

# Industrial & Logistics



## TEAM CAPABILITIES OVERVIEW

### **JAY DICK**

Vice Chairman

### **DEDRIK PHARIS**

Executive Vice President

### **MIKE FUELLING**

Senior Associate

### **RIGSBY DUNCAN**

Senior Associate

### **JUDITH MOLDEN**

Client Services Specialist

### **YESENIA THOMSON**

Client Services Coordinator

# The Local Team



## Jay Dick

Vice Chairman  
Lic. 01014089  
+1 909 418 2149  
[jay.dick@cbre.com](mailto:jay.dick@cbre.com)

- 35 years at CBRE based in the Inland Empire
- Specializes in sale and leasing of industrial properties
- Multiple years in CBRE's Millennium Club, National Top 225, and National Top 10%
- Board of Directors, NAIOP, Inland Empire Chapter



## Dedrik Pharis

Executive Vice President  
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[dedrik.pharis@cbre.com](mailto:dedrik.pharis@cbre.com)

- 12 years at CBRE based in the Inland Empire
- Specializes in sales and leasing of industrial properties
- Represents several companies on a national basis
- Part of NAIOP
- Part of Distribution Management Association

Our Team is dedicated to creating and implementing unique real estate strategies for each of our clients. We utilize a broad spectrum of strategies to get the best results for a seamless, successful transaction.

Our attentive focus and professionalism given to each assignment has positioned us as one of the leading industrial teams in the market. In the past 10 years we have completed over 500 transactions with consideration totaling over \$4 Billion.



## Mike Fuelling

Senior Associate  
Lic. 02107194  
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- Inland Empire & National Tenant and Landlord Expert
- Specializes in sales and leasing of industrial properties
- Part of NAIOP
- Member of Global Supply Chain Collective



## Rigsby Duncan

Senior Associate  
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- Specializes in sales and leasing of industrial properties
- Part of NAIOP
- 2022 CBRE Alpha Award Recipient
- Leads the CBRE Rising Leaders Program



## Judith Molden

Client Services Specialist  
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## Yesenia Thomson

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# Creating the real estate solutions of tomorrow.

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CBRE, a Fortune 500 company, is a full-service real estate firm dedicated to helping clients effectively manage, control, and deliver every stage of their industrial projects. We anticipate your business challenges and eliminate project hurdles.

CBRE Industrial & Logistics Services represents the largest industrial services platform in the world, offering an integrated suite of advisory, transaction and management services for occupiers and investors across the entire real estate lifecycle. We create the real estate solutions for companies whose business performance depends on integrated supply chains, connected footprints and efficient operations by aligning business strategy and delivery models with intelligent, streamlined and optimized real estate solutions.

#1

Market Share

840+

Specialized Professionals

\$93.7B

Total Transaction Value

1.0B SF

Management Portfolio

11,850

Leasing Transactions

\$53.4B

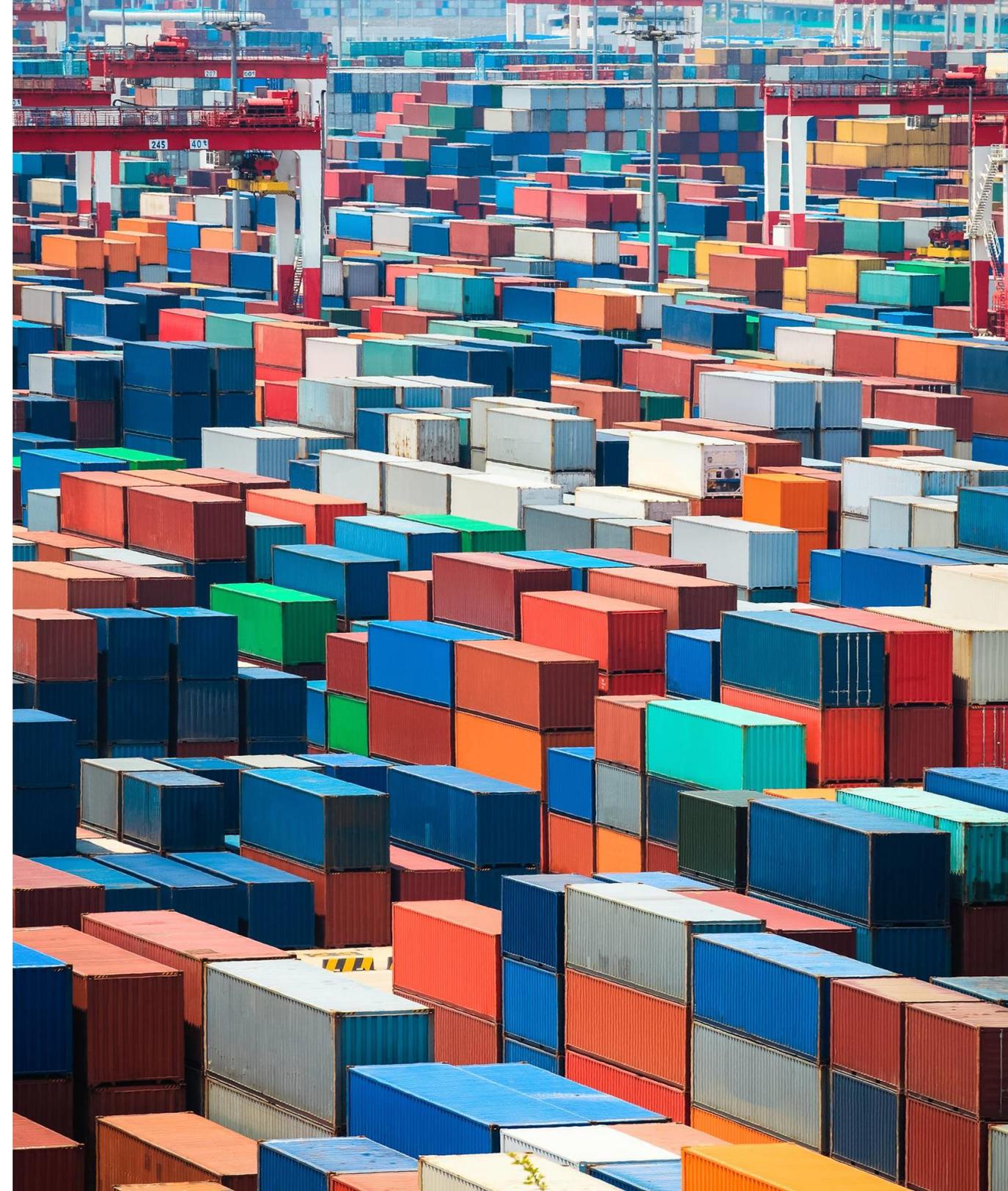
Property Sales Value

\$16.4B

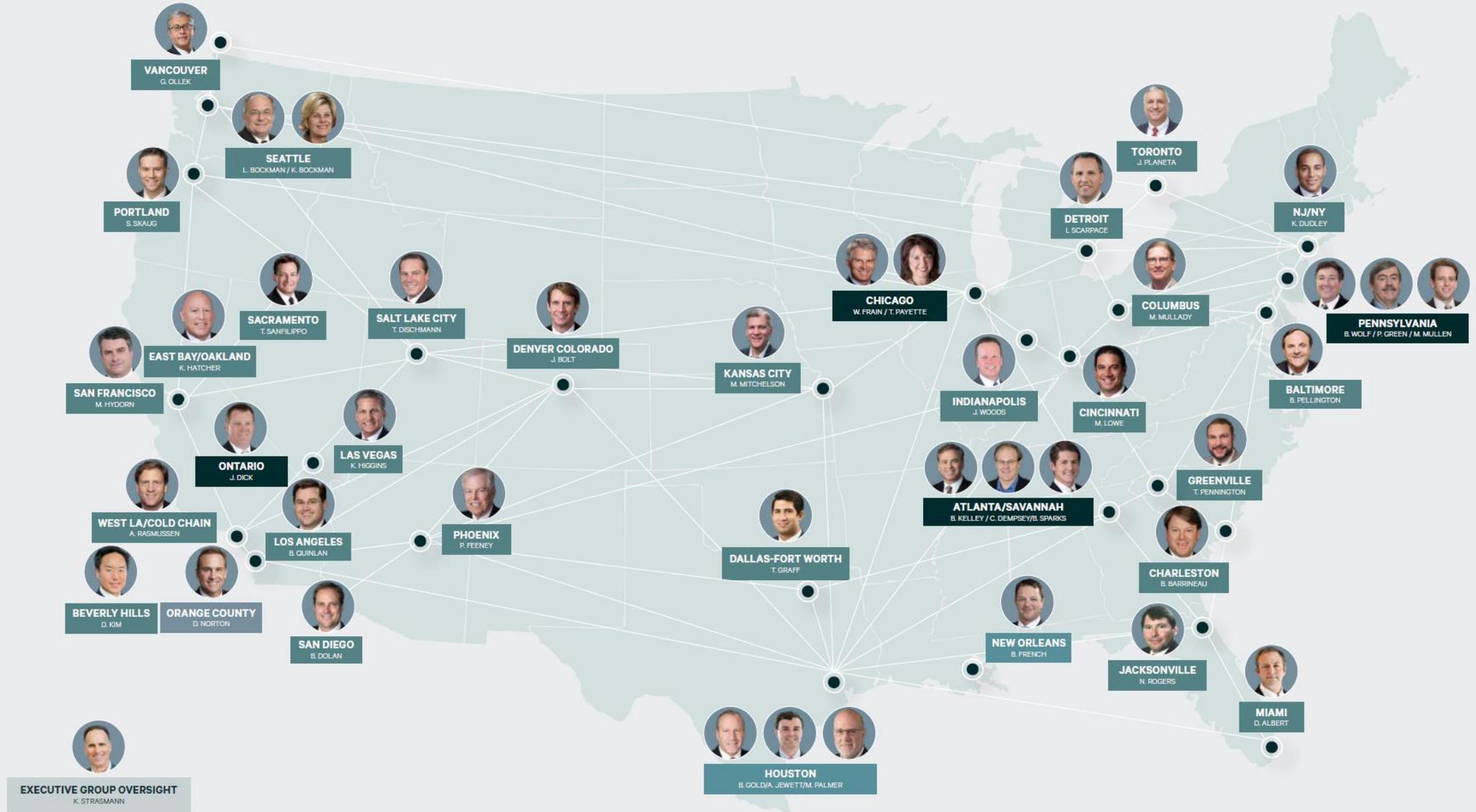
Loan Originations

\$16.1B

Loan Servicing



As the largest industrial and logistics real estate services provider in the world, CBRE has more senior professionals located in major port and logistics markets than any other real estate services organization.



# Ports of LA & Long Beach

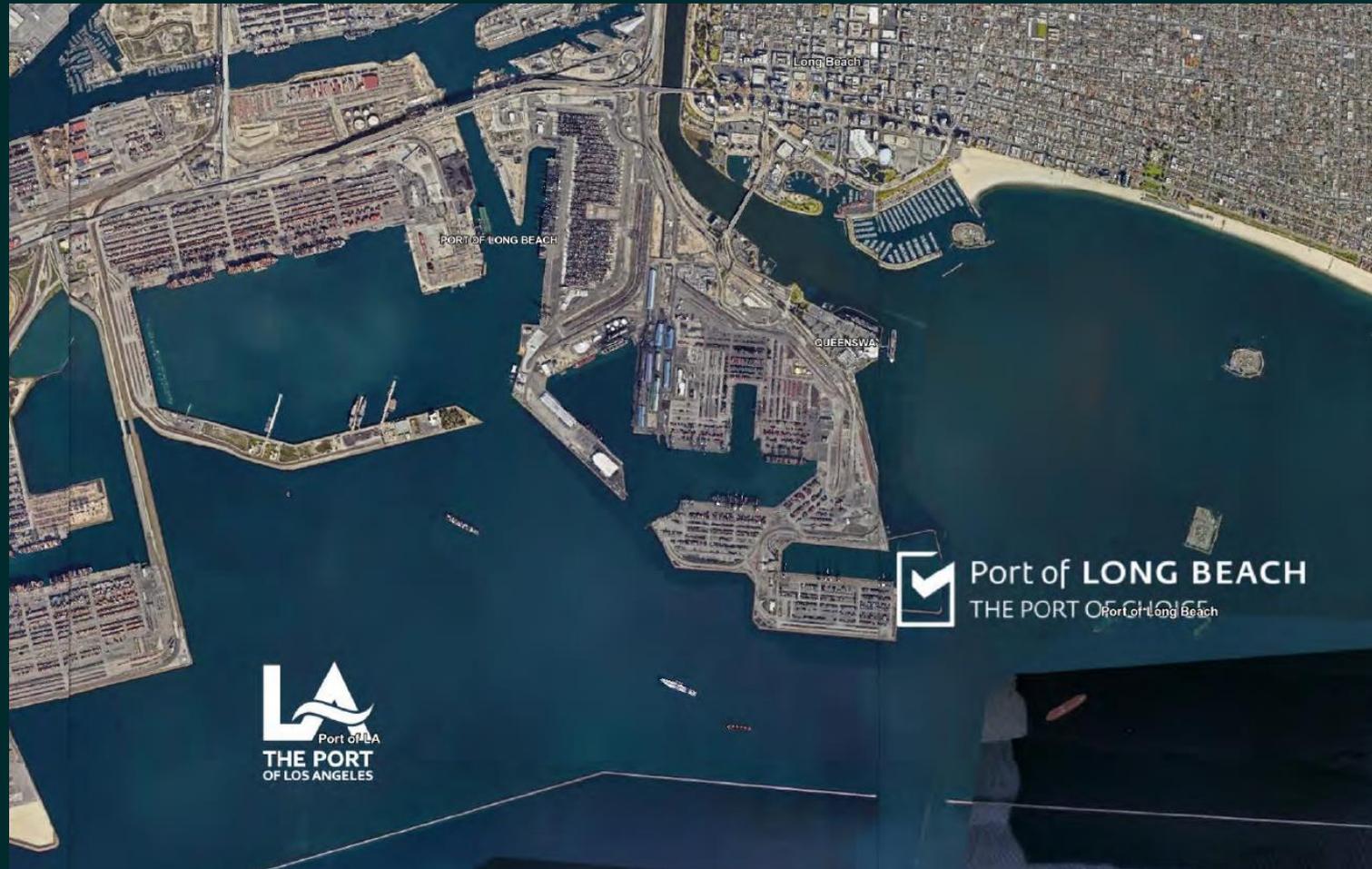
## Q3 2025

US RANKING BY VOLUME  
**#1**

TEU'S CONTAINER VOLUME YTD  
**15.2M**

YTD GROWTH  
**3.7%**

ACRES OF LAND  
**10,700**



SEPTEMBER LOADED IMPORTS (TEU'S)  
**848K**

YOY GROWTH (SEPT 2024 TO SEPT 2025)  
**-7.3%**

LOADED IMPORTS YTD (TEU'S)  
**7.6M**

Y-O-Y LOADED IMPORTS GROWTH  
**3.7%**

TOTAL YTD CONTAINER VOLUME (TEU'S)  
**15.2M**

YOY YTD GROWTH (TOTAL TEU'S)  
**4.9%**

# Unlock the value in every dimension of your real estate with integrated, data-led services that support your overall business strategy.

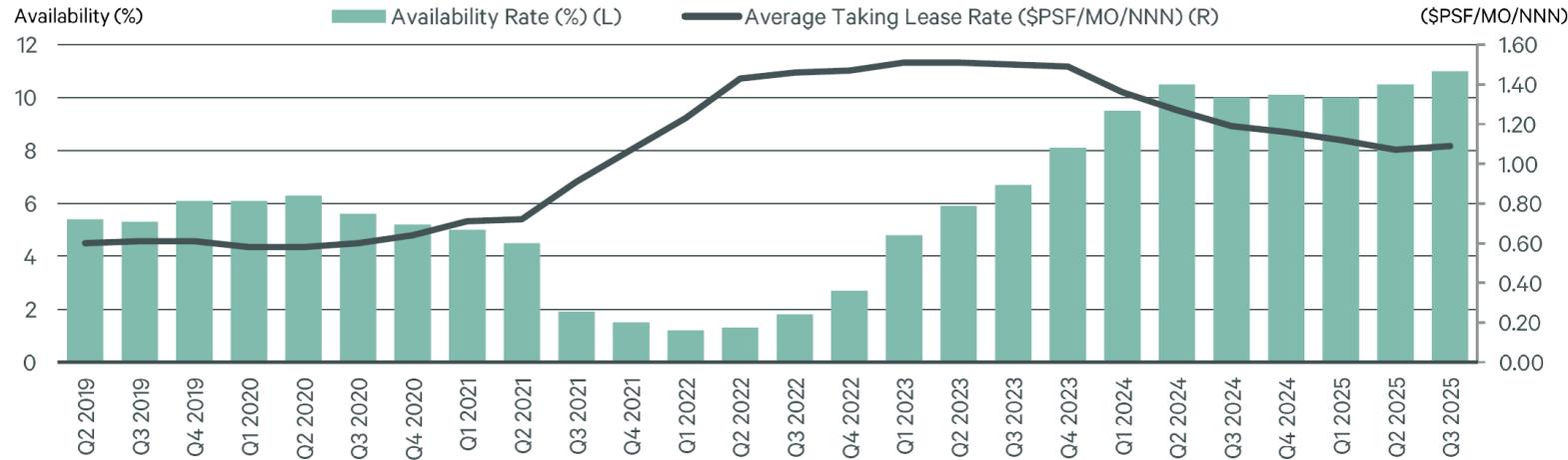
## Occupier services

- Supply chain strategy and network design
- Current situation/business case analysis
- Site selection and industry leading approach for comparative studies
- Freight and transportation analysis
- Labor cost, quality and longevity comparison
- Municipal and state incentive negotiations
- Build-to-suit transaction services
- Expert advice on land use provisions, tax issues, labor and freight costs
- Lease versus buy analysis
- Comprehensive property availability studies

## Investor services

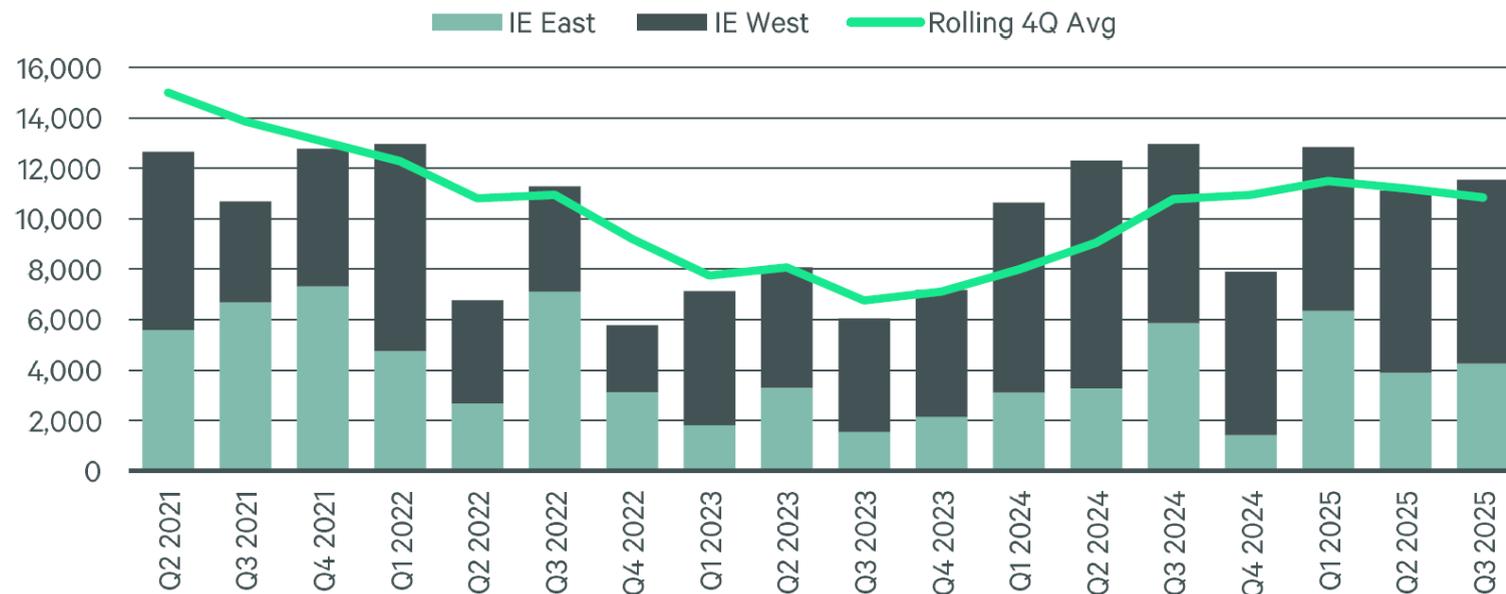
- Sale/lease/sublease
- Sale/leaseback transactions
- Valuation studies
- Property management
- Reverse site selection
- Land acquisitions
- Consulting services, including supply chain studies
- Portfolio sales
- Hold versus sell analysis
- Project management

### AVAILABILITY AND TAKING LEASE RATE



Source: CBRE Research, Q3 2025.

### GROSS ACTIVITY (MSF)



↑ **694M**  
SF INVENTORY BASE

↑ **3.0M SF**  
SF NET ABSORPTION

↓ **7.7M**  
SF CONSTRUCTION

→ **6.7%**  
VACANCY RATE

↑ **\$1.09**  
NNN/LEASE RATE

Note: Arrows indicate change from previous quarter

# Team Overall Transactions

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Team Transaction History over the last 10-years

±\$4B

Total Consideration

±75M

Square Feet

±650

Transactions

# Our Relationships

## TENANT CLIENTS



## LANDLORD CLIENTS



# Case Study

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## GoPlus Corporation



## Tenant Representation

### **Challenge**

Expand GoPlus' e-commerce footprint in North America while maintaining 2 day shipping to customers throughout the country.

### **Strategy**

- Conducted multi-market search leveraging CBRE's Labor Analytics, Logistics.
- Optimize drayage and occupancy costs

### **Results**

Successfully competed against fortune 5 tenant to secure an off-market 569,145 SF lease in New Jersey.

# Case Study

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SPARC Group | Ontario, CA | ±369,996 SF



Tenant Representation

## **Challenge**

The tenant was eager to start negotiating a renewal. We approached their landlord approximately 10 months in advance of their lease expiration with an RFP to gauge the landlord's expectations of the market. The landlord's response was not in line with our opinion of market value.

## **Strategy**

Given the market conditions, we advised the tenant to be patient and not respond as we knew what other deals were forthcoming and where the market was heading. We also advised the tenant to tour other properties locally and further east to create a stigma that they were going to move and build leverage.

## **Results**

Given our strategy and ability to execute, we saved our client approximately \$4.80/SF/Year (±\$9M over the term of the lease) from the landlord's expectations on the rate, which doesn't include additional savings from other concessions (Free Rent, TIA, Increases, Etc.).

# Case Study

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1560 Sierra Ridge Drive | Riverside, CA | ±264,055 SF



Tenant Representation

## Challenge

The Landlord thought they had leverage due to the lack of inventory, rent growth and the tenant's inability to relocate.

## Strategy

Submitted multiple proposals and researched the Landlord's portfolio to understand that they have ±5.39MM SF (27.58%) of their lease portfolio expiring in the next 18 months.

### Landlord's Initial Proposal

- Term: 60 Months
- Rate: \$1.55 PSF/NNN
- Annual Increase 5%
- Tenant Improvements: None
- Rental Abatement: None

### CBRE's Achieved Terms

- Term: 61 Months
- Rate: \$1.33 PSF/NNN
- Annual Increase 4%
- Tenant Improvements: \$0.75 PSF
- Rental Abatement: 1 Month

## Results

Due to our relationship with the Landlord and our negotiating skills, we successfully achieved a savings for our Client totaling ±\$4,861,842.

# Case Study

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290 Markham Street | Perris, CA | ±344,155 SF



Tenant Representation

## Challenge

Techstyle | Fabletics was not fully utilizing their entire warehouse where they had approximately 6 years remaining on their term with a lease rate that was substantially lower than fair market value.

## Strategy

- CBRE analyzed Techstyle's lease and future local warehouse and logistics needs which helped determine that subleasing a portion of their facility would subsidize costs and decrease overhead.
- Techstyle agreed to terms with UNIQLO for a long-term sublease on a portion of the property, but given the economic uncertainty, UNIQLO had major concerns that Techstyle could default causing a termination of the sublease. UNIQLO required an SNDA from the master landlord to protect them from any future defaults but UNIQLO's attorneys realized that there was still exposure

## Results

CBRE structured a creative solution to finalize a successful sublease transaction which resulted in \$12 Million of profit.

# 2025 Team Transactions | Dick, Pharis, Fuelling, Duncan



**Leased** **October 2025**

**412,619 SF**  
5600 Grace Place, Commerce, CA



**Leased** **October 2025**

**110,442 SF**  
9063 Center Ave, Rancho Cucamonga, CA



**Leased** **October 2025**

**160,041 SF**  
26682 Almond Ave, Redlands, CA



**Leased** **October 2025**

**60,396 SF**  
13644 George Blvd. 4-11, Victorville, CA, CA



**Leased** **October 2025**

**150,000SF**  
23700 Cactus Ave. Moreno Valley, CA



**Leased** **October 2025**

**1,296,000SF**  
19100 Gateway Dr. Victorville, CA



**Leased** **October 2024**

**224,290 SF**  
310 Tippecanoe Ave. San Bernardino, CA



**Leased** **October 2025**

**114,623 SF**  
10320 6<sup>th</sup> St Rancho Cucamonga, CA



**Leased** **September 2025**

**195,788 SF**  
1990 Vintage Ave., Ontario, CA



**Leased** **September 2025**

**140,800 SF**  
11016 Mulberry Ave, Fontana, CA



**Leased** **August 2025**

**434,555 SF**  
1405 Locust St, Ontario, CA



**Leased** **July 2025**

**130,000 SF**  
11555 Iberia St Mira Loma, CA



**Leased** **July 2025**

**243,203 SF**  
9425 California St., Redlands, CA



**Leased** **July 2025**

**236,440 SF**  
8599 Rochester Ave., Rancho Cucamonga, CA



**Leased** **June 2025**

**1,004,400 SF**  
8130 Caliente #3, Hesperia, CA



**Leased** **May 2025**

**180,043 SF**  
14300 Graham St, Moreno Valley, CA



**Leased** **April 2025**

**134,656 SF**  
12320 4<sup>th</sup> St., Rancho Cucamonga CA



**Leased** **April 2025**

**495,736 SF**  
13133 Innovation Way, Victorville, CA



**Leased** **March 2025**

**424,427 SF**  
10886 Citrus Ave., Fontana, CA



**Leased** **March 2025**

**45,800 SF**  
5110 Western Way, Perris, CA



**Leased** **February 2025**

**52,670 SF**  
2595 Renaissance Pkwy. Rialto, CA



**Leased** **February 2025**

**262,410 SF**  
8449 Milliken Ave. Rancho Cucamonga, CA



**Sold** **January 2025**

**43,756 SF**  
445 Wilson Way, City of Industry, CA



**Leased** **January 2025**

**103,156 SF**  
10661 Etiwanda Ave, Fontana, CA



**Leased** **January 2025**

**101,702 SF**  
4 S Middlesex, Monroe, NJ



**Leased** **January 2025**

**334,000 SF**  
4651 E Francis, Ontario CA



**Leased** **January 2025**

**497,717 SF**  
295 S South Creek Pkwy, Romeoville, IL



**Leased** **January 2025**

**328,345 SF**  
157 Hendley Rd, Pt Wentworth, GA