

CLIENT TESTIMONIALS

Representing our clients best interest
To minimize risk and maximize cash flow

— CBRE BUYER ADVISORY SERVICES

1 Your personal knowledge, experience, and intervention when necessary, on our behalf were the things that enabled us to close that deal. You knew who to contact, what to do, how to do it best, and why. Your actions came from experience, a wide swath of professional contacts, and your own collected wisdom, which were all invaluable to us.

—TIM

2 Gary and the entire team reviewed several hundred properties and narrowed the search down to three excellent alternatives. They were extremely diligent every step of the way, and helped overcome every hurdle in a quick and professional manner.

—LAURIE

3 It was challenging to get through all the documentation but, with your professional guidance, including recommendations on lawyers, an accommodator, title officers and escrow officers, and third-party vendors, we were able to bring this transaction to a successful conclusion.

—MYER

4 One of the things that really was beneficial was the in-depth analysis that was done on every asset we were considering. The CBRE local market leasing brokers provided incredible insight into every property and how that property was positioned in the market. Sifting through countless opportunities and then narrowing down the alternatives to the absolute best one is an art and it makes your team unique.

—BRAD

5 Your financing group, Capstone, did an outstanding job of going to numerous debt sources and secured a loan with an excellent interest rate and terms. Without them it would have been very difficult to get this transaction closed. We put three different properties with different owners in escrow at different times, and then subsequently closed escrow on all three properties on the same day with one cross collateralized loan. Definitely not an easy feat.

—RICHARD

6 They provided lots of options to choose from that met my requirement for long term stable cash flow. The team's ability, along with the CBRE local market leasing experts who knew each property and every submarket, determined the benefits as well as potential issues of each property. Their deep dive into each property and the submarket uncovered attributes about each property that were not always obvious.

—HENRY

SUMMARY

- Sold office building in Irvine, CA for \$15,900,000.
- Bought a newly constructed industrial building in Fullerton, CA for \$16,489,830.
- All Cash.
- CBRE sourced two off-market opportunities and leveraged a strong relationship with an industrial developer to win the Fullerton deal.



SEARCH REQUIREMENT

- \$14M-\$19M price range.
- Wanted only industrial product in Orange County, CA.
- 4.00%+ Cap Rate.
- Since criteria was extremely tight, our team utilized industry relationships to find off-market opportunities that fit Tim's needs.



REFERENCES

We are so thankful for the work the CBRE Buyer Advisory Services team did to help us purchase our new building through the very exacting 1031 Exchange process. We couldn't have been more pleased when escrow closed recently. It's our opinion that it never would have happened if we had worked with anyone other than you.

As you know, we would not have had a chance of buying it without your personal contact with the previous owner, convincing him that we were a more advantageous buyer than the one he had already. That was pivotal, and literally created the opportunity for us to make the purchase.

Your personal knowledge, experience, and intervention when necessary, on our behalf were the things that enabled us to close that deal. You knew who to contact, what to do, how to do it best, and why. Your actions came from experience, a wide swath of professional contacts, and your own collected wisdom, which were all invaluable to us.

You managed every aspect of the purchase of the new building perfectly. We cannot thank you enough. Because of the way you handled all of this, we got a building that really works for us, rather than one that is simply a better option than paying capital gains taxes.

—Tim

SOLD



ACQUIRED



FULLERTON, CA

SUMMARY

- Sold office building for \$5,200,000.
- Approximately \$3,500,000 in available cash.
- Acquired multi-tenant retail strip center in San Diego for \$6,800,000.
- Exceptional demographics with Average Household Income of \$164,000 within 1-mile radius and population count of 250,000 people within 5-mile radius.
- Included standalone 7-Eleven (S&P AA- credit rating) and strip of internet-resistance, service-oriented tenants.



REFERENCES

From the moment Gary explained his team's extremely thorough and detailed process, I knew I was in good hands. My deal was not only the biggest transaction of my life, it was a 1031 Exchange, which meant time was of the essence. Gary and the entire team reviewed several hundred properties and narrowed the search down to three excellent alternatives. They were extremely diligent every step of the way, and helped overcome every hurdle in a quick and professional manner. I would absolutely work with Gary and his team again, and recommend them to anyone who needs help with their commercial real estate portfolio.

—Laurie



SEARCH REQUIREMENT

- Vetted 900+ on-market and off-market properties.
- Industrial, Industrial Incubator, Office, Medical Office, Retail (Single or Multi-tenant).
- Southern California.
- Internet resistant tenants preferred.
- Strong 1, 3, & 5-Mile Demographics.

SOLD



ACQUIRED



SAN DIEGO, CA

SUMMARY

- Sold property for \$16,770,000.
- Approximately \$6,000,000 in available equity for their ownership position.
- Acquired a standalone Starbucks with drive-thru for \$3,850,000.
- Brand new construction and 10-year corporate lease.
- Outstanding demographics with Average Household Income of \$97,000 within 1-mile radius and Population count of 460,000 people within 5-mile radius.
- CBRE provided 3rd party vendors to ensure quick and easy closing.



SEARCH REQUIREMENT

- Vetted 1,000+ on-market and off-market properties.
- Industrial and Retail (Single and Multi-tenant).
- Western United States.
- Cap Rate 4.00%+.
- Recession Proof/Credit Tenants.
- Strong 1, 3, & 5-Mile Demographics.
- Limited Landlord Responsibilities.



REFERENCES

I wanted to reach out to everyone on the team for your excellent effort to conclude this sale transaction of the Starbucks property.

It was challenging to get through all the documentation but, with your professional guidance, including recommendations on lawyers, an accommodator, title officers and escrow officers, and third-party vendors, we were able to bring this transaction to a successful conclusion. I also want to thank Shawn for helping with financing, which made this transaction possible.

Thank you all for your service. It is much appreciated.

—Myer

SOLD



ACQUIRED



LA MESA, CA

SUMMARY

- Sold Los Angeles office building for \$54,250,000.
- Approximately \$47,000,000 in available equity.
- Acquired off-market Vons grocery store in San Diego for \$27,650,000.
- ID date was pre-COVID19. Had utilized 200% rule to ID properties (Torrance Shopping Center - \$45M, Vons - \$28M, Encinitas Shopping Center - \$26M, Santa Monica Market - \$5M).
- Decided on Vons because single-tenant grocer was more secure than multi-tenant retail.
- This Vons displayed exceptional annual sales volume of nearly \$35M.
- Dense area of San Diego with no developable land (land value makes up large percentage of the value).
- Albertsons Companies, Inc. (Vons) was going public.
- Strong demographics and highly trafficked location.



SEARCH REQUIREMENT

- Vetted 2,000+ on-market and off-market properties.
- \$15M-\$50M price range.
- Retail, Industrial, Office, Multifamily.
- Western United States (Southern California preferred).
- Strong 1, 3, & 5-Mile Demographics.



REFERENCES

This is to thank your team for an excellent job well done. Your personal involvement and hands on approach was exceptional. Combined with your knowledge and experience every base was covered and nothing was overlooked throughout the entire process.

One of the things that really was beneficial was the in-depth analysis that was done on every asset we were considering. The CBRE local market leasing brokers provided incredible insight into every property and how that property was positioned in the market. Sifting through countless opportunities and then narrowing down the alternatives to the absolute best one is an art and it makes your team unique.

You also helped secure an excellent loan which increased our cash flow. We really appreciate all of your efforts and hard work. We definitely plan on using you again on our next 1031 Exchange requirement

—Brad

SOLD



ACQUIRED



SAN DIEGO, CA

SUMMARY

- Sold property for \$10,000,000.
- Acquired 3 properties for \$22,537,000 in 3 states. The properties were put into escrow at different times and terms with different sellers.
- CBRE provided consolidated debt and closed on all (3) properties simultaneously to secure the best interest rate and terms.
- 10-year fixed, 30-year amortization, 5-year interest-only, non-recourse.
- CBRE provided different property management recommendations for each of the properties.



SEARCH REQUIREMENT

- Vetted 1,000+ on-market and off-market properties.
- Multi-Tenant Retail, Single Tenant Retail, Industrial, Office, Flex.
- Western States.
- Cap Rate 5.50%+.
- Recession Proof/Credit Tenants.
- Strong 1, 3, & 5-Mile Demographics.



REFERENCES

1031 Exchange. They did exactly what they said they would do. The team did a very good job of sourcing a significant number of properties that met our requirement. Once the properties were identified they did a stellar job, along with the CBRE local market leasing experts in each office where the properties were located, of vetting the properties to determine the best options.

Your financing group, Capstone, did an outstanding job of going to numerous debt sources and secured a loan with an excellent interest rate and terms. Without them it would have been very difficult to get this transaction closed. We put three different properties with different owners in escrow at different times, and then subsequently closed escrow on all three properties on the same day with one cross collateralized loan. Definitely not an easy feat.

In addition, we are very happy with their property manager recommendations. Overall, it was a very good experience. We will use them again in the future.

—Richard

ACQUIRED



SANTA CLARITA, CA



PARKER, CO



CAREFREE, AZ

SUMMARY

- Sold property for \$16,770,000.
- Approximately \$8,000,000 in equity.
- Acquired off-market Albertsons grocery store in Bakersfield for \$15,702,398.
- Obtained 10-year loan at 3.50% Interest Only.
- Unbeatable demographics within the Bakersfield market.
- Average Household Income pushing \$150,000 within 1 mile and Population count of 450,000 people within 10 miles.
- Massive store sales – annual sales over \$27,000,000.



SEARCH REQUIREMENT

- Vetted 500+ on-market and off-market properties.
- Industrial and Retail (Single and Multi-tenant).
- Southern California and Arizona.
- Cap Rate 4.00%+.
- Recession Proof/Credit Tenants.Strong 1-, 3-, & 5-Mile Demographics.



REFERENCES

“I recently hired CBRE Buyer Advisory Services to assist with our 1031 Exchange. I run a large business so my expertise is not investing in commercial investment real estate. I needed assistance throughout the entire acquisition process. Their team definitely did a lot of hand holding which allowed me make the best possible decision.

They provided lots of options to choose from that met my requirement for long term stable cash flow. The team’s ability, along with the CBRE local market leasing experts who knew each property and every submarket, determined the benefits as well as potential issues of each property. Their deep dive into each property and the submarket uncovered attributes about each property that were not always obvious.

Overall, I was extremely happy with the results that their team achieved. They were also instrumental in helping secure and exceptional loan on the property which significantly increased my cash flow. Their team is very qualified. They will definitely look after your best interests and assure that all of your objectives are met.”

—Henry

SOLD



ACQUIRED



BAKERSFIELD, CA

SUMMARY

- Sold property for \$5M, all equity.
- Acquired an off-market 3 property multi-family portfolio in Denver, CO.
- Assumed existing in-place debt with favorable terms.
- Avoided competition from other buyers by sourcing off-market properties.
- Denver has one of the highest multi-family rental rate growth rates in the country.



SEARCH REQUIREMENT

- \$4M-\$9M
- Minimum 4.5% Cap rate
- Location: Smile States
- Product Type: Industrial, Retail, Flex, Office, and Multi-family.
- Count: > 3,000 properties
- Notes: Industrial incubator/low rise office – small tenants only. Retail strip – preferred credit, but mom & pop ok if in strong location. Apartments – exclude CA, WA, and OR. STNL – 10+ years of term, must be safe and strong credit, in A+ location, tenant must not be able to leave. No single tenant industrial. 5% cap or greater on everything except willing to go down to 4.5% cap on apartments.



REFERENCES

We sold a retail strip mall and hired CBRE Buyer Advisory Services to find a replacement 1031 exchange property. The team has a unique approach to finding properties and we ended up purchasing three excellent value-add off market apartment properties. The team reviewed at hundreds of properties and with the help from the local CBRE leasing agents in each market, they were able to provide insightful market intel on each property and market. Their input and expertise was extremely useful in helping us decide which properties offered the best opportunities. We would highly recommend them to anyone looking for assistance with an exchange.

—Ryan

SOLD



ACQUIRED



LAKEWOOD, CO

SUMMARY

- Sold property for \$3M.
- Acquired a new construction long term leased STNL property in growing Dallas/Ft. Worth market.
- Quickly tied up the property after 1 day on market amongst competition from several competing buyers.
- Secured favorable financing terms to maximize after-tax cash flow.



SEARCH REQUIREMENT

- \$2.5M-\$4.2M.
- Minimum 5% Cap rate.
- Location: Entire US (excluding Northeast).
- Product Type: Retail – Single Tenant.
- Count: > 1,000 properties.



REFERENCES

Chris Martin, Doug Mack and the entire investment team at CBRE to thank you for a terrific job in locating and helping us to close our acquisition of the Driver's Edge property in Fort Worth, Texas.

Prior to hiring CBRE, I had a couple of brokers showing us properties to complete a 1031 exchange. Finding the exact property that met all of our parameters was critical to us, as this is a family business and my father needed the cashflow for living expenses and care for my mother. Unfortunately, everything they sent me was unacceptable and I was running out of time.

I was concerned about having an exclusive agreement however I decided it was the best way to see the most properties and get my exchange completed. I have been practicing law for over thirty years and have never seen a more efficient process than what I experienced in working with your team. I don't believe that your ability to quickly source and analyze both listed and unlisted properties can be duplicated in terms of the sheer number of properties that you reviewed. I believe that we looked at over 1500 properties before finding the perfect property for my trade, which I closed last month. Without question I plan on using CBRE again for my next acquisition.

—Adam

SOLD



ACQUIRED



FOXWORTH, TX

SUMMARY

- Sold retail property in Spokane, WA for \$7.83M.
- Bought a multi-tenant industrial incubator in Orlando, FL for \$5.6M. Low vacancy in-fill submarket with no tenant relocation alternatives.
- Also bought a retail strip center in Cicero, IL for \$4.5M. New construction with 4 credit tenants, long-term leases and an outparcel to a Walmart Supercenter.



SEARCH REQUIREMENT

- Location: Every state except for the Northeast.
- Count: 4,800 properties.



REFERENCES

This was our first experience with CBRE handling a 1031 exchange requirement. The team was exceptional from beginning to end and you did everything you said you would do and more. A number of things stand out:

They quickly provided a lot of excellent options and your analysis of each opportunity helped us in our replacement property selection process.

Access to on the ground intelligence from your CBRE local leasing market specialists was critical in evaluating each asset and submarket where the property was located.

Besides the team, they introduced us to several other supporting roles such as consultants, exchange accommodators, financing specialists, inspectors, attorneys and financial analysts. Basically, we felt very supported in all aspects of this exchange.

Everyone on the team was extremely responsive and always available (even when they were on vacation)

The integrity and always looking out for our best interest is what sets you apart and why we will use you again.

—Bijan

ACQUIRED



CICERO, IL



ORLANDO, FL

SUMMARY

- Sold a boutique hotel on Newport Beach Peninsula for \$15M, all cash.
- Acquired a grocery anchored shopping center in Baton Rouge, LA for \$30,000,000 (50% LTV).
- Exceptional demographics of \$83,000 AHHI within 3 miles and close proximity to Louisiana State University.
- Strong anchor grocer sales.
- Additional upside in NOI of \$150,000 by ground leasing vacant pad site.



SEARCH REQUIREMENT

- Vetted 1,200+ on-market and off-market properties.
- Industrial, Industrial Incubator, Retail Strip, Shopping Centers.
- Entire United States.
- Strong 1, 3, 5 Mile Demographics.
- Stabilized properties with additional upside opportunities.



REFERENCES

Thank you for helping me with completing my 1031 Exchange. I hadn't done an exchange in a very long time and your expertise in all areas was outstanding. Your proprietary exchange web based data base platform proved invaluable in keeping track of properties that came on the market daily. Your insights into various types of real estate investments, national marketplaces and local demographics for target properties were key for initially evaluating the many available properties. The financial analysts on your team were instrumental in evaluating the "A" properties, including the property I ultimately purchased which included dozens of tenants with different CAM reimbursements. Also your recommendations for due diligence consultants were worth their weight in gold. Finally, your debt team helped walk me through a very tedious and complex loan process.

Your entire team exceeded my expectations.

—Fred

SOLD



ACQUIRED



BATON ROUGE, LA

SUMMARY

- Sold a \$17M redevelopment site in Los Angeles to a home builder.
- Needed to replace \$13M in equity and \$4M in debt.
- Acquired a long term credit net leased cold storage facility.
- Zero relocation alternatives available for the tenant.
- Acquired the site below land value with below market in-place rent.



SEARCH REQUIREMENT

- Vetted 400 on and off-market properties.
- Industrial only.
- Western US.
- Stabilized properties with additional upside opportunities.



REFERENCES

Initially when you guaranteed that you would find me a property for my 1031 exchange I was somewhat skeptical however you came through and did exactly what you said you would do. I am thoroughly impressed with your team and your process.

I couldn't be more pleased with the results and the property I purchased. I normally do not give out references but in this case you more than deserve it.

Thanks for all of your efforts and I will definitely use you again in the future..

—Steve

ACQUIRED



FREMONT, CA

SUMMARY

- Acquired a shopping center in San Diego for \$89.8M.
- Exceptional demographics of \$100,000+ AHHI within a 1, 3 and 5 mile radius.
- Long term credit tenants with additional redevelopment upside in the future.



REFERENCES

We first met Gary over a Zoom call and felt instantly comfortable about working with him. Gary demonstrated a depth of knowledge and experience that made us confident in his advice regarding which properties would be the best investments for us.

In such a competitive market, we weren't sure how we would be able to find a quality property that met our needs. But Gary and his team were thoughtful and meticulous in their research, making sure to only send listings that were best suited for us. After just a few months, Gary identified a great opportunity and fought extremely hard for us to get the deal. We have never worked with a broker who communicated with us as well and as much as Gary throughout the entire process, not just in the early parts of negotiating to secure the deal.

We particularly appreciate his straightforwardness and honesty. It made for quick and efficient communication, something that was important to us given our busy schedules. We were very happy with our experience working with Gary and look forward to continuing to work with him and his team for as long as possible!

—Karen



SEARCH REQUIREMENT

- Vetted 2,600 on and off-market properties
- Retail, industrial and office
- Entire United States
- Long term STNL, grocery anchored shopping centers and covered land plays

ACQUIRED



KEARNY MESA, AZ

SUMMARY

- Sold industrial building in Sacramento, CA for \$10,250,000
- Bought shops in Walmart Supercenter anchored retail shopping center in Phoenix, AZ for \$14,500,000
- Financing the acquisition with a 30% LTV bank loan
- The property is located in a high growth area of Phoenix and receives a high amount of traffic due to the close proximity to Walmart



SEARCH REQUIREMENT

- Vetted 750 properties in CA, AZ, NV, UT and CO
- \$8-25M price range
- Retail and industrial
- Strong 1, 3 & 5 mile demographics
- Strong traffic counts and national retailer presence



REFERENCES

I am new to the 1031 Exchange process and your team gave me a lot of confidence in my decision making. Your online web site was extremely helpful in being able to keep track and rank all of the properties coming on the market. Your guidance and detailed review of each asset as well as your input on how each property differentiated from others was critical in helping me decide which property was the best option. There was always someone on the team that picked up the phone and was available to answer questions and address any issues that came up. I really appreciate all of the time and effort spent to make this exchange a success. Thank you for a job well done.

—Roberta

ACQUIRED



PHOENIX, AZ

SUMMARY

- Sold a \$14M medical office building in Los Angeles
- Bought a retail/auto shopping center in for \$26,000,000 Las Vegas located on the highly trafficked Summerlin Drive corridor
- Client added additional equity and acquired all cash
- The property is located in a submarket with a 2% retail market vacancy rate and 2 week re-tenanting downtime



SEARCH REQUIREMENT

- Vetted 1,100 properties across the Western United States
- \$7-50M price range
- Strong preference to acquire a property in Las Vegas due to client's existing in-place property management infrastructure
- Our team located a “needle in the haystack” shopping center with excellent fundamentals and successfully outcompeted three other 1031 exchange buyers.



REFERENCES

Thank you, Gary, Anthony and team, for locating a needle in the haystack asset in my preferred investment market!

—Scott

ACQUIRED



LAS VEGAS, NV

SUMMARY

- Sold \$20.8M worth of land and a \$4.2M industrial building in Riverside, CA
- Needed to place \$25M of equity in industrial anywhere in the country
- CBRE screened 420 industrial deals between \$20- 120M
- CBRE managed a process in which the client submitted offers on 8 different properties
- Acquired a value-add industrial property in Payson, UT for \$24M



REFERENCES

I have been an active industrial property broker/private investor for over 20 years and have always personally managed 1031 Exchanges for my own portfolio and advised other clients and friends to avoid exclusive representation agreements which I felt would limit the broad perspective of available opportunities. However, based upon the competitiveness of the current market I found that I didn't have the time to cover enough ground by simply calling brokers or searching Loopnet/ Costar to locate quality properties. In hiring the CBRE Buyer Advisory Services they provided the leverage to cover the entire country and locate several quality properties, many that were off-market. The team did all the necessary pre-qualifying on each asset that we ended up making offers on and worked diligently to get the target asset under contract. They are very good at qualifying properties and navigating the nuances of the 1031 Exchange rules and processes, they definitely know what they are doing.

The outcome was great and the inherent stress of a 1031 Exchange was substantially mitigated with their processes and attention to detail. We located an excellent off market property with upside potential. They helped in negotiating excellent leaseback terms and language in the purchase and sale agreement that protected me. I will use them again and have already recommended them to a number of people.

— Art



SEARCH REQUIREMENT

- Industrial
- Nationwide
- \$15-50M
- 1-2 tenants

ACQUIRED



PAYSON, UTAH

SUMMARY

- Client sold an industrial building in Richmond, CA for \$3.2M.
- CBRE screened hundreds of properties in the highly competitive STNL market across the country.
- Client acquired an Aspen Dental in Morgantown, WV home to the University of West Virginia.
- CBRE was able to position the client for success by submitting an offer on the property within the first hour of it coming to market.
- The property is located in the main retail trade area for Morgantown which boasts some of the highest performing corporate retail stores on the east coast.



REFERENCES

Thank you for helping me navigate a national search for my replacement property. It was a daunting process, and I am glad I could count on your team to make it easier for me.

—Pietro



SEARCH REQUIREMENT

- Long term STNL.
- \$3-8M.
- Nationwide.
- Lease term of at least 10 years.
- Annual increases.
- Investment grade credit tenant.

ACQUIRED



MORGANTOWN, WV

SUMMARY

- Sold a STNL Tesla property in Orange County and needed to place \$15.6M of equity
- CBRE screened 3877 retail, industrial and multi-family properties across the country
- CBRE managed a transaction process in which the client acquired 3 properties.
- Client acquired two retail strip centers in Phoenix, AZ in areas with high average household income and population growth
- Client also acquired a multi-tenant industrial property in Tampa, FL in a market with sub 3% vacancy and constrained supply



REFERENCES

Thank you, team, for sourcing out-of-state opportunities in growth markets!

—Darin



SEARCH REQUIREMENT

Search requirement is confidential.

ACQUIRED



GILBERT, AZ



GILBERT, AZ



TAMPA, FL

SUMMARY

- Sold a \$10M senior housing facility in California
- Needed to place \$10M equity
- Bought a multi-tenant industrial incubator project in San Bernardino in a highly competitive bid process



REFERENCES

It was recommended by a couple of people not to sign an exclusive agreement but based upon your reputation I decided to sign up with your team. That was the best decision I have ever made. You guys came through with flying colors and I couldn't be happier. There was perfect execution of the process, which I might add I thoroughly enjoyed. Once we started I knew that I could trust you and that you had my best interest at heart. Your teams ability to analyze and drill down on every property to find the best opportunity out of hundreds of properties was impressive to say the least. I will be recommending you to any of my friends that are in 1031 exchanges. Thanks again for a great job and providing my family with an excellent cash flow for my retirement.

— Rex



SEARCH REQUIREMENT

- Industrial
- Nationwide
- \$8-12M
- Single or multi tenant

ACQUIRED



SAN BERNARDINO, CA

SUMMARY

- Sold a \$71M food processing building in Los Angeles
- Needed to place \$63M equity and \$8M debt
- Diversified across 3 geographical markets and 3 asset classes
- Acquired a mixed use project in Mesa, AZ, a new construction industrial long term BTS in Tulsa, OK and a shopping center in Houston, TX



SEARCH REQUIREMENT

- Vetted 1,500 properties nationwide
- \$8-50M price range
- Industrial, retail and office
- 5.5% cap rates and greater



REFERENCES

I have found very few people actually do everything they say they will do but your team did exactly that, which is exemplary. Your team covered all of the bases and left no stone unturned. You were professional and extremely knowledgeable. The properties we ended up purchasing met our criteria perfectly, which I know was not an easy task. What more could I ask for. Besides that we had a laugh or two along the way.

— Jack

ACQUIRED



ROCKLIN, CA



MONTGOMERY, TX



GOODYEAR, AZ

SUMMARY

- Sold a \$24M industrial property in San Bernardino, CA.
- Needed to place \$24M equity.
- Only wanted to buy industrial.
- Acquired 3 industrial properties in 3 separate geographical markets.



SEARCH REQUIREMENT

- Industrial
- Nationwide
- \$5-30M
- Single or multi tenant



REFERENCES

I had an excellent experience with your team. You did exactly what you said you would do. Your team always returned calls and were on top of every aspect of the transaction from beginning to end. Your team's ability to quickly analyze properties all over the country and get real time market intel was invaluable. We ended up with excellent properties that met our criteria. All in all we had a great experience and will definitely use you again.

— Carlos

ACQUIRED



ORLANDO, FL



VIRGINIA BEACH, VA



WYLIE, TX

SUMMARY

- Sold an industrial building in NorCal for \$32,000,000.
- Bought a shopping center in College Station, TX for \$19,600,000 and an industrial incubator park in Lakewood, WA for \$31,000,000.
- Financed both acquisitions with interest only CMBS loans.



REFERENCES

Gary and his team are very professional and went above and beyond. I couldn't imagine going through the exchange process without them as it provided me the best chance of purchasing exactly what I was looking for. They also supplied great contacts and connections that I will continue to use going forward on other opportunities throughout the country. Everyone on the team was amazing and are experts at what they do. Their organization is exceptional and I look forward to working together again in the future.

—Ed



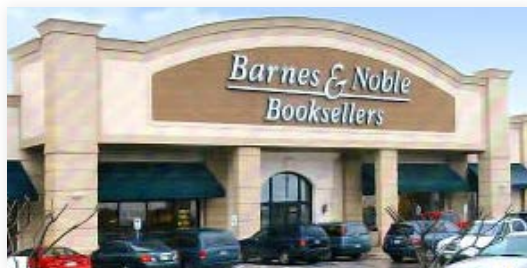
SEARCH REQUIREMENT

- Vetted 1,400 properties across the entire United States.
- \$12-65M price range.
- Retail and industrial.

ACQUIRED



LAKWOOD, WA



COLLEGE STATION, TX

SUMMARY

- Sold apartments in Oklahoma for \$40M
- Acquired a grocery anchored shopping center in Chandler, AZ and a multi-tenant office building in Murrieta, CA
- Strong credit and sales grocery anchor in a high income growing area
- Stabilized office building with minimal near term rollover and strong historical occupancy



REFERENCES

Thank you, Gary and team, for vetting the right projects for my requirements!

-Vinod



SEARCH REQUIREMENT

- Vetted 1,300 properties on-market and off-market properties
- Retail, Industrial and Office properties
- Western & Southeastern U.S.

ACQUIRED



MURRIETTA, CA



CHANDLER, AZ

SUMMARY

- Sold a shopping center in San Diego for \$21,500,000
- Acquired a new construction townhome project in Denver, CO all cash
- Upside through converting each unit's basement into an additional bedroom
- Strong demographic submarket of Denver with high leasing velocity



SEARCH REQUIREMENT

- Vetted 1,100 properties
- Retail, industrial and multi-family properties
- Nationwide except Northeastern states



REFERENCES

Thank you, Gary and Anthony, for educating me on the value of multifamily product types in growth markets. I am excited about this new investment opportunity and its future upside

—Adam

ACQUIRED



AURORA, CO

SUMMARY

- Sold an industrial property in Orange County for \$26,000,000
- Needed to replace \$20,000,000 in equity and \$6,000,000 in debt
- Acquired a Target anchored shopping center in Hoover, AL
- Strong demographic submarket with rapid population growth
- Additional upside by constructing junior anchor box space



REFERENCES

Kudos to the team for deploying your national platform and unrivaled resources to locate investment opportunities across the county. To have a one-stop shop with your team makes my purchase a much straight-forward process. Thank you.

—Petersons



SEARCH REQUIREMENT

- Vetted 1,400 properties
- Retail, industrial, multi-family and office
- Nationwide except Northeastern states

ACQUIRED



HOOVER, AL

SUMMARY

- Sold apartments in Texas for \$88M
- Acquired two shopping centers in California
- Client wanted stability of cash flow with upside potential in a strong market demographically



REFERENCES

Thank you, Gary, Anthony and Chris for working with me to identify such an incredible asset in my preferred market. Your process is incredibly seamless and your team is great to work with. Looking forward to owning this property.

—Dick S



SEARCH REQUIREMENT

- Vetted 1,000 on and off-market properties
- Industrial, Retail and Apartments Nationwide
- 5.5% + cap rates with future upside
- Strong average household incomes

ACQUIRED



VENTURA, CA

SUMMARY

- Acquired a multi-tenant retail strip center in Dallas, TX
- Outparcel to top performing Costco
- Long term leases to credit national tenants
- Next to freeway interchange with strong traffic counts



REFERENCES

A special thank you to you guys for all the hard work and dedication. I thank you also for the dedicated professional team you assembled. Rick Warner gave you the highest of recommendations and his opinion has proven true.

This experience has been a blast and even though there were challenges along the way, you guys continued to step up and a special thank you to Bryan for his ultimate patience with me. My endless calls and questions I am sure added to your pressure.

Again, thank you for all you have done and I am thankful to God for you guys. God has always guided and protected us along this journey and our family is extremely grateful.

Thank you,

Doug



SEARCH REQUIREMENT

- Vetted 1,200 on and off-market properties
- Retail and industrial
- nationwide

ACQUIRED



ROCKWALL, TX

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