

Largest Property Management Firms in Silicon Valley

Ranked by total square feet under management in Silicon Valley*

Rank	Company Address Phone / Fax Web site	Square feet under management in Silicon Valley* as of 10/1/00	Total Square Feet under management as of 10/1/00	Property specialties	In-house services available	Local properties managed, city, owner	Top Local Executive
1	Insignia/ESG Inc. 160 W. Santa Clara, St., San Jose 95113 408-288-2900, 408-288-2909 www.insigniafinancial.com	13.4 million	240 million	Industrial, office, R&D	Construction, leasing/marketing, landscape supervision	Riverpark Towers, San Jose, MetLife; 525 University, Palo Alto, CM Capital; 60 S. Market, San Jose, Lend Lease	Mark Schmidt Dave Pogue
2	Legacy Partners Commercial, Inc. 4000 E. Third Ave., Suite 600, Foster City 94404 650-571-2200, 650-571-2211 www.legacypartners.com	11.7 million	36.4 million	Office, R&D, Industrial	Design/planning; asset, property and construction management	Willow Park, Menlo Park, AMB Property LP; Legacy TechPark @ 237, Santa Clara, Legacy Hellyer Oaks Technology Park, San Jose, Legacy	C. Preston Butcher Barry DiRaimondo
3	Sobrato Development Cos. 10690 N. De Anza Blvd., Suite 200, Cupertino 95014 408-446-0700, 408-446-0583 www.sobrato.com	11 million	11 million	Industrial, office, R&D, manufacturing	Construction, development	Central Technology Park, Santa Clara, Sobrato Interests; Great America Tech Center, Santa Clara, Sobrato Interests; West San Jose Commerce Center, San Jose, Sobrato Group	John A. Sobrato John M. Sobrato
4	Woodmont Real Estate Services 1050 Ralston Ave., Belmont 94002 650-592-3960, 650-591-4577 www.wres.com	10.4 million	14.8 million	Industrial, office, R&D, manufacturing, retail	Construction management, facilities management and maintenance, strategic planning and due diligence	Britannia/Sutter Hill, Fremont, ND, Century Plaza, Foster City, ND, Milpitas Business Park, Milpitas, ND	Ron Granville Bob Rouse Scott Pritchett
5	Ventana Property Services Inc. 695 Oak Grove Ave., Suite 200, Menlo Park 94025 650-847-2000, 650-847-2001 www.ventanaps.com	9.8 million	11.2 million	Office, retail, apartments	ND	Bridgepointe Rental Condominiums, San Mateo, ND, Villa Torino, San Jose, ND, 250 University Ave., Palo Alto, ND	Steven Eparc Joseph Marignetti John Pringle
6	Spieker Properties Inc. 2180 Sandhill Road, Menlo Park 94025 650-854-5600, 650-233-3838 www.spieker.com	9 million	40 million	Industrial, office, R&D	Concierge service, shared conference facilities, exercise facilities	Skyport Plaza, San Jose, Spieker Properties Inc.; The Concourse, San Jose, Spieker Properties Inc.; Foothill Research Center, Palo Alto, Spieker Properties Inc.	John Foster Craig Vought Joe Russell
7	Trammell Crow Co. 1241 E. Hillsdale Blvd., Suite 200, Foster City 94404 650-578-8100, 650-345-2506 www.trammellcrow.com	7.4 million	539 million	Industrial, office, R&D, retail	Property management, investment sales, construction management	160 W. Santa Clara, San Jose, ND, Bayshore Plaza, San Jose, ND, Mariners Center, San Mateo, ND	Jeffrey Hardy
8	GS Commercial Management Inc., A CA Corp. 333 W. Santa Clara, Suite 618, San Jose 95713 925-734-0280, 925-734-8125 www.gsmanagement.com	6.5 million	6.5 million	Industrial, office, R&D, manufacturing, retail, owners associations	Property management, leasing, maintenance and construction management	Bayside Technology Park, Fremont, Renco Properties; Civic Center Plaza, Fremont, PCG; Silvercreek Market Place, San Jose, Evergreen	Clifford Rueter
9	Orchard Commercial 2262 N. First St., San Jose 95131 408-922-0400, 408-922-0157 www.orchprop.com	6.2 million	6.2 million	Industrial, office, R&D, manufacturing	Construction, facilities management, leasing	South Bay Industrial Portfolio, San Jose, AMB; Caribbean Warehouse Portfolio, Sunnyvale, Lend Lease; Orchard Business Centre, Santa Clara, Orchard Investors	Joe Lewis
10	CarrAmerica Realty Corp. 1810 Gateway Drive, Suite 150, San Mateo 94404 650-655-6800, 650-655-6803 www.carramerica.com	5.6 million	40 million	Office	Facilities management and development fee management, third-party property management	Techmart Commerce Center, Santa Clara, CarrAmerica; Oakmead West, Sunnyvale, CarrAmerica; Bayshore Centre, San Jose, CarrAmerica	Leah Segawa

*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: Information was gathered from a representative of each of the 90 property management firms surveyed. In case of ties, companies are listed alphabetically.

If your company would like to be considered for next year's list, or if there are any corrections or additions, write to:
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ND = Did not disclose
NR = Not ranked