

CPN

Commercial Property News

The Business of Real Estate

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Green Development

CPN's TOP Developers

Firms are ranked by the square feet of developments completed between Jan. 1, 2004, and Jan. 1, 2007. For a detailed ranking, visit www.cponline.com.

Ranking '07	'06	Company	Contact Information	Key Executive	Retained for Ownership 1/1/04-1/1/07 (SF/#)	Built Speculatively 1/1/04-1/1/07 (SF/#)	Built as Build-to-Suit 1/1/04-1/1/07 (SF/#)	Currently Under Development (SF/#)	Regions of Operation
1	1	Panattoni Development Co. 8401 Jackson Road Sacramento, CA 95826	P: 916-381-1561 F: 916-381-7639 www.panattoni.com	Carl Panattoni chairman	36.1M/159	36.1M/151	13.6M/57	15.5M/66	E 6%, MW 18%, S 21%, W 43%, I 12%
2	12	Duke Realty Corp. 600 E. 96th St., Suite 100 Indianapolis, IN 46240	P: 317-808-6000 F: 317-808-6794 www.dukerealty.com	Dennis Oklak chairman & CEO	27.6M/155	31.1M/161	5.8M/38	9.4M/49	E 13%, MW 41%, S 44%, X 2%
3	7	Lincoln Property Co. 500 N. Akard St., Suite 3300 Dallas, TX 75201	P: 214-740-3300 F: 214-740-3441 www.lincolnproperty.com	Bill Duvall president & CEO- commercial division	25.4M/98	8.8M/43	23.8M/87	20.4M/55	E 20%, MW 15%, S 30%, W 20%, I 15%
4	2	The Opus Group 10350 Bren Road, W. Minnetonka, MN 55343	P: 952-656-4444 F: 952-656-4529 www.opuscorp.com	Andy Deckas chief investment officer & SVP-Opus Corp.	5.9M/26	24.6M/154	3.5M/21	21.2M/116	E 17%, MW 31%, S 16%, W 36%
5	8	Trammell Crow Co. 2001 Ross Ave., 34th Floor Dallas, TX 75201	P: 214-863-3000 F: 214-863-3138 www.trammellcrow.com	Bob Sulentic CEO-development & investment	5.3M/25	16.9M/69	7M/58	32.4M/82	E 27%, MW 3%, S 50%, W 20%
6	6	The Alter Group 5500 W. Howard St. Skokie, IL 60077	P: 847-676-4300 F: 847-676-4302 www.altergroup.com	Michael Alter president	10.9M/N/A	9.8M/N/A	11M/N/A	6.7M/N/A	E 15%, MW 25%, S 30%, W 30%
7	3	Hines 2800 Post Oak Blvd. Houston, TX 77056	P: 713-621-8000 F: 713-966-7886 www.hines.com	Gerald Hines chairman	7.1M/8	9.4M/12	11.2M/17	29.8M/74	E 4%, MW 39%, S 34%, W 8%, I 15%
8	4	Industrial Developments International Inc. Monarch Tower, Suite 1500 • 3424 Peachtree Road, N.E. • Atlanta, GA 30326	P: 404-479-4000 F: 404-479-4162 www.idi.com	Henry Gregory Jr. vice chairman & CEO	4.3M/14	14.3M/38	5.6M/44	5M/13	E 14%, MW 26%, S 43%, W 17%
9	10	Trammell Crow Residential Two Buckhead Plaza, Suite 500 • 3500 Peachtree Road, N.W. • Atlanta, GA 30305	P: 770-801-1600 F: 770-801-5359 www.tcredidential.com	Ron Terwilliger chairman & CEO	16.8M/71	16.8M/71	N/A	12M/50	E 12%, S 56%, W 32%
10	16	SARES-REGIS Group 18802 Bardeen Ave. Irvine, CA 92612	P: 949-756-5959 F: 949-756-5955 www.sares-regis.com	Peter Rooney president-commercial development 15.8M/18	15.8M/18	N/A	I 70%, MF 30%	I 35%, MF 65%	11 N/A

KEY: HC=Healthcare, H=Hotel, I=Industrial, MX=Mixed Use, MF=Multi-Family, O=Office, R=Retail, SH=Seniors Housing, X=Other, E=East, MW=Midwest, S=South, W=West, I=International
Percentages are rounded. The following companies ranked high in past listings but did not provide numbers for this listing: BH Capital Partners L.L.C., GREC Conversions, Prestige Builders Partners L.L.C.



www.altergroup.com

For full chart, please visit www.cponline.com