

California's Top Commercial Property Management Firms

Ranked by square foot managed in 2002

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:		Managers/ Employees (Full-time)
					Jan. 2000	Jan. 2001	Jan. 2000	Jan. 2001	Retail Office	Industrial Other	Orange County Bay Area Sacramento	Los Angeles Inland Empire San Diego	
1	Trammell Crow Company 970 W. 190th Street, Ste. 400 Torrance, CA 90502	Linda Martin 310/630-8804	Robert Ruth Area Director/Sr. Managing Dir.	1950	52.8 59.1 64.3	NA NA NA	7% 33%	60% 0%	491 Statewide		219 464		
2	Insignia/ESG, Inc. 160 W. Santa Clara Street, Ste. 1350 San Jose, CA 95113	Dave Pogue Exec. Mgn. Dir./W 408/288-2900	Jonn Combs President, National Property Services	1989	50.9 54.4 56.7	NA NA NA	1% 45%	54% 0%	135 161 10	43 7 17	95 450		
3	CB Richard Ellis 4400 MacArthur Blvd., Ste. 600 Newport Beach, CA 92660	John Records Sr. Managing Dir. 949/809-3673	Jana Turner President, Asset Services	1906	48.4 51.0 53.4	NA NA NA	18% 40%	39% 3%	92 43 55	34 29 28	71 159		
4	Equity Office Properties Trust One Market, Steuart Tower, Ste. 1100 San Francisco, CA 94105-1000	Paige Steers PR Manager 312/466-4022	Mark Geisreiter, SVP Bert Dezzuitti, SVP John Peterson, SVP	1997	10.3 18.7 42.3	NA NA NA	0% 95%	5% 0%	38 117 37	49 0 42	NA 3,000 (Nationwide)		
5	Cushman & Wakefield 601 S. Figueroa St., 47th Floor Los Angeles, CA 90017	William Durslag Sr. Managing Dir. 213/955-6472	William Durslag Sr. Managing Dir.	1917	NA NA 31.2	NA NA NA	54% Com- bined	31% 15%	11 58 0	35 3 15	61 357		
6	Legacy Partners Commercial Inc. 4000 E. Third Ave., 6th Floor Foster City, CA 94404	Debra Smith SVP Mktg 650/235-2700	Barry DiRaimondo President	1973	33.3 26.5 29.9	NA NA \$3,200	0.2% 49%	51% 0%	6 80 1	15 1 5	25 287		
7	Transwestern Commercial Services 725 S. Figueroa, #440, Los Angeles 90017 655 Montgomery St., #550, San Francisco 94111	David W. Rock/SVP 213/683-8300 Jeff West/SVP 415/782-3600	Steven D. Bandolik President & CEO	1978	20.6 26.9 25.6	\$2,200 \$2,900 \$2,700	2.9% 45.8%	51.3% 0%	37 41 11	40 17 14	60 170		
8	Jones Lang LaSalle One Front St., Suite 300 San Francisco, CA 94117	Elizabeth Hearle Western Div. Pres. 415/395-4900	Elizabeth Hearle Western Div. Pres.	1998	NA 26.2 25.1	NA NA NA	2% 68%	0% 30%	12 32 15	19 0 5	56 308		
9	Buzz Oates Management Services 8615 Elder Creek Road Sacramento, CA 95828	Jack Spiegelman President 916/381-3843	Marvin L. Oates Owner	1951	18.8 20.3 23.7	\$831 \$880 \$1,033	3% 11%	86% 0%	1 15 130	0 78 0	8 50		
10	Charles Dunn Real Estate Svcs., Inc. 800 West Sixth St., 6th Floor Los Angeles, CA 90017-2709	Jeffrey Gunther President 213/683-0500	Walter J. Conn CEO	1921	26.1 24.2 22.5	\$2,500 \$2,450 \$2,600	26% 31%	27% 16%	13 18 9	335 9 7	48 375		

SVP = Senior Vice President

NA = Not Available

N/A = Not Applicable

* Approximately

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.