

CPN

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CPN's TOP 25 Developers

Ranking '08	'07 Company	Contact Information	Key Executive	Developed 1/1/05-12/31/07 (SF/#)	Retained for Ownership 1/1/05-12/31/07 (SF/#)	Built Speculatively 1/1/05-12/31/07 (SF/#)	Built as Build-to-Suit 1/1/05-12/31/07 (SF/#)	Sector Distribution of SF Developed 1/1/05-12/31/07	Under Development as of 1/1/08 (SF/#)	Sector Distribution of SF Under Development	Geographic Distribution of SF Developed
1	3 Lincoln Property Co. 3300 Lincoln Plaza, 500 N. Akard St. Dallas, TX 75201	P: 214-740-3300 F: 214-740-3441 www.lincolnproperty.com	Mack Pogue chairman	456.6M/179	34.4M/127	1M/9	35.5M/118	I 30%, MF 40%, O 20%, R 10%	13.6M/60	I 25%, MF 35%, O 30%, R 10%	E 25%, M 10%, S 35%, W 20%, I 10%
2	N/A ProLogis 4545 Airport Way Denver, CO 80239	P: 303-567-5000 F: 303-567-5605 www.prologis.com	Jeffrey Schwartz chairman & CEO	88.4M/317	N/A	62.6M/N/A	25.8M/N/A	I 99%, MU 1%	53.2M/N/A	I 99%, MU 1%	E 7%, M 8%, S 10%, W 9%, I 66%
3	1 Panattoni Development Co. 8775 Folsom Blvd., Suite 200 Sacramento, CA 95826	P: 916-381-1561 F: 916-381-7639 www.panattoni.com	Dudley Mitchell CEO	51M/500	30M/257	27.5M/349	13M/63	I 88%, MU 2%, O 7%, R 3%	16.8M/99	I 93%, MU 3%, O 3%, R 1%	E 3%, M 16%, S 22%, W 43%, I 15%
4	5 Trammell Crow Co. 2001 Ross Ave., Suite 3400 Dallas, TX 75201	P: 214-863-4101 F: 214-863-3138 www.trammellcrow.com	Bob Sulentic CEO	31.9M/159	9.2M/44	22.8M/93	9.1M/66	HC 10%, I 65%, MF 3%, O 18%, R 2%, X 3%	38.8M/166	HC 7%, I 51%, MF 8%, O 26%, R 5%, X 3%	E 26%, M 7%, S 38%, W 28%, I 1%
5	4 The Opus Group 10350 Bren Road, W. Minnetonka, MN 55343	P: 952-656-4444 F: 952-656-4529 www.opuscorp.com	Mark Rauenhorst chairman & CEO	29.5M/191	5.2M/23	26.3M/168	3.2M/23	I 51%, MF 23%, O 18%, R 7%, SH 3%	25M/129	I 43%, MF 18%, O 29%, R 7%, SH 3%	E 10%, M 33%, S 16%, W 38%, I 3%
6	2 Duke Realty Corp. 600 E. 96th St., Suite 100 Indianapolis, IN 46240	P: 317-808-6000 F: 317-808-6770 www.dukerealty.com	Dennis Oklak chairman & CEO	28.2M/125	22.7M/93	22.9M/90	5.3M/35	HC 3%, I 73%, O 20%, R 4%	16.6M/51	HC 3%, I 79%, O 18%	E 7%, M 54%, S 39%
7	4 Industrial Developments International Inc. • 3424 Peachtree Road, N.E., Suite 1500 • Atlanta, GA 30326	P: 404-479-4000 F: 404-479-4162 www.idi.com	Tim Gunter president & CEO	24M/92	10.7M/35	19.2M/53	4.8M/39	I 100%	7.1M/22	I 100%	N/A
8	N/A AMB Property Corp. Pier One, Bay One San Francisco, CA 94111	P: 415-394-9000 F: 415-394-9001 www.amb.com	Hamid Moghadam chairman & CEO	22.6M/87	19.8M/69	19.3M/79	3.2M/8	I 100%	17.8M/56	I 100%	E 23%, M 6%, S 36%, W 35%
9	6 The Alter Group 5500 W. Howard St. Skokie, IL 60077	P: 847-676-4300 F: 847-676-4325 www.altergroup.com	Michael Alter president	21.8M/N/A	11.5M/N/A	10.3M/N/A	11.5M/N/A	HC 15%, I 35%, O 50%	7.1M/N/A	HC 17%, I 39%, O 44%	E 15%, M 25%, S 20%, W 40%
10	14 Hillwood 5430 LBJ Frwy., Eighth Floor Dallas, TX 75240	P: 972-201-2800 F: 972-201-2829 www.hillwood.com	Mike Berry president-Hillwood Properties	18.7M/54	5.6M/17	7.9M/21	6.5M/16	H 3%, I 84%, MU 4%, MF 3%, O 3%, R 2%, X 1%	10.5M/25	H 7%, I 28%, MU 8%, MF 13%, O 13%, R 30%, X 1%	S 55%, W 45%

KEY: HC=Healthcare, H=Hotel, I=Industrial, MU=Mixed-Use, MF=Multi-Family, O=Office, R=Retail, SH=Seniors Housing, X=Other, E=East, M=Midwest, S=South, W=West, I=International.

The following companies ranked among CPN's top 25 developers last year but did not provide numbers for this listing: CenterPoint Properties Trust, Higgins Development Partners L.L.C. and Stiles Corp.

