

Oakland Industrial

BOB FERRARO • MICHAEL BARRY • CHRIS VAN KEULEN • KEN MORRIS • PAUL BOSKOVICH • BROOKS BAKER



CBRE

Serving the Greater Bay Area's Industrial Occupiers & Owners

\$1.3B

2025 Transaction Consideration

8

Dedicated Team Members

162

Transactions in 2025

#1

Most Admired Real Estate Company

According to Fortune Magazine

COVERING ALAMEDA COUNTY & BEYOND

We're an Advisory team with expertise across every dimension of real estate.

Our team can help you with:



Site selection & location strategies



Portfolio strategies



Lease vs. sell analysis
(Broker opinion of value)



Market forecasts & analyses



Build-to-suit services



Own vs lease analyses



Sale lease-back analyses



New leases, expansions, consolidations or relocations



Acquisitions & dispositions



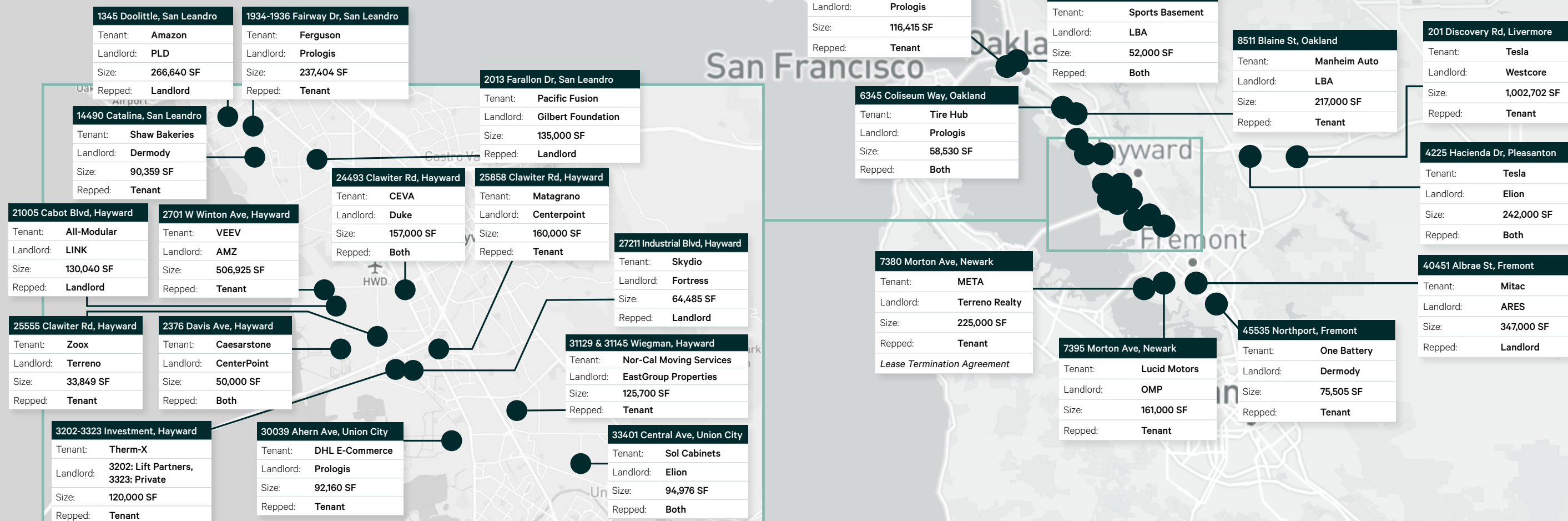
Labor & demographic analytics

The East Bay Market Leasing Leaders

Our Completed Deals 2021-Present

10,550,439 SF

We've represented 41% of the total lease transactions over 100K SF since 2021



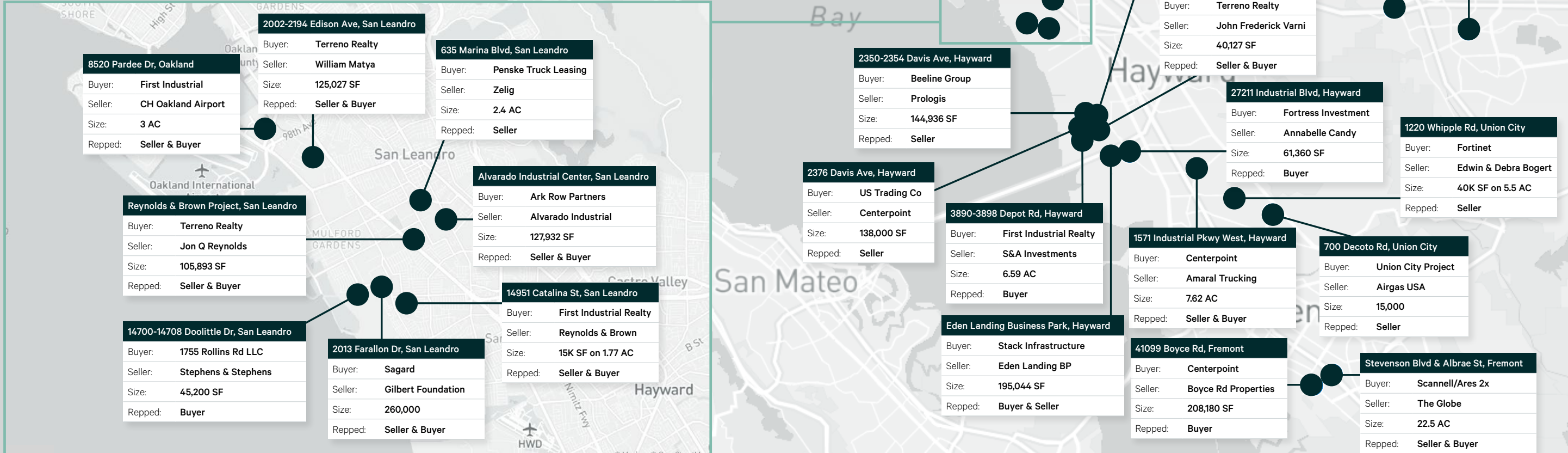
The 880 Industrial Market Sales Leaders

Our Completed Deals 2021-Present

53,187,144 SF / 128.21 AC

Total Building Sq. Ft. Sold

Total Land Acreage Sold



What Our Clients are Saying

TRUST US, TRUST THE PROCESS, AND THE RESULTS WILL BE THERE

The CBRE team of Mike Barry, Bob Ferraro and Chris van Keulen has an extensive track record along the 880 Corridor in the East Bay Area. Over the past 18-months, CBRE has assisted CenterPoint in successfully completing three separate acquisitions, in addition to representing CenterPoint on two sizable lease transactions. CBRE has their finger on the pulse of the dynamic tenant base on the 880 Corridor, ranging from industries such as logistics, warehousing and advanced manufacturing. Additionally, CBRE has been extremely active on the investment sales side – both on-market and off-market transactions.

CenterPoint invests and manages properties in numerous markets across the country – among their peers, CBRE East Bay is considered a “go-to” team that is dependable for market data, intel and strong results on even the most complex assignments.

Evan Lippow *CenterPoint Properties*

Re: Mike Barry, Bob Ferraro, Chris van Keulen

I have worked with the Barry, Ferraro, and van Keulen team since 2015, while I was at MetLife, Hines, Duke Realty and most recently Prologis. I am an active real estate professional focused on industrial acquisitions and development opportunities. My entitlement, development, construction pipeline has consisted of over 3.5 million square feet of industrial projects in Hayward, San Leandro, Oakland, Richmond, and San Jose.

Whenever I am looking at a new opportunity, the first team I call for market knowledge is the Barry/Ferraro/van Keulen team. I trust this team and their expertise. I work with several industry vets in the Bay Area, but this team is by far the most transaction savvy group, they always have the latest information, and they are a pleasure to work with!

I have two active projects with this team. A 24-acre site in Oakland which is currently being entitled for a 426K SF industrial facility- this was one of the most difficult transactions in my career, it was a severely environmentally impacted site regulated by the EPA and Alameda County Health Department. The site had previously been on the market with different brokerage groups and several failed buyers. While at Duke, I closed on the transaction in December 2021 with the help of Barry/Ferraro/van Keulen. They understand the market, helped advised the Seller/ownership group through the process and kept all Buyers, including Duke, informed throughout the process. After closing on the land, I retained them as my leasing team, and they are actively helping with the project marketing.

This team also helped Duke buy, entitle, and prelease a 150K SF building on 10 acres in Hayward. The project was preleased in March 2022 immediately after entitlement approval of the project, 10 months ahead of construction completion.

If I could, I would have the Barry/Ferraro/van Keulen team market and list all my properties. With today's constant changing market dynamics, I need a team that has a pulse on the market, and can deliver from A-Z. This team goes above and beyond to cover all aspects of our industry with clients, landlords, tenants, city officials and port officials. Their work ethic is second to none, their market deliverables are second to none.

Please do not hesitate to reach out with any questions. My phone number is 818-307-0465.

Sincerely,

Janet Galvez *VP, Investment Officer at Prologis*

We work with Bob, Mike, and Chris consistently across the whole spectrum of industrial transactions in the 880 Corridor and it would be extremely difficult to find a more competent team in the market, or any other market that we work in nationally. We heavily rely on them for acquisition opportunities, lease transactions (landlord and tenant representation) and general market knowledge. Their attention to detail and aptitude to facilitate transactions is best in class.

Cody Saunders *Terreno Realty Corporation*

To Whom it May Concern.

I'm writing this to express my gratitude to Chris van Keulen and his team (Bob Ferraro & Mike Barry) at CBRE who represented The Gilbert Foundation in the recent (2023-2025) leasing and sale transactions.

The team provided a terrific level of service that resulted in getting our space leased in a very challenging leasing market where vacancy was climbing and tenant demand was suffering.

When it came time in 2025 for The Gilbert Foundation to sell, they outlined a specific buyer engagement & selection process to get the highest value possible coupled with surety of closing. The process ran for a couple of weeks and we ended up with a more than satisfactory purchase price.

Chris and his team are true professionals with deep knowledge of the Oakland industrial market but most importantly they handle their clients with extreme care, and with consistent communication. I would recommend Chris and the CBRE team to any owner looking for representation on either leasing or selling their property. Feel free to call me personally at my contract information listed below if you want to speak more about Chris, his team and their abilities.

Thank you again to Chris, Bob and Mike of CBRE!

Sheldon E. Katzer *Asset Manager The Gilbert Foundation*

RE: CBRE Team – Barry, Ferraro & Van Keulen

Please take this letter as my recommendation of the CBRE Team referenced above. I have worked with Mike, Bob and Chris on a variety of industrial real estate transactions on the I-880 Corridor, including land and building acquisitions, built-to-suit opportunities, lease transactions and dispositions. The team has deep experience in the market and takes an active and energetic approach to marketing and execution that is necessary to maximize value and efficiently execute a transaction.

If you would like to discuss, I'm happy to talk specifics over a phone call. The team has always been a great resource for my decision making and continues to provide a high level of service.

I hope you are successful in your transaction.

Mike Murray, *Lift Partners*



Questions? Let's Chat.



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