

RETAIL PROPERTY MANAGEMENT FIRMS

Ranked by retail square footage managed in L.A. County

THE PACESETTER: Encino-based illi Commercial Real Estate is the largest third-party retail property manager in L.A. County with 8.3 million square feet of property managed. The company exclusively manages retail shopping centers.

ACQUISITIONS: Last year, JLL acquired Wilson Retail Group and Shelter Bay Retail Management Group in separate transactions that increased its retail portfolio locally from 6.6 million square feet last year to 7.4 million square feet currently.

Rank	Firm • name • address • website	Retail Sq. Footage ¹ • L.A. County • firmwide	Percent Owned • L.A. County • firmwide	Services (partial list)	Profile • headquarters • offices (L.A. County/total) • year founded	Top Local Executive • name • title • phone
1	illi Commercial Real Estate 17547 Ventura Blvd., Suite 304 Encino 91316 illicre.com	8.3 8.7	0% 0%	retail shopping center property management, leasing, sales and business brokerage	Encino 2/2 2007	Todd R. Nathanson President (818) 501-2212
2	JLL 515 S. Flower St., Suite 1300 Los Angeles 90071 jll.com	7.4 N/A	0 0	agency leasing, capital markets, facility management, lease administration, project management	Chicago 6/230 1783	Peter Belisle Managing Director (213) 239-6000
3	Centers Business Management 1517 S. Sepulveda Blvd. Los Angeles 90025 cbm1.com	6.8 7.6	10 10	retail shopping center property management, leasing, investment, business brokerage, asset management	Los Angeles 3/5 1987	Rick Rivera President (310) 575-1517
4	NewMark Merrill Cos. 5850 Canoga Ave., Suite 650 Woodland Hills 91367 newmarkmerrill.com	5.3 9.8	41 42	acquisition advisory, leasing, property management, repositioning, ground up development and redevelopment	Woodland Hills 3/8 1997	Sandy Sigal CEO, President (818) 710-6100
5	Vestar Property Management 7575 Carson Blvd. Long Beach 90808 vestar.com	4.9 24.0	50 50	property management, construction management, leasing, redevelopment, financing, marketing	Phoenix 6/15 1989	Richard Kuhle President (562) 938-1722
6	Coreland Cos. 17542 E. 17th St., Suite 420 Tustin 92780 coreland.com	4.5 6.9	0 0	acquisition analysis, property management, accounting, leasing, construction management	Tustin 1/5 1990	Chris Hite President (714) 573-7780
7	Charles Dunn Real Estate Services Inc. 800 W. Sixth St., Suite 600 Los Angeles 90017 charlesdunn.com	4.5 5.6	0 0	property/asset management, brokerage, consulting, receiverships, accounting, construction management	Los Angeles 2/4 1921	Patrick J. Conn President, Property Management (213) 683-0500
8	CBRE Group Inc. 400 S. Hope St., 25th Floor Los Angeles 90071 cbre.com	3.6 700.0	0 0	property management, project management, agency leasing, occupier leasing, investment sales, debt and equity finance	Los Angeles 5/400 1906	Eric Hasserjian Managing Director (213) 613-3333
9	Lincoln Property Co. 915 Wilshire Blvd., Suite 2050 Los Angeles 90017 lpcsocial.com	2.1 2.1	39 39	asset/leasing/property management, brokerage, acquisition and development, construction management	Dallas 1/3 1965	David S. Binswanger Sr. Executive Vice President, Southern California (213) 538-0900
10	Avison Young 555 S. Flower St., Suite 3200 Los Angeles 90071 avisonyoung.com	2.0 15.0	0 0	management, brokerage, consulting, construction/project management, commercial property accounting, due diligence services	Toronto 3/74 1978	Stan L. Yoshihara Principal & Managing Director (213) 935-7430

¹ In millions.
N/A - Not Available
Note: The information on this list was provided by representatives of the companies

themselves. Property managers are ranked by the total amount of retail space under management in L.A. County and firmwide, respectively. Firms that own more than 75 percent of the property that they manage in L.A. County are not included.

Researched by David Nusbaum

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11	1st Commercial Realty Group Inc. 2009 Porterfield Way, Suite P Upland 91786 1st-comm.com	1.9 9.2	0% 0%	inspections, insurance review, rent collections, tenant retention, lease administration, budget planning, CAM reconciliation	Upland 3/14 1989	Michael Polley President (909) 946-6226
12	Primestor Development Inc. 201 S. Figueroa St., Suite 300 Los Angeles 90012 primestor.com	1.8 2.8	50 50	asset and property management, leasing, development, repositioning, construction management, TI coordination, urban specialty	Los Angeles 1/1 1999	Arturo Sneider CEO (888) 722-3702
13	Festival Cos. 9841 Airport Blvd., Suite 700 Los Angeles 90045 festivalcos.com	1.4 N/A	25 N/A	acquisition, architecture and planning, asset management, community and municipality management, development, finance	Los Angeles 2/3 1980	Mark A. Schurgin/ Rosalind J. Schurgin President/CEO (310) 665-9600
14	Aspen Management 18321 Ventura Blvd., Suite 200 Tarzana 91356 aspcommercial.com	1.2 1.3	15 28	commercial property management, asset management, facilities management, property maintenance	Tarzana 3/5 1978	James Orr President (818) 344-2544
15	NAI Capital 16001 Ventura Blvd., Suite 200 Encino 91436 naicapital.com	0.8 0.9	0 0	property management services, leasing, construction management and receivership for office, industrial	Encino 7/14 1979	Rachel Howitt/Timothy P. Foutz President/CEO (818) 905-2400
16	J.G. Management Co. Inc. 5743 Corsa Ave., Suite 200 Westlake Village 91362 jgmanagement.com	0.8 N/A	12 59	investment, asset/property management, leasing, construction management, refinancing and loan administration	Westlake Village 1/2 1983	Greg Greenstein President (818) 707-9494
17	Tiarna Real Estate Services Inc. 15250 Ventura Blvd., Suite 1010 Sherman Oaks 91403 tiarna.com	0.8 2.2	0 0	asset management, property management, construction management, leasing services	Irvine 4/9 2000	Mike McAndrews Executive Vice President (818) 817-0550
18	LB Property Management 4730 Woodman Ave., Suite 200 Sherman Oaks 91423 lbpm.com	0.7 1.3	0 2	management, brokerage	Sherman Oaks 1/3 1988	Gregg Bernstein CFO (818) 981-1802
19	Morlin Asset Management 701 N. Brand Blvd., Suite 810 Glendale 91203 morlinmgmt.com	0.5 0.8	0 0	property management, facility management, leasing, construction management, engineering, due diligence	Glendale 7/7 1984	Jock A. Ebner President (213) 622-4442
20	RiverRock Real Estate Group Inc. 100 Bayview Circle, Suite 2600 Newport Beach 92660 riverrockreg.com	0.4 1.9	0 0	property/construction/facilities management, consulting, leasing	Newport Beach 6/27 2003	John Combs Principal (714) 689-1440
21	Moss & Co. Property Management 15300 Ventura Blvd., Suite 405 Sherman Oaks 91403 mosscompany.com	0.4 0.4	5 10	multifamily and commercial property management	Sherman Oaks 1/1 1960	Cindy Gray President, Partner (818) 990-5999
22	IDS Real Estate Group 515 S. Figueroa St., 16th Floor Los Angeles 90071 idsrealestate.com	0.4 1.1	0 0	property/asset/construction/development management, leasing, corporate services, acquisition/disposition	Los Angeles 4/8 1986	David G. Mgrublian Murad Siam CEOs (213) 362-9300
23	Property Management Associates 6011 Bristol Parkway Culver City 90230 wemanageproperties.com	0.3 0.3	0 0	property management, asset management, construction management, acquisition/disposition due diligence	Culver City 2/1 1991	Thomas Spear CEO (323) 295-2000
24	Real Estate Group 1762 Westwood Blvd., Suite 400 Los Angeles 90024 tregcorp.com	0.3 N/A	0 0	property management, asset management, brokerage, construction management, receivership, due diligence	Los Angeles 1/2 1998	Robin Jordan President (310) 500-2840
25	Parkford Properties 17130 Ventura Blvd., Suite 200 Encino 91316 parkfordprop.com	0.3 0.5	0 0	commercial property management	Encino 1/1 1986	Frank Nazarian President (818) 788-6100
26	Paley Commercial Real Estate Inc. 19507 Ventura Blvd. Tarzana 91356 paleycommercial.com	0.2 0.2	0 0	sales, leasing, and tenant representation, property management, appraisal and property evaluation services	Tarzana 1/1 1994	Richard L. Paley President (818) 343-3000
27	Kutzer Co. 716 Mission St. South Pasadena 91030 kutzer.com	0.2 0.4	40 45	property management, redevelopment, asset management, investment services, recapitalizations and workouts	South Pasadena 1/1 1992	Pete Kutzer President (626) 441-9620
28	Trumark Real Estate Management Services 320 W. Arden Ave., Suite 110 Glendale 91203 trumarkrem.com	0.2 0.2	0 5	property management, leasing, accounting, consulting, brokerage	Glendale 2/2 1959	Mark Trueblood CEO (818) 246-7221
29	Minasian & Associates 1250 E Walnut St., Suite 236 Pasadena 91106 minasianassociates.com	0.2 0.2	0 0	property management, leasing, and sales	Pasadena 1/1 1986	Lawrence L. Minasian President (626) 796-4900
30	PM Realty Group 9841 Airport Blvd. Los Angeles 90045 pmrg.com	0.1 8.5	0 1	leasing, investment, property, asset, facility and construction management	Houston 5/185 1955	Mark Mattis Sr. Vice President (424) 248-1600

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Researched by David Nusbaum

Retail Rents

Third quarter average asking rents for L.A. County retail property.

Regional Malls	\$3.86
Lifestyle Centers	2.39
Power Centers	2.89
Neighborhood Centers	2.36
Single-Tenant Buildings	2.55
Strip Malls	2.06

Shop Stop

Third quarter vacancy rates for L.A. County retail property.

Neighborhood Centers	6.7%
Strip Malls	6.6
Power Centers	5.9
Lifestyle Centers	4.4
Regional Malls	3.9
Single-Tenant Buildings	2.2

Source: Colliers International