

CBRE CAPITAL MARKETS | Q3 2026

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



BLAKE TORGERSON
VICE PRESIDENT



MIKEL DOMINGUEZ
ASSOCIATE

SUPPORT STAFF



JESSICA KHOURY
CLIENT SERVICES
TEAM LEAD



DALYCE KELLEY
MARKETING
SPECIALIST



EDWARD GARCIA
INVESTMENT SALES
ANALYST

DEBT & STRUCTURED FINANCE



RYAN WILKINSON
EXECUTIVE VICE PRESIDENT

Eric Chen

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

#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

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

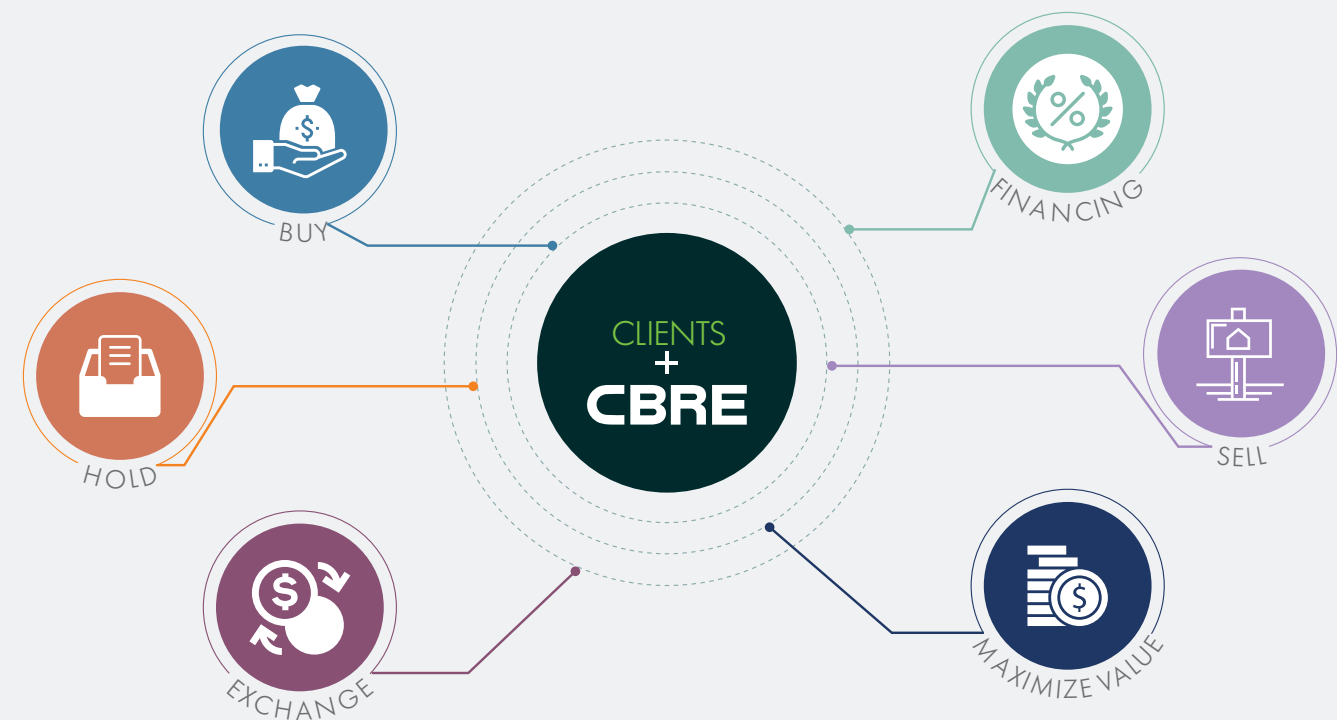


FINANCING

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

Eric Chen & Team

VALUE THEIR CLIENTS



OTHER SERVICES



OFFICE



RETAIL
SINGLE & MULTI TENANTS



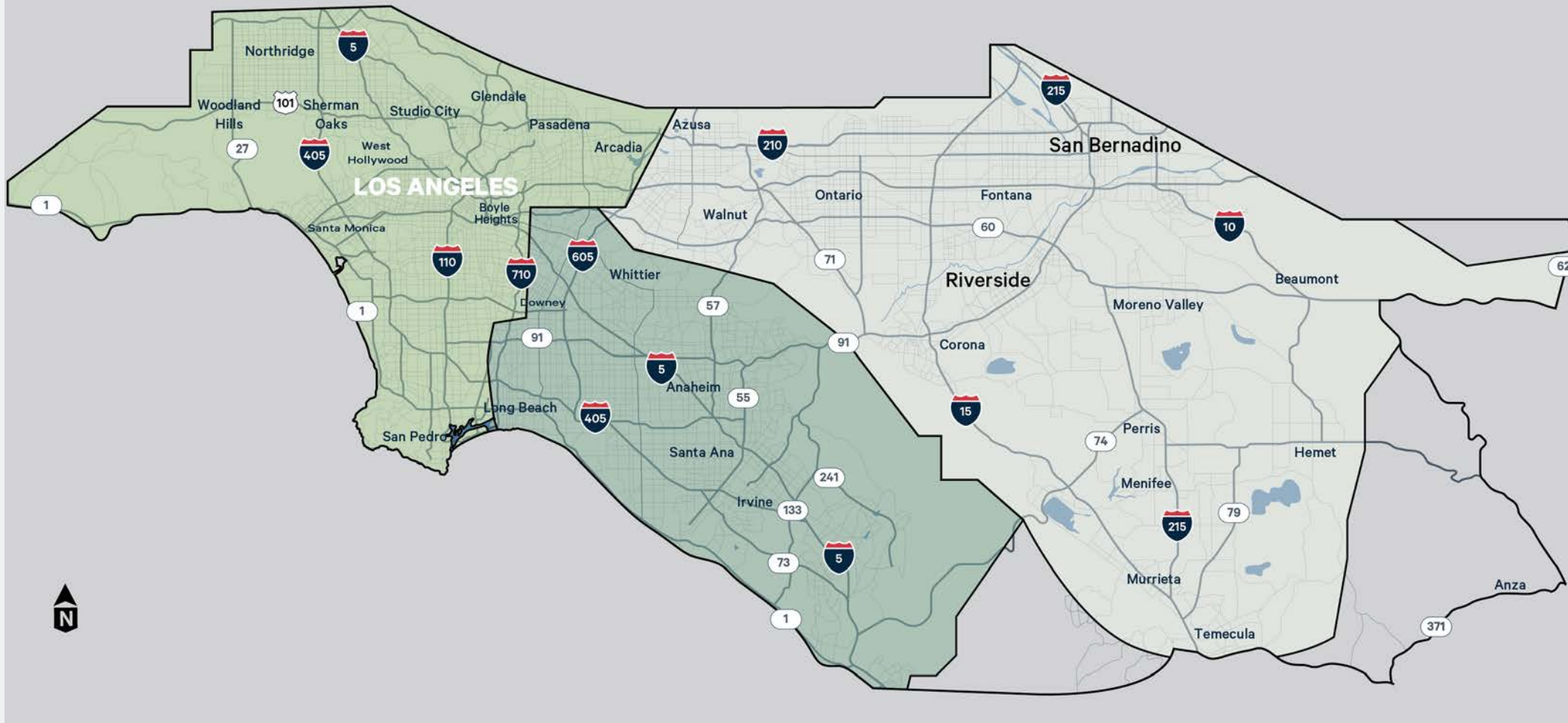
INDUSTRIAL



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

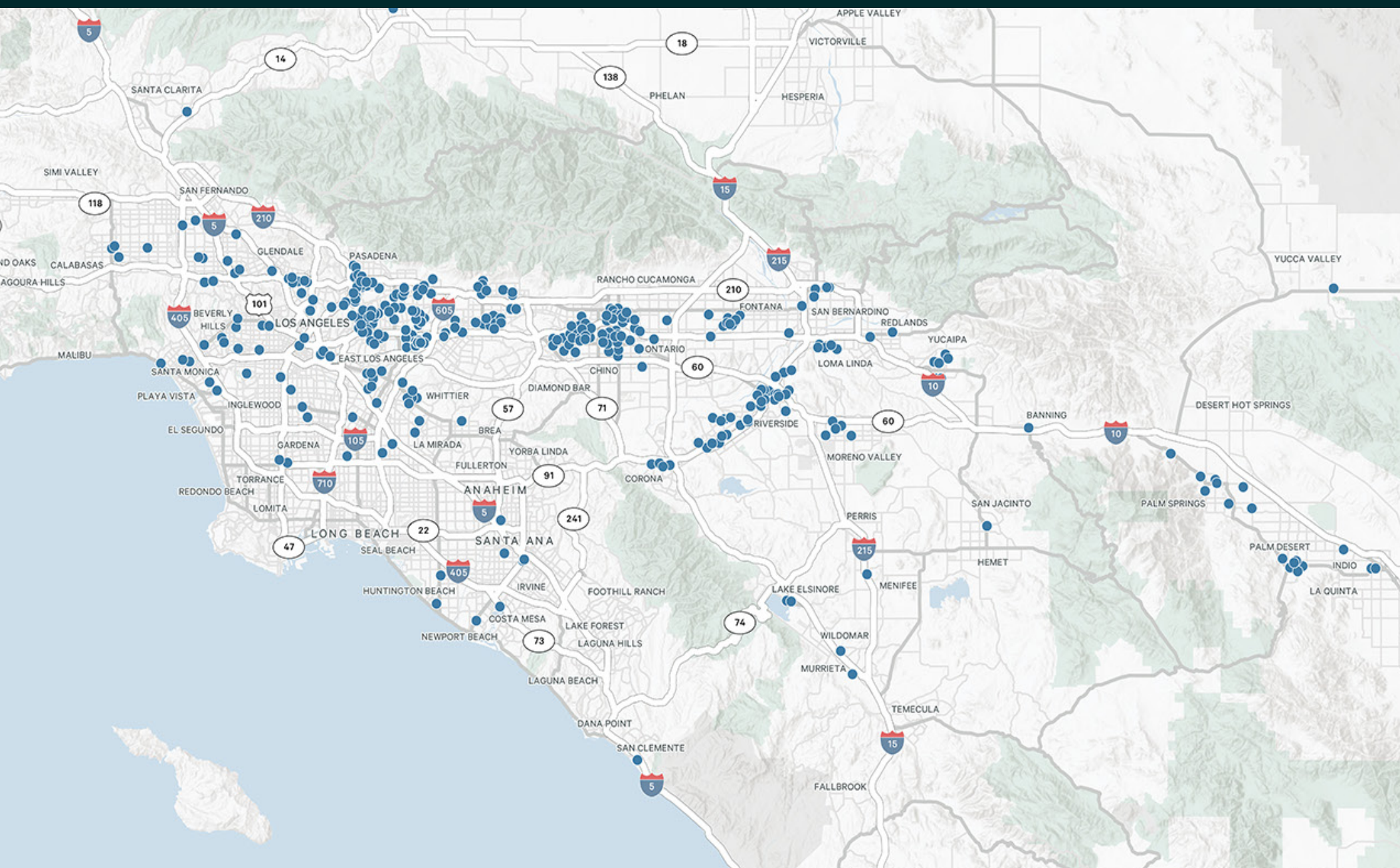
Commercial & Residential Brokers

CoStar
POWER BROKER™



Notable
Transactions

Closed Deals Since 2003

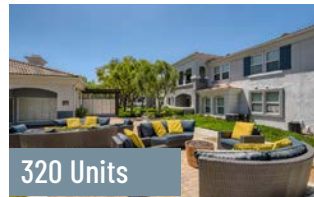
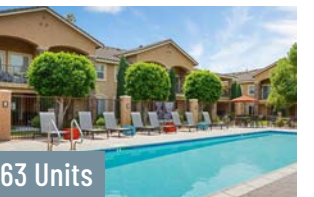


New Construction Notable Transactions

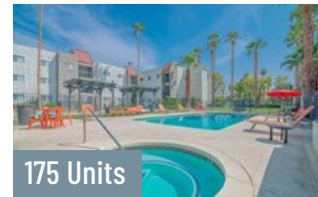
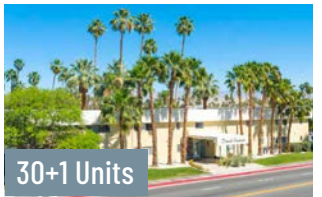
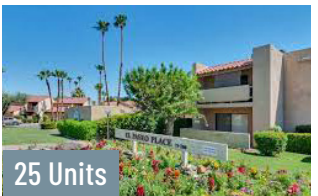
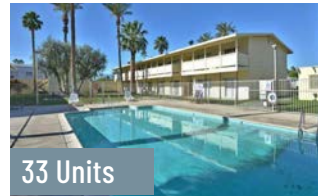
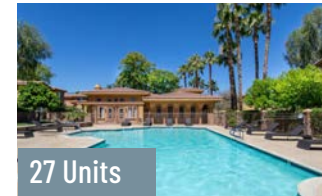
301 OCEAN AVE SANTA MONICA, CA	57 WHEELER AVE ARCADIA, CA	7354 WOODMAN AVE VAN NUYS, CA	11955 W WASHINGTON BLVD CULVER CITY, CA	840 S. MAGNOLIA AVE ONTARIO, CA	221 N MOUNTAIN AVE ONTARIO, CA
Price \$70,000,000	Price \$39,200,000	Price \$37,500,000	Price \$29,250,000	Price \$28,000,000	Price \$17,400,000
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

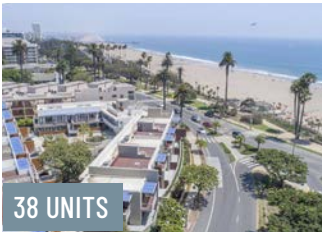
 320 Units	 98 Units	 75 Units	 120 Units	 96 Units	 148 Units
\$74,500,000 36491 YAMAS DR WILDOMAR, CA	\$34,500,000 4826 VAN BUREN BLVD RIVERSIDE, CA	\$28,000,000 840 S. MAGNOLIA AVE ONTARIO, CA	\$27,300,000 1066 N ORANGE ST RIVERSIDE, CA	\$23,100,000 6556 ARLINGTON AVE RIVERSIDE CA	\$18,865,000 3535 BANBURY DR RIVERSIDE, CA
 50 Units	 83 Units	 50 Units	 79 Units	 67 Units	 54 Units
\$14,000,000 3855 SKOFSTAD ST RIVERSIDE, CA	\$13,800,000 347 W 44TH ST SAN BERNARDINO, CA	\$12,250,000 1531 W RIALTO AVE RIALTO, CA	\$12,047,000 3 PORTFOLIO PROPERTY SAN BERNARDINO, CA	\$10,950,000 1475 DATE ST SAN BERNARDINO, CA	\$12,350,000 475 E CYPRESS AVE REDLANDS, CA
 63 Units	 44 Units	 68 Units	 48 Units	 34 Units	 25 Units
\$10,550,000 11511 MAGNOLIA AVE RIVERSIDE, CA	\$10,150,000 3401 RAMONA DR RIVERSIDE, CA	\$8,850,000 4205 EVART STREET MONTCLAIR, CA	\$8,720,000 13260 HEACOCK ST MORENO VALLEY, CA	\$7,750,000 7429-7493 POTOMAC ST RIVERSIDE, CA	\$6,300,000 8919 MANGO AVE FONTANA, CA

Notable Transactions | Coachella Valley

 175 Units	 74 Units	 63 Units	 55 Units	 12 Units + RETAIL	 30+1 Units
\$20,500,000 311 S SUNRISE WAY PALM SPRINGS, CA	\$14,150,000 82435 REQUA AVE INDIO, CA	\$14,000,000 45278 DEEP CANYON RD PALM DESERT, CA	\$8,800,000 45325 PANORAMA & 74550 SHADOW HILLS DR PALM DESERT, CA	RECORD PRICE PER UNIT in Palm Springs \$7,300,000 803 N PALM CANYON DR PALM SPRINGS, CA	\$5,995,000 1680 E PALM CANYON DRIVE PALM SPRINGS, CA
 25 Units	 21 Units	 12 Units	 33 Units	 14 Units	 27 Units
\$4,500,000 73200 TUMBLEWEED LN PALM DESERT, CA	\$3,800,000 73625 CATALINA WAY PALM DESERT, CA	\$3,400,000 73881 FRED WARING DR PALM DESERT, CA	\$3,375,000 45601 MONROE INDIO, CA	\$2,450,000 2388 N SUNRISE WAY PALM SRINGS, CA	\$2,200,000 2003 E DESERT PARK AVE PALM SRPINGS, CA
 8 Units	 7 Units	 5 Units	 4 Units	 8 Units	 7 Units
\$2,000,000 3760 & 4022 E CALLE DE CARLOS PALM SPRINGS, CA	\$1,811,000 78981 SAVANNA LA MAR DR BERMUDA DUNES, CA	RECORD PRICE PER UNIT in Palm Desert \$1,660,000 45350 SUNSET LN PALM DESERT, CA	\$840,000 2780 N JUNIPERO PALM SPRINGS, CA	\$760,000 28600 LANDAU BLVD CATHEDRAL CITY, CA	\$745,000 33060 RANCHO VISTA DR CATHEDRAL CITY, CA

Notable Transactions | Los Angeles County & San Gabriel Valley

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



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
GLENDDORA, CA



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



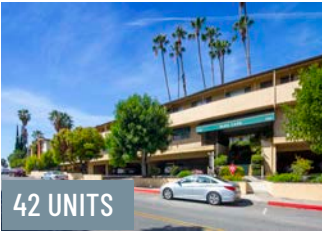
20 UNITS
\$5,100,000
422-436 W FRONT ST
COVINA, CA



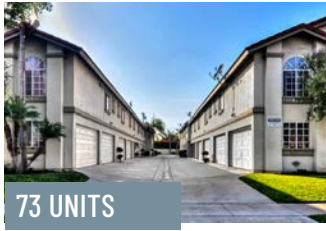
30 UNITS
\$29,500,000
11955 W WASHINGTON
CULVER CITY, CA



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



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



LAND DEV. | 90 CONDOS
\$11,100,000
253 S LOS ROBLES
PASADENA, CA



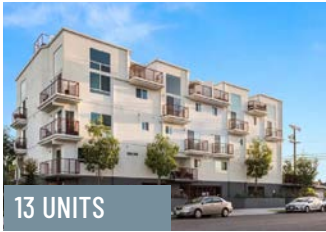
39 UNITS
\$9,700,000
3733 GIBSON RD
EL MONTE, CA



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



28+2 UNITS
\$8,205,000
321 S SAN JOSE AVE
COVINA, CA



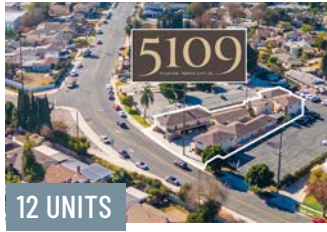
13 UNITS
\$7,880,000
5455 INGLEWOOD BLVD
LOS ANGELES, CA



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



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
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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)



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

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



MIKEL DOMINGUEZ

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RYAN WILKINSON

Debt & Structured Finance
Executive Vice President
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Lic. 01367594

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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
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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 mutli-family, retail, office, and land development real estate sales.

EDUCATION

- University of Phoenix, Bachelor of Science; Business Marketing



EDWARD GARCIA

Investment Sales Analyst
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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

CBRE's
Integrated
Investor
Platform

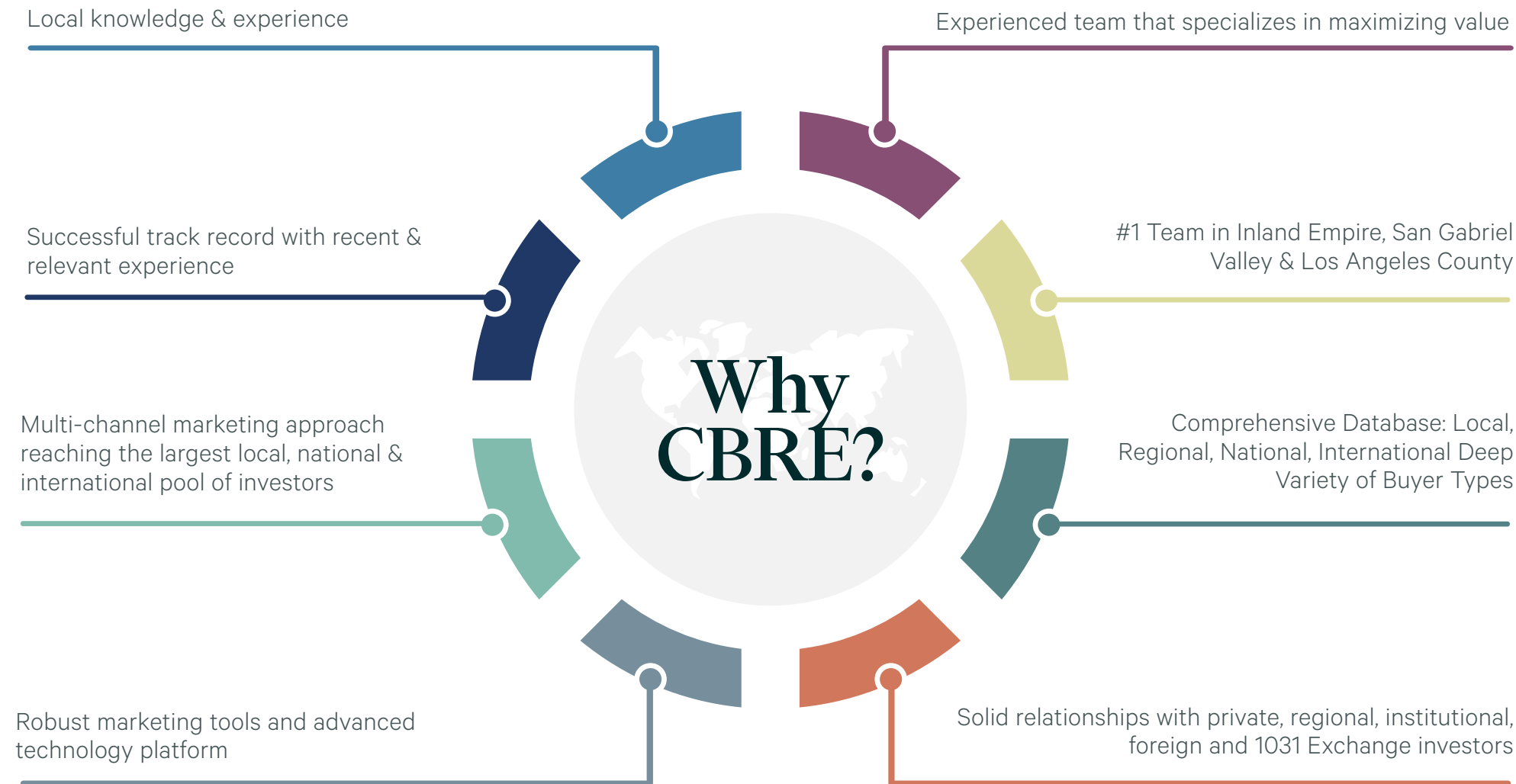
CBRE offers a complete spectrum of integrated services for investors, unlocking the power and potential of real estate across its entire lifecycle. Our capabilities extend broader and deeper than any other real estate services provider, offering unparalleled tools and resources, leverage, credibility,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





Why
CBRE

World Class Resources & Local Expertise



MULTIFAMILY
SALES | 1031 EXCHANGE | FINANCE | APPRAISAL

Innovative Technology & Marketing Tools

1.5M+
Investors in Our Database

4.2K+
New Deals Brought to Market 13% Increase YoY

150K+
Site Visits Per Month

542
Signed Confidentiality Agreement per Day



CBRE Connector Pro

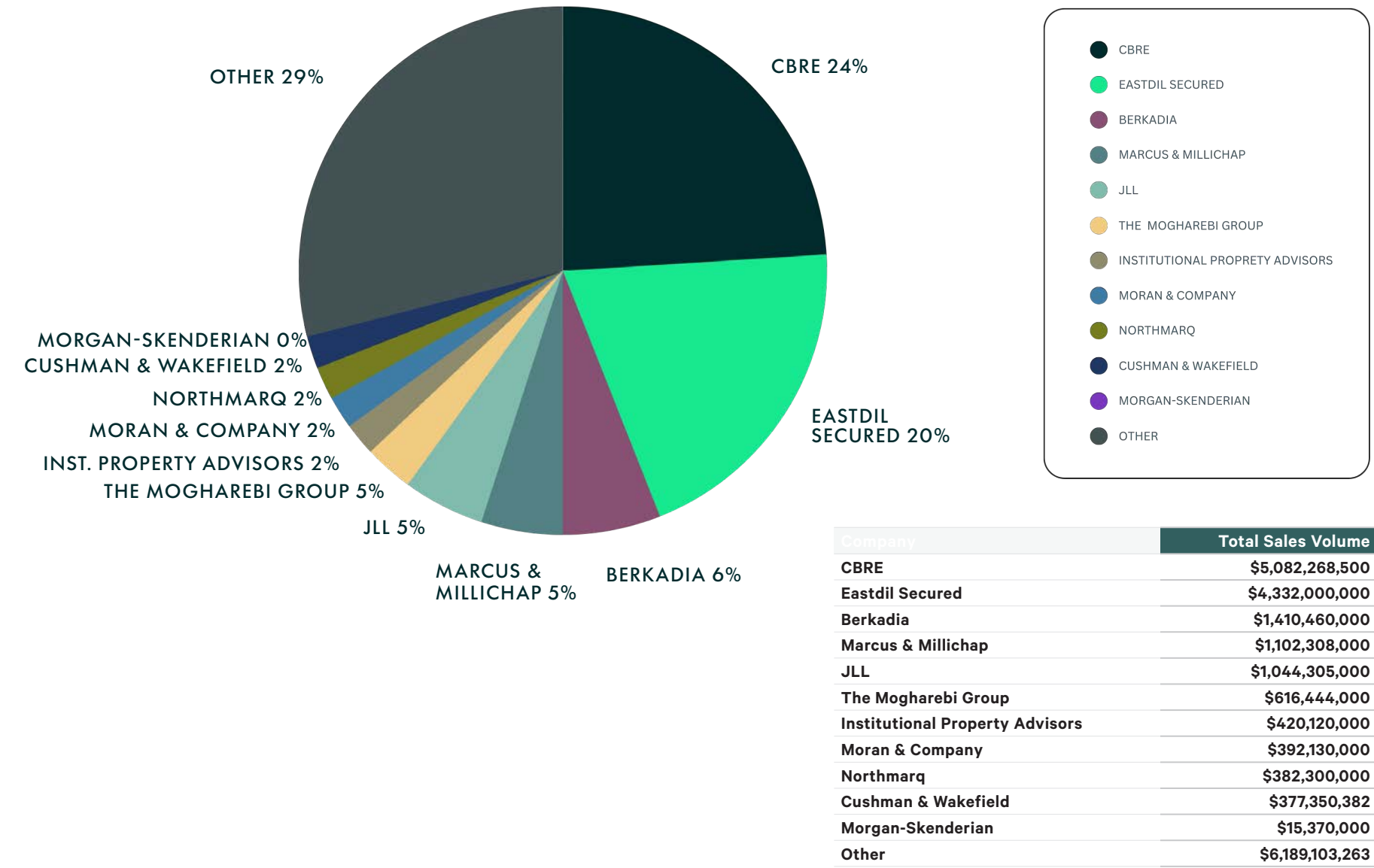
Our custom CRM tool helps CBRE to connect the dots and provides a snapshot of activity with the client at the center, allowing us to be a more thorough advisor. Connector Pro gives us a comprehensive view of buyer appetite and market activity sectorwide to give you a better proxy to the market.

CBRE Inland Empire Multi-Family Market Share

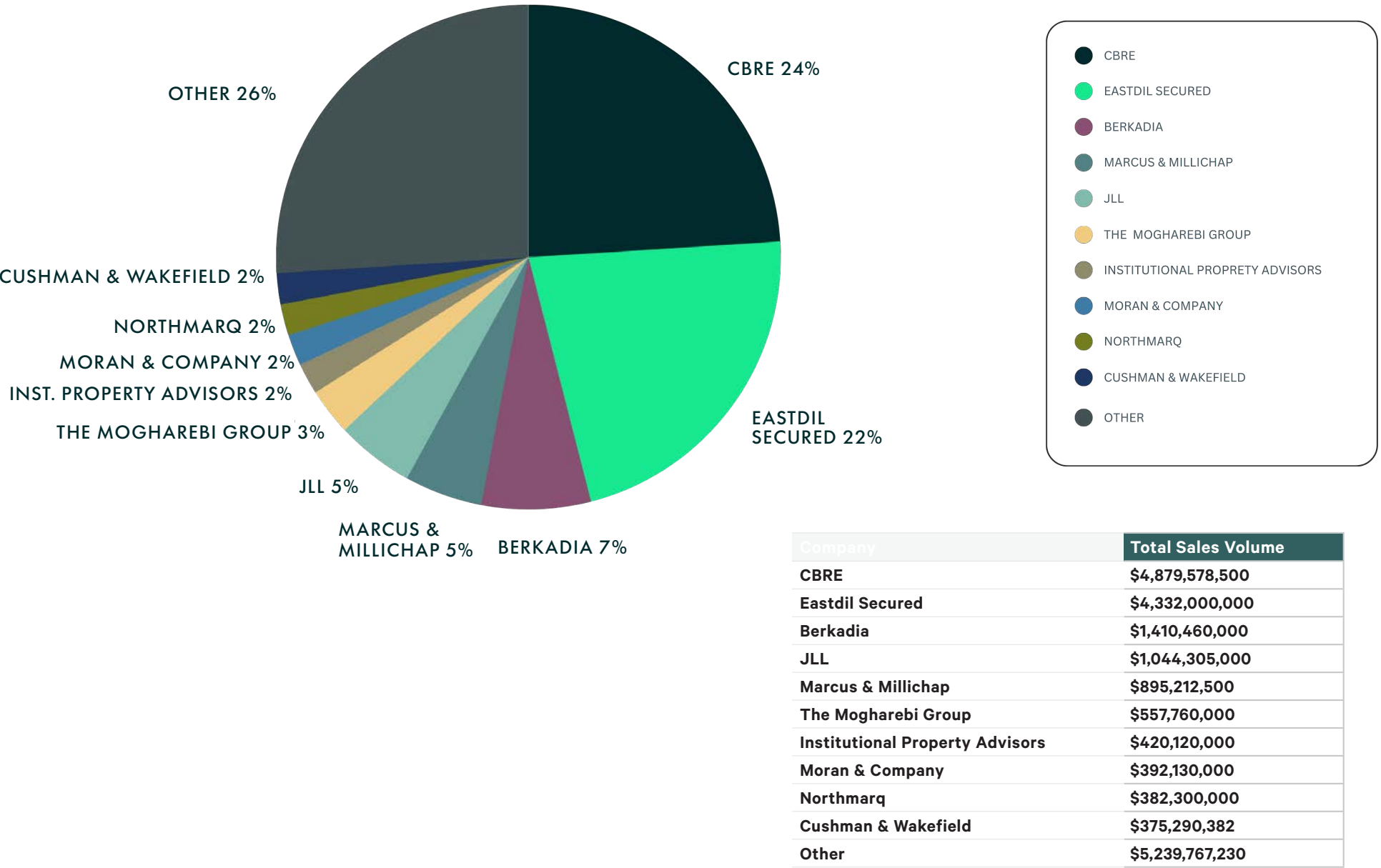
OUR GOAL: MAXIMIZE VALUE

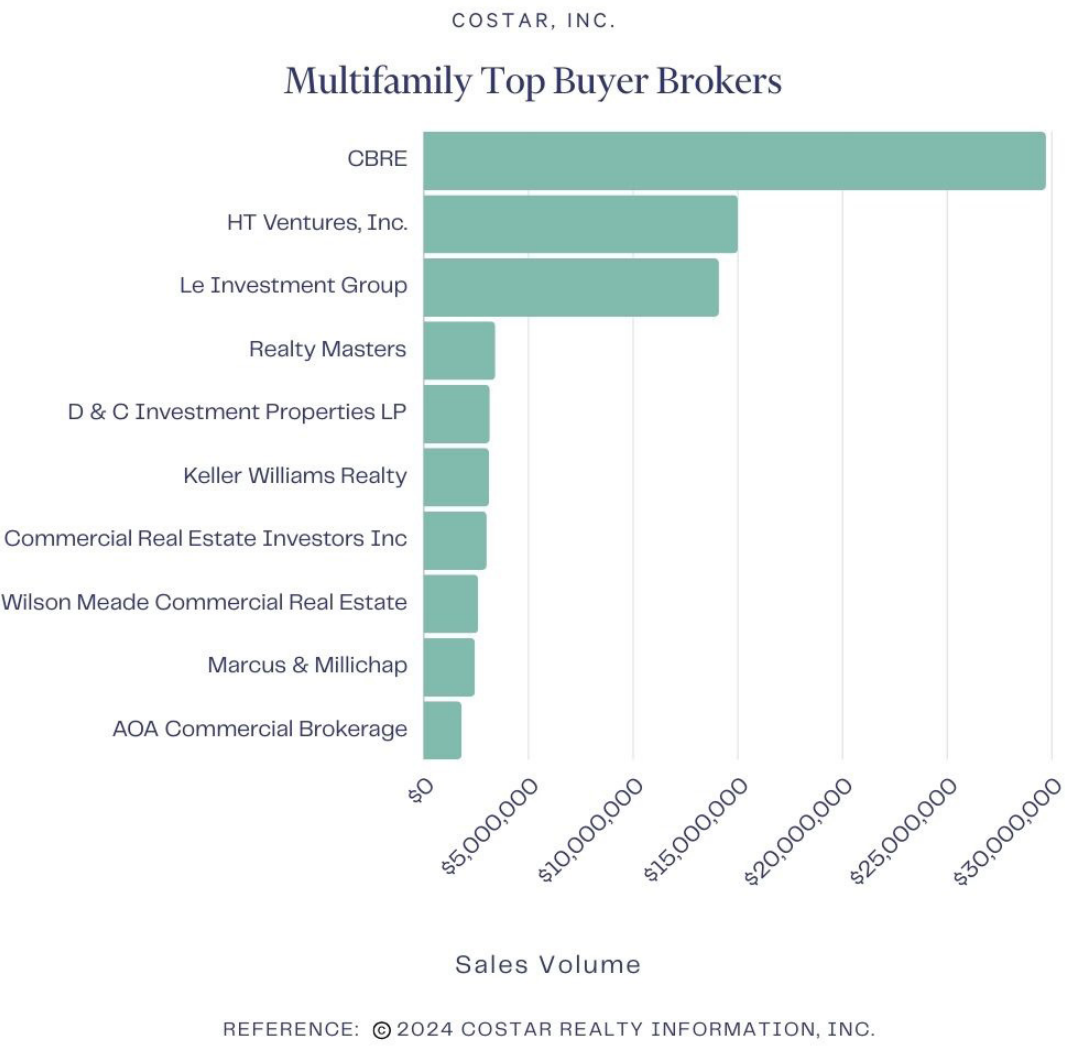
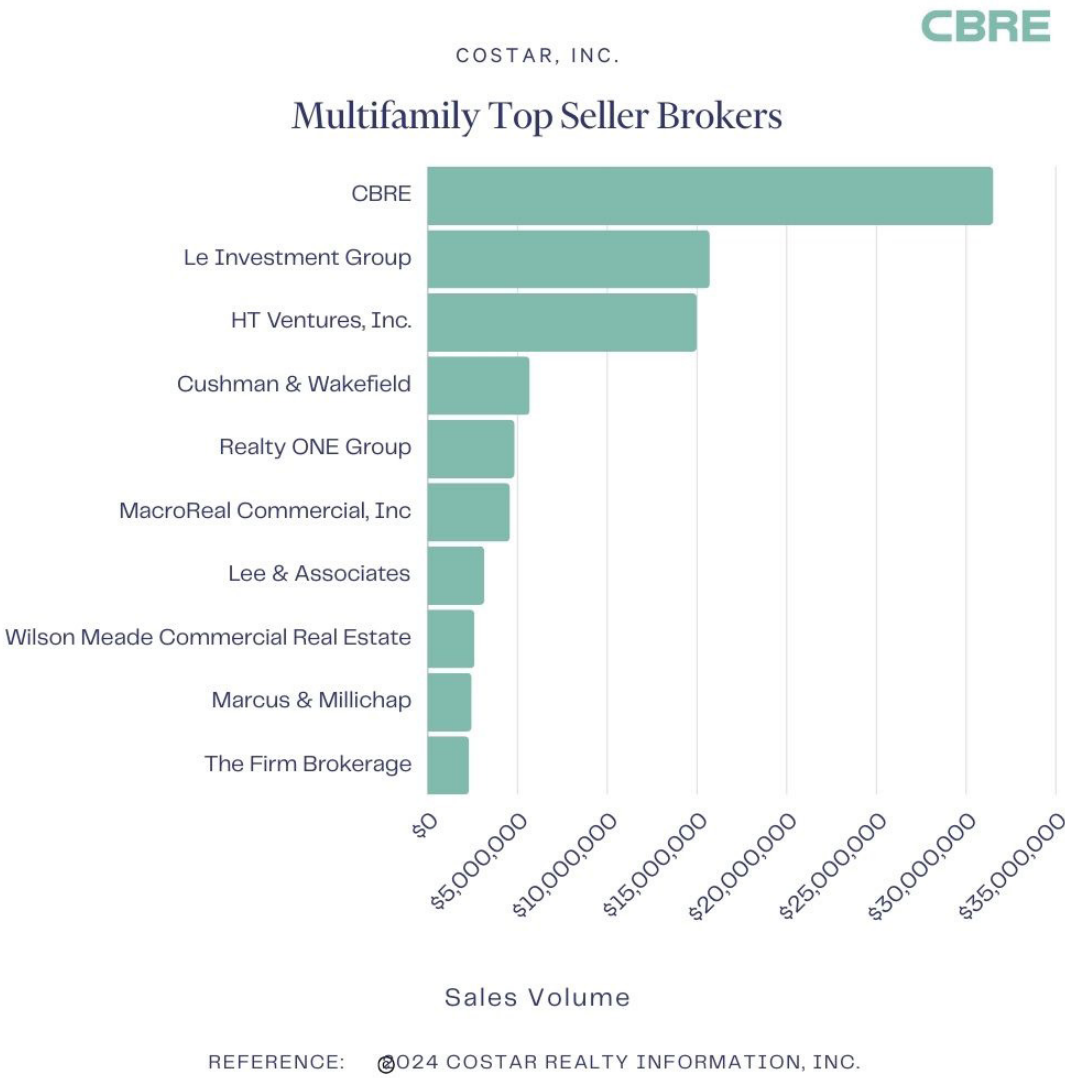


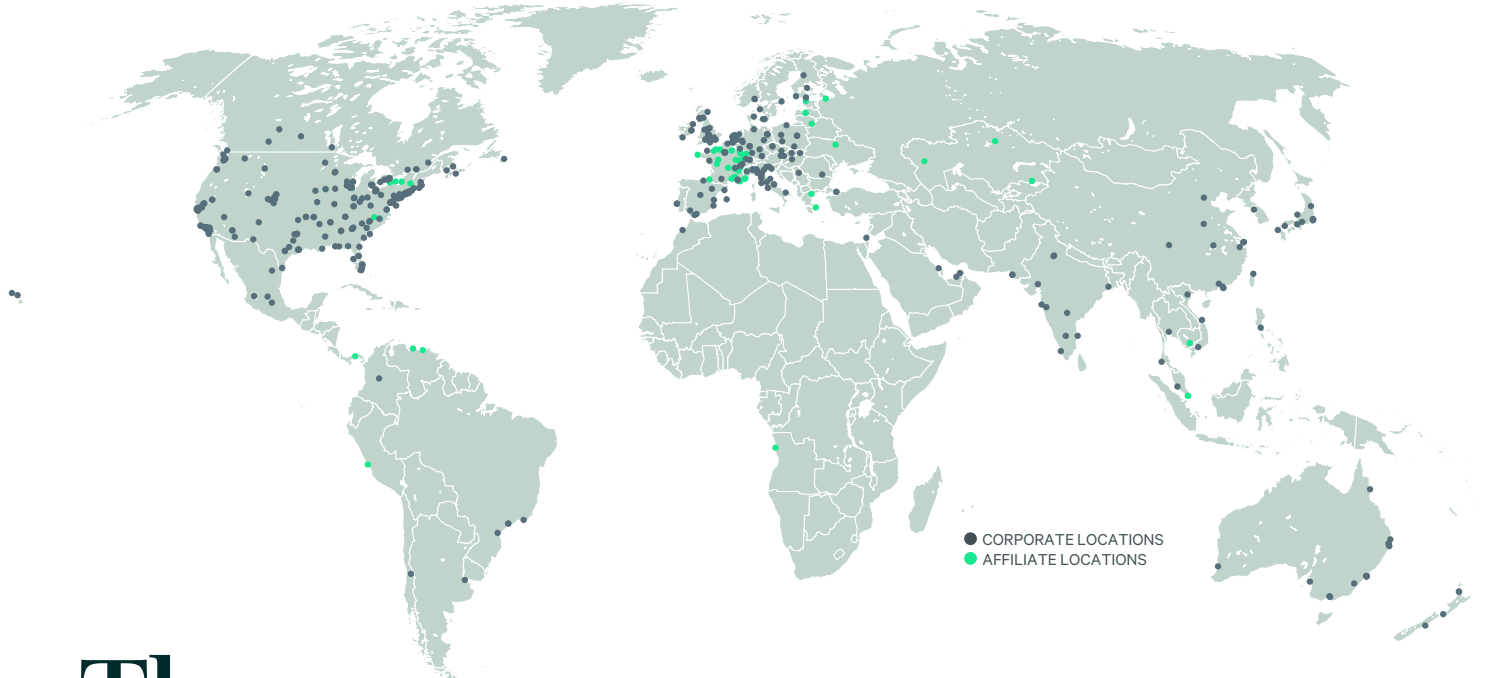
by Total Sales Volume **Overall** | Last 5 Years



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







The power of our platform

Global Reach & Relationships

We move more global capital around the world and into the United States than any other firm. Our reach and relationships link you to capital in every market across the globe. We pair that high deal volume with peerless buyer intelligence, for timely, targeted transactions.

A global dynamo migrating capital worldwide. Debt and sales partnering with synergy. Research and technology leading the industry. That's how we bring the power of CBRE home to you.

Multifamily Research and Insights

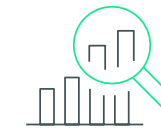
Backed by the power of the global CBRE Research team, the CBRE Multifamily Research team specializes in content relevant to investors, owners, and operators of multifamily housing. Whether it's supply, demand, rents, vacancies, or cap rates – CBRE Multifamily Research is on hand with the latest insights.

500+ CBRE offices
in 100+ countries

#1 global cross border capital placement with 21.7% market share

17% more volume than our closest competitor

Sources: MSCI Real Assets (RCA), based on seller and buyer's broker and includes entity level transactions



CBRE Research

CBRE Research delivers authoritative global thought leadership and deep local market intelligence to clients and colleagues around the world. Powered by the industry's leading data and analytics platform and the forecasting strength of CBRE Econometric Advisors, our 500 researchers deploy expertise across property types, industries and economies to deliver results for investors and occupiers.



Econometric Advisors

CBRE Econometric Advisors, specializes in economic forecasting and market analysis, providing valuable insights to empower clients in the real estate industry. Our global platform facilitates intelligent decision making tailored to your risk tolerance and investment strategy through trend analysis, forecasts, and data science.



Maximize people, time and money

- Market and Submarket Analysis
- CRE Forecasts
- Risk Analysis
- Performance Analysis
- Portfolio Optimization

CBRE Capital Markets Property Marketing

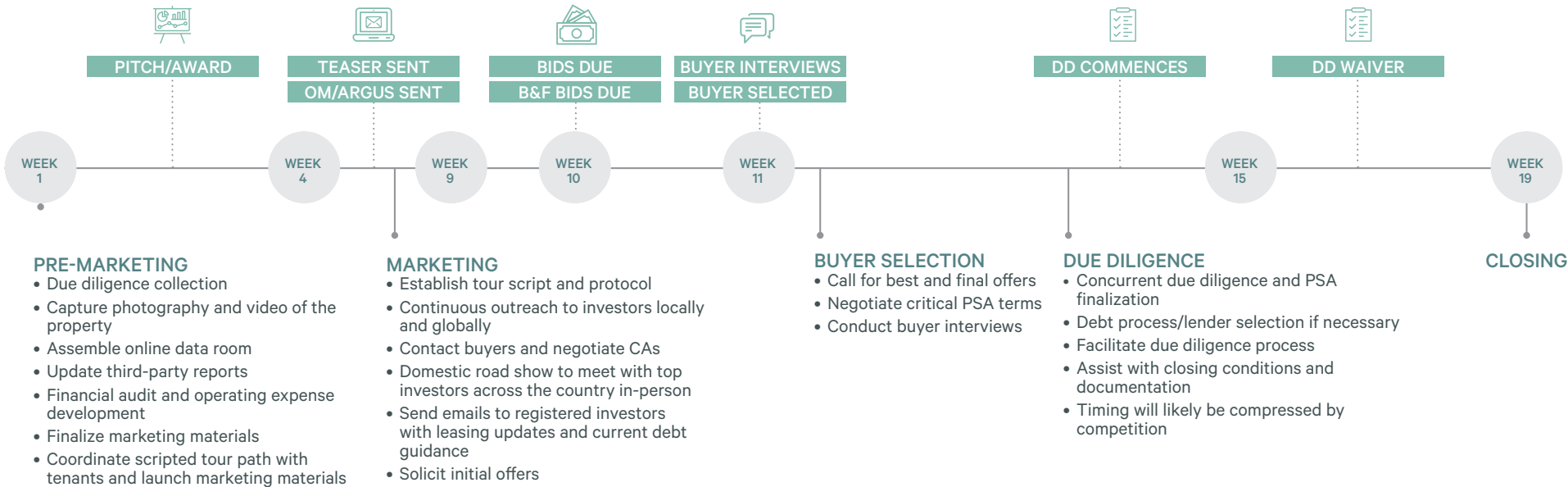
CBRE will leverage its in-house, dedicated Capital Markets marketing team to develop a suite of high-end, best-in-class marketing materials. This will ensure speed to market, maximum value and visibility for your property.



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 confidentiality agreement, and more



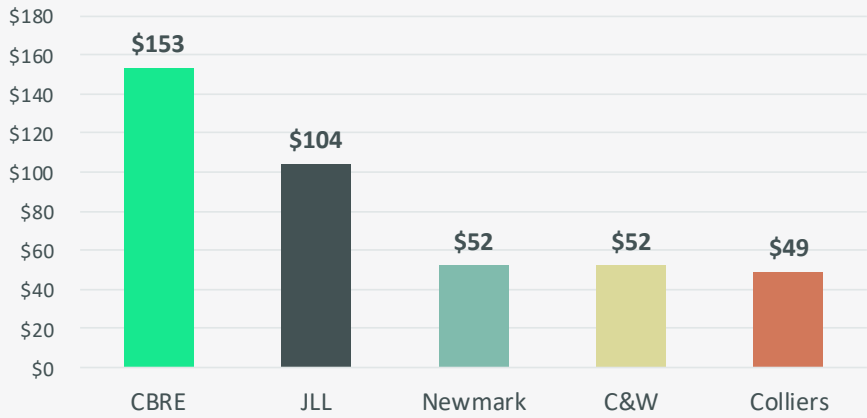
Launch Email

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



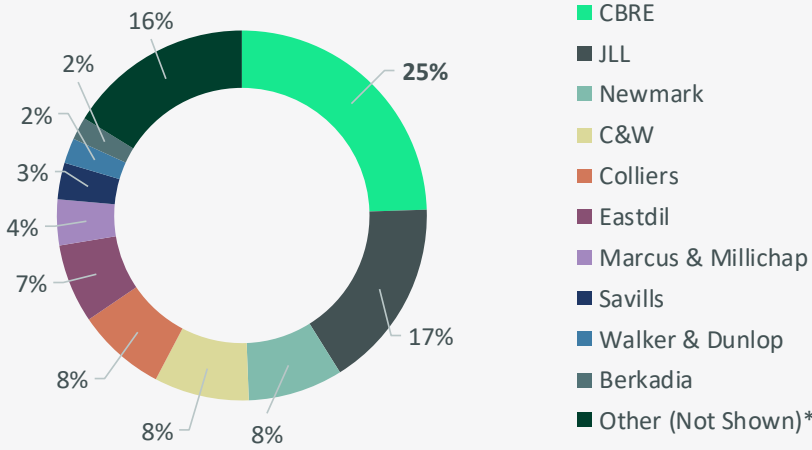
Global Investment Sales Rankings

Global Investment Sales Rankings by Volume
All Property Types | Full Year 2025



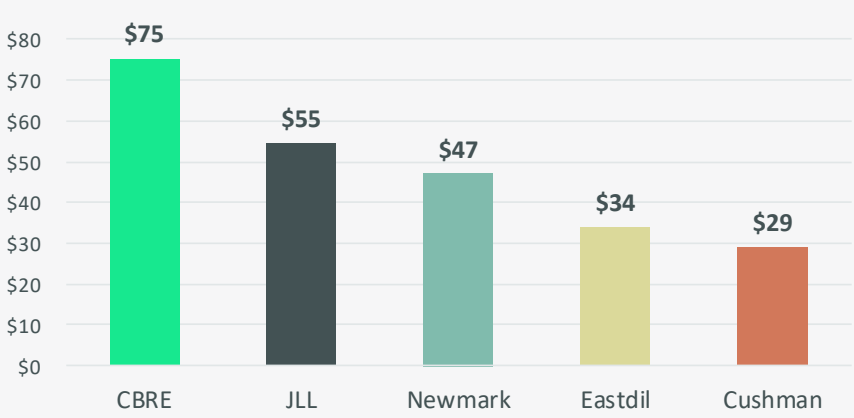
Source: MSCI Real Assets. Closed properties only, based on seller’s broker, excludes entity level transactions. Based on independent reports of properties and portfolios \$2..5 million and greater. *Other Companies all hold less than 2% market share each.
Confidential & Proprietary | © 2026 CBRE, Inc.

Global Investment Sales Rankings by Market Share
All Property Types | Full Year 2025



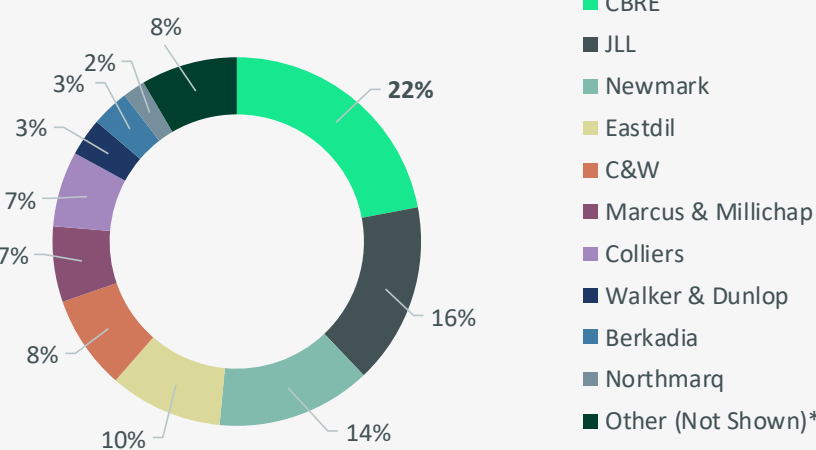
U.S. Investment Sales Rankings

U.S. Investment Sales Rankings by Volume
All Property Types | Full Year 2025



Source: MSCI Real Assets. Closed properties only, based on seller’s broker, excludes entity level transactions. Based on independent reports of properties and portfolios \$2..5 million and greater. *Other companies all hold less than 2% market share each.
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U.S. Investment Sales Rankings by Market Share
All Property Types | Full Year 2025



Multifamily Pre-Stabilized Assignments

CBRE is the market leader in pre-stabilized transactions.*

2021 – 2025 Business Statistics

\$4.90B	\$4.89B	27,314
Pre-stabilized Sales Activity	Across 48 Closed Deals	Total Units
108	\$3.11B	
Total Deals Tracked	Pre-Stabilized Financing	

*Pre-stabilized transactions are considered 90% or less leased at closing.

MULTIFAMILY PRE-STABILIZED ASSIGNMENTS | MULTIFAMILY CAPABILITIES



Investment Properties

We lead the
industry in deal
flow and research.

More data means
more insight
to guide your
asset decisions.

And with more
access to investors
and buyers, we put
everything you
need within reach.

INVESTMENT PROPERTIES | MULTIFAMILY CAPABILITIES



We give
you more
reach

\$26.8B

U.S. sales in 2025

#1

U.S. sales every year
since 2011

656

Properties sold
in 2025

#1

U.S. institutional multifamily
investment sales volume
(transactions over \$25M)

#1

U.S. multifamily
investment sales volume
(transactions over \$2.5M)

#1

Global multifamily
investment sales volume
(transactions over \$10M)

#1

Global multifamily
portfolio sales volume¹

#1

Global multifamily
investment leader
since 2012

Sources: MSCI Real Assets (RCA), Real Estate Alert
¹Includes transactions where CBRE acted on behalf of the buyer

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CBRE Capital Markets

Capital Markets

Our trusted, tenured experts seamlessly collaborate to help clients connect to global capital and opportunities through a cohesive, cross-disciplinary service offering. We unlock hidden value, drive returns and enhance outcomes for your real estate investments, in all geographies and across all asset classes.

Investment Properties

Offers customized investment disposition, acquisition and recapitalization services, together with industry-leading, proprietary intelligence, to connect investors to the right properties at the right time.

Debt & Structured Finance

Synthesizes a global ecosystem of lenders and capital sources to provide debt and equity financing to developers and owners for all property types, achieving the best possible terms.

Investment Banking

Solves critical business problems for clients by providing investor access and strategic advice across private funds placement, private capital advisory, M&A and equity & debt capital markets.

See the Difference

Connected Global Scale

Access to Capital

Specialized Advisors

Integrated Investor Platform

Powerful Insights

Innovative Technology

CBRE Global Capital Markets

CAPITAL MARKETS

Global Capital Markets Activity 2025

#1

INVESTMENT SALES FIRM

24.5%

MARKET SHARE

#1

RANKING IN OFFICE, INDUSTRIAL, MULTIFAMILY & RETAIL

Source: MSCI Real Assets, CBRE Capital Markets; Sales rankings and market share based seller's broker, excludes entity level transactions, includes properties and portfolios \$2.5M+; Financing total does not include Loan Sales; Investment Banking total includes duplication from financing and sales volumes.

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TOTAL GLOBAL CAPITAL MARKETS ACTIVITY

Dispositions, Acquisitions, Financings, Investment Banking

\$286.3B

TOTAL TRANSACTION VOLUME

\$152.9B

DISPOSITIONS

\$40.7B

ACQUISITIONS

\$72.5B

FINANCINGS

\$20.3B

INVESTMENT BANKING

\$56.8B
OFFICE

\$69.9B
INDUSTRIAL

\$28.9B
RETAIL

\$75.6B
MULTIFAMILY

\$16.6B
HOTELS

\$38.5B
OTHER

CBRE U.S. Capital Markets Activity 2025

CAPITAL MARKETS

U.S. Capital Markets Activity 2025

#1 INVESTMENT SALES FIRM

13.3% MARKET SHARE

#1 RANKING IN OFFICE, INDUSTRIAL, MULTIFAMILY, HOTELS

Source: MSCI Real Assets, CBRE Capital Markets; Sales rankings and market share based seller's broker, excludes entity level transactions, includes properties and portfolios \$2.5M+; Financing total does not include Loan Sales; Investment Banking total includes duplication from financing and sales volumes.

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TOTAL U.S. CAPITAL MARKETS ACTIVITY

Dispositions, Acquisitions, Financings, Investment Banking

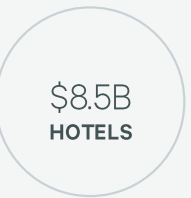
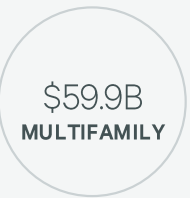
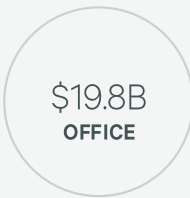


\$75.3B
DISPOSITIONS

\$10.1B
ACQUISITIONS

\$60.3B
FINANCINGS

\$4.5B
INVESTMENT BANKING



Multifamily Global Ranking & Activity

CAPITAL MARKETS

Multifamily

CBRE Multifamily continues to set the bar as the industry leader. With the most powerful platform comprised of more than 300 dedicated multifamily professionals in 65 U.S. offices, we cover all facets of the apartment industry. Our clients consistently turn to CBRE for our proven ability to execute any multifamily deal, from large, complex portfolios to small, private capital assignments.

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#1 GLOBAL MULTIFAMILY SALES FIRM

21.9% LEADING GLOBAL MARKET SHARE

#1 U.S. MULTIFAMILY SALES FIRM

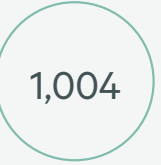
16.0% LEADING U.S. MARKET SHARE SINCE 2001

Fully Integrated Platform
CBRE Multifamily delivers fully integrated capabilities across investment sales, debt and structured finance, and investment banking. Our platform is built for the complexity of multifamily transactions, executing at scale with the insight to move capital with confidence. From single assets to multi-market dispositions, we bring the market's deepest relationships and broadest reach to every assignment.

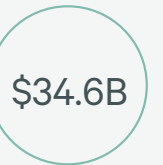
GLOBAL MULTIFAMILY ACTIVITY | 2025



Sales Volume



Properties Sold



Financing Volume



Properties Financed

U.S. MULTIFAMILY ACTIVITY | 2025



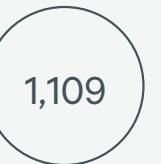
Sales Volume



Properties Sold



Financing Volume



Properties Financed

Source: MSCI Real Assets, CBRE Capital Markets

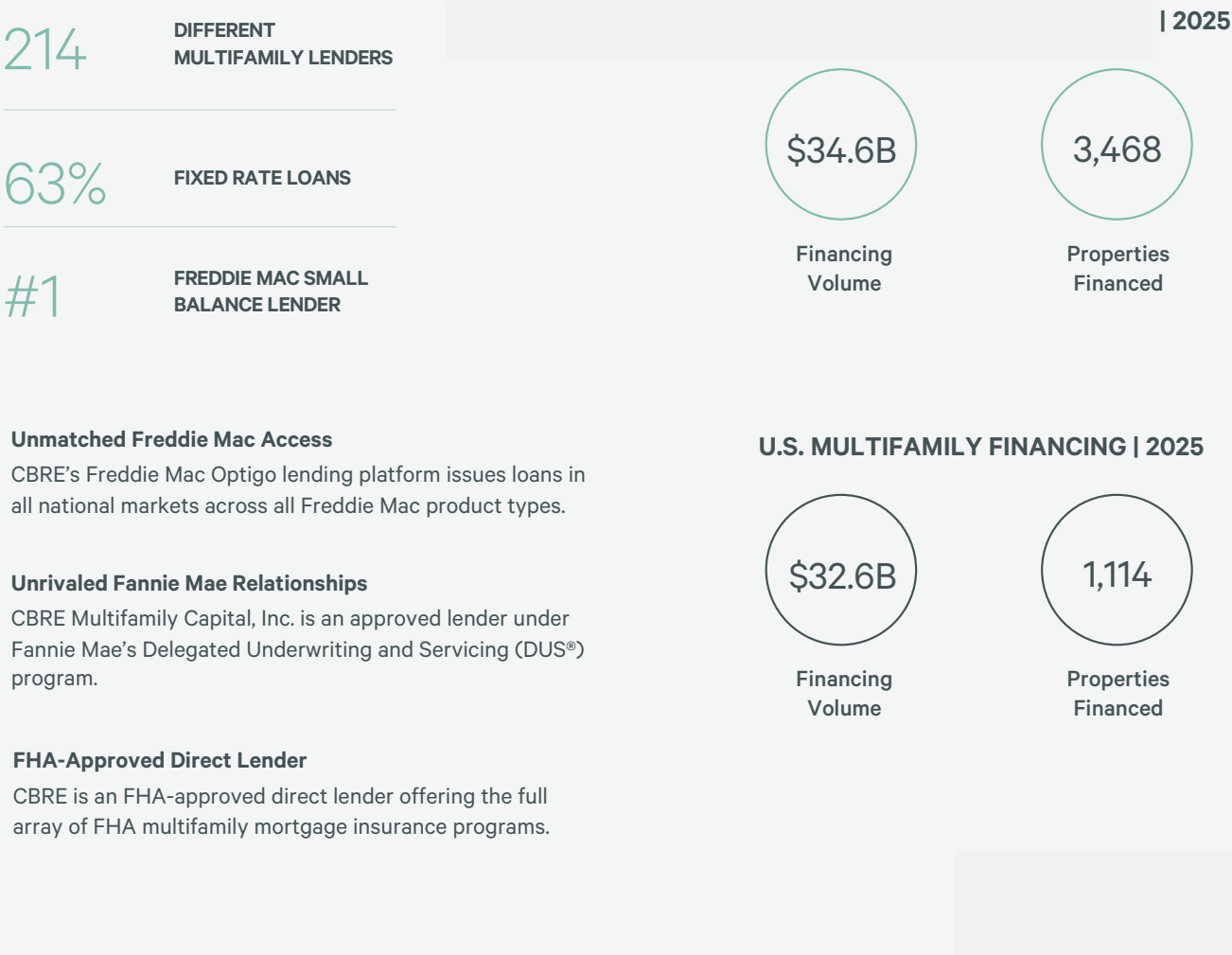
CBRE Multifamily Lending

CAPITAL MARKETS

Multifamily Lending

CBRE Multifamily's lending platform offers unmatched access to capital across every debt structure and market cycle. As a premier provider of multifamily financing, we deliver seamless access to Fannie Mae, Freddie Mac, and FHA programs, along with deep relationships with correspondent life companies, institutional lenders, banks, debt funds, and CMBS.

With diverse capital sources spanning the globe and experience across all loan types, we connect borrowers to the right capital at the right time—helping clients identify the best partners for their asset and capital stack strategy.



CBRE Land Services

CAPITAL MARKETS

Land Services

CBRE Land Services provides unified solutions throughout the investment lifecycle, ensuring our clients get the greatest value from their real estate holdings.

We have over 100 land entitlement and sales experts globally who focus exclusively on land holdings, providing a depth of expertise found only at CBRE.

Property Types

- Urban infill and redevelopment
- Master-planned residential and resorts
- Raw, entitled and vacant residential lots
- Retail, office and industrial sites
- Resource land

Services

Dispositions & Acquisitions	Financing & Equity Sourcing	Review of Strategic Alternatives
Property Marketing	Foreclosure Sales	Right-of-way/Eminent Domain
Due Diligence Support	Short & Note Sales	Property Assessments
Market Analysis & Research	Development Consulting	Zoning Compliance Support
Site Selection	Feasibility Studies	
Financial Analysis	Highest-and-best-use Studies	

U.S. LAND ACTIVITY | 2025



Portfolio Strategy

Our collaborative team of cross-disciplined professionals operates seamlessly to deliver a complete spectrum of capital markets advisory services for our clients' portfolio needs. With an integrated approach and unique macro to micro insights, clients can expect unparalleled analysis and understanding of strategies and solutions tailored to large transactions and portfolios on the buy- or sell-side. CBRE combines local excellence with unparalleled global connectivity to deliver optimal outcomes that cannot be replicated.



We're attached to making better deals.

Take our global investment sales team. Add our unmatched lender relationships. Each is formidable. Together they're unbeatable, with faster timing, surer closing and greater value. Bottom line, we connect debt and sales to drive value for you.

The CBRE Difference

Unmatched global & capital relationships

Our platform has access to equity and debt sourced from around the world and with every major institutional investor.

Deep expertise across the business

Our experts are truly experts in large transactions and have a collaborative approach that integrates equity, debt and other advisory services to ensure certainty of execution.

Unparalleled network and data

Our team is strategically located across the U.S. and has the network to match, giving us real-time market intelligence and analytics unlike any other.

Proven track record

CBRE Multifamily leads the industry with unrivaled market share in the most active markets and more than a decade of recognition as the top multifamily sales broker by MSCI and Real Estate Alert.

Sales

+

Debt

Maximum transaction value

We optimize debt structure to maximize bid pricing and sales value.

Seamless marketing

We share market indicators in real-time to keep the process moving.

Transparent financing process

We deliver transparency for deadline-driven deals like 1031 exchanges.

Shorter timelines

We loop in debt early so we can go as soon as the buyer is under contract.

Surer execution

We bring certainty of execution. That's one big reason we rank #1 globally.

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

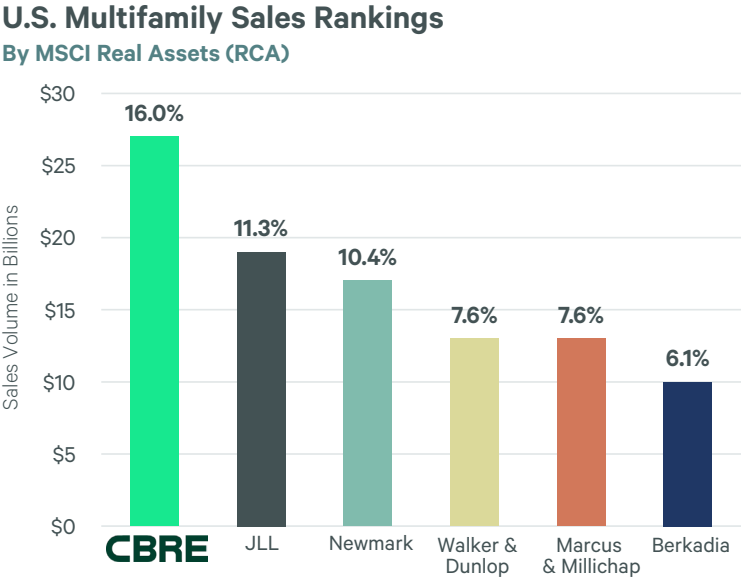
Sources: CBRE Capital Markets, MSCI Real Assets, Real Estate Alert

\$26.8B

Total Sales Volume

656

Total Properties Sold



FY 2025

CBRE Multifamily Capital Markets

Multifamily Debt & Structured Finance

Covering the Entire Multifamily Debt Market

\$32.6B

Total Multifamily Loan Volume

1,114

Total Multifamily Loans

197

Different Multifamily Lenders

63%

Fixed Rate Loans

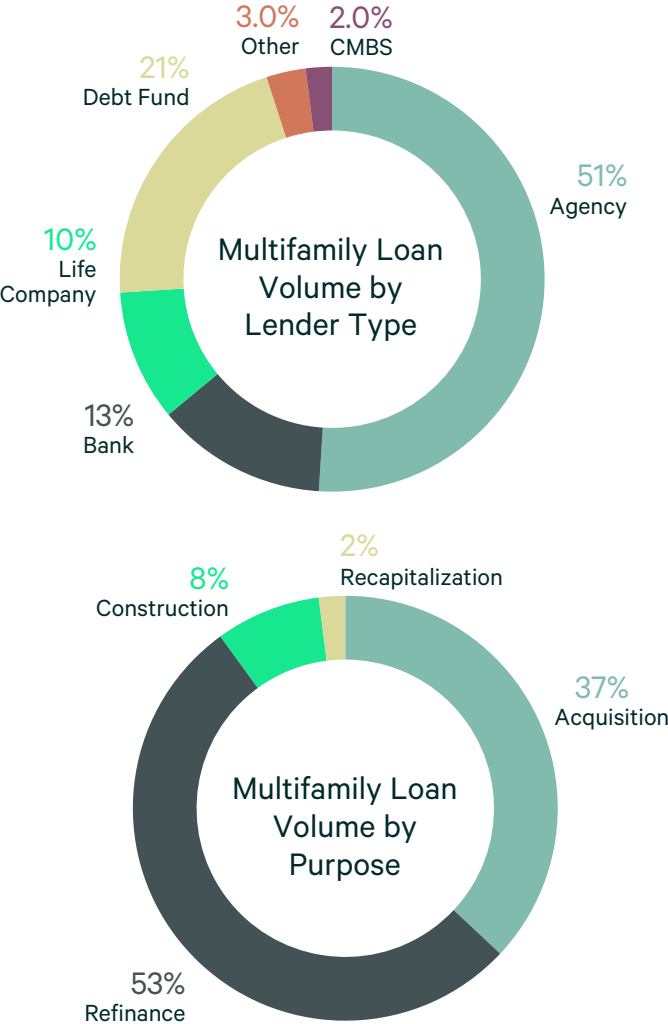
Source: CBRE Capital Markets, Freddie Mac, Fannie Mae

#3

Combined Agency Ranking

#1

Freddie Mac Small Balance Lender
(9th consecutive year)



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 INVESTMENT SALES

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[CBRE.US/MULTIFAMILY](https://www.cbre.us/multifamily)

CBRE

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