

# COMMERCIAL REAL ESTATE MANAGERS

RANKED BY SQUARE FEET OF PROPERTY MANAGED IN WESTERN MASS.

	COMPANY	SQ. FT. MANAGED IN W. MASS.	SQ. FT. MANAGED IN THE U.S.	% OFFICE/ RETAIL/INDUSTRIAL	SIGNIFICANT WESTERN MASS. PROPERTIES MANAGED	CHIEF EXECUTIVE
1	<b>APPLETON CORP.</b> 57 Suffolk St., Suite 200, Holyoke, MA 01040 (413) 536-8048; www.appletoncorporation.com	<b>3 million</b>	3 million	28%; 11%; 10% (51% residential)	Springfield Technology Park, Springfield; Mass. Ventures Center, Hadley; Holyoke Crossing, Holyoke Crossroads Park, Holyoke	Paul Stelzer
2	<b>COLEBROOK REALTY SERVICES INC.</b> 1441 Main St., Springfield, MA 01103 (413) 781-0066; www.colebrookrealty.com	<b>2 million</b>	2 million	75%; 10%; 15%	330 Whitney Ave., Holyoke; 280 Chestnut St., TD Bank Center, Naismith Memorial Basketball Hall of Fame, WGBY, New England Public Radio, Springfield; various Roman Catholic Diocese of Springfield properties, Western Mass.	B. John Dill
2	<b>DEVELOPMENT ASSOCIATES</b> 200 Silver St., Suite 201, Agawam, MA 01001 (413) 789-3720; www.devassociates.com	<b>2 million</b>	2 million	20%; 5%; 75%	Greenfield Corporate Center; Westover Airpark Business Center, Chicopee; Oxbow Professional Park, Northampton; Silver Street Business Center, Agawam Crossing, Agawam	Ken Vincunas
4	<b>NAI PLOTKIN</b> 41 Taylor St., Springfield, MA 01103 (413) 781-8000; www.sdplotkin.com	<b>1.5 million</b>	7 million	55%; 35%; 10% (5% residential)	Baystate Medical Center Office Building, Liberty Medical Office Building, One Financial Plaza, Springfield	Evan Plotkin
5	<b>OPEN SQUARE</b> 4 Open Square Way, Holyoke, MA 01040 (413) 532-5057; www.opensquare.com	<b>685,000</b>	685,000	80%; 10%; 10%	Open Square, Holyoke	John Aubin
6	<b>CENTURY INVESTMENT CO.</b> 181 Park Ave., Suite 1, West Springfield, MA 01089 (413) 785-1981; www.centuryinvestment.com	<b>500,000</b>	525,000	40%; 60%; 0%	Century Center, West Springfield; 59-85 Interstate Dr., West Springfield; Northgate Center, Springfield	Andrew Cohen
6	<b>EASTWORKS</b> 116 Pleasant St., Suite 320, Easthampton, MA 01027 (413) 527-1000; www.eastworks.com	<b>500,000</b>	500,000	25%; 30%; 25% (20% residential)	Eastworks complex, Easthampton	Will Bundy
8	<b>OPAL REAL ESTATE GROUP</b> 1776 Main St., Springfield, MA 01102 (413) 726-9841; www.opal-re.com	<b>480,000</b>	1 million	50%; 20%; 30%	Historic Round Hill Summit, Northampton; Federal Express Distribution Centers, Northeast; Social Security Administration, Peter Pan Bus Lines, Springfield; Courthouse Square, Westfield	Mark Healy Frank Fitzgerald
9	<b>HAMPSHIRE PROPERTY MANAGEMENT GROUP</b> 150 Main St., Suite 310, Northampton, MA 01060 (413) 582-9970; www.hpmgnoho.com	<b>350,000</b>	350,000	60%; 40%; 0%	Canal Place, Holyoke; Hatfield Center, Hatfield; Rahar's Building, Thornes Marketplace, Starbucks Building, Urban Outfitters Building, Northampton	Rich Madowitz Russ Jopson
10	<b>COYOTE REALTY INC.</b> 7 Mosher St., West Springfield, MA 01089 (413) 733-3780; www.coyote-realty.com	<b>330,000</b>	330,000	35%; 65%; 0%	Coyotes Den Self-Storage, East Longmeadow; Elm Street Shops, West Springfield; Community Shops, Feeding Hills; Wendy's, Feeding Hills and West Springfield	Jay LeFebvre
11	<b>MARALINE DEVELOPMENT CORP.</b> 148 Newton St., South Hadley, MA 01075 (413) 537-6306; www.maroiscc.com	<b>323,000</b>	323,000	60%; 20%; 20%	Raymond Center, Community Self Storage, Canson Inc., South Hadley; Veritas Charter School, Office of Western Mass. District Attorney, Springfield	Joe Marois
12	<b>ATLANTIC CAPITAL INVESTORS INC.</b> 983 Page Blvd., Springfield, MA 01104 (413) 726-6200; www.atlantic-capital-investors.com	<b>250,000</b>	250,000	88%, 0%, 12%	3640 Main Street Medical Arts & Conference Center, Springfield; Millitech Building, Northampton	Mark Benoit
13	<b>ASPEN SQUARE MANAGEMENT</b> 380 Union St., West Springfield, MA 01089 (413) 781-0712; www.aspensquare.com	<b>200,000</b>	200,000	100%; 0%; 0%	Longmeadow Professional Park; Agawam Corporate Center	Harold Grinspoon
13	<b>TINKHAM MANAGEMENT CO.</b> 66 Industry Ave., Springfield, MA 01104 (413) 781-2046; www.tinkhammanagement.net	<b>200,000</b>	200,000	60%; 0%; 40%	Industry Avenue, Springfield	Paul Pannier