39%	56 1 30	6 21 6	122	93 647
4	Trammell Crow Company 970 W. 190th Street, Ste. 400 Torrance, CA 90502 www.trammellcrow.com	Maura Hudson Mktg. Director for So CA 310.630.8800	Robert Ruth Area Director/Sr. Managing Director	1950	41.7 57.0 64.3	NA NA NA	1% 34%	65% 0%	NA	NA	254	78 343
5	Equity Office Properties Trust 600 Two California Plaza, Ste. 200 Los Angeles, CA 90071 www.equityoffice.com	Bert Duzzutti Los Angeles SVP 213.438.4601	NA	1997	41.1 41.1 42.3	NA NA NA	0% 100%	0% 0%	227 37 44 0	0 31 17	356	125 607
6	<b>Legacy Partners Commercial Inc.</b> <b>4000 E. Third Ave., Suite 600</b> <b>Foster City, CA 94404</b> <b>www.legacypartners.com</b>	<b>Debra Smith</b> <b>Executive VP</b> <b>650.571.2200</b>	<b>Barry DiRaimondo</b> <b>President</b>	<b>1973</b>	<b>25.1</b> <b>24.9</b> <b>23.4</b>	<b>NA</b> <b>NA</b> <b>NA</b>	<b>1%</b> <b>38%</b>	<b>62%</b> <b>0%</b>	<b>78</b> <b>0</b> <b>10</b> <b>0</b>	<b>9</b> <b>2</b> <b>10</b>	<b>109</b>	<b>38</b> <b>175</b>
7	PM Realty Group 4675 MacArthur Boulevard, Suite 470 Newport Beach, CA 92660 www.pmrealtygroup.com	Jim Proehl SVP/Dir. West Div. 949.794.1700	Rick Kirk President	1954	23.5 22.1 22.0	\$5,200 \$4,100 \$4,000	2% 80%	9% 9%	10 7 22 0	0 30 13	82	82 240
8	Buzz Oates Management Services 8615 Elder Creek Road Sacramento, CA 95828 www.buzzoates.com	Jack Spiegelman Vice President 916.381.3843	Phil Oates Owner	1960	23.3 23.7 22.5	\$1,200 \$1,030 \$1,000	8% 12%	80% 0%	0 155 0 0	74 1 0	230	11 51
9	Charles Dunn Real Estate Services 800 West Sixth St., 6th Floor Los Angeles, CA 90017 www.charlesdunn.com	Patrick Conn President 213.683.0500	Patrick Conn	1921	22.8 23.6 22.5	\$2,800 \$2,700 \$2,600	34% 28%	23% 15%	15 14 212 0	1 26 7	275	134 120
10	Investment Development Services 515 South Figueroa St., Ste. 1600 Los Angeles, CA 90071 www.idsrealstate.com	Mickey Siam COO 213.362.9300	M. M. Siam, David G. Mgrublian Managing Directors	1986	18.5 16.5 16.5	\$1,500 \$1,400 \$1,400	4% 13%	72% 11%	4 0 101 9	20 7 10	151	33 75

NA = Not Available or Not Applicable

Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the omissions and typographical errors sometimes occur.