

# THE LIST

## 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 with 9.5 million square feet of property managed in L.A. County. The company exclusively manages retail shopping centers.

Rank	Firm • name • address • website	Retail Sq. Footage • L.A. County • firmwide (in millions)	Services (partial list)	Profile • headquarters • offices (L.A. County/total) • year founded	Top Local Executive • name • title • phone
1	<b>illi Commercial Real Estate</b> 17547 Ventura Blvd., Suite 304 Encino 91316 illicre.com	9.5 9.6	property management, leasing, sales and investments	Encino 2/3 2007	Todd R. Nathanson President (818) 501-2212
2	<b>Centers Business Management</b> 1517 S. Sepulveda Blvd. Los Angeles 90025 cbm1.com	7.8 8.5	retail shopping center property management, leasing, investment, business brokerage, asset management	Los Angeles 3/5 1987	Rick Rivera President (310) 575-1517
3	<b>JLL</b> 515 S. Flower St., Suite 1300 Los Angeles 90071 jll.com	7.4 935.0	agency leasing, capital markets, facility management, lease administration, project management	Chicago 6/280 1783	Peter Belisle Managing Director (213) 239-6000
4	<b>NewMark Merrill Cos.</b> 5850 Canoga Ave., Suite 650 Woodland Hills 91367 newmarkmerrill.com	5.1 9.4	acquisition advisory, leasing, property management, repositioning, ground-up development and redevelopment	Woodland Hills 3/8 1997	Sandy Sigal CEO, President (818) 710-6100
5	<b>Vestar Property Management</b> 7575 Carson Blvd. Long Beach 90808 vestar.com	5.1 26.0	property management, construction management, leasing, redevelopment, financing, marketing	Phoenix 6/18 1989	Richard Kuhle President (562) 938-1722
6	<b>Charles Dunn Real Estate Services Inc.</b> 800 W. Sixth St., Suite 600 Los Angeles 90017 charlesdunn.com	4.6 6.4	property/asset management, brokerage, consulting, receiverships, accounting, construction management	Los Angeles 2/4 1921	Patrick J. Conn President, Property Management (213) 683-0500
7	<b>Coreland Cos.</b> 17542 E. 17th St., Suite 420 Tustin 92780 coreland.com	4.0 6.5	acquisition analysis, property management, accounting, leasing, construction management	Tustin 1/5 1990	Chris Hite President (714) 573-7780
8	<b>CBRE Group Inc.</b> 400 S. Hope St., 25th Floor Los Angeles 90071 cbre.com	2.5 N/A	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	<b>1st Commercial Realty Group Inc.</b> 2009 Porterfield Way, Suite P Upland 91786 1st-comm.com	1.7 7.6	inspections, insurance review, rent collections, tenant retention, lease administration, budget planning, CAM reconciliation	Upland 2/14 1989	Michael Polley President (909) 946-6226
10	<b>Aspen Management</b> 18321 Ventura Blvd., Suite 200 Tarzana 91356 aspenccommercial.com	1.0 1.1	commercial property management, asset management, facilities management, property maintenance	Tarzana 3/5 1978	James Orr President (818) 344-2544
11	<b>Trumark Real Estate Management Services</b> 320 W. Arden Ave., Suite 110 Glendale 91203 trumarkrem.com	1.0 1.0	property management, leasing, accounting, consulting, brokerage	Glendale 2/2 1959	Mark Trueblood CEO (818) 246-7221
12	<b>NAI Capital</b> 16001 Ventura Blvd., Suite 200 Encino 91436 naicapital.com	0.8 0.9	property management services, leasing, construction management and receivership for office, industrial	Encino 7/15 1979	Rachel Howitt, President Timothy P. Foutz, CEO (818) 905-2400
13	<b>Moss &amp; Co. Property Management</b> 15300 Ventura Blvd., Suite 405 Sherman Oaks 91403 mosscompany.com	0.8 0.8	multifamily and commercial real estate management	Sherman Oaks 1/1 1960	Cindy Gray President, Partner (818) 990-5999
14	<b>J.G. Management Co. Inc.</b> 5743 Corsa Ave., Suite 200 Westlake Village 91362 jgmanagement.com	0.8 N/A	investment, asset/property management, leasing, construction management, refinancing and loan administration	Westlake Village 1/2 1983	Greg Greenstein President (818) 707-9494
15	<b>Tiarna Real Estate Services Inc.</b> 15250 Ventura Blvd., Suite 1010 Sherman Oaks 91403 tiarna.com	0.8 1.6	asset management, property management, construction management, leasing services	Irvine 5/11 2000	Mike McAndrews Executive Vice President (818) 817-0550
16	<b>LB Property Management</b> 4730 Woodman Ave., Suite 200 Sherman Oaks 91423 lbpm.com	0.7 1.3	management of commercial, multifamily, single family, HOA properties	Sherman Oaks 1/3 1988	Robert Lopata President (818) 981-1802
17	<b>Avison Young</b> 555 S. Flower St., Suite 3200 Los Angeles 90071 avisonyoung.com	0.6 20.0	management, brokerage, consulting, construction/project management, commercial property accounting, due diligence	Toronto 3/79 1978	Stan L. Yoshihara Principal & Managing Director (213) 935-7430
18	<b>RiverRock Real Estate Group Inc.</b> 100 Bayview Circle, Suite 2600 Newport Beach 92660 riverrockreg.com	0.6 2.0	property/construction/facilities management, consulting, leasing	Newport Beach 4/26 2003	John Combs Principal (714) 689-1440
19	<b>Morlin Asset Management</b> 701 N. Brand Blvd., Suite 810 Glendale 91203 morlinmgmt.com	0.5 0.7	property management, facility management, leasing, construction management, engineering, due diligence	Glendale 7/7 1984	Jock A. Ebner President (213) 239-8120
20	<b>IDS Real Estate Group</b> 515 S. Figueroa St., 16th Floor Los Angeles 90071 idsrealstate.com	0.4 1.1	property/asset/construction/development management, leasing, corporate services, acquisition/disposition	Los Angeles 5/10 1986	David G. Mgrublian Murad Siam CEOs (213) 362-9300

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.

To the best of our knowledge, this information is accurate as of press time. While every

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Researched by David Nusbaum

### Retail Rates

Third-quarter average asking rents per square foot for L.A. County retail property.

Regional malls	<b>\$5.29</b>
Lifestyle centers	<b>2.54</b>
Single-tenant buildings	<b>2.39</b>
Strip malls	<b>2.14</b>
Power centers	<b>2.01</b>
Neighborhood centers	<b>1.98</b>

### Shop Stop

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

Neighborhood centers	<b>6.1%</b>
Power centers	<b>5.7</b>
Lifestyle centers	<b>5.1</b>
Strip malls	<b>4.9</b>
Single-tenant buildings	<b>2.6</b>
Regional malls	<b>2.2</b>

Source: Colliers International