

SILICON VALLEY BUSINESS JOURNAL

THE LIST

PROPERTY MANAGEMENT FIRMS

RANKED BY SQUARE FEET IN SILICON VALLEY UNDER MANAGEMENT AS OF DEC. 1, 2013

Rank	Name / 2013 rank (® did not rank) Website	Address	Square feet managed in Silicon Valley	Properties managed in Silicon Valley	Approx. % of Valley properties by type	Notable Silicon Valley properties (Property owner, if provided)	Top local executive
1	Woodmont Real Estate Services ③ www.wres.com	1050 Ralston Ave. Belmont 94002 650-592-3960	12.58 million	80	Residential: 50% Office/R&D: 40%	Century Plaza - Foster City, Fair Oaks West - Sunnyvale, The Shores - Redwood City	Ron Granville, CEO
2	CBRE Inc. ④ www.cbre.com	225 W. Santa Clara St., 10th Floor San Jose 95113 408-453-7400	12.33 million	111	Office/R&D: 60% Industrial: 40%	Cityview Plaza - San Jose, Corporate Technology Center - Palo Alto, Palo Alto Office Center	Mary Wiese, Managing director - asset services
3	Jones Lang LaSalle ⑧ www.jll.com/silicon-valley	2300 Geng Road, #100 Palo Alto 94303 650-815-2229	12.2 million	376	Retail: 57% Office/R&D: 37%	Electronic Arts - Redwood City, Network Circle - Menlo Park (RREEF), 2305 Mission College Blvd. - Santa Clara (Invesco)	Elizabeth Hearle, Market director
4	Equity Office Management LLC ② www.equityoffice.com	2655 Campus Drive, #100 San Mateo 94403 650-372-3500	10.6 million	37	Office/R&D: 100%	Ten Almaden - San Jose, Metro Center - Foster City, Pacific Shores - Redwood City	John Moe, Market managing director
5	Prologis Inc. ④ www.prologis.com	Pier 1 Bay 1 San Francisco 94111 415-394-9000	10.09 million	158	Industrial: 60% Office/R&D: 40%	Prologis North San Jose, Prologis Park Bayside - Fremont, Prologis Menlo Park Technology Center	Elizabeth Kauchak, Vice president - market officer
6	Ventana Property Services Inc. ⑥ www.ventanaps.com	975 High St. Palo Alto 94301 650-847-2000	9.78 million	94	Office/R&D: 75% Industrial: 10% Retail: 10%	250 Middlefield Road - Menlo Park, 278 University Ave. - Palo Alto, 64 Willow Road - Menlo Park	Joseph F. Martignetti Jr., Chairman & CEO
7	Orchard Commercial Inc. ⑦ www.orchardcommercial.com	2055 Laurelwood Road, #130 Santa Clara 95054 408-922-0400	9.19 million	72	Office/R&D: 52% Industrial: 45%	Cupertino City Center - Cupertino (American Realty Advisors), Community Towers - San Jose (San Jose Towers Corporation), Box.net - Los Altos (The Travelers Co.)	Joe Lewis, President
8	Prometheus Real Estate Group Inc. ⑤ www.prometheusreg.com	1900 S. Norfolk St., #150 San Mateo 94403 650-931-3400	8.86 million	45	Residential: 99% Office/R&D: 1%	Madera - Mountain View, Markham - Cupertino, Orchard Glen - Santa Clara; (all owned by Prometheus)	Jackie Safier, President
9	DivcoWest Real Estate Services LLC ⑥ www.divcowest.com	575 Market St., 35th Floor San Francisco 94105 415-284-5700	8.50 million	90	Office/R&D: 90%	Lake Marriott - Santa Clara (DivcoWest), Quadrus Sand Hill - Menlo Park (DivcoWest), Orchard Trimble - North San Jose (MWest)	Stuart Schiff, CEO
10	The Sobrato Organization ⑨ www.sobrato.com	10600 N. De Anza Blvd., #200 Cupertino 95014 408-446-0700	7.87 million	60	Office/R&D: 96% Retail: 4%	BridgePointe Center - San Mateo, Nvidia Campus - Santa Clara, Mission Corporate Center - Santa Clara; (all owned by Sobrato)	Rob Hollister, President of real estate
11	Cassidy Turley ⑩ www.cassidyturley.com	300 Santana Row, Fifth Floor San Jose 95128 408-615-3400	7.8 million	129	Office/R&D: 60% Industrial: 33%	Rio Robles Technology Park - San Jose (Brookfield Real Estate), San Antonio Station - Mountain View (Rockwood Capital), Santa Clara Convention Center - Santa Clara (City of Santa Clara)	Jim Arce, Senior managing director
12	Hines Interests LP ⑩ www.hines.com	2471 E. Bayshore Road, #601 Palo Alto 94303 650-847-4023	5.85 million	87	Office/R&D: 95% Industrial: 5%	Stanford Research Park, Facebook Menlo Park campus, Hines South Bay portfolio	James C. Buie, Senior managing director & CEO
13	Essex Property Trust Inc. ⑫ www.essexpropertytrust.com	925 E. Meadow Drive Palo Alto 94303 650-494-3700	5.69 million	34	Residential: 94% Office/R&D: 3% Retail: 3%	Epic - San Jose, Willow Lake - San Jose, Via - Sunnyvale (EPLP)	Michael Schall, President & CEO
14	Legacy Partners ⑬ www.legacypartners.com	4000 E. Third Ave., #600 Foster City 94404 650-571-2200	5.38 million	20	Office/R&D: 55% Residential: 20%	America Center - San Jose, Riverpark Towers - San Jose, The Cascades - Sunnyvale	Debra Smith, Chief administrative officer
15	Jay Paul Co. ⑬ www.jaypaul.com	Four Embarcadero Center, #3620 San Francisco 94111 415-263-7400	5 million	12	‡	Moffett Towers - Sunnyvale, Moffett Park - Sunnyvale, 395 Page Mill Road - Palo Alto	Janette D'Elia, COO
16	C&C RiverRock Newmark ⑬ www.ccareyriverrock.com	2804 Mission College Blvd., #120 Santa Clara 95054 408-727-9600	4.83 million	39	Office/R&D: 64% Industrial: 35%	3075 Hansen Way - Palo Alto, Cupertino Financial Center, 1600 Technology Drive - San Jose	John Combs, Principal
17	Harvest Properties ⑭ www.harvestproperties.net	6425 Christie Ave., #220 Emeryville 94608 510-594-2050	4.73 million	16	Office/R&D: 72% Industrial: 28%	Towers at Great America - Santa Clara, Bayshore Technology Park - Redwood Shores, Parkside Towers - Foster City	John Winther, Managing partner
18	Alliance Residential Co. ⑭ www.allresco.com	1800 Sutter St., #850 Concord 94520 925-401-3500	3.5 million	14	Residential: 100%	Trellis Square - Sunnyvale, 121 Tasman - San Jose, La Terraza - San Jose	Annette Thurman, Vice president of operations - Northwest
18	Cambridge Management Co. Inc. ⑮ www.cmcrents.com	2975 Scott Blvd., #200 Santa Clara 95054 408-727-3021	3.5 million	51	Residential: 85% Office/R&D: 10%	Valley West Apartments - San Jose, Normandy Park Apartments - Santa Clara, Sharon Heights Shopping Center - Menlo Park	Thomas Scott, President
20	PS Business Parks Inc. ⑯ www.psbusinessparks.com	701 Western Ave. Glendale 91201 818-244-8080	3.32 million	20	Office/R&D: 71% Industrial: 29%	Santa Clara Commerce Park - Santa Clara, Dixon Landing Business Park - Milpitas, Bayshore Corporate Center - San Mateo	Richard E. Scott, Vice president - Northern California
21	South Bay Development Co. ⑰ www.southbay.us	1690 Dell Ave. Campbell 95008 408-379-0400	3.1 million	35	Office/R&D: 100%	Mission City Center - Santa Clara, Dell Industrial - Campbell, Century Plaza - San Jose	Mark Regoli, Partner
22	Colliers International ⑰ www.colliers.com/sanjosesiliconvalley	1 Almaden Blvd., #300 San Jose 95113 408-282-4000	3.01 million	26	Industrial: 42% Office/R&D: 35%	‡	Patrick Murray, Executive managing director
23	MCM Diversified Inc. ⑰ www.mcmdiversified.com	777 N. First St., #600 San Jose 95112 408-288-2400	2.51 million	47	Office/R&D: 48% Industrial: 30%	96 N. Third Street - San Jose, 777 N. First Street - San Jose, 1900 The Alameda - San Jose	Martin Menne, President
24	WP Investments ⑰ www.wpinvestments.com	2101 Woodside Road Woodside 94062 650-568-7300	2.1 million	10	Industrial: 80% Office/R&D: 10%	Fleming Business Park - Milpitas, Veterans Square - Redwood City, Montague Technology Park - Milpitas	Dave Denton, CEO
25	D.R. Stephens & Co. ⑰ www.drstephens.com	465 California St., Third Floor San Francisco 94104 415-781-8000	2.07 million	29	Office/R&D: 70% Industrial: 30%	280 Bernardo Ave. - Mountain View, 2590 Walsh Ave. - Santa Clara, 810 Kifer Road - Sunnyvale	Lane B. Stephens, Principal, president & COO

NOTES: ‡ Did not disclose.