# Largest Property Management Firms in Silicon Valley

Ranked by square feet under management in Silicon Valley

| Rank<br>2000 Rank | Name/Address/<br>Phone/Fax/Web address | Square feet under management in Silicon Valley* as of 10/1/01 | Total square feet under management as of 10/1/01 | Property specialties | In-house services available | Local property managed, city, owner | Top local executives(s) |
|---|---|---|---|---|---|---|---|
| 1<br>[1] | Insignia/ESG<br>160 W. Santa Clara St., San Jose 95113<br>408-288-2900, 408-288-2909<br>www.insigniaesg.com | 14 million | 228.7 million | Industrial, office, R&D, retail | Construction, leasing services, landscape supervision | River Park Towers, San Jose, Metlife<br>525 University Ave., Palo Alto, CM Capital<br>60 S. Market St., San Jose, Lend Lease | David Pogue |
| 2<br>[3] | Sobrato Development Cos.<br>10600 N. De Anza Blvd., Suite 200, Cupertino 95014<br>408-446-0700, 408-446-0583<br>www.sobrato.com | 13.8 million | 13.8 million | Office, residential | ** | ** | John A. Sobrato |
| 3<br>[6] | Equity Office Properties Trust ***<br>1735 Technology Drive, Suite 125, San Jose 95110<br>408-346-4000, 408-467-8979<br>www.equityoffice.com | 11 million | 11 million | Office | Leasing, construction, management, engineering | The Concourse, San Jose, Equity Office Properties Trust<br>Ten Almaden, San Jose, Equity Office Properties Trust<br>The Pruneyard, Campbell, Equity Office Properties Trust | John Petersen |
| **4<br>[2]** | **Legacy Partners Commercial, Inc.<br>4000 E. Third Ave, Suite 600, Foster City 94404<br>650-571-2200, 650-571-2211<br>www.legacypartners.com** | **10.5 million** | **30 million** | **Industrial, office, R&D, manufacturing** | **Designing and planning, asset, property and construction management** | **Legacy Shoreline, Mountain View, Legacy-Whitehall Willow Park, Menlo Park, AMB Property Corp. Hellyer Oaks Technology Park, San Jose, Legacy-DLJ** | **Preston Butcher, Barry DiRaimondo** |
| 4<br>[4] | Woodmont Real Estate Services<br>1050 Ralston Ave., Belmont 94002<br>650-592-3960, 650-591-4577<br>www.wres.com | 10.5 million | 14.5 million | Industrial, office, R&D, manufacturing, retail, multifamily residential | Construction and facilities management, due diligence services, asset advisory services | Century Plaza Office Center, Foster City, NA<br>Britannia Research Park, Fremont, NA<br>Milpitas Distribution Center, Milpitas, NA | Ron Granville,<br>Bob Rouse,<br>Scott Pritchett |
| 6<br>[5] | Ventana Property Services Inc.<br>695 Oak Grove Ave., Suite 200, Menlo Park 94025<br>650-847-2000, 650-847-2001<br>www.ventanaps.com | 9.8 million | 11.2 million | Office, retail, apartments | Construction management, leasing, marketing, development | Bridgepoint Rental Condominiums, San Mateo, **<br>Villa Torino, San Jose, **<br>499 University Ave., Palo Alto, ** | Joseph Martignetti,<br>Steven Epcar |
| 7<br>[7] | Trammell Crow Co.<br>1241 E. Hillsdale Blvd., Suite 200, Foster City 94404<br>650-578-8100, 650-345-2506<br>www.trammellcrow.com | 8.1 million | 12.5 million | Industrial, office, R&D, historical | Development management, property management, brokerage services | Amdahl, Sunnyvale, **<br>Microsoft, Silicon Valley, **<br>Palm Inc., Santa Clara, ** | Jeff Hardy |
| 8<br>[15] | Divco West Properties LP<br>150 Almaden Blvd., Suite 700, San Jose 95113<br>408-293-9600, 408-293-9690<br>www.divco.com | 7.5 million | 9.5 million | Office, R&D, retail | Asset management, leasing and development | Santa Clara Properties, Santa Clara, **<br>San Tomas Business Park, Santa Clara, **<br>Park Center Plaza, San Jose, ** | Stuart Shiff,<br>David Taran |
| 9<br>[12] | Cushman & Wakefield of California Inc.<br>560 S. Winchester Blvd., Suite 200, San Jose 95128<br>408-436-5500, 408-437-9129<br>www.cushwake.com | 6.6 million | 272.1 million | Industrial, office, R&D, retail | Leasing, construction, management, facilities management | Adobe Systems Inc., San Jose, Adobe Systems Inc.<br>Novell Inc., San Jose, Novell Inc.<br>Veritas Inc., San Jose, Veritas Inc. | Fred Beaubien |
| 10<br>[9] | Orchard Commercial Inc.<br>2262 N. First St., San Jose 95131<br>408-922-0400, 408-922-0157<br>www.orchprop.com | 6.5 million | 6.5 million | Industrial, office, R&D, manufacturing | Construction, facilities management, leasing | South Bay Industrial Portfolio, San Jose, AMB<br>Caribbean Warehouse Portfolio, Sunnyvale, Lend Lease<br>Montague Park, San Jose, BRE/PCCP Orchard | Joe Lewis |
| 11<br>[11] | Prometheus Real Estate Group Inc.<br>350 Bridge Parkway, Redwood City 94065<br>650-596-5300, 650-596-5377<br>www.prometheusreg.com | 5.4 million | 11.9 million | Industrial, office, retail, residential | Property management, due diligence, construction management | Park Place Apartments, Mountain View, **<br>Cupertino Park Center, Cupertino, **<br>Mansion Grove, Santa Clara, ** | Vicki Mullins,<br>Jackie Safier |
| 12<br>[10] | CarrAmerica Realty Corp.<br>1810 Gateway Drive, Suite 150, San Mateo 94404<br>650-655-6800, 6500-655-6803<br>www.carramerica.com | 5 million | 42.3 million | Office, R&D | Property and facility management, development BTS, construction management, leasing | CarrAmerica Corporate Center, Pleasanton, CarrAmerica Realty Corp.<br>Santa Clara Techmart, Santa Clara, CarrAmerica Realty Corp.<br>San Mateo Centre, San Mateo, CarrAmerica Realty Corp. | Leah Sagawa |
| 12<br>NR | Ardenbrook Inc.<br>4725 Thornton Ave., Fremont 94536<br>510-797-7980, 510-797-3214 | 5 million | 6 million | Industrial, office, R&D, retail, apartments | Space planning, construction, leasing | ** | W.M. Brooks |
| 14<br>[8] | GS Commercial Management Inc. dba GS Management Co.<br>333 W. Santa Clara St., Suite 618, San Jose 95113<br>925-734-0280, 925-734-8125<br>www.gsmanagement.com | 4.3 million | 5.6 million | Industrial, office, R&D, retail | Accounting, construction management, maintenance | Bayside Technology Park, Fremont, Renco Properties<br>Junction/Zanker Technological Centre, San Jose, SPI Holdings<br>Civic Center Plaza, Fremont, Civic Center Development | Phyllis Osaki |
| 15<br>NR | Trammell Crow Residential Services<br>1810 Gateway Drive, Suite 100, San Mateo 94404<br>925-806-9400, 925-901-1896<br>www.tcresidential.com | 4.1 million | 5.8 million | Multifamily residential | Property management, pre-development consulting, acquisition due diligence | Bridgepoint Condominiums, San Mateo, Sobrato Development Co.<br>Stanford West Apartments, Palo Alto, Stanford University<br>Mill Creek Apartments, Milpitas, Trammell Crow Residential | David Lee |

*Silicon Valley includes: Santa Clara County; Scotts Valley and Santa Cruz in Santa Cruz County; Fremont, Newark and Union City in Alameda County; and Atherton, Belmont, East Palo Alto, Foster City, Menlo Park, Redwood City, Redwood Shores, San Carlos and San Mateo in San Mateo County. Although every attempt is made to ensure the accuracy and thoroughness of Business Journal lists, omissions sometimes occur.

Notes:
**Did not disclose. NR - Not ranked. NA - Not applicable or not available.
Information was gathered from a representative of each of the property management firms.
Not all of the 93 firms surveyed responded.
***Equity Office Properties Trust and Spieker Properties merged in July 2001.
In case of ties, firms are listed alphabetically.

Research by Michael Shockey and Sara R. Hayden
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