

Commercial Real Estate Developers

Ranked by commercial square footage developed in the San Fernando Valley

Rank [2002 Rank]	Company Name Address	Valley Projects (millions) (sf / no. of projects) developed / owned	Current Valley Projects (millions) (sf / no. of projects) under construction / entitled only, not yet under construction	Current Valley Renovations (millions) sf / no. of projects	Valley Fee Work in Progress (millions) sf / no. of projects	Profile headquarters / year founded / offices (LA County / total)	Contacts PR / marketing	Top Local Executive Title Phone
1 [1]	Voit Development Co. 21700 Oxnard Street, Suite 350 Woodland Hills 91367	5.00 / 18 0.21 / 1	0.14 / 1 none / none	none none	none none	Woodland Hills 1971 1 / 3	Judy Brower same	Timothy Regan Vice President, Development (818) 593-6330
2 [2]	Newhall Land and Farming Co. 23823 Valencia Boulevard Valencia 91355	4.70 / 43 1.80 / 15	none / none 0.70 / 7	none none	none none	Valencia 1883 1 / 1	Marlee Lauffer Jim Brown	Tom Lee CEO (661) 255-4000
3 [3]	Trammell Crow Co. 8550 Balboa Boulevard, Suite 220 Northridge 91325	4.50 / 11 none / none	0.16 / 1 none / none	none none	1.10 3	Dallas 1972 3 / 170	N/A Kristen Edwards	Robert Ruth Area President, Sr. Managing Dir. (818) 894-0099
4 [4]	Agora Realty & Management 15206 Ventura Boulevard, Suite 306 Sherman Oaks 91403	2.70 / 31 0.49 / 8	0.25 / 2 0.46 / 1	0.23 1	none none	Sherman Oaks 1986 1 / 2	Cary Lefton same	Cary Lefton CEO (818) 985-7100
5 [5]	Katell Properties LLC 11999 San Vicente Boulevard, Suite 200 Los Angeles 90049	2.01 / 6 1.05 / 4	none / none none / none	none none	none none	Los Angeles 1976 0 / 1	Jerry Katell Jim Smith	Jim Smith Vice President (310) 459-7200
6 [6]	Legacy Partners Commercial Inc. 30 Executive Park, Suite 100 Irvine 92614	2.00 / 6 0.91 / 3	none / none 3.50 / 1	none none	0.36 1	Foster City 1973 1 / 12	N/A N/A	Rich Simons Senior Vice President (949) 930-6600
7 [7]	Zelman Development Co. 515 S.Figueroa Street, Suite 1230 Los Angeles 90017	1.56 / 2 0.63 / 1	1.35 / 1 none / none	none none	none none	Los Angeles 1965 0 / 1	N/A N/A	Ben Reiling President (213) 533-8100
[12]	M. David Paul Development 3500 West Olive Avenue, Suite 101 Burbank 91505	1.48 / 10 1.46 / 9	none / none 0.59 / 2	none none	none none	Santa Monica 1967 4 / 6	Jeff Worthe same	M. David Paul General Partner (818) 953-7500
9 [8]	Center Trust 201 Magnolia Boulevard Burbank 91501	1.32 / 2 1.25 / 1	none / none none / none	1.25 1	none none	Manhattan Beach 1993 1 / 5	Irina Taylor same	Edward Fox CEO (818) 566-8556
10 [9]	Selleck Development Group Inc. 2660 Townsgate Road, Suite 250 Westlake Village 91361	1.30 / 6 none / none	none / none 0.60 / 1	none none	none none	Westlake Village 1989 1 / 1	Dan Selleck same	Dan Selleck President (805) 495-5400

N/A - Not Applicable

Researched by Jacqueline Fox

The information on this list was provided by the staffs of the companies themselves. The companies are ranked by the total square footage and total number of projects of commercial real estate properties developed and completed in the San Fernando Valley, respectively. To the best of our knowledge, this information is accurate as of press time.