

## California's Top Commercial Property Management Firms

Ranked by square foot managed in 2003\*

Rank	Company Name/ Address	Contact/ Title/ Phone	Principal/ Title	Year Established	Total Sq. Ft. Managed Statewide, in Millions		Value of Property Managed Statewide, in Millions		Percentage of Property Type By Sq. Ft.		Number of Sites Managed in:		Number of Sites Managed Statewide	Managers/ Employees
					Jan. 2001 Jan. 2003	Jan. 2001 Jan. 2003	Retail Office	Industrial Other	Orange County Bay Area Sacramento San Joaquin	Los Angeles Inland Empire San Diego Ventura				
1	Trammell Crow Company 970 W. 190th Street, Ste. 400 Torrance, CA 90502 www.trammellcrow.com	Dana Foist Executive Assistant 310.630.8804	Robert Ruth Area Director/Sr. Managing Director	1950	59.1	NA	10%	55%	NA	NA	409	72		
					64.3	NA	35%	0%			441			
					57.0	NA								
2	Insignia/ESG, Inc. 160 W. Santa Clara Street, Ste. 1350 San Jose, CA 95113 www.insigniaesg.com	Kristen Edwards PR Director 213.593.1307	Robert Shibuya EVP Western Region	1989	54.4	NA	1%	54%	151	39	347	90		
					56.7	NA	45%	0%	104	33	494			
					56.1	NA			13	6				
3	CB Richard Ellis 4400 MacArthur Blvd., Ste. 600 Newport Beach, CA 92660 www.cbrichardellis.com	John Records Sr. Managing Dir. 949.809.3673	Jana Turner President	1906	51.0	\$6,300	18%	39%	131	34	272	71		
					53.4	\$6,700	40%	3%	33	0	159			
					52.4	NA			47	27				
4	Jones Lang LaSalle One Front St., Suite 300 San Francisco, CA 94117 www.joneslanglasalle.com	NA	Elizabeth Hearle Regional Manager	1998	26.2	NA	NA	NA	NA	NA	48	117		
					25.1	NA					768			
					42.0	NA								
5	Cushman & Wakefield 601 S. Figueroa St., 47th Floor Los Angeles, CA 90017 www.cushmanwakefield.com	William Dursiag Sr. Managing Dir. 213.955.6472	William Dursiag Sr. Managing Dir.	1917	30.7	NA	3%	21%	9	42	375	66		
					38.8	NA	69%	0.003%	59	4	578			
					41.7	NA			0	16				
6	Equity Office Properties Trust One Market, Steuart Tower, Ste. 1100 San Francisco, CA 94105-1000 www.equityoffice.com	Bert Duzzutti, LA SVP Mark Geisreiter, SF SVP John Peterson, SJ SVP	Peter Adams EVP, Strategic Planning Operations	1997	18.7	NA	0%	0%	38	42	391	92		
					42.3	NA	100%	0%	242	4	613			
					41.1	NA			37	16				
7	Legacy Partners Commercial Inc. 4000 E. Third Ave., Suite 600 Foster City, CA 94404 www.legacypartners.com	Debra Smith EVP 650.571.2200	Barry DiRaimondo President	1973	24.4	\$2,600	0%	24%	8	38	167	63		
					23.4	\$2,500	37%	39%	104	3	750			
					24.9	\$2,500			0	8				
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	1950	20.3	\$880	3%	86%	1	0	217	6		
					22.5	\$1,000	11%	0%	8	5	50			
					23.7	\$1,030			137	0				
9	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	20.0	\$4,000	2%	9%	27	17	NA	75		
					22.0	\$4,000	80%	9%	7	0	225			
					22.1	\$4,000			5	12				
10	Colliers International 1610 Arden Way, Suite 242 Sacramento, CA 95828 www.colliers.com	Roger Bilstad Managing Director 818.648.2000	Roger Bilstad Managing Director	1898	15.5	\$2,240	22.4%	29%	0	30	228	22		
					20.6	\$2,840	43.4%	5.2%	92	0	125			
					20.6	\$2,840			68	38				
								0	0					

SVP = Senior Vice President  
EVP = Executive Vice President  
NA = Not Available  
N/A = 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. Please send corrections or additions on company letterhead to the California Real Estate Journal, 915 First Street, Los Angeles, CA 90012 or call editor Diane Winocur at (213) 229-5359. Copyright 2002 California Real Estate Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Scoop Reprints, (800) 767-3263.