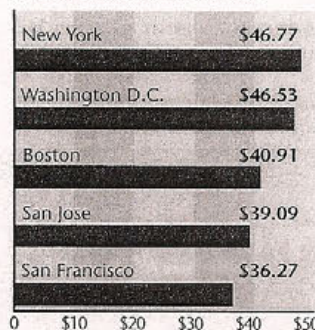


A CLOSER LOOK

San Jose property management revenue ranks in the top five for both downtown and suburban properties, but San Mateo continues atop the suburban market with \$39.91 average annual total income per square foot.

Top downtown markets (total income per square foot)

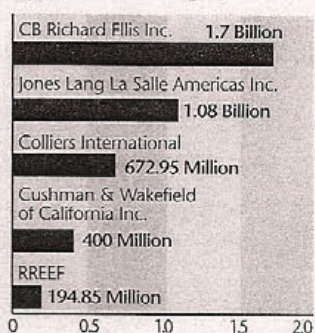


Top suburban markets (total income per square foot)



SOURCE: BOMA INTERNATIONAL

Tops in U.S. (By square feet managed)



SOURCE: BUSINESS JOURNAL RESEARCH

FYI

CarrAmerica Realty Corp. and Equity Office Properties, ranked No. 11 and No. 5 respectively, are combined on this year's list as both are now units of Blackstone Group. CarrAmerica was acquired in March 2006 and Equity was acquired in November 2006.

Property Management Firms

Ranked by total square feet under management in Silicon Valley*

Rank 2006	Company Address Phone, Web address	Managed square feet in Silicon Valley*/ companywide as of 6/1/07	Local properties managed, city, owner	Top local executive(s)
1	CB Richard Ellis Inc. 225 W. Santa Clara St., Suite 1050, San Jose 95113 408-453-7400, www.cbre.com	30 million 1.7 billion	Palm Campus, Sunnyvale, Palm Westgate Shopping Center, San Jose, Grosvenor 1100 Space Park, Santa Clara, Digital Realty Trust	Tim Bollis
2	Cushman & Wakefield of California Inc. 560 S. Winchester Blvd., Suite 200, San Jose 95118 408-436-5500, www.cushmanwakefield.com	20.04 million 400 million	Pacific Shores, Redwood city, Starwood Capital Group Century Plaza II, San Jose, DEKA Investments Page Mill Hill Business Park, Palo Alto, Vulcan Inc.	James Arce
3	CarrAmerica Realty Corp./Equity Office Properties 1810 Gateway Drive, Suite 150, San Mateo 94404 650-655-6800, www.carramerica.com	19 million 54 million	Rio Robles, San Jose, The Blackstone Group Rincon Centre B, San Jose, The Blackstone Group Skyport Plaza, San Jose, The Blackstone Group	Christopher Peatross
4	RREEF 3303 Octavius Drive, Suite 102, Santa Clara 95054 408-988-7787, www.rreef.com	14.45 million 194.85 million	160 W. Santa Clara Office Building, San Jose, RREEF Sunnyvale Town Center, Sunnyvale, RREEF/SHP Arioso Apartments, Cupertino, RREEF	Steve George
5	Jones Lang La Salle Americas Inc. 1 Front St., Suite 1200, San Francisco 94111 415-395-4900, www.jonesslanglasalle.com	13.75 million 1.08 billion	Cisco headquarters, San Jose, Cisco Sun campuses (four), Menlo Park, Sun Microsystems Selectron, Milpitas, Selectron	Elizabeth Hearie
6	Woodmont Real Estate Services 1050 Reiston Ave., Belmont 94002 650-592-3960, www.wres.com	13.48 million 19.78 million	Mission City Center, Santa Clara, † Fair Oaks West Apartments, Sunnyvale, † Century Plaza Office Building, Foster City, †	Ron Granville
7	Prometheus Real Estate Group Inc. 1900 S. Norfolk St., Suite 150, San Mateo 94403 650-931-3400, www.prometheusreg.com	9.54 million 17.08 million	Metropolitan, San Mateo, † Mansion Grove, Santa Clara, † Cupertino City Center, Cupertino, †	Jackie Safier
8	Ventana Property Services Inc. 695 Oak Grove Ave., Menlo Park 94025 650-847-2000, www.ventanaps.com	9.25 million 11.35 million	Bella Villaggio Apartment Homes, San Jose, † 167 Hamilton Avenue, Palo Alto, † Delmas Park Apartment Homes, San Jose, †	Joseph Martignetti Jr.
9	Legacy Partners 4000 E. Third Ave., Suite 600, Foster City 94404 650-571-2200, www.legacypartners.com	8.22 million 33.66 million	Legacy Almaden Plaza, San Jose, Legacy Partners Legacy Civic Towers, San Jose, Legacy Partners Legacy Fountain Plaza, San Jose, Legacy Partners	Debra Smith Jeff Byrd
10	Orchard Commercial Inc. 2665 N. First St., Suite 310, San Jose 95134 408-922-0400, www.orchardcommercial.com	6 million 6 million	2665 North First Street, San Jose, Orchard Commercial 777 Mariners Island Boulevard, San Mateo, Keynote Systems Montague Square, San Jose, Embarcadero Capital Partners	Joe Lewis
11	Colliers International 1850 Mt. Diablo Blvd., Suite 200, Walnut Creek 94596 925-279-0120, www.colliersparish.com	5.54 million 672.95 million	Bridgeway Technology Center, Newark, † South Bay Tech Center, Milpitas, † International Business Park, San Jose, †	Michael Strle
12	Alliance Residential Co. 505 Hamilton Ave., Suite 315, Palo Alto 94301 650-617-1110, www.allresco.com	5.04 million 33.33 million	Tamarind Square, Sunnyvale, Sobrato Stanford West, Palo Alto, Stanford University Schooner Park, Marina, CSU Monterey Bay	Kellie Hughes
13	Ardenbrook Inc. 4725 Thornton Ave., Fremont 94536 510-797-7980, www.ardenbrook.com	5 million 6 million	†	W. Brooks
14	Essex Property Trust Inc. 925 E. Meadow Drive, Palo Alto 94303 650-494-3700, www.essexpropertytrust.com	4.65 million 22.87 million	Hillsdale Gardens, San Mateo, Essex Property Trust Inc. The Enclave, San Jose, Essex Property Trust Inc. The Esplanade, San Jose, Essex Property Trust Inc.	Michael Schall
15	GS Commercial Management Inc. 5874 Soroma Drive, Pleasanton 94566 925-734-0280, www.gsmmanagement.com	4.24 million 4.61 million	Argonaut Shopping Center, Saratoga, † Silvercreek Market, San Jose, † 605 Ellis, Mountain View, †	Phyllis Osaki
16	Borelli Investment Co. 2051 Junction Ave., Suite 100, San Jose 95131 408-453-4700, www.borelli-INV.com	3.8 million 4 million	Oakmead Terrace Office Center, Sunnyvale, † Junction Office Center, San Jose, † Mowry East Shopping Center, Fremont, †	Ralph Borelli
17	South Bay Development Co. 1690 Dell Ave., Campbell 95008 408-379-0400, www.sbddevelopment.com	3.2 million 3.6 million	Water Tower Plaza, Campbell, † Century Plaza, San Jose, †	James Mair
18	California Real Estate Management 1600 W. Campbell Ave., Suite 201, Campbell 95008 408-379-9335, www.caremt.com	3 million 3 million	1800 Evans Lane, San Jose, Jim Morley 100 Branham Lane East, San Jose, Jim Morley 7800 El Camino Real, Colma, Jim Morley	James Morley
19	D.R. Stephens & Co. 465 California St., Suite 330, San Francisco 94104 415-781-8000, www.drstephens.com	2.57 million 3.07 million	1621 Barber Lane, Milpitas, † Timber Business Park, Fremont, † South Fremont H&O portfolio, Fremont, †	D.R. Stephens
20	WP Investments 2101 Woodside Road, Woodside 94062 650-668-7300, www.wpinvestments.com	2.1 million 3.4 million	Fleming Business Park, Milpitas, † Montguc Court Technology Park, Milpitas, †	David Denton
21	Toeniskoetter & Breeding Inc. Development 1960 The Alameda, Suite 20, San Jose 95126 408-246-7500, www.tbdevelopment.com	2 million 2 million	2150 N. First St., San Jose, 2150 N. First St. LLC Madrone Business Park, Morgan Hill, TBI-Mission West LLC 3175 S. Winchester Blvd., Campbell, Bryan Family Partnership II	Bred Krouskup Dan Amend Carolyn Markland
21	Willis & Co. 3130 Alpine Road, Suite 190, Portola Valley 95050 408-246-9939, www.williscandcompany.com	2 million 2 million	Intuit campus, Mountain View, † 275 Middlefield/155 Linfield, Menlo Park, † 1300 S. El Camino, San Mateo, †	J. Eric Willis
23	BRE Properties Inc.† 525 Market St., Fourth Floor, San Francisco 94105 415-445-6530, www.breproperties.com	1.86 million 22.48 million	Foster's Landing, Foster City, BRE Properties Mission Peaks, Fremont, BRE Properties Sharon Green, Menlo Park, BRE Properties	Constance Moore
24	Biagini Properties Inc. 333 W. El Camino Real, Suite 740, Sunnyvale 94087 408-331-2300, www.biaginiproperties.com	1.85 million 2.02 million	Sunnyvale Financial Plaza, Sunnyvale, † Strawberry Park Shopping Center, San Jose, † Bloom Plaza Shopping Center, San Jose, †	Thomas Biagini
25	Coates & Sowards Inc. 1725 S. Bascom Ave., Suite 104, Campbell 95008 408-371-8770, www.coatesandsowards.com	1.65 million 2.05 million	Cambrian Park Plaza, San Jose, Schaeffer Trust Gould Shopping Center, San Jose, Mink Group Gilroy Village Center, Gilroy, Filice Trust	Stephen Coates

*Silicon Valley includes: Santa Clara County, Fremont, Newark and Union City in Alameda County, Atherton, Belmont, East Palo Alto, Foster City, Menlo Park, Portola Valley, Redwood City, San Carlos, San Mateo and Woodside in San Mateo County, San Benito, Santa Cruz and Monterey counties. 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.
1. Total square feet under management companywide as of March 31, 2007.
Information was obtained from firm representatives

If your company would like to be considered for next year's list, or if there are any corrections or additions, write to: Research, Business Journal, 36 N. Third St., Suite 100, San Jose, CA 95112; fax 408-298-5628; or e-mail shayden@bjournals.com.

Research by Sara R. Hayden and Lisa D. Bell
List published July 20, 2007