

COMMERCIAL DEVELOPMENT FIRMS

Commercial development firms ranked by dollar amount of locally developed property in 2008.

Company	Headquarters Year Founded	\$ Property Dev. in 2009	Square Footage Dev. in 2009	Areas of Specialty/Projects Under Way/Previous Projects	Local Senior Executive(s)
1 Opus Northwest LLC 1500 S.W. First Ave., Suite 1100 Portland, OR 97201 Phone: 503-916-8963 Fax: 503-916-8964 E-mail: brian.owendoff@opusnw.com Web: www.opuscorp.com	Minneapolis, Minn. 1953	\$150 mil.	600,000	Ladd Tower & Park 19 apartments & retail.	John Hery, director of construction; Brian M. Owendoff, vice president and general manager
2 Hoyt Street Properties LLC 1022 N.W. Marshall St., Suite 270 Portland, OR 97209 Phone: 503-227-6877 Fax: 503-227-0147 E-mail: jillians@hoystliving.com Web: www.hoystliving.com	Portland 1994	\$98 mil.	346,000		Tiffany Switzer, president
3 Trammell Crow Residential 220 NW 2nd Avenue, Suite 900 Portland, OR 97209 Phone: 503-241-2989 Fax: 503-241-3462 E-mail: tdichiaro@trammellcrow.com Web: www.trammellcrow.com	Dallas, TX 1977	\$88 mil.	64,000	Multifamily Residential: Riva on the Park, Tupelo Alley, Miraval at Villebois, Deveraux Glen, The Valet	Robert Hirnen, senior managing director; Thomas A. DiChiara, Managing Director
4 Gramor Development Inc. 19767 S.W. 72nd Ave. Tualatin, OR 97068 Phone: 503-245-1976 Fax: 503-654-9188 E-mail: barry@gramor.com Web: www.gramor.com	Tualatin 1985	\$56 mil.	164,000		Barry A. Cain, president; David Copenhaver, vice president of development; Mark Hansen, vice president of leasing; Dean Sorensen, vice president of construction
5 Harsch Investment Properties 1121 SW Salmon Street Suite 600 Portland, OR 97205 Phone: 503-292-2400 Web: www.harsch.com	Portland 1982	\$27 mil.	25,000		Jordan D. Schnitzer Mr., President; Randy Kyte Mr., SVP Development
6 Capstone Partners LLC 1015 N.W. 11th Avenue, Suite 243 Portland, OR 97209 Phone: 503-226-1972 Fax: 503-226-1973 E-mail: cnelson@capstone-partners.com Web: www.capstone-partners.com	Birmingham, Ala. 2002	\$26 mil.	211,000	Capstone Partners completed a 211,000 sf build-to-suit in the Seattle metro area in 2009. The company's areas of specialty include industrial, office, medical office, retail, apartments, land entitlement and development.	Chris Nelson; Eric Lindahl; Jeff Sackett; Martha Shelley
7 Trammell Crow Company 4949 S.W. Meadows Road, Suite 150 Lake Oswego, OR 97035 Phone: 503-644-9400 Fax: 503-520-9400 Web: www.trammellcrow.com	Dallas, TX 1948	\$22 mil.	92,877	Office, industrial, retail, healthcare, student housing, on-airport distribution, multi-family residential and mixed use projects. Previous Projects: 115th Commerce Park, Cascade Station Corporate Centers I & II, Rivergate Corporate Center III, Bldg A.	Steve Wells, Senior Managing Director; Steve Sieber, Vice President; Louis Fontenot, Jr., Development Manager
8 Three Oaks Development Company 14863 S.E. 82nd Drive Clackamas, OR 97015 Phone: 971-236-9500 Fax: 971-236-9504 E-mail: timw@threeoaks.com Web: www.threeoaks.com	Clackamas 1976	\$15 mil.	170,000	Mini Storage, Industrial, Retail, Office	Timothy Warren, president; Cameron J. Warren Jr., vice president
9 Pacific Northwest Properties 6800 S.W. 105th Ave., Suite 175 Beaverton, OR 97008 Phone: 503-626-3500 Fax: 503-626-3880 Web: www.pnwprop.com	Beaverton 1990	\$9 mil.	105,000	Myslon Business Park, Wilsonville Rd. Project, Specialties: Industrial & suburban office space.	Paul Gram, Tom Stern, partners
9 Kevin Howard Real Estate 14855 S.E. 82nd Ave. Clackamas, OR 97015 Phone: 971-236-9505 Fax: 971-236-9509 E-mail: kh@portlandstorage.com Web: www.khselfstorage.com	Clackamas 1986	\$9 mil.		St. Johns Storage, Wilsonville: Just StoreIt	Kevin Howard

COMMERCIAL REAL ESTATE FIRMS

Portland-area commercial real estate firms ranked by number of licensed Realtors.

Company	Headquarters Year Founded	Local Licensed Realtors	Areas of Specialty	Local Senior Executive(s)
1 CB Richard Ellis 1300 S.W. Fifth Ave., Suite 200 Portland, OR 97201 Phone: 503-221-1900 Fax: 503-221-4873 Web: www.cbre.com	Los Angeles, Calif. 1906	71	Brokerage-leasing/sales of office, industrial, retail, apartments, and land; property management; mortgage finance; appraisal; project management; consulting	Mark Fitkin, managing director
2 NAI Norris, Beggs & Simpson 121 S.W. Morrison St., Suite 200 Portland, OR 97204 Phone: 503-223-7181 Fax: 503-273-0256 E-mail: jchering@nbsrealtors.com Web: www.nai-nbs.com	Portland 1932	58	Commercial brokerage: retail, office, industrial sales/leasing; apartment and land sales; asset/property management; real estate finance	J. Clayton Hering, president; H. Roger Qualman, executive vice president; Chris Johnson, executive vice president; Jeff Borlaug, vice president/director of brokerage
3 GVA Kidder Mathews One S.W. Columbia St., Suite 950 Portland, OR 97258 Phone: 503-221-9900 Fax: 503-221-2277 E-mail: kbenoit@gvakm.com Web: www.gvakm.com	Seattle 1969	35	Brokerage, property management, valuation, development & construction management, consulting and sustainability services for office, industrial, investments, retail, and multifamily properties.	Steven Klein, senior vice president
4 Norris & Stevens Inc. 621 S.W. Morrison St., Suite 800 Portland, OR 97205 Phone: 503-223-3171 Fax: 503-228-2137 E-mail: bobs@norstev.com Web: www.norris-stevens.com	Portland 1967	34	Commercial Real Estate, leasing, sales and property management including office, industrial, retail, apartments and investment sales	Brian Bjornson, Managing Director; JC Kootneko, sales and Leasing Director; Robert Stutte Bob, President

Company	Headquarters Year Founded	Local Licensed Realtors	Areas of Specialty	Local Senior Executive(s)
5 Colliers International 601 S.W. Second Ave., Suite 1950 Portland, OR 97204 Phone: 503-223-3123 Fax: 503-227-2447 Web: www.colliers.com/portland	Seattle 1898	30	Office, industrial, multifamily, investments, owner/user, real estate management	Peter Truex, Senior Managing Director
6 Capacity Commercial Group 805 S.W. Broadway, Suite 700 Portland, OR 97205 Phone: 503-326-9000 Fax: 503-425-1006 E-mail: shene@capacitycommercial.com Web: www.capacitycommercial.com	2004	24	Commercial Real Estate Leasing and Sales	Scott Madsen, Principal
7 Bluestone & Hockley Realty Inc. 3835 S.W. Kelly Ave. Portland, OR 97239 Phone: 503-222-3800 Fax: 503-222-6459 E-mail: info@bluestonehockley.com Web: www.bluestonehockley.com	Portland 1972	22	Sales, leasing, management, receiverships, maintenance of all commercial property types as well as bank owned (REO) assets.	Cliff Hockley, president; Marvin Kau, VP brokerage; Tom Sjostrom, VP commercial management; Eleni Tangman-Weiss, VP residential management; Donna Carver, controller
7 Cushman & Wakefield 200 S.W. Market St., Suite 200 Portland, OR 97201 Phone: 503-279-1700 Fax: 503-279-1790 E-mail: john.miller@cushwake.com Web: www.cushmanwakefield.com	New York 1917	22	Commercial leasing and sales, valuation, consulting, property/project management	John Miller, regional branch manager; Judi Burns, regional operations manager
9 Grubb & Ellis Co. 1120 N.W. Couch St., Suite 350 Portland, OR 97209 Phone: 503-241-1155 Fax: 503-241-0306 Web: www.grubb-ellis.com	Santa Ana, Calif. 1958	19	Transaction services for office, industrial, investment and land, property management, project management	David Squire; Bradford Fletcher, executive vice president and managing directors
9 Elliott Associates Inc. 901 N.E. Gilsan St. Portland, OR 97232 Phone: 503-224-6791 Fax: 503-228-3169 E-mail: capben@elliottassociatesinc.com Web: www.elliottassociatesinc.com	Portland 1981	19	Commercial real estate, property management, leasing and investment services.	Lou Elliott, president; Marna Elliott, vice president
11 Macadam Forbes Inc. 1800 S.W. First Ave., Suite 100 Portland, OR 97201 Phone: 503-227-2500 Fax: 503-274-8216 E-mail: info@macadamforbes.com Web: www.macadamforbes.com	1978	18	Industrial, Office, Investments	Mike Vandenberg, President
12 Commercial Realty Advisors NW LLC 733 S.W. Second Ave., Suite 200 Portland, OR 97204 Phone: 503-274-0211 Fax: 503-274-0985 E-mail: pat@cra-nw.com Web: www.cra-nw.com	Portland 1996	16	Retail leasing, sales and tenant representation	
13 Marcus & Millichap Real Estate 101 S.W. Main St., Suite 1850 Portland, OR 97204 Phone: 503-200-2000 Fax: 503-200-2010 E-mail: acassie@marcusmillichap.com Web: www.marcusmillichap.com	Encino, Calif. 1971	15	Real estate investment sales	Tony Cassie, regional manager
14 Hanna Network, Inc. 9415 S.E. Stark St., Suite 300 Portland, OR 97216 Phone: 503-774-8893 Fax: 503-774-8889 E-mail: don@hannanetwork.com Web: www.hannanetwork.com	Portland 1932	14	Commercial sales/leasing and property management	Donald Hanna Jr., president
14 C&R Real Estate Services Co. 1440 S.W. Taylor St. Portland, OR 97205 Phone: 503-224-9554 Fax: 503-595-0968 E-mail: brokerage@crrrealestate.com Web: www.crrrealestate.com	Portland 1969	14	Commercial brokerage, investment sales, leasing, asset/property management	Don Miltase, executive vice president
16 Melvin Mark Brokerage Co. 111 S.W. Columbia St., Suite 1380 Portland, OR 97201 Phone: 503-223-9203 Fax: 503-223-4606 E-mail: tschur@melvinmark.com Web: www.melvinmark.com	Portland 1981	13	Office, industrial, flex, retail, tenant representation	Jon Carder, president
16 Urban Works Real Estate 1230 S.W. First Ave., Suite 201 Portland, OR 97204 Phone: 503-228-3080 Fax: 503-228-3079 E-mail: info@urbanworksrealestate.com Web: www.urbanworksrealestate.com	Portland 2002	13	Retail brokerage for the central city, urban neighborhoods, mixed-use, restaurants and retail development consulting	Craig Switzer, principal, owner
18 Cresapartners One S.W. Columbia St., Suite 1610 Portland, OR 97258 Phone: 503-598-3900 Fax: 503-598-0860 Web: www.cresapartners.com	Boston 1998	10	Representation of tenants/space users and specialization in the delivery of fully integrated real estate services	Craig Reinhart, Managing Principal
19 Doug Bean & Associates Inc. 101 S.W. Main St., Suite 245 Portland, OR 97204 Phone: 503-222-5100 Fax: 503-222-5311 E-mail: doug@dougbean.com Web: www.dougbean.com	Portland 1987	8	Commercial leasing sales and management	Doug Bean, President
20 HSM Pacific Realty Inc. 612 S.W. Idaho St., Suite 2 Portland, OR 97239 Phone: 503-245-1400 Fax: 503-245-7032 E-mail: mandy@hsmacific.com Web: www.hsmacific.com	Portland 1993	7	Retail sales and leasing	Michael S. Heerman, president; Douglas B. Magnusen, vice president