



Orange County Market

MULTIFAMILY PRACTICE

CBRE

Meet Your Dedicated Multifamily Team



**Dan
Blackwell**

Dan has specialized in Multifamily Investment Sales since 2008 and currently leads the Southern California Multifamily Investment Sales division for CBRE. Dan is dedicated to adding value to his clients, so they make the most prudent business decisions with their multifamily properties.



**Mike
O'Neill**

Mike is a Senior Vice President with CBRE's Orange County multifamily investment sales team. Mike joined CBRE in 2017 and is responsible for the coastal multifamily market within Orange County. His primary focus is advising clients in improving their financial position of their properties, and assisting with acquisitions, dispositions and 1031 exchanges when they are active in the market.



**George
Felix**

George Felix offers investors premier real estate advisory service because he turns market intelligence into client advantage. George's expertise consists of 12 years representing multi- and single-tenant retail investors, which has advanced to include multifamily investors who are vying to participate in net-leased properties.



**Priscilla
Nee**

Priscilla Nee specializes in multifamily investment sales in the Greater Los Angeles Area and West San Gabriel Valley. As a leader in her market, Priscilla has developed strong partnerships based on trust, efficiency, and results. She consistently shapes her market by setting record sales prices while closing influential transactions on behalf of her clients.



**Jack
O'Connor**

Jack O'Connor is a Senior Associate with the CBRE Multifamily SoCal Team and assists investors in the acquisition and disposition of multifamily assets with a concentration in the coastal Orange County markets.



**Amanda
Fielder**

Amanda Fielder specializes in multifamily investments in Orange County and northern San Diego County. Her primary focus is to assist her clients in achieving their financial goals through the acquisition, disposition and facilitation of 1031 exchanges of multifamily assets. Her clients appreciate the value that she brings and can rely on her to be their trusted advisor.



**Michelle
Jefcoat**

Michelle has specialized in multifamily investment sales since 2000. During her 23+ year tenure, Ms. Jefcoat has been involved in the sale of more than 24,455 apartment homes and 26 land sites for residential development throughout California.

INVESTOR-FOCUSED OPERATIONS TEAM



**Christina
Tang**



**Chasen
Travisano**

Team's Notable Orange County Activity

CLOSED



1100-1200 E. Fairhaven Ave., Santa Ana
160 Units | \$40,750,000

CLOSED



Huntington & Clay Street, Huntington Beach
52 Units | \$20,250,000

CLOSED



1111 W. Santa Ana Blvd., Santa Ana
70 Units | \$19,500,000

CLOSED



2950 Lynrose Dr., Anaheim
72 Units | \$19,250,000

CLOSED



301-307 Avocado St., Costa Mesa
48 Units | \$18,500,000

CLOSED



1251 N. Placentia Ave., Anaheim
56 Units | \$15,600,000

CLOSED



7100-7152 Fenway Dr., Westminster
46 Units | \$13,713,500

CLOSED



2910 W. Ball Rd., Anaheim
33 Units | \$12,110,000

CLOSED



345 N. Batavia St., Orange
32 Units | \$11,500,000

CLOSED



212-220 Huntington St., Huntington Beach
24 Units | \$10,500,000

CLOSED



184 N. Prospect St., Orange
28 Units | \$10,500,000

CLOSED



13872 La Pat Pl., Westminster
30 Units | \$10,000,000

Recent Case Studies



16th St., 15th St., 22nd St. | Huntington Beach

(4) Building Portfolio

\$17,925,000

- Legacy portfolio, ownership built the properties in the 1970s
- Family wanted to divest, we worked with all parties to ensure smooth transactions
- Over 5 offers on all (4) properties
- Set record pricing in Huntington Beach



2550 E. College Pl. | Fullerton

18 Units

\$8,500,000

- Investor wanted to move their equity from Kansas back to California
- Satisfied investor's upleg in the 1031 exchange
- Checked all the boxes for our investor by delivering the ideal investment with 1980's construction, renovated with a majority two-bedroom floorplans



2607 Solana Wy. | Laguna Beach

12 Units

\$7,375,000

- Well-maintained, generational investment asset
- Seller desired a more passive investment, exchanged into a DST
- First time on market in over 40 years
- Matched the seller with the right buyer from our investor network, prioritizing the seller's sentimental connection to the property



425 E. Wellington Ave. | Santa Ana

9 Units

\$3,105,000

- Seller divested all California properties and moved capital out of state
- Over \$1,000,000 in interior & exterior renovations
- The 7th property our team has sold for this investor group
- Marks the 4th time our team has sold this property

13812 La Pat Place, Westminster, CA



“Dan Blackwell and his team recently sold a 30 unit multifamily asset for our company. His team did an excellent job marketing the property and effectively managed the transaction from beginning to end. They went above and beyond our expectations, showed tenacity during a time with some market headwinds (early 2023), and delivered a successful sale outcome. We enjoyed working with Dan and his team, would certainly recommend them, and look forward to working together many more times in the future.”

Jim Hammersmith
Dunbar Residential Investments, LLC

1111 Santa Ana Blvd., Santa Ana, CA



“I wanted to express our sincere gratitude to you and your team at CBRE for all the hard work and professionalism during our last three acquisitions. All three properties required additional follow through and management. We felt comfortable with you and your team’s competence during the entire process.”

Jim Colombo
Point Vista Management

SCAN FOR
VIDEO TESTIMONIALS

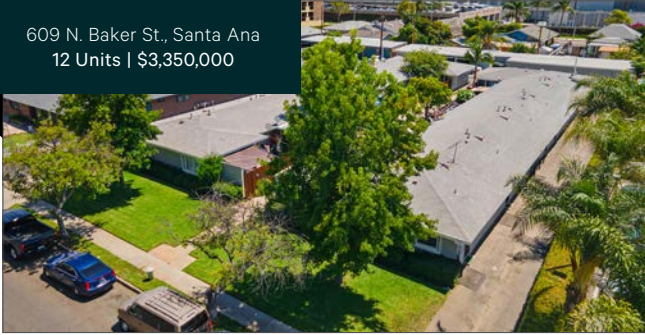


Our 1031 Exchange Services

Multifamily SoCal Team offers tailored 1031 exchange services. We guide you through the complexities of the process from start-to-finish, providing expertise and solutions that align with your investment goals.

Recent Completed Exchanges

609 N. Baker St., Santa Ana
12 Units | \$3,350,000



1609 Balboa Ave., Newport Beach
4 Units | \$3,850,000



115 N. West St., Anaheim
16 Units | \$4,750,000



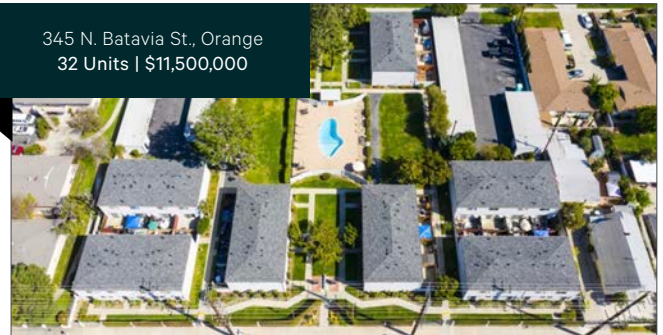
Raising Canes, Mesa, AZ
Retail | \$5,075,000



1120 Highland St., Santa Ana
32 Units | \$8,435,000



345 N. Batavia St., Orange
32 Units | \$11,500,000



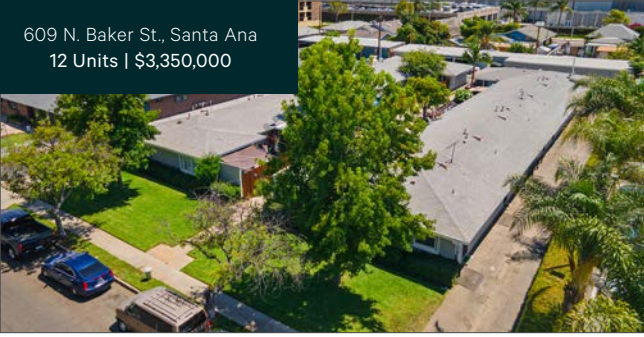
291 Beverly St., Laguna Beach
2 Units | \$2,548,000



410 Huntington St., Huntington Beach
6 Units | \$2,750,000



609 N. Baker St., Santa Ana
12 Units | \$3,350,000



1609 Balboa Ave., Newport Beach
4 Units | \$3,850,000



1027 N. Coast Hwy., Laguna Beach
9 Units & 8 Commercial | \$5,950,000



7100-7152 Fenway Dr., Westminster
46 Units | \$13,713,500



810-818 17th St., Santa Ana
8 Units | \$2,175,000



114 Avenida Aragon, San Clemente
6 Units | \$2,050,000



“Dan makes the entire process of selling a property surprisingly easy. He is always available to discuss the details and provide expert guidance along the way. From the moment our property was listed to the close of escrow one month later, Dan and his team were there to handle everything in a professional manner. I can’t imagine working with anyone else.”

Dennis Orgeron

CBRE Corporate Overview

CBRE Group, Inc. (NYSE:CBRE), a Fortune 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services and investment firm (based on 2019 revenue). The company has more than 100,000 employees (excluding affiliates) and serves real estate investors and occupiers through more than 530 offices (excluding affiliates) worldwide. CBRE offers a broad range of integrated services, including facilities, transaction and project management; property management; investment management; appraisal and valuation; property leasing; strategic consulting; property sales; mortgage services and development services.

COVERAGE



500+
OFFICES

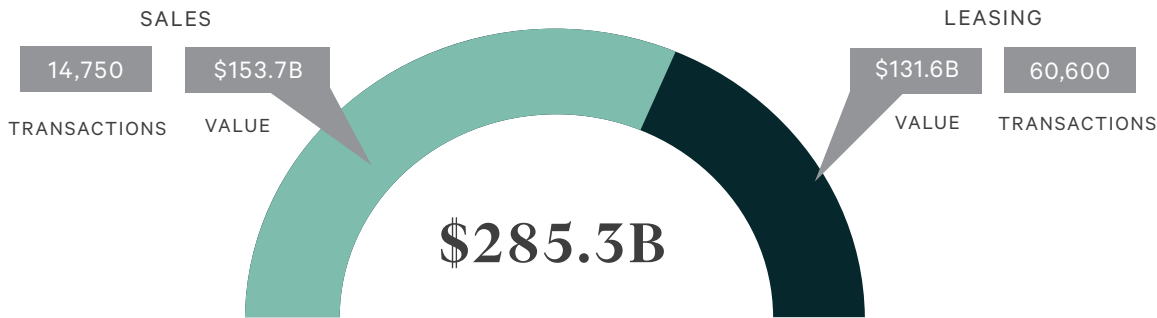


130,000+
EMPLOYEES

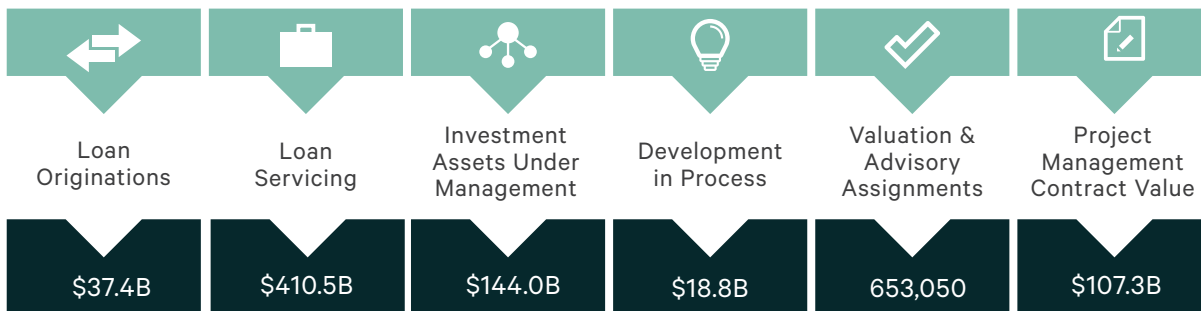


100+
COUNTRIES

TRANSACTIONS



TOTAL TRANSACTION VALUE



Capital Markets Overview

CBRE Multifamily continues to set the bar as the industry leader. With the most powerful platform, covering all facets of the apartment industry, CBRE Multifamily provides clients access to the most experienced and highly specialized professionals in every market throughout the U.S. and the globe.

CBRE Multifamily has specialists in all facets of the multifamily industry with over 300 dedicated multifamily professionals in 65 U.S. offices. Our clients consistently turn to CBRE for our proven ability to execute on any multifamily deal, from large complex portfolios to small private capital assignments.

THE CBRE ADVANTAGE

Our depth of relationships with domestic and international capital, real-time market information, and unrivaled insight across the broad spectrum of real estate services mean that CBRE is the only choice.

#1

U.S. Apartment Broker since 2001*

Freddie Mac Loan Originator in 2021**

Agency Originator in 2021***

*Source: Real Capital Analytics.

**Source: Freddie Mac

***Source: Freddie Mac & Fannie Mae

PROVEN TRACK RECORD

#1

NAMED "TOP U.S. APARTMENT BROKER" BY REAL CAPITAL ANALYTICS IN 2022

300+

DEDICATED MULTIFAMILY PROFESSIONALS IN 65 U.S. OFFICES

\$22.0B

MULTIFAMILY PROPERTY SALES IN 2023

\$17.0B

MULTIFAMILY FINANCING IN 2023

Global Recognition



FORTUNE 500

#135 in 2023; ranked since 2008

FORTUNE

Most Admired Real Estate Company; 14 Years in a Row

FORBES

Named one of America's Best Large Employers; 4th
Consecutive Year

LIPSEY

#1 Brand for 23 Consecutive Years

CBRE Corporate Overview

In addition to Capital Markets services, CBRE offers a complete spectrum of integrated services for investors, unlocking the power and potential of real estate across its entire lifecycle.



With comprehensive Orange County market coverage and dynamic set of resources, CBRE Multifamily SoCal is uniquely positioned to deliver results that align with our investor's goals.



For more information, contact

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