

Largest Commercial Developers In Orange County June 28, 2004

Rank	Last Year's Rank	Website	Square feet developed in OC in 2003	% change from a year ago	Number of OC projects started in 2003	% change from a year ago	Dollar value of projects started in 2003	% change from a year ago	Total square feet developed in OC (historically)	OC employees	% change from a year ago	Notable OC projects	Corporate headquarters	Top OC official(s) Title Phone/Fax
1	2	Voit Development Company 26 Corporate Plaza, Ste. 260 Newport Beach 92660-7975 www.voitco.com	885,300	15%	2	0%	\$96 million	46%	6,636,334	9	0%	Tustin Gateway Business Center Voit Brea Business Park La Habra Hospital site	Woodland Hills	Robert Voit president (949) 644-8648/(949) 644-8695
2	NR	Centra Realty Corp. 3 Park Plaza, Ste. 1490 Irvine 92614	720,000	177%	8	167%	\$113 million	89%	not available	25	67%	Ortega Ranch Valle Ranch Rancho Business Center	Irvine	Keith Ross principal (949) 476-2246/(949) 476-8520
3	4	Burke Real Estate Group 1805 E. Garry Avenue, Suite 100 Santa Ana 92705-5839 www.burkegroup.net	672,447	15%	5	0%	\$81 million	-1%	7,470,994	16	7%	Burke Sycamore Business Center Delta Corporate Center Morgan Sheet Metal	Santa Ana	Brian Burke president (949) 474-7710/(949) 474-7521
4	8	Guthrie Development Co. 3185-F Airway Ave. Santa Ana 92705 www.guthriedevelopment.com	485,692	107%	6	100%	\$61 million	125%	1,212,991	6	0%	Mariners Business Center Los Nietos Business Center Guthrie Capitol Avenue	Costa Mesa	Robert Guthrie president (949) 470-6183/(949) 470-6184
5	11	Panattoni Development Co. 19600 Fairchild Road, Ste. 285 Irvine 92612-2514 www.panattoni.com	368,000	169%	6	200%	\$105 million	59%	701,000	21	24%	Goddard Business Park Barranca Business Park Foothill Business Park	Sacramento	Jeff Phelan senior partner (949) 474-7830/(949) 474-7833
6	NR	Shaw Properties 160 Newport Center Dr., Ste 250 Newport Beach 92660-6968 www.shawproperties.com	359,370	-51%	3	0%	\$20 million	-44%	2,849,974	5	-17%	MK Business Center, Irvine MK Business Center II, Irvine MK Business Center III, Irvine	Newport Beach	K. Klemm/C. Crookall principals (949) 640-4800/(949) 759-5619
7	NR	Professional Real Estate Services Inc. 1201 Dove St., Ste. 284 Irvine 92614-2841 www.presusa.com	302,000	101%	2	0%	\$34 million	143%	452,000	21	24%	Pres Corporate Center, Santa Ana	Newport Beach	John Salmon senior vice president (949) 261-7737/(949) 442-1925
8	13	Legacy Partners Commercial, Inc. 30 Executive Park, Suite 100 Irvine 92614-4724 www.legacypartners.com	273,603	NA	1	NA	would not disclose	NA	20,472,429	25	-38%	Legacy Sabre Springs Ocean View Hills Business Park	Foster City	John Greer chief investment officer (949) 261-2100/(949) 261-1182
9	12	Makena Properties 26522 La Alameda, Ste. 285 Mission Viejo 92691-6393	242,000	110%	1	-50%	\$22 million	10%	3,605,000	8	14%	American Sports Centers	Mission Viejo	Norm Nowell president (949) 348-3333/(949) 348-3334
10	18	Acacia Real Estate Group Inc. 250 Newport Center Dr., Ste. 101 Newport Beach 92660-7517 www.brenexus.com	234,000	NA	1	0%	\$27 million	0%	234,000	7	250%	Brenexus Phase I Brenexus Phase II	Newport Beach	Jeffrey Bitetti vice president, marketing (714) 546-6600/(714) 677-6581