





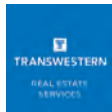


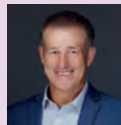




# THE LIST COMMERCIAL PROPERTY MANAGERS





## ▶ NEXT WEEK'S LIST Medical Device Makers/Drug Makers

Rank Prev. Rank	Company •Address	Company logo	Rentable sq. ft. managed in OC (millions) •yearly % change	•Total sq. ft. managed by OC office (millions) •Total sq. ft. managed companywide (millions)	No. of properties managed by OC office •yearly % change	Percentage breakdown of business •Office •Land •Industrial •Retail	OC employees •yearly % change	Partial list of properties under management	Top local official(s) •Title •Phone/fax	
1 (2)	<b>JLL</b> <sup>(1)</sup> 17877 Von Karman Ave., Ste. 500 Irvine 92614-5265 Headquarters: Chicago Website: us.jll.com		22.6 <sup>(2)</sup> NA	22.6 <sup>(2)</sup> 4,600 <sup>(2)</sup>	488 <sup>(2)</sup> NA	wnd wnd •Office •Land •Industrial •Other •Retail	204 <sup>(2)</sup> NA	wnd	Jeffrey Ingham senior managing director (949) 885-2900/(949) 885-2901	
2 (3)	<b>CBRE Group Inc.</b> 18575 Jamboree Road, Ste. 600 Irvine 92612-2554 Headquarters: Dallas Website: cbre.com Email: paul.king2@cbre.com		16.6 -4%	55.1 7,300	337 -10%	10% 0% 86% 0% 4%	98 -1%	The Boardwalk, 2030 Main Street, 2600 Michelson, I-215 Business Center, Chino Spectrum Towne Center, Imperial Government Center, Imperial Center East	Paul King senior managing director, property management (949) 725-8500/(949) 725-8545	
3 (5)	<b>Lincoln Property Company</b> 4041 MacArthur Blvd., Ste. 500 Newport Beach 92660-2532 Headquarters: Dallas Website: lpcwest.com Email: pmiller@lpc.com		14.3 4%	14.3 485	88 9%	42% 0% 55% 0% 3%	131 4%	Flight at Tustin Legacy, Culture Yard, One Pacific Plaza, Orange Center Tower, Stadium Gateway, The Source, The Heights Aliso Viejo, The Square	Parke Miller executive VP (949) 333-2111	
4 (4)	<b>Transwestern Real Estate Services</b> 17885 Von Karman Ave. Irvine 92614-5223 Headquarters: Houston Website: transwestern.com Email: kaiden.doody@transwestern.com		13.1 -7%	17 310.3	103 18%	2% 0% 78% 20% 0%	23 -18%	Fullerton Crossroads, Stadium Plaza Business Park, 285 N. Brea, Tustin Executive Center	Perry Degulis executive managing director, Southern California regional operating officer, west (213) 258-4704	
5 (6)	<b>Essex Realty Management Inc.</b> 17744 Sky Park Circle, Ste. 100 Irvine 92614-4479 Headquarters: Irvine Website: essexrealty.com Email: info@essexrealty.com		10.5 -6%	10.8 18	176 -5%	28% 0% 30% 17% 25%	60 0%	Ladera Corporate Terrace, Canyon Springs Marketplace, Goldenwest Plaza	Jim Neiger president (949) 798-8100/(949) 798-5904	
6 (7)	<b>Greenlaw</b> 2211 Michelson Drive, Ste. 200 Irvine 92612-1387 Headquarters: Irvine Website: greenlawpartners.com Email: info@greenlawpartners.com		10.4 4%	12.9 11	91 42%	38% 0% 61% 0% 1%	90 1%	18201, 18301, 18401 Von Karman Ave., 2211 Michelson Drive, 2040 Main, 2050 Main, Irvine; 4400 MacArthur Blvd., Newport Beach; Park 55, Tustin Centre, Santa Ana; 200 Center, Anaheim; Centerpointe La Palma, La Palma; One World Trade Center, Long Beach	Wilbur H. Smith III founder/principal (949) 331-1300/(949) 331-1301	

# Stuart Kane LLP

## Real Estate, Employment and Litigation

StuartKane.com





7 (9)	<b>Cushman &amp; Wakefield</b> 18111 Von Karman Ave., Ste. 1000 Irvine 92612-7101 Headquarters: Chicago Website: cushmanwakefield.com Email: karinna.cassidy@cushwake.com		9.6 12%	9.6 6,300 <sup>(2)</sup>	109 47%	49% 0% 51% 0% 0%	120 0%	The Cascades, Aliso Viejo; 3 Hutton Centre, 4 Hutton Centre, Santa Ana; 333 City Blvd. West, Orange	Karinna Cassidy executive managing director (949) 474-4004	
8 (10)	<b>PacificWest Asset Management Corp.</b> 3191-D Airport Loop Drive Costa Mesa 92626-3404 Headquarters: Costa Mesa Website: pacificwest.cc Email: info@pacificwest.cc		6.5 -11%	11.1 11.1	231 -7%	21% 0% 24% 0% 55%	45 0%	Costa Mesa Square, Ranch Town Center, The Center at Rancho Niguel, Stonecreek Plaza, Sunflower Plaza, Tesoro Village, Malibu Village	Theresa Louis Wittman president (714) 433-7300	
9 (13)	<b>Unire Real Estate Group Inc.</b> 675 Placentia Ave., Ste. 200 Brea 92821-6167 Headquarters: Brea Website: unirerealestategroup.com Email: info@uniregroup.com		5.2 0%	57.3 60.1	399 -4%	3% 0% 97% 0% 0%	92 8%	Pacific Gateway Center, Agua Mansa Commerce Park, North Orange County Industrial, Alere Citrus, West Harbor Capital Susana, University Tech Center, Gateway Tech Center, Gateway Del Mar Heights, Brea Corporate Park	Griffin Cogorno president (714) 990-2100/(714) 990-2120	

**Abbreviations:** NA: not applicable; wnd: would not disclose  
 Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the information on this list was provided by the companies themselves. List may not be reprinted without permission of the editor. Photos show the first top official listed.

<sup>(1)</sup> Current data was not provided prior to Business Journal publication  
<sup>(2)</sup> Business Journal estimate

# THE LIST COMMERCIAL PROPERTY MANAGERS

▶ NEXT WEEK'S LIST  
Medical Device Makers/Drug Makers

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Prev. Rank	•Address		•yearly % change	•Total sq. ft. managed companywide (millions)	•yearly % change	•Office •Industrial •Retail	•Land •Other change		•Title •Phone/fax	
<b>10</b> (14)	<b>America West Properties Inc.</b> 22541 Aspan St., Ste. H Lake Forest 92630-6320 Headquarters: Lake Forest Website: awpmgmt.com Email: Eric@awpmgmt.com		3.8 4%	4.4 4.4	130 8%	10% 30% 60%	0% 0% -10%	18	Back Bay Court, Tustin Plaza, Cerritos Promenade, Santa Fe Springs Marketplace, Lake Forest Business Center	Scott Fraser/Eric Strauss principals (949) 458-5861/(949) 458-6259
<b>11</b> (15)	<b>Sares Regis Group</b> 3501 Jamboree Road, Ste. 3000 Newport Beach 92660-2904 Headquarters: Newport Beach Website: sares-regis.com Email: mlamar@sares-regis.com		3.6 -8%	27.3 27.3	53 -4%	1% 88% 0%	11% 0% 0%	32	Mercedes, TJ Maxx, Big 5, Travis Mathew, Boeing, Astroforge, Rocket Labs, QVC, Amazon	Peter Rooney managing director (949) 756-5959
<b>12</b> (NR)	<b>Coreland Companies</b> 17542 E. 17th St., Ste. 420 Tustin 92780-1978 Headquarters: Tustin Website: coreland.com Email: vhammond@coreland.com		2.9 18%	7.8 7.8	112 8%	2% 4% 94%	0% 0% 8%	42	Edinger Plaza, Brea Plaza, Oaktree Village, Imperial Rose Plaza, Landmark Plaza	Vicky Hammond managing principal (714) 573-7780/(714) 573-7790
<b>13</b> (17)	<b>Trico Realty</b> 3100 Pullman St., Ste. A Costa Mesa 92626-4500 Headquarters: Costa Mesa Website: tricorealty.com Email: info@tricorealty.com		2.5 0%	2.5 2.5	64 0%	3% 91% 4%	0% 2% 0%	16	Trico Savi Business Park, Trico Business Park, Trico Pacific	Thomas C. Harrison president (714) 751-4420/(714) 540-4579



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Researched by Desmond Celso




▶ Continued on page 26

# THE LIST COMMERCIAL PROPERTY MANAGERS

## ▶ NEXT WEEK'S LIST Medical Device Makers/Drug Makers

▶ From page 25

RANKED BY SQ. FT. MANAGED IN OC

Rank	Company	Company logo	Rentable sq. ft. managed in OC (millions)	•Total sq. ft. managed by OC office (millions)	•Total sq. ft. managed companywide (millions)	No. of properties managed by OC office	Percentage breakdown of business	OC employees	Partial list of properties under management	Top local official(s)	
Prev. Rank	•Address		•yearly % change			•yearly % change	•Office •Industrial •Retail	•yearly % change		•Title •Phone/fax	
14 (18)	<b>Athena Management Inc.</b> 730 El Camino Way, Ste. 200 Tustin 92780-7733 Headquarters: Tustin Website: athena-pm.com Email: info@athena-pm.com		2.3 0%	10.4 10.4		101 1%	wnd wnd	47 12%	Mission Viejo Freeway Center, Newport Camino Plaza, Bristol Center, 17th Street Promenade, Plaza Del Obispo Shopping Center, King Center Plaza, Harbor Village Plaza, Brea Town Center, The Link, Village Center, Palm Center, Campus View Center, Trade Marketplace	Michael Garner/Jeffrey Lochner CEO, president/VP (949) 398-8750/(949) 398-8755	
15 (19)	<b>Cedar Realty Management Inc.</b> 4055 E. La Palma Ave., Ste. H1 Anaheim 92807-1750 Headquarters: Anaheim Website: cedarrrem.com Email: info@cedarrrem.com		2.1 0%	2 2.1		35 3%	6% 80% 0%	13% 1% 0%	11 0%	Lease All - La Palma, Zuma Business Park; Lease All - Anaheim, Batavia Business Center, Mikan Properties, Baywood Business Center, Godbey Properties	Craig T. Ersek president/principal (714) 237-7030/(714) 632-6966
16 (20)	<b>Avison Young</b> 1 Park Plaza, Ste. 100 Irvine 92614-5980 Headquarters: Chicago Website: avisonyoung.com Email: jim.proehl@avisonyoung.com		1.9 0%	1.9 145		7 0%	100% 0% 0%	0% 0% 0%	30 0%	17901 & 17911 Von Karman Ave., Irvine; 3161 Michelson Drive, Irvine; 5000 Birch St., Newport Beach	Jim Proehl principal/senior director, west real estate management services (949) 390-5500

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Researched by Desmond Celo

**CUSHMAN & WAKEFIELD**

ORANGE COUNTY CAPITAL MARKETS OFFICE ADVISORS

**RECORD BREAKING SALE!**  
 2525 MAIN ST. IRVINE, CA

OCCUPANCY:  
**97.5%**

SQUARE FEET:  
**143,000**

HELPING OUR CLIENTS ACHIEVE PREMIUM PRICING THROUGH:

- Hands-on Responsive Approach, with Development Expertise
- Deep Private & Uber High Net Worth Capital Relationships
- Market Leaders for Covered Land Opportunities / Analyses

OFFICE TEAM EXPERIENCE BY THE NUMBERS:

**\$6.68B**  
 CONSIDERATION

**33.4M**  
 SQUARE FEET

**234**  
 TRANSACTIONS

For more information, contact:

**JEFFREY COLE**  
Executive Vice Chairman  
+1 949 633 8950  
jeff.cole@cushwake.com  
Lic. #00833681

**NICO NAPOLITANO**  
Senior Director  
+1 949 955 7642  
nico.napolitano@cushwake.com  
Lic. #01962860

**KRISTEN SCHOTTMILLER**  
Brokerage Specialist  
+1 949 930 4364  
kristen.schottmiller@cushwake.com  
Lic. #02122088






Coastline Development Inc. (CDI) is an Orange County based general contractor that has been in business since 1985. We work all across California as well as Arizona, Nevada and Utah. Coastline specializes in tenant improvements, value engineering, design build and capital improvements repositioning properties in all asset categories. We pride ourselves on our professionalism, integrity, expertise and comprehensive competitive pricing. CDI truly appreciates and would like to thank all of our loyal customers many of which have been working with us for decades.

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