

CBRE CAPITAL MARKETS

CBRE

Multifamily Investment Properties

Covering Los Angeles County and Inland Empire Regions







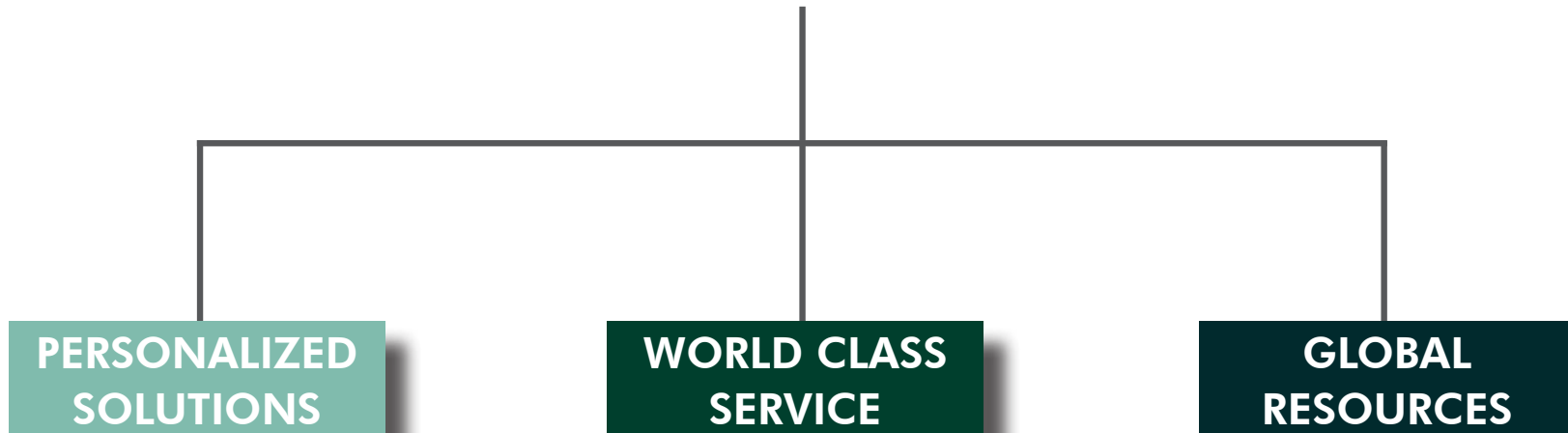
About Us

Who We Are

TEAM HIGHLIGHTS

From multifamily investment properties to mixed use development opportunities, Eric Chen and his team have been involved in some of the most significant commercial real estate transactions in the Los Angeles County and Inland Empire regions. The team ensures that their clients receive world class service by combining the extensive resources of a global firm with the personalized services and solutions of a boutique. With an arsenal of global market intelligence, transactional experience, local expertise, political/zoning insight, and the industry's largest buying pool, the team approaches each assignment with a multi-faceted analysis to uncover hidden potential and maximize value for their clients.

Maximize Value



Meet The Team

INVESTMENT SALES



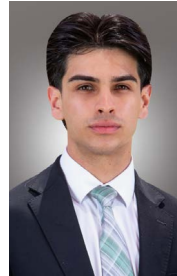
ERIC CHEN
EXECUTIVE VICE
PRESIDENT



KEVIN SIN
VICE PRESIDENT



BLAKE TORGERSON
VICE PRESIDENT



MIKEL DOMINGUEZ
ASSOCIATE

Eric Chen

CBRE, #1 Multifamily Producer,
California (2023,2024,2025)

SUPPORT STAFF



JESSICA KHOURY
CLIENT SERVICES
TEAM LEAD



DALYCE KELLEY
MARKETING
SPECIALIST



EDWARD GARCIA
INVESTMENT SALES
ANALYST



DANIEL SOTO
CLIENT SERVICES
MARKETING

#1 Multifamily Brokerage Team in
California for CBRE

#1 Highest Multifamily Price Per Unit
Transaction in California

#1 Multifamily Brokerage team in the
Inland Empire Out of All Brokerages
for the Past 5 Years

DEBT & STRUCTURED FINANCE



RYAN WILKINSON
EXECUTIVE VICE PRESIDENT

What We Do


OUR SERVICES

Eric Chen and his team specialize in Multifamily Investment Sales in Los Angeles County and Inland Empire regions.

With a group of seasoned professionals with over 50 years of combined experience, the team provides real estate advisory services and property evaluations to their clients to develop investment strategies whether it is to sell, refinance, or to renovate for long term hold. They are capable to apply live time real estate market conditions related to every individual property, which allows their clients to make the best strategic decisions for their investment properties.




OVER
50 YEARS+
OF COMBINED EXPERIENCE



OVER
733+
TRANSACTIONS



OVER
9,069
UNIT VALUES

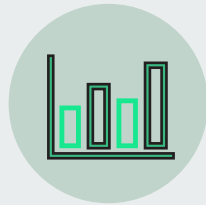


OVER
60,000+
UNIQUE ACCOUNTS IN DATABASE



OVER
\$6.5 BILLION
TOTAL CONSIDERATION

What We Offer



SALES



ADVISORY



FINANCING

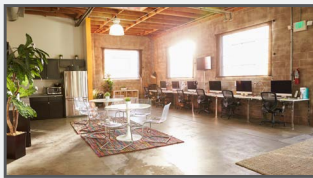
STRATEGY		EVALUATION			EXECUTION		
IDENTIFY GOALS		PROPERTY ANALYSIS	DEVELOP INVESTMENT SCENARIOS	SCENARIO DECISIONS	LISTING	NEGOTIATIONS & CONTRACT EXECUTION	POST TRANSACTION
» Visioning/Data Gathering	» Risks/ Opportunities	» Location	» Buy	» Prioritize Goals	» Marketing Plan & Efforts	» Offers	» Close of Escrow
» Key Decision Criteria	» Project Plan/ Timetable	» Property Criteria	» Exchange	» Personalize Solutions	» Transaction Timeline	» Identify Seller/Buyer Vulnerability	» 1031 Exchange Strategy
		» Market/ Inventory	» Refinance	» Develop Execution Plan	» Target Buyers	» Best & Final	
		» Financial Modeling	» Hold		» Exclusive Database		
		» Hidden Opportunities	» Sell				
		» Market Comparison					

Eric Chen & Team

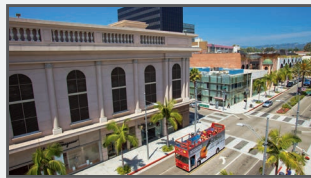
VALUE THEIR CLIENTS



OTHER SERVICES



OFFICE



RETAIL
SINGLE & MULTI TENANTS



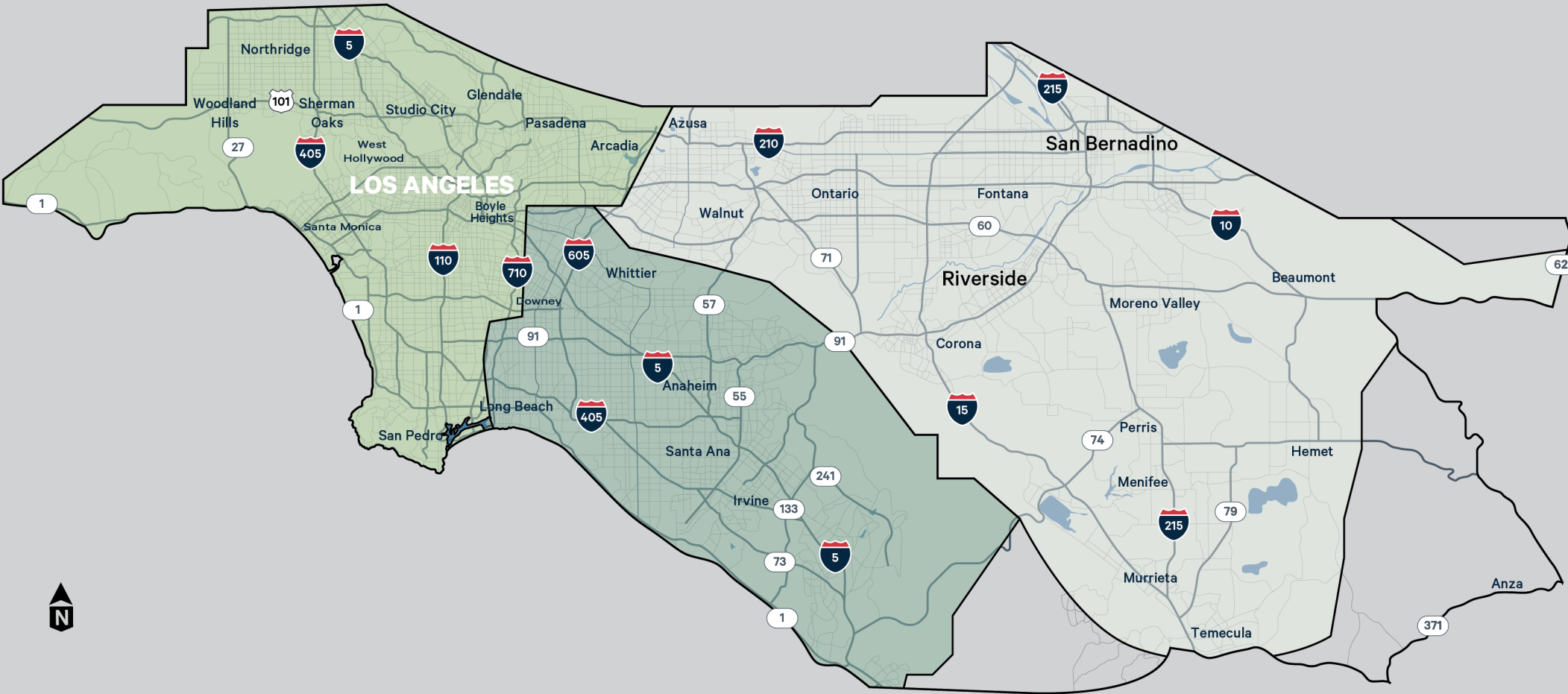
INDUSTRIAL



SPECIALTY
MOBILE HOME PARK,
SELF-STORAGE & HOTEL

Market Coverage

CBRE



ERIC CHEN & TEAM TRACK RECORD

733

Total Transactions

\$6.5B

Total Transactions Consideration

9,069

Total Units

TEAM DATABASE

54K

Investors

241K

Commercial & Residential Brokers

CoStar
POWER BROKER™





Notable Transactions

New Construction Notable Transactions

					
301 OCEAN AVE SANTA MONICA, CA	57 WHEELER AVE ARCADIA, CA	7354 WOODMAN AVE VAN NUYS, CA	11955 W WASHINGTON BLVD CULVER CITY, CA	840 S. MAGNOLIA AVE ONTARIO, CA	221 N MOUNTAIN AVE ONTARIO, CA
Price \$70,000,000	Price \$39,200,000	Price \$37,500,000	Price \$29,250,000	Price \$28,000,000	Price \$17,400,000
Units 38	Units 38 + 17,000 SF Retail	Units 86	Units 30 + 8,665 SF Retail	Units 75	Units 39
Building Size 37,989 SF	Building Size 63,432 SF	Building Size 80,455 SF	Building Size 43,385 SF	Building Size 60,574 SF	Building Size 38,925 SF
Price/Unit \$1,842,105	Price/Unit \$754,937*	Price/Unit \$436,047	Price/Unit \$780,000*	Price/Unit \$373,333	Price/Unit \$446,154
Price/SF \$1,842	Price/SF \$618	Price/SF \$466	Price/SF \$674	Price/SF \$462	Price/SF \$447
Cap Rate 3.00%	Cap Rate 2.30%	Cap Rate 3.78%	Cap Rate 4.08%	Cap Rate 3.61%	Cap Rate 5.14%
Year Built Renovated 2017	Year Built 2019	Year Built 2018	Year Built 2016	Year Built 2019	Year Built 2024
Sale Date 10/1/2021	Sale Date 11/8/2021	Sale Date TBD	Sale Date 8/28/2023	Sale Date 12/6/2021	Sale Date 2/10/2025

					
135-139 W LIVE OAK AVE ARCADIA, CA	5455 INGLEWOOD BLVD CULVER CITY, CA	803 N PALM CANYON DR PALM SPRINGS, CA	9223 CYPRESS AVE FONTANA, CA	1054 N ORANGE ST RIVERSIDE, CA	3628 MADISON ST RIVERSIDE, CA
Price \$14,350,000	Price \$7,880,000	Price \$7,300,000	Price \$6,150,000	Price \$4,425,000	Price \$2,450,000
Units 17	Units 13	Units 13	Units 14	Units 23	Units 12
Building Size 32,801 SF	Building Size 14,144 SF	Building Size 20,933 SF	Building Size 21,868 SF	Building Size 18,214 SF	Building Size 8,760 SF
Price/Unit \$844,118	Price/Unit \$606,154	Price/Unit \$561,538	Price/Unit \$439,285	Price/Unit \$192,391	Price/Unit \$204,167
Price/SF \$437	Price/SF \$557	Price/SF \$349	Price/SF \$365	Price/SF \$243	Price/SF \$204
Cap Rate 3.19%	Cap Rate 4.67%	Cap Rate 4.32%	Cap Rate 5.42%	Cap Rate 4.41%	Cap Rate 4.40%
Year Built 2016	Year Built 2017	Year Built 2007	Year Built 2024	Year Built 2010	Year Built 2017
Sale Date 10/14/2022	Sale Date 9/20/2023	Sale Date 10/31/2023	Sale Date 5/30/2025	Sale Date 3/27/2019	Sale Date 5/24/2019

Notable Transactions | Inland Empire



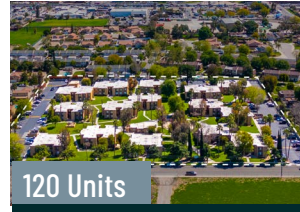
320 Units

\$74,500,000
36491 YAMAS DR
WILDOMAR, CA



75 Units

\$28,000,000
840 S. MAGNOLIA AVE
ONTARIO, CA



120 Units

\$27,300,000
1066 N ORANGE ST
RIVERSIDE, CA



148 Units

\$18,865,000
3535 BANBURY DR
RIVERSIDE, CA



83 Units

\$13,800,000
347 W 44TH ST
SAN BERNARDINO, CA



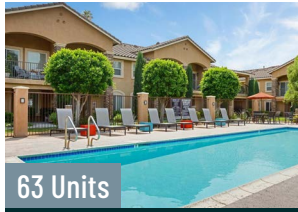
50 Units

\$14,000,000
3855 SKOFSTAD ST
RIVERSIDE, CA



79 Units

\$12,047,000
3 PORTFOLIO PROPERTY
SAN BERNARDINO, CA



63 Units

\$10,550,000
11511 MAGNOLIA AVE
RIVERSIDE, CA



44 Units

\$10,150,000
3401 RAMONA DR
RIVERSIDE, CA



68 Units

\$8,850,000
4205 EVART STREET
MONTCLAIR, CA



48 Units

\$8,720,000
13260 HEACOCK ST
MORENO VALLEY, CA



34 Units

\$7,750,000
7429-7493 POTOMAC ST
RIVERSIDE, CA



67 Units

\$7,725,000
1475 DATE ST
SAN BERNARDINO, CA



34 Units

\$6,550,000
28378 ENCANTO DR
MENIFEE, CA



25 Units

\$6,300,000
8919 MANGO AVE
FONTANA, CA



14 Units

\$6,150,000
9223 CYPRESS AVE
FONTANA, CA



36 Units

\$3,800,000
640 W VESTA AVE
ONTARIO, CA



13 Units

\$3,550,000
10325 LEHIGH AVE
MONTCLAIR, CA

Notable Transactions | Coachella Valley



175 Units

\$20,500,000
311 S SUNRISE WAY
PALM SPRINGS, CA



74 Units

\$14,150,000
82435 REQUA AVE
INDIO, CA



63 Units

\$14,000,000
45278 DEEP CANYON RD
PALM DESERT, CA



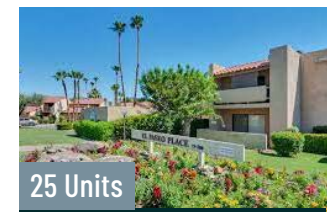
55 Units

\$8,800,000
45325 PANORAMA &
74550 SHADOW HILLS DR
PALM DESERT, CA



12 Units + RETAIL

\$7,300,000
803 N PALM CANYON DR
PALM SPRINGS, CA



25 Units

\$4,500,000
73200 TUMBLEWEED LN
PALM DESERT, CA



21 Units

\$3,800,000
73625 CATALINA WAY
PALM DESERT, CA



12 Units

\$3,400,000
73881 FRED WARING DR
PALM DESERT, CA



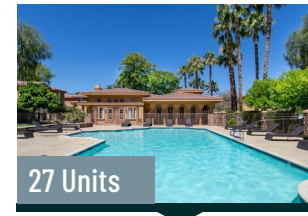
33 Units

\$3,375,000
45601 MONROE
INDIO, CA



14 Units

\$2,450,000
2388 N SUNRISE WAY
PALM SPRINGS, CA



27 Units

\$2,200,000
2003 E DESERT PARK AVE
PALM SPRINGS, CA



8 Units

\$2,000,000
3760 & 4022 E CALLE DE CARLOS
PALM SPRINGS, CA



7 Units

\$1,811,000
78981 SAVANNA LA MAR DR
BERMUDA DUNES, CA



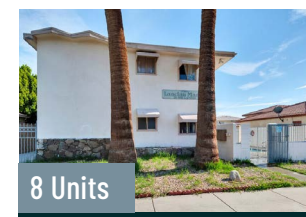
5 Units

\$1,660,000
45350 SUNSET LN
PALM DESERT, CA



4 Units

\$840,000
2780 N JUNIPERO
PALM SPRINGS, CA



8 Units

\$760,000
28600 LANDAU BLVD
CATHEDRAL CITY, CA



7 Units

\$745,000
33060 RANCHO VISTA DR
CATHEDRAL CITY, CA

Notable Transactions | Los Angeles County & San Gabriel Valley



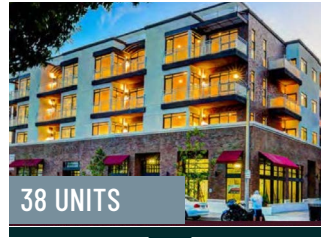
38 UNITS

\$70,000,000
301 OCEAN AVE
SANTA MONICA, CA



21.22 ACRES

\$58,450,000
LAND DEVELOPMENT
WEST COVINA, CA



38 UNITS

\$39,200,000
57 WHELLER AVE
ARCADIA, CA



116 UNITS

\$33,600,000
3 PROPERTY PORTFOLIO
AZUSA, CA



76 UNITS

\$26,350,000
2601 E VALLEY BLVD
WEST COVINA, CA



30 UNITS

\$29,500,000
11955 W WASHINGTON
CULVER CITY, CA



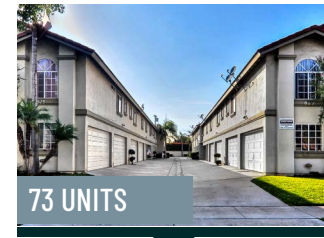
80 UNITS

\$18,800,000
2000 W PACIFIC AVE
WEST COVINA, CA



42 UNITS

\$14,950,000
1760 STATE ST
SOUTH PASADENA, CA



73 UNITS

\$14,750,000
3 PROPERTY PORTFOLIO
AZUSA, CA



17 UNITS

\$14,350,000
135-139 W LIVE OAK
ARCADIA, CA



LAND DEV. | 90 CONDOS

\$11,100,000
253 S LOS ROBLES
PASADENA, CA



39 UNITS

\$9,700,000
3733 GIBSON RD
EL MONTE, CA



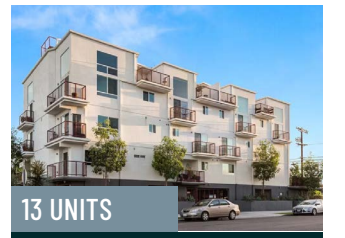
26 UNITS

\$8,750,000
14521 CLARK ST
BALDWIN PARK, CA



28+2 UNITS

\$8,205,000
321 S SAN JOSE AVE
COVINA, CA



13 UNITS

\$7,880,000
5455 INGLEWOOD BLVD
LOS ANGELES, CA

Notable Transactions | Los Angeles County & San Gabriel Valley



22 UNITS

\$7,800,000
175 S MADISON AVE
PASADENA, CA



24 UNITS

\$6,400,000
3545 BIG DALTON
BALDWIN PARK, CA



20 UNITS

\$6,125,000
710 CLARADAY ST
GLENORA, CA



23 UNITS

\$6,000,000
444 N EUCLID AVE
PASADENA, CA



20 UNITS

\$5,100,000
422-436 W FRONT ST
COVINA, CA



13 UNITS

\$5,075,000
817 PADILLA ST
SAN GABRIEL, CA



14 UNITS

\$4,150,000
8202 ROSEMEAD BLVD
PICO RIVERA, CA



7 UNITS

\$4,100,000
28-32 S CHAPEL AVE
ALHAMBRA, CA



6 UNITS

\$3,825,000
11149 BARNWALL ST
NORWALK, CA



5 UNITS

\$3,850,000
148 N MAR VISTA
PASADENA, CA



7 UNITS

\$3,800,000
445-449 S. REXFORD DRIVE
BEVERLY HILLS, CA



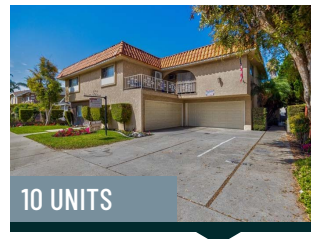
8 UNITS

\$3,375,000
1015 SUNSET AVE
ARCADIA, CA



12 UNITS

\$3,200,000
5109 TYLER AVE
TEMPLE CITY, CA



10 UNITS

\$2,600,000
6311 NEWLIN AVE
WHITTIER, CA



14 UNITS

\$2,310,000
2460 N EASTERN AVE
LOS ANGELES, CA



MARIE TAYLOR
SHER McCANLESS
NAI Capital
FOR LEASE
call 564-480
NACIA MAHAR
JENNY ENG

FOR LEASE
call 564-480
NACIA MAHAR
JENNY ENG





Our Capabilities

Why Hire Eric Chen & Team

- 1. ERIC CHEN & TEAM** are recognized as one of the most prominent and skilled multifamily investment professionals in the Los Angeles County and Inland Empire regions.
- 2. OUR TEAM** focuses on existing multifamily investments and development projects.
- 3. OUR TEAM** has a unique database of over 60,000 investors.
- 4. OUR TEAM** has over 50 years of combined real estate experience. We are results driven, client oriented with consistent performance.
- 5. OUR TEAM** has represented over \$6.5 Billion in multifamily assets in the last eighteen years in Los Angeles County and Inland Empire regions.
- 6. OUR TEAM** has an unparalleled widespread marketing campaign to ensure maximum exposure for our clients' properties with local, national, and global reach.
- 7. OUR TEAM** has a reputation for getting the highest prices in the industry.
- 8. OUR TEAM** helps prevent buyers from renegotiating in escrow by providing buyers a thorough financial analysis and obtaining back-up offers.
- 9. CBRE'S MULTIFAMILY GROUP'S** sales volume is significantly greater than our closest competitors.
- 10. THE CBRE MULTIFAMILY GROUP** shares buyer lists amongst its brokers to give our clients' properties the broadest exposure to the market.



ERIC CHEN

Executive Vice President
Lic. 01489184

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Office Location:
4141 Inland Empire Blvd.
Suite 100
Ontario, CA 91764

PROFESSIONAL EXPERIENCE

Eric Chen leads an investment sales team based in Ontario, representing clients in the sales of apartment buildings, condominium conversion and land for development for apartments in the San Gabriel Valley and Inland Empire regions. Eric represents a variety of client types include high net worth individuals, syndications, hedge funds, family trusts, private equities and oversea investors from Asia. As Senior Vice President of Investment Properties, combining a 18+ year track record, solid relationships and CBRE's global platform, Eric will offer unmatched market insight, strategic advice and stellar performances to his clients.

Eric was the top investment sales producer nationally at Marcus & Millichap and he is consistently recognized as the top listing broker and investment advisor in the Southern California multifamily industry. Eric also advises clients on 1031 tax deferred exchanges by providing strategic solutions based on each individual client's needs.

Since 2003, Eric Chen and Team, along with Ryan Wilkinson, Senior Vice President with CBRE Capital Markets, CBRE Debt and Structured Finance, have completed over \$6.5 billion in sales and finance, over 733+ sale transactions and has between 30%-40% market shares in many cities within Los Angeles and Inland Empire markets. Prior to joining CBRE, Eric was a Director of National Multi-Housing Group; where he successfully mentored many new agents at Marcus & Millichap.

To compliment his investment experiences, Eric prides himself on his commitment to provide his client with first-class services, which are results driven, trustworthy, effective and efficient on representing his client on listing and purchasing assignments as well as advisory services.

EDUCATION

- California State University Fullerton, Bachelor's Degree; International Business

PROFESSIONAL AFFILIATIONS/ACCREDITATIONS

- CBRE Asia Pacific Network
- National Multi-Housing Counsel
- Urban Land Institute
- Certified Commercial Investment Members (CCIM)
- Asian Real Estate Association of America (AREAA)

ACHIEVEMENTS

- CBRE, #1 Multifamily Producer, California (2023, 2024 & 2025)
- Top 5 Broker in Ontario Office (2017)
- Top 10 Broker in Ontario Office (2017, 2019, 2020, 2021 & 2025)
- Top 20% in CBRE Capital Markets (2017, 2019, 2020, 2021, 2023)
- Power Broker Award for Top Sales Broker in Inland Empire presented by CoStar (2017, 2019, 2020, 2021, 2022, 2023)
- Multicultural Leadership Award presented by the California Diversity Council (2015)
- Ranked #1 Broker in Ontario Office of Marcus & Millichap (2013)
- Multiple Sales Achievement Awards and National Achievement Award (2008-2013)
- Ranked Top 30 Broker Marcus & Millichap in National Multi-Housing Group (2013)
- Pace Setter Award (2008)



KEVIN SIN

Vice President

kevin.sin@cbre.com

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C: +1 909 837 8852

PROFESSIONAL EXPERIENCE

Kevin Sin specializes in the acquisition and disposition of multifamily properties in the ever-growing Inland Empire. His relationship –orientated personality and mindset allows for him to establish long term relationships with his clients to help reach their goals.

Kevin understands the complex challenges investors face from every angle of the multifamily industry. He leverages collective input from his team members and utilizes disruptive marketing tools to deliver customized and innovative solutions. Kevin prides himself on his ability to help clients reach their goals. He offers unparalleled multifamily expertise and scalability to help his clients succeed.

Prior to entering Commercial Real Estate, Sin graduated from the University of La Verne with a Bachelors in Business Administration. He created his own Non – Profit through the University and partnered with the Thirst Project to help end the global water crisis. Kevin takes part in helping numerous non-profits such as Liberty in North Korea and The Thirst Project.

PROFESSIONAL AFFILIATIONS / ACCREDITATIONS

- CBRE Asia Pacific Network (APN Southern California Co Chair)
- Eagle Scout of America
- NAIOP
- CBRE Rookie of the Year (2019)
- CBRE Rising Star (2019)

EDUCATION

- University of La Verne, Bachelor of Business Administration



BLAKE TORGERSON

Vice President

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C: +1 714 222 0696

PROFESSIONAL EXPERIENCE

Blake Torgerson is one of the Inland Empire’s premier investment sales professionals, advising and representing clients in multifamily and land development transactions over the last decade plus. He prides himself on being honest, trustworthy, and dedicated in exclusively representing and advising private individuals and companies in the disposal and acquisition of income-producing investments.

Blake has been working alongside Eric Chen at CBRE since September 2018, after coming from the Ontario office of Marcus & Millichap where he was awarded the “Rookie of the Year” in 2014 and considered one of Marcus & Millichap’s “Rising Stars” in 2018. Blake now helps run the team alongside Eric and in his seven years since coming on board, has been directly responsible for more than \$440,000,000 worth of transaction volume.

Prior to his career in commercial real estate, Blake graduated from Brigham Young University where he pitched on the baseball team and was elected as team captain. Outside of work, Blake enjoys spending time with his wife and five children (four boys and one girl) and can be found regularly volunteering his time as a coach and board member at his local little league.

ACHIEVEMENTS

- Rising Star of Marcus & Millichap (2018)
- Rookie of the Year in Ontario Office of Marcus & Millichap (2014)

EDUCATION

- Brigham Young University, Bachelor of Science; Sociology



MIKEL DOMINGUEZ

Associate

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RYAN WILKINSON

Debt & Structured Finance

Executive Vice President

ryan.wilkinson@cbre.com

Lic. 01367594

T: +1 949 509 2118

PROFESSIONAL EXPERIENCE

Mikel Dominguez is an Associate with CBRE's Ontario office, specializing in the acquisition and disposition of multi-family properties throughout the Inland Empire, San Gabriel Valley, and Greater Los Angeles County. Working alongside the specialized team of Eric Chen, Blake Torgerson, and Kevin Sin, Mikel provides clients with a resourceful approach to business development and asset positioning. A native of Azusa, he brings a deep understanding of these diverse Southern California submarkets, which he pairs with a fresh perspective on market trends to help clients navigate the complexities of the real estate landscape.

Mikel's professional foundation is built on a B.S. in Business Administration with a dual focus on Finance and Real Estate from California State Polytechnic University, Pomona. Before joining CBRE, he gained valuable industry experience at Matthews Real Estate Investment Services in Irvine and spent several years contributing to the operations of his family's logistics and transportation company. This diverse background helped him develop a relentless work ethic and the sharp analytical skills necessary for high-level investment services and strategic problem-solving.

Known for his commitment to continuous learning and exceptional client service, Mikel is dedicated to long-term relationship building and consistent value creation. He leverages his financial rigor and regional expertise to ensure his clients achieve their goals in the dynamic multi-family sector. Outside of his professional life, Mikel is a dedicated family man who enjoys exploring new cultures through international travel.

EDUCATION

- California State Polytechnic University, Pomona, B.S. in Business Administration with a dual focus on Finance and Real Estate

PROFESSIONAL EXPERIENCE

Ryan Wilkinson joined CBRE as a Executive Vice President with Debt and Structured finance, a division of CBRE Capital Markets. Ryan is located in the Newport Beach, California office and is specializing in the build out of the Freddie Mac SBL Program and Small Balance Apartment Lending.

Prior to joining CBRE, Mr. Wilkinson was a Senior Vice President of First Foundation Bank. As the top loan producer from 2009 to 2015, he was instrumental in asset growth taking the loan portfolio from \$30 Million to approximately \$2 Billion in assets. In addition to loan origination, as a private banker he catered to high net worth client depository relationships for Individuals and middle market privately held companies. Mr. Wilkinson has transacted over \$2 Billion in loan origination throughout his career with the latter half focused mainly on Commercial and Multifamily real estate. Prior to First Foundation Bank, Mr. Wilkinson served as the CEO of Synergy Capital Mortgage Corp which was successfully brought to acquisition in the first half of 2007.

Ryan is a Graduate from the Lloyd Grief School of Entrepreneurship, with a Bachelor of Science in Business from the University of Southern California.

EDUCATION

- University of Southern California; Bachelor of Science in Business graduating from Lloyd Grief School for Entrepreneurship

ACHIEVEMENT

- Top Loan Producer at First Foundation Bank in 2009, 2010, 2011, 2012, 2013, 2014, 2015



JESSICA KHOURY

Client Services Specialist

jessica.khoury@cbre.com

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PROFESSIONAL EXPERIENCE

As a Client Services Specialist, Jessica provides key administrative support to Team Chen. With 7 years of Real Estate experience, she enables her team to stay focused on their clients' needs and to continually grow their command of the region's ever-changing market. She plays an integral role facilitating marketing materials and efforts, overseeing transaction processes, while maintaining the day-to-day activities of the team's operation. Jessica's strong attention to detail and excellent organizational skills will ensure client satisfaction and effective working relationships between Buyers and Sellers.

EDUCATION

- University of California, Riverside, Bachelor of Arts; Sociology

PROFESSIONAL EXPERIENCE

As a tech savvy Creative Marketing, Client Services Coordinator, Dalyce provides support to Eric Chen and team with more than a decade of experience in Sales Assistance, Creative Design, and Digital Marketing expertise. With 6 years of experience in Real Estate, with each project, Dalyce is responsible for delivering cutting edge—creative marketing material for her team that yields results. Specializing in digital marketing strategy, Dalyce plays a pivotal role in supporting Eric Chen and team with day-to-day operations, new business development efforts, effective internal and external communications, and executing multiple marketing campaigns seamlessly from beginning to end. Dalyce ensures clients are offered a competitive advantage with her excellent organizational skills, strong digital marketing prowess, and advanced project management ability.

Prior to joining Eric Chen and team, Dalyce worked at several commercial real estate firms where she was dedicated to working with high-volume sales teams who specialized in multi-family, retail, office, and land development real estate sales.

EDUCATION

- University of Phoenix, Bachelor of Science; Business Marketing



EDWARD GARCIA

Investment Sales Analyst
edward.garcia1@cbre.com

T: +1 909 418 2085

PROFESSIONAL EXPERIENCE

Edward Garcia is an Investment Sales Analyst with CBRE's Ontario office, contributing his analytical expertise and finance driven approach to supporting investment strategies across the Inland Empire and Greater Southern California markets. Working alongside the investment sales team, Edward leverages his background in wealth management and client focused advisory services to deliver thoughtful insights, data driven recommendations, and a highly professional standard of service.

Edward's professional foundation is built on a Bachelor of Science in Finance from the University of California, Riverside. While completing his studies at UCR, he worked in sales at BMW of Riverside, where he developed strong communication skills and a customer centric approach that continue to inform his professional style. Before joining CBRE, he further advanced his analytical capabilities as an Analyst at Merrill Lynch within Bank of America, supporting financial advisors through portfolio research, financial modeling, and client service operations.

Born and raised in Jurupa Valley, Edward brings a lifelong connection to the Inland Empire, pairing his regional familiarity with a disciplined analytical approach to support clients in achieving their investment objectives. Known for his strong work ethic, continuous pursuit of knowledge, and dedication to effective client engagement, Edward enjoys traveling, reading, and supporting his favorite sports teams outside of his professional life.

EDUCATION

- University of California, Riverside, Bachelor of Science in Finance

Eric Chen & Team



2025
Year-End
Highlights

TRACK RECORD

CBRE

551 Million+

Sale & Finance Transaction Volume

98

Total Sale & Finance Transactions

2,709

Sale & Finance
Units Transacted

Multifamily National Broker Ranking

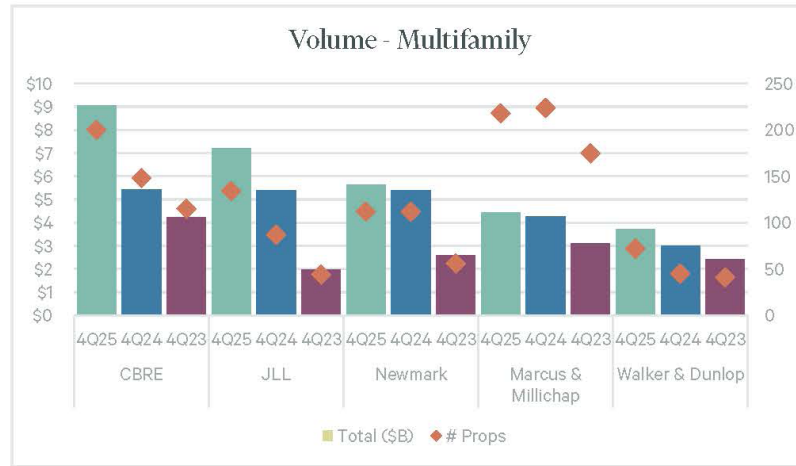
MULTIFAMILY RANKINGS

Multifamily 4Q 2025 Rankings

Broker	Overall Sales				Sales <\$25M				Sales \$25M+			
	# Props	Volume	Mkt Share	Rank	# Props	Volume	Mkt Share	Rank	# Props	Volume	Mkt Share	Rank
CBRE	200	\$9,067	17.6%	1	72	\$869	8.9%	2	112	\$7,600	18.6%	1
JLL	134	\$7,208	14.0%	2	24	\$253	2.6%	7	94	\$6,608	16.2%	2
Newmark	112	\$5,619	10.9%	3	19	\$237	2.4%	8	81	\$5,149	12.6%	3
Marcus & Millichap	218	\$4,439	8.6%	4	163	\$1,227	12.6%	1	53	\$2,957	7.2%	5
Walker & Dunlop	72	\$3,711	7.2%	5	11	\$131	1.3%	10	61	\$3,583	8.8%	4

*Volume reported in millions; Sales broken out by price tranche based on MSCI Real Assets Data Integration File and may vary when compared to total shown in the Overall Sales.

CBRE Maintains #1 Rank while Increasing Multifamily Volume 67% Compared to 4Q 2024



Mid-Atlantic	Midwest	Northeast
JLL, 26%	JLL, 17%	CBRE, 20%
CBRE, 22%	CBRE, 17%	JLL, 17%
Berkadia, 13%	Newmark, 10%	Newmark, 13%
Newmark, 11%	Berkadia, 6%	Walker & Dunlop, 9%
Eastdil Secured, 5%	Walker & Dunlop, 5%	Bluegate Partners, 4%
Southeast	Southwest	West
CBRE, 17%	CBRE, 13%	Marcus & Millichap, 21%
Newmark, 15%	Marcus & Millichap, 12%	JLL, 16%
Walker & Dunlop, 14%	Newmark, 12%	CBRE, 14%
Cushman & Wakefield, 8%	Walker & Dunlop, 10%	Colliers, 5%
Berkadia, 7%	JLL, 9%	Eastdil Secured, 4%

U.S. Investment Sales data as reported by MSCI Real Assets. Data does not include property sales valued at less than \$2.5 million, nor Entity Level Transactions. Confidential & Proprietary | © 2025 CBRE, Inc.

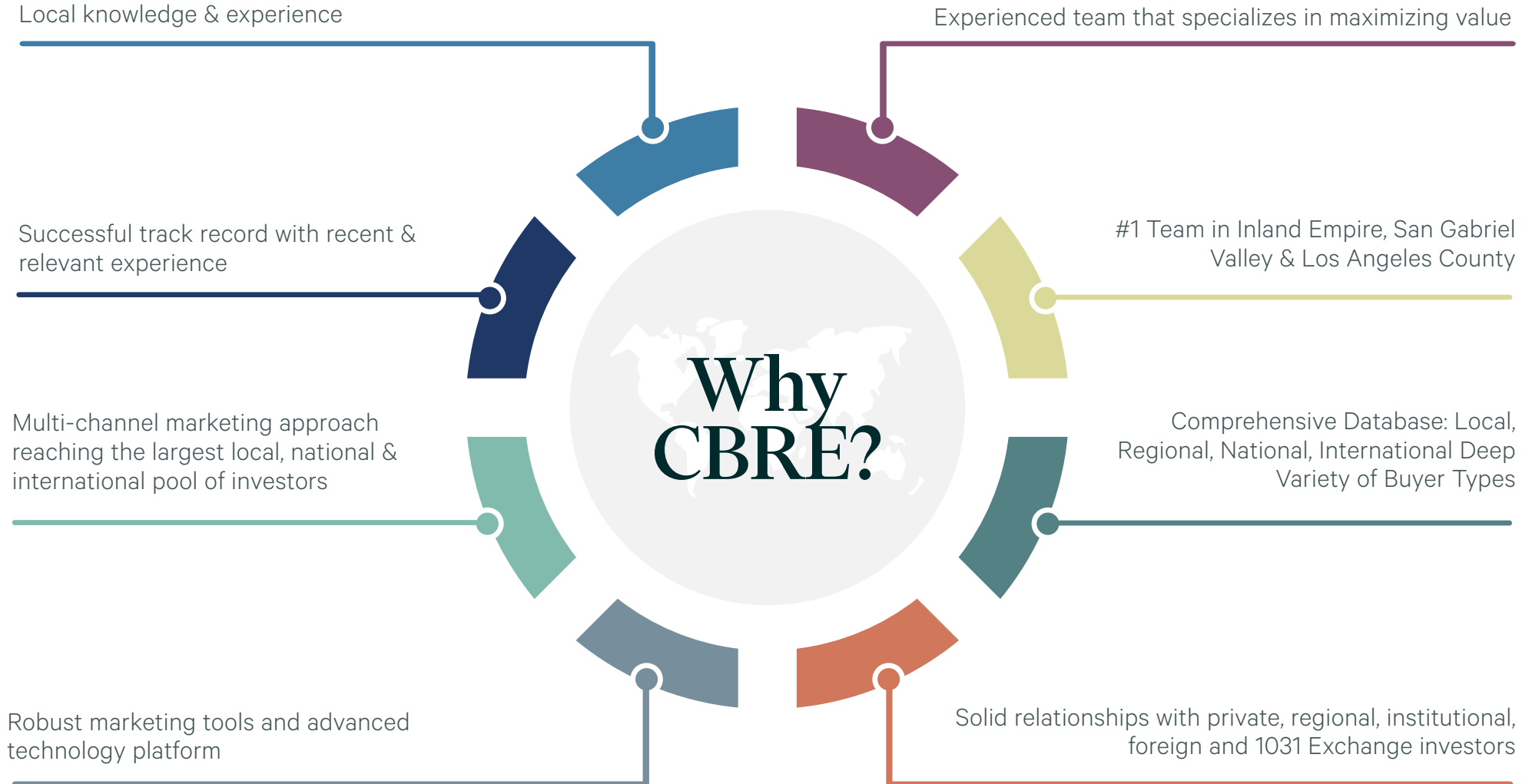




CBRE

Why
CBRE

World Class Resources & Local Expertise



MULTIFAMILY

SALES | 1031 EXCHANGE | FINANCE | APPRAISAL

Innovative Technology & Marketing Tools

1.1M+

Investors in Our Database

340+

New Deal Brought to
Market Each Month

150K+

Site Visits Per Month

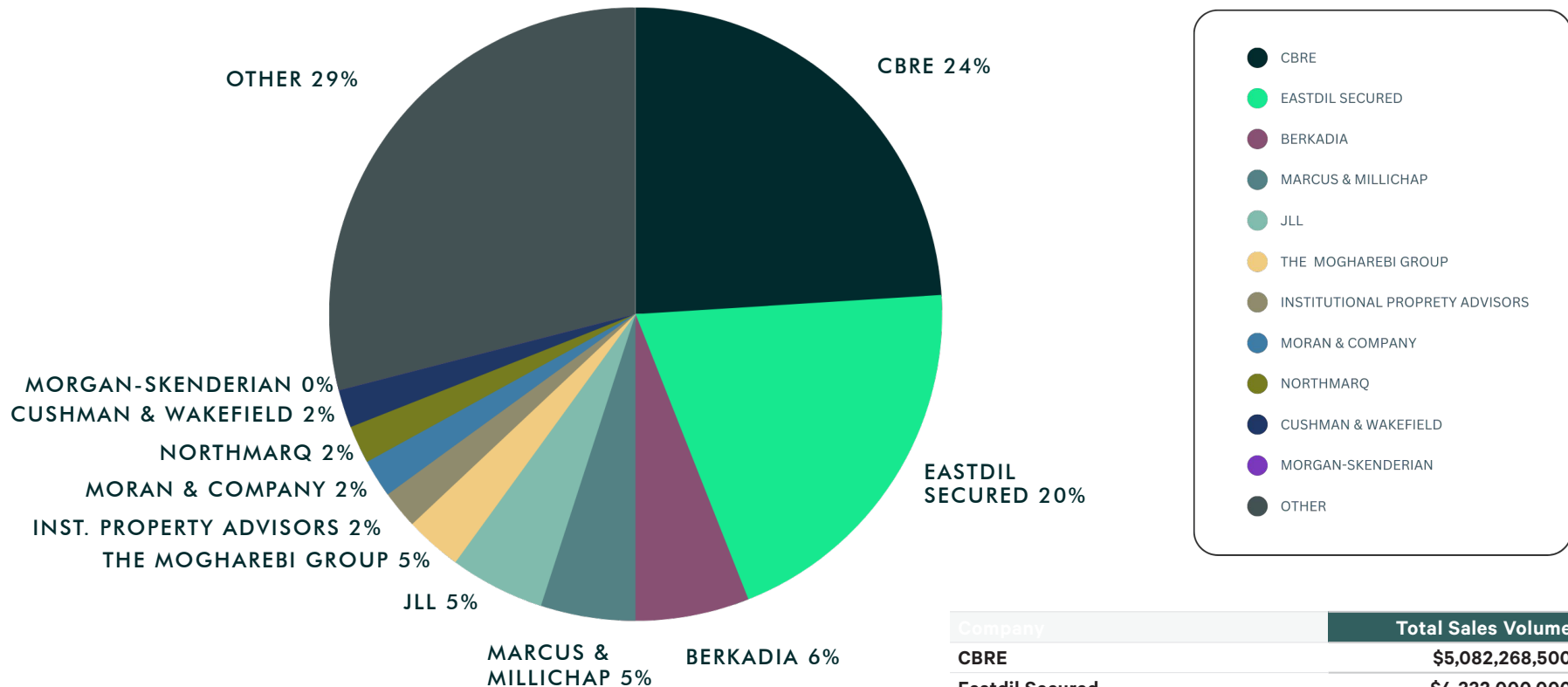
1+

Confidentiality Agreement
Signed Per Minute



CBRE Inland Empire Multi-Family Market Share

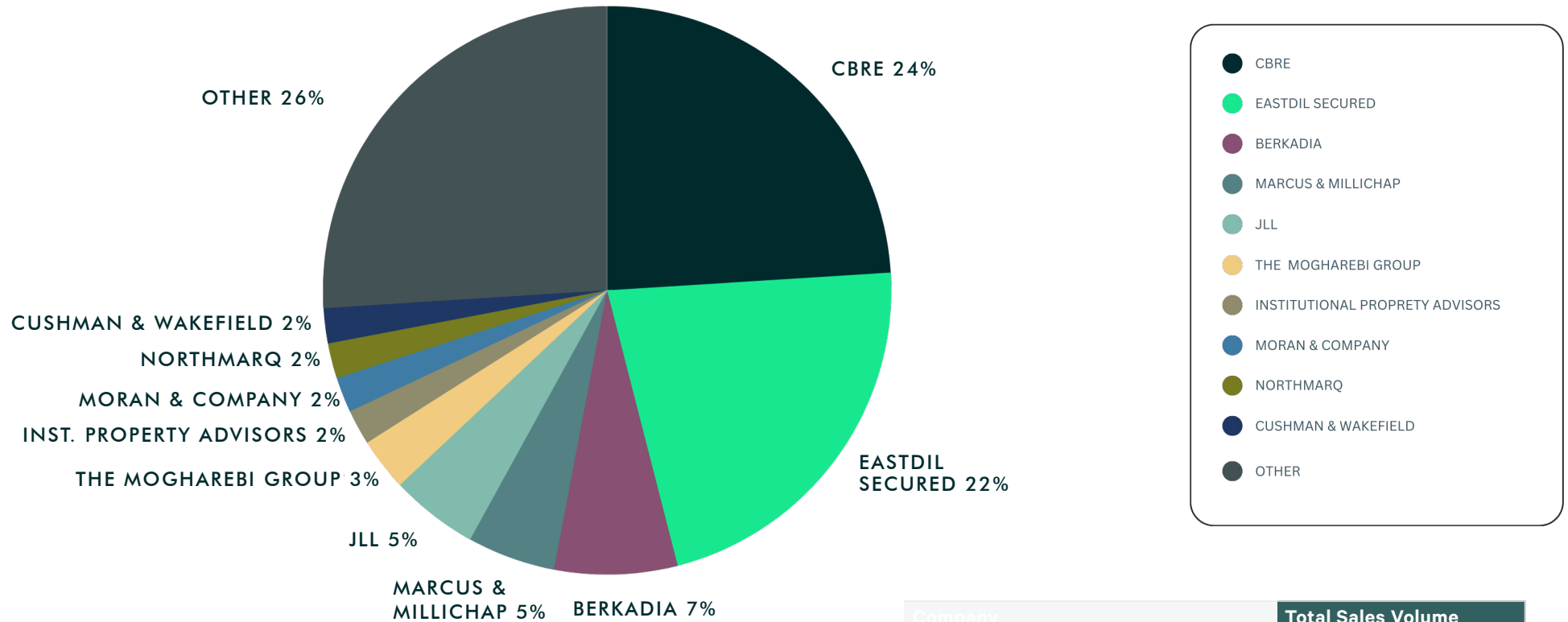
by Total Sales Volume **Overall** | Last 5 Years



Company	Total Sales Volume
CBRE	\$5,082,268,500
Eastdil Secured	\$4,332,000,000
Berkadia	\$1,410,460,000
Marcus & Millichap	\$1,102,308,000
JLL	\$1,044,305,000
The Mogharebi Group	\$616,444,000
Institutional Property Advisors	\$420,120,000
Moran & Company	\$392,130,000
Northmarq	\$382,300,000
Cushman & Wakefield	\$377,350,382
Morgan-Skenderian	\$15,370,000
Other	\$6,189,103,263

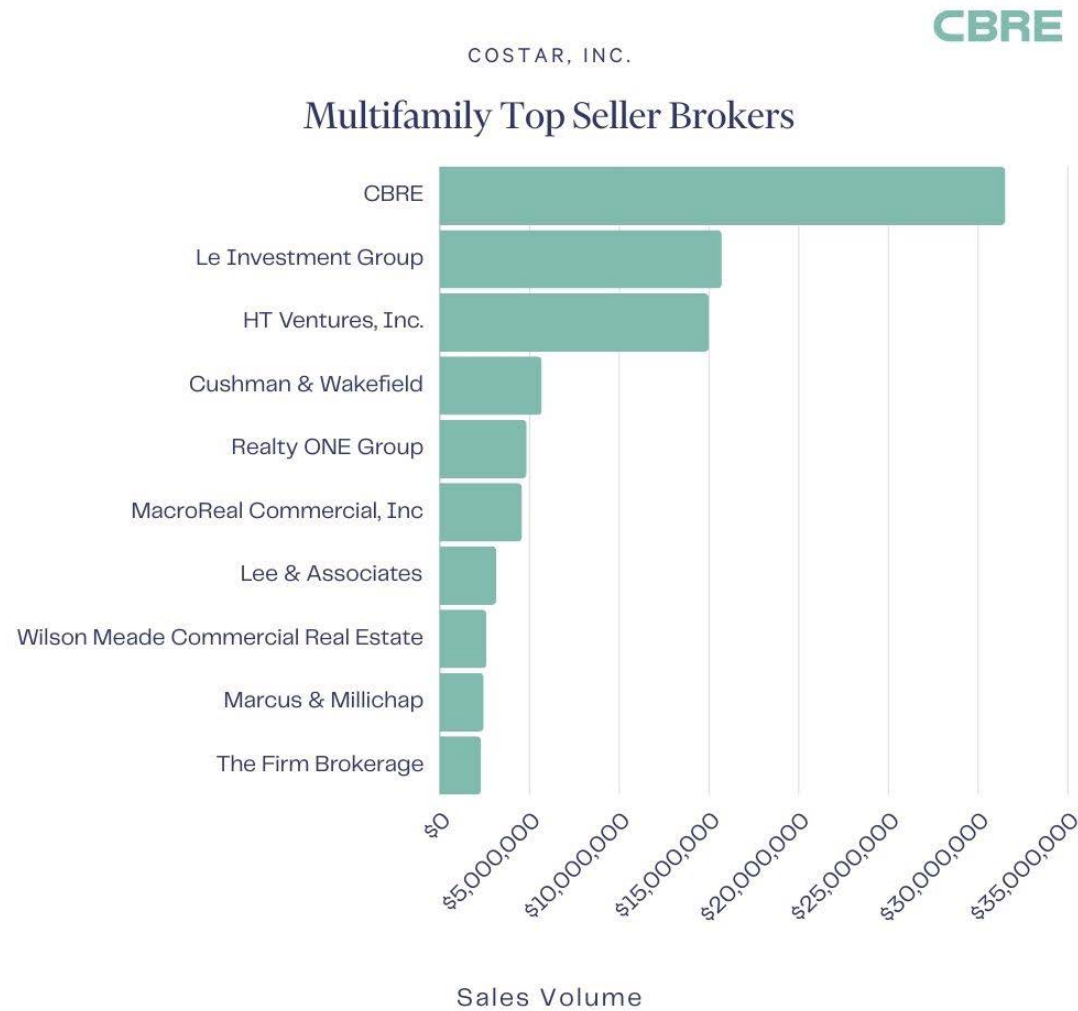
OUR GOAL: MAXIMIZE VALUE

by Total Sales Volume **50+ Units** | Last 5 Years

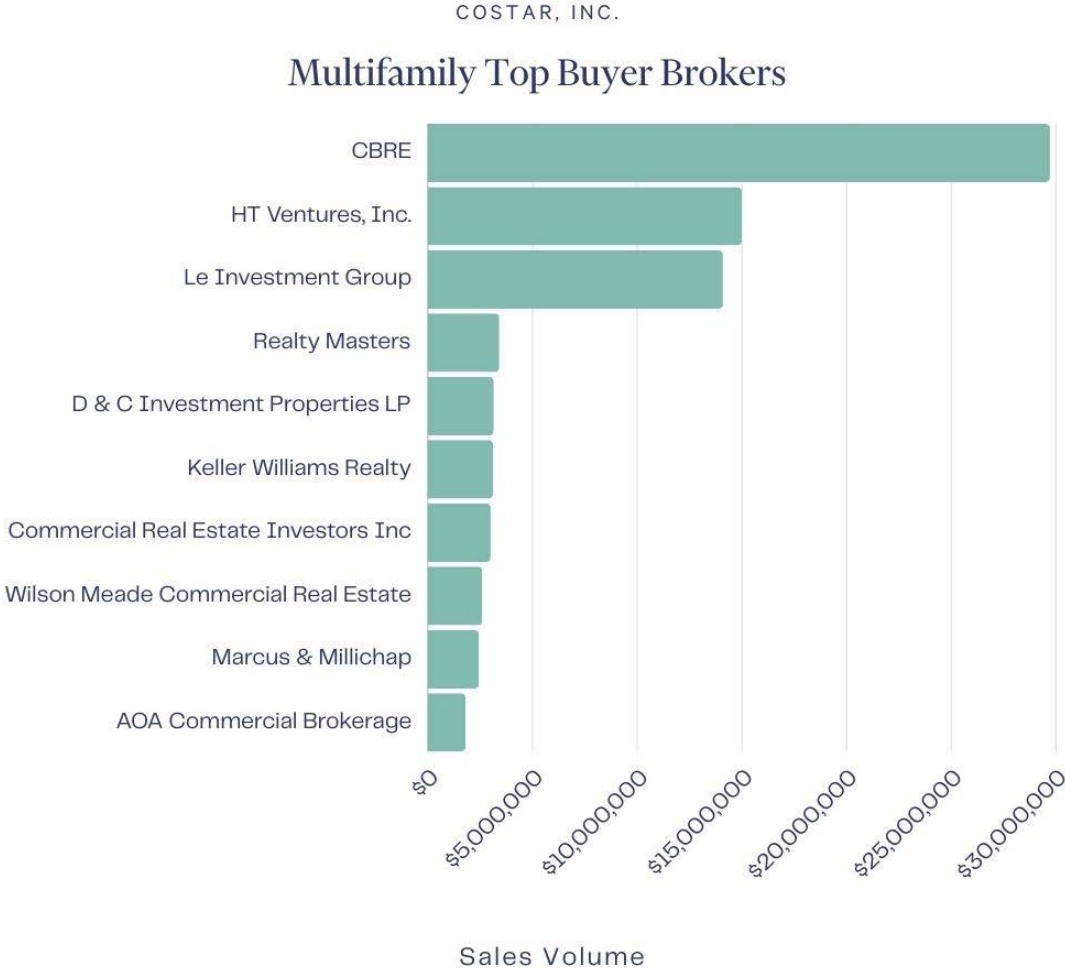


Company	Total Sales Volume
CBRE	\$4,879,578,500
Eastdil Secured	\$4,332,000,000
Berkadia	\$1,410,460,000
JLL	\$1,044,305,000
Marcus & Millichap	\$895,212,500
The Mogharebi Group	\$557,760,000
Institutional Property Advisors	\$420,120,000
Moran & Company	\$392,130,000
Northmarq	\$382,300,000
Cushman & Wakefield	\$375,290,382
Other	\$5,239,767,230

CBRE Ranks #1 for Inland Empire Multifamily for Sellers & Buyers



REFERENCE: ©2024 COSTAR REALTY INFORMATION, INC.

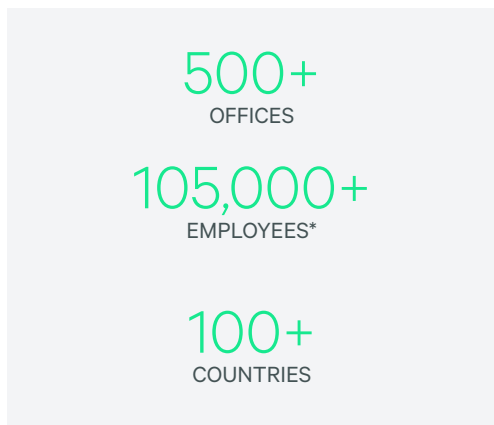


REFERENCE: © 2024 COSTAR REALTY INFORMATION, INC.

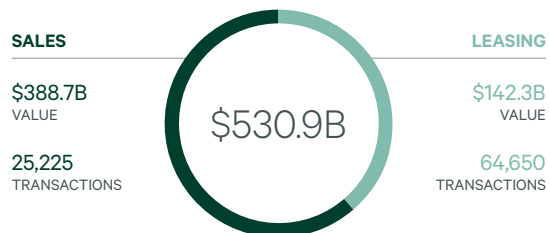
CBRE Corporate Overview

CBRE Group, Inc. (NYSE:CBRE) is the world's largest commercial real estate services and investment firm, with the #1 global market position in leasing, property sales, property management, occupier outsourcing and valuation. Additionally, our development business (Trammell Crow Company) is the largest in the U.S. and we operate one of the largest investment management businesses (CBRE Investment Management) globally. CBRE holds a 60% ownership interest in Turner & Townsend Holdings Limited, a global professional services company specializing in program management, project management, and cost consulting across the commercial real estate, infrastructure and natural resources sectors. We are the largest shareholder in Industrious, a provider of premium flexible workplace solutions, and we are a financial sponsor of and strategic partner with Altus Power, Inc. (NYSE:AMPS), a leading provider of solar energy solutions for commercial and industrial properties.

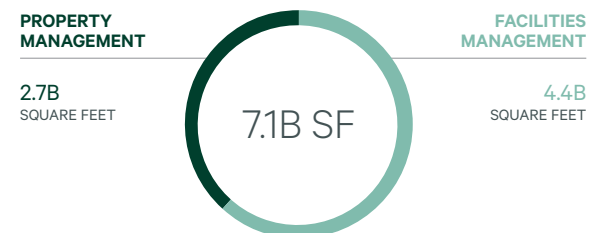
Worldwide Business Activity 2025



Total Transaction Value



Management Portfolio



\$89.1B
LOAN ORIGINATIONS

\$329.7B
LOAN SERVICING

\$141.9B
INVESTMENT ASSETS UNDER
MANAGEMENT

\$18.5B
DEVELOPMENT IN PROCESS

564,900
VALUATION & ADVISORY
ASSIGNMENTS

\$133.0B
PROJECT MANAGEMENT
CONTRACT VALUE

*Excluding Turner & Townsend employees

CBRE's Integrated Investor Platform

CBRE offers a complete spectrum of integrated services for investors, unlocking the power and potential of real estate across its entire lifecycle. Our capabilities extend broader and deeper than any other real estate services provider, offering unparalleled tools and resources, leverage, credibility, market coverage and local expertise.



CBRE Capital Markets Property Marketing

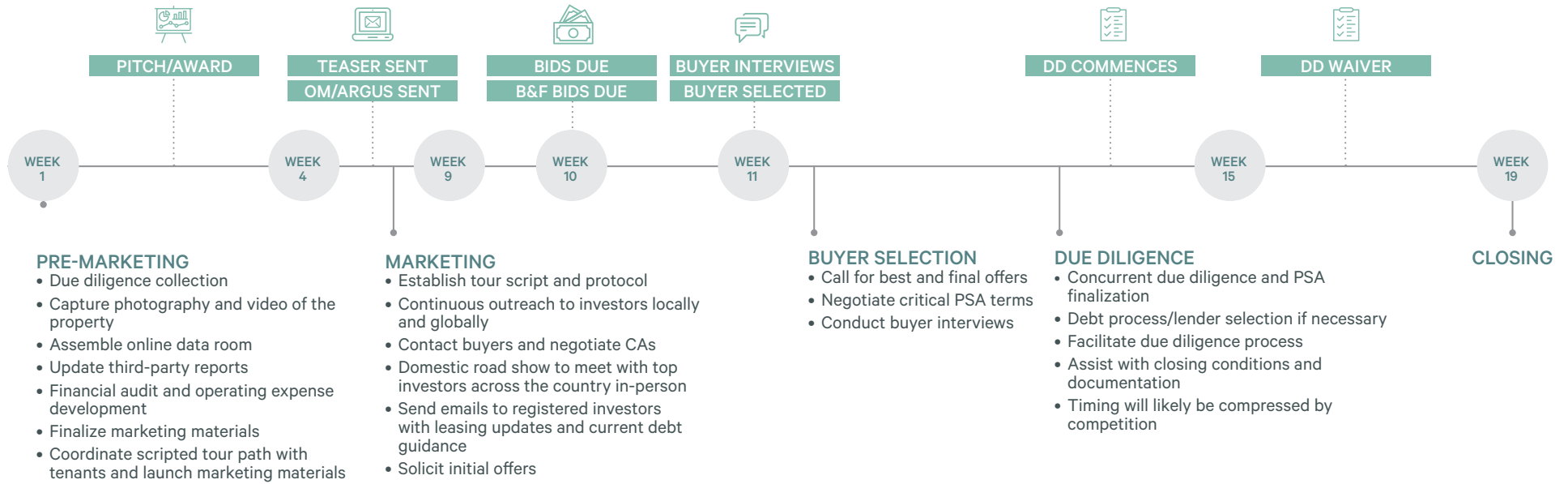
CBRE will leverage its in-house, dedicated Capital Markets marketing team to develop a suite of high-end, best-in-class marketing materials. This will ensure speed to market, maximum value and visibility for your property.



Marketing Timeline

MAXIMIZE VISIBILITY. INFLUENCE PERCEPTION. DRIVE ACTION.

When you partner with CBRE, you unlock the industry's leading marketing platform. Our team will deliver a tailored marketing strategy specific to your goals, develop a highly polished collection of materials, and apply tactics and technologies that will communicate the unique value of this opportunity.



Target Investor Pre-market Presentation

An exclusive pre-market presentation to target investor groups delivered personally via video conference

OM: Digital-First Experience

- A concise, graphical, data and story-driven marketing package
- Captures the attention of decision makers by driving them to focus on high-level information of the investment
- Enhances speed-to-market and increases efficiencies in the marketing process
- Supporting documents such as reports, in-depth financial models and deep-dive market information available in Deal Flow virtual deal room



Web Presence

- An engaging, full-featured, mobile-friendly executive summary presentation made available on the Deal Flow platform
- Potential investors can interact with a virtual tour, review investment highlights, access and sign a confidentially agreement, and more



Launch Email

- Targets active, qualified buyers
- Includes standard touch points and virtual marketing materials
- Distributed through the Deal Flow platform



FY 2025

CBRE Multifamily Capital Markets

Multifamily Investment Properties

#1

Overall Investment Sales Volume

#1

Institutional Investment Sales Volume

16%

Market Share

MSCI Real Assets (RCA), transactions over \$2.5M

20.4%

Market Share

Real Estate Alert, transactions over \$25M

\$26.8B

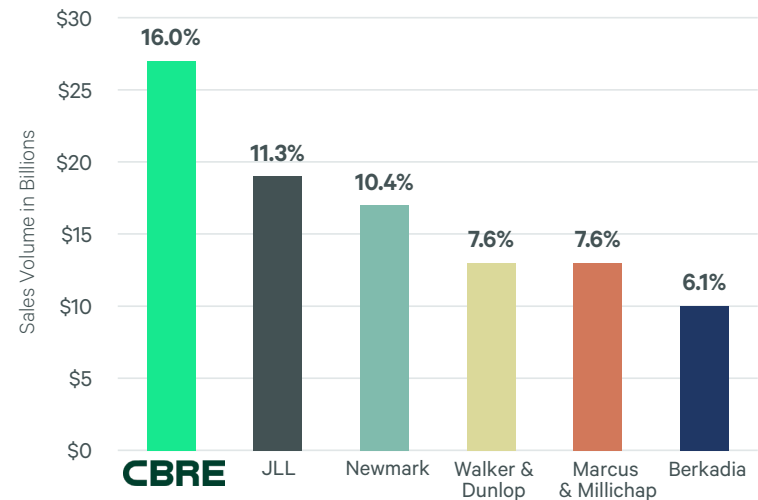
Total Sales Volume

656

Total Properties Sold

U.S. Multifamily Sales Rankings

By MSCI Real Assets (RCA)



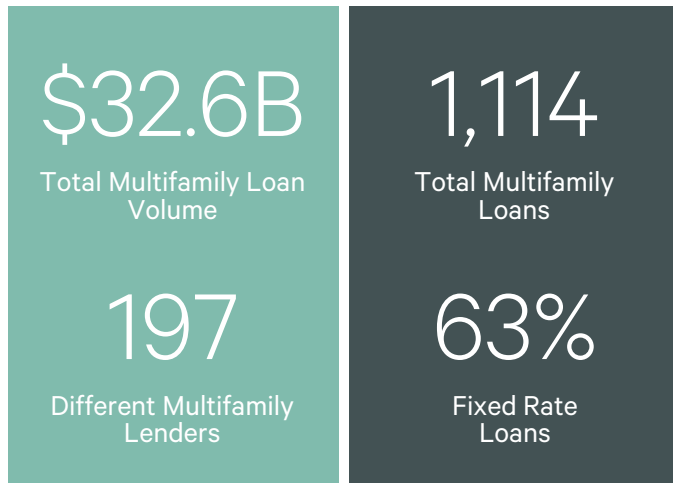
Sources: CBRE Capital Markets, MSCI Real Assets, Real Estate Alert

FY 2025

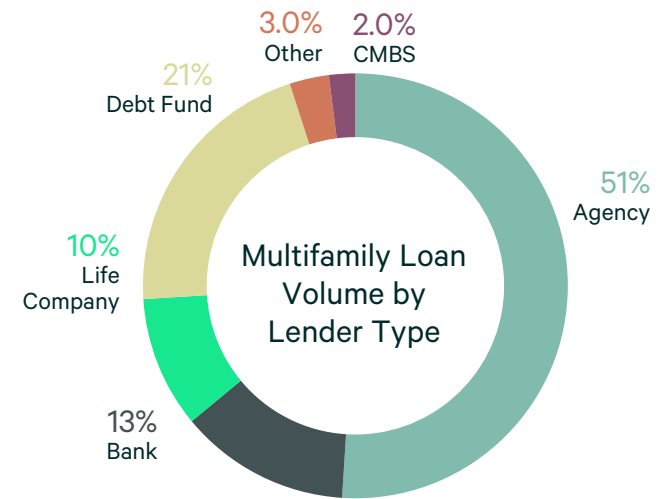
CBRE Multifamily Capital Markets

Multifamily Debt & Structured Finance

Covering the Entire Multifamily Debt Market

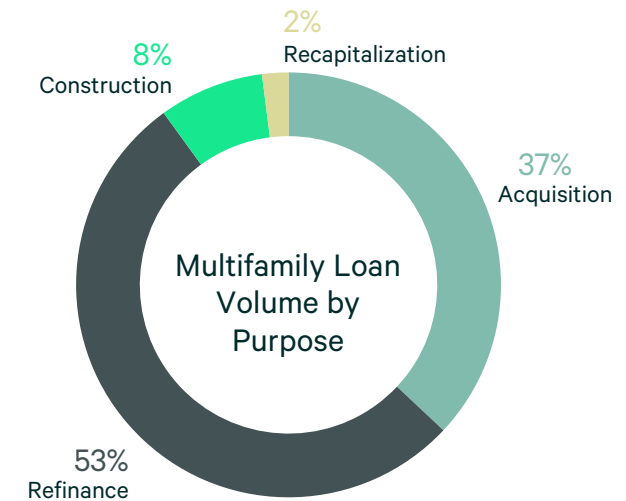


Source: CBRE Capital Markets, Freddie Mac, Fannie Mae



#3
Combined Agency Ranking

#1
Freddie Mac Small Balance Lender (9th consecutive year)



FY 2025

One multifamily advisor, every dimension.

Property Sales | Debt & Structured Finance | Investment Banking

\$59.4B

U.S. Multifamily Capital Markets
Transaction Volume

Property Sales, Financings, and Loan Sales

\$26.8B

Total Sales Volume

656

Total Properties Sold

\$32.6B

Total Loan Volume

1,114

Total Loans

#1

Overall Investment
Sales Volume

MSCI Real Assets (RCA), transactions over \$2.5M

#1

Institutional Investment
Sales Volume

MSCI Real Assets (RCA), transactions over \$50M

#3

Combined Agency
Ranking

#1

Freddie Mac Small Balance
Loan Originator
(8th Consecutive Year)

Source: CBRE Capital Markets, MSCI Real Assets, Freddie Mac, Fannie Mae



SPECIALIZED ADVISORS

Navigating extraordinary disruption to future-proof investment strategies



CONNECTED GLOBAL SCALE

Linking clients to capital and opportunity in every market across the globe



ACCESS TO GLOBAL CAPITAL

Offering undisputed leadership in commanding global capital



POWERFUL INSIGHTS

Accelerating performance with executable insights into industries, economies, market sectors and occupiers



INNOVATIVE TECHNOLOGY

Providing access to global inventory and meaningful, actionable data



INTEGRATED INVESTOR PLATFORM

Unlocking the power and potential of real estate across its entire life-cycle

THE CBRE MULTIFAMILY ADVANTAGE

- Unmatched data volume powering better insights
- Smart technologies delivering real marketing advantage
- Over \$6+ Billion in Multifamily Sales & Finance since 2003
- Deep connectivity to more capital sources and financing options

LEARN MORE ABOUT CBRE MULTIFAMILY

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