Industrial & Logistics

Q3 2026

TEAM CAPABILITIES OVERVIEW



JAY DICK
Vice Chairman

DEDRIK PHARIS
Executive Vice President

MIKE FUELLING
Senior Associate

RIGSBY DUNCAN
Senior Associate

JUDITH MOLDEN
Sales Support Sr. Specialist

YESENIA THOMSON
Sales Support Sr. Coordinator

CBRE

The Team

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.

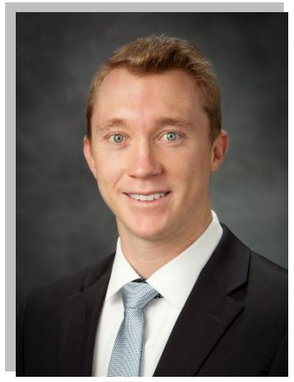
Our attentive focus and professionalism given to each assignment has positioned us as one of the leading industrial teams in the market. In the past 10 years we have completed over 500 transactions with consideration totaling over $4 Billion.



Jay Dick

Vice Chairman
Lic. 01014089
+1 909 418 2149
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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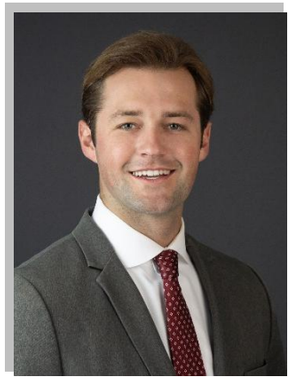
- 12 years at CBRE based in the Inland Empire
- Specializes in sales and leasing of industrial properties
- Represents several companies on a national basis
- Part of NAIOP
- Part of Distribution Management Association



Mike Fuelling

Senior Associate
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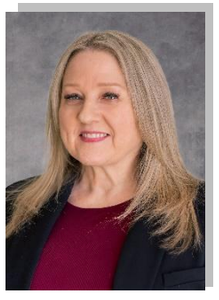
- 6 years at CBRE based in the Inland Empire
- Specializes in sales and leasing of industrial properties
- Part of NAIOP
- Member of Global Supply Chain Collective



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

Sales Support Sr. Specialist
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Yesenia Thomson

Sales Support Sr. Coordinator
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Creating the real estate solutions of tomorrow.

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

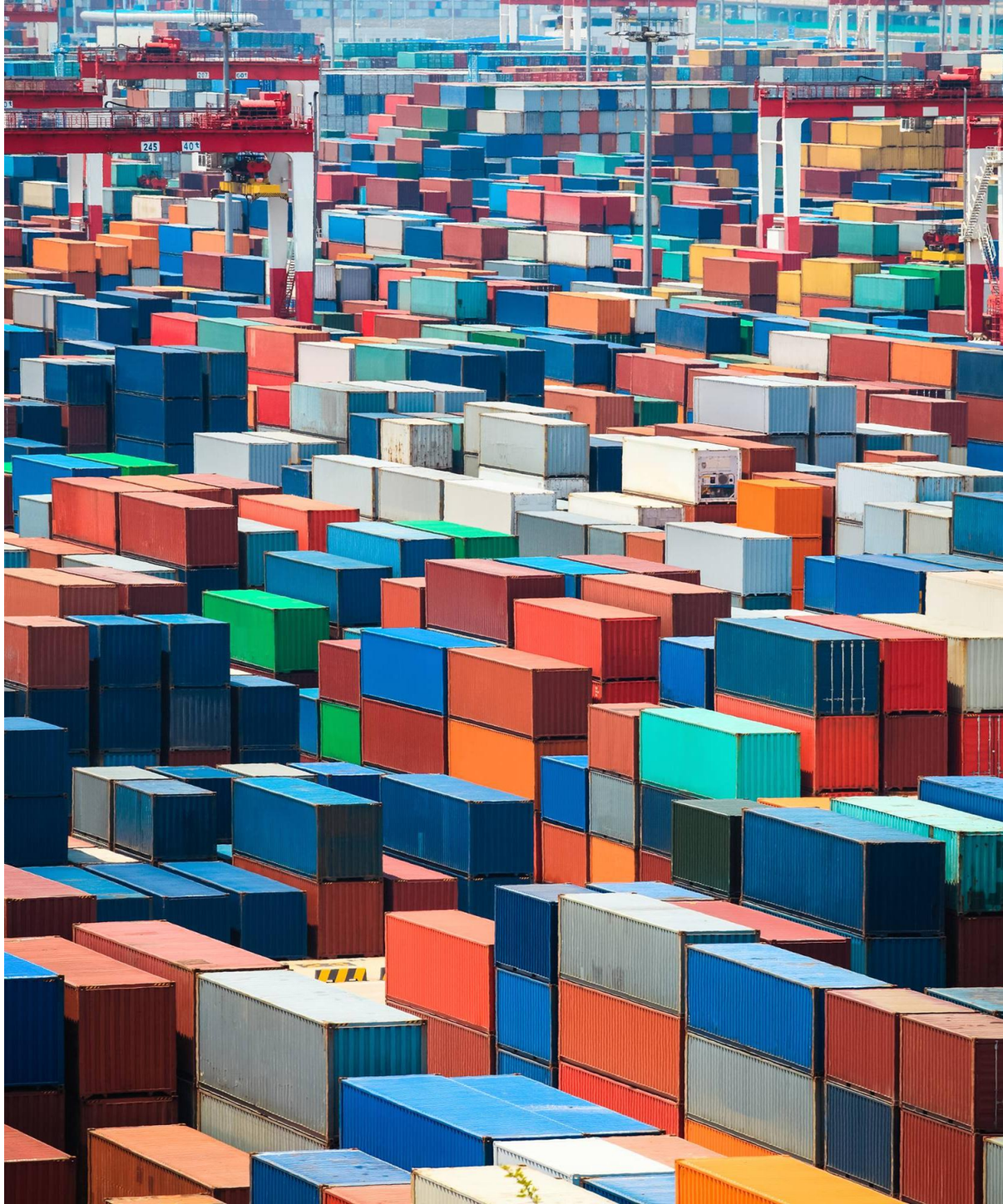
1.0B SF
Management Portfolio

11,850
Leasing Transactions

$53.4B
Property Sales Value

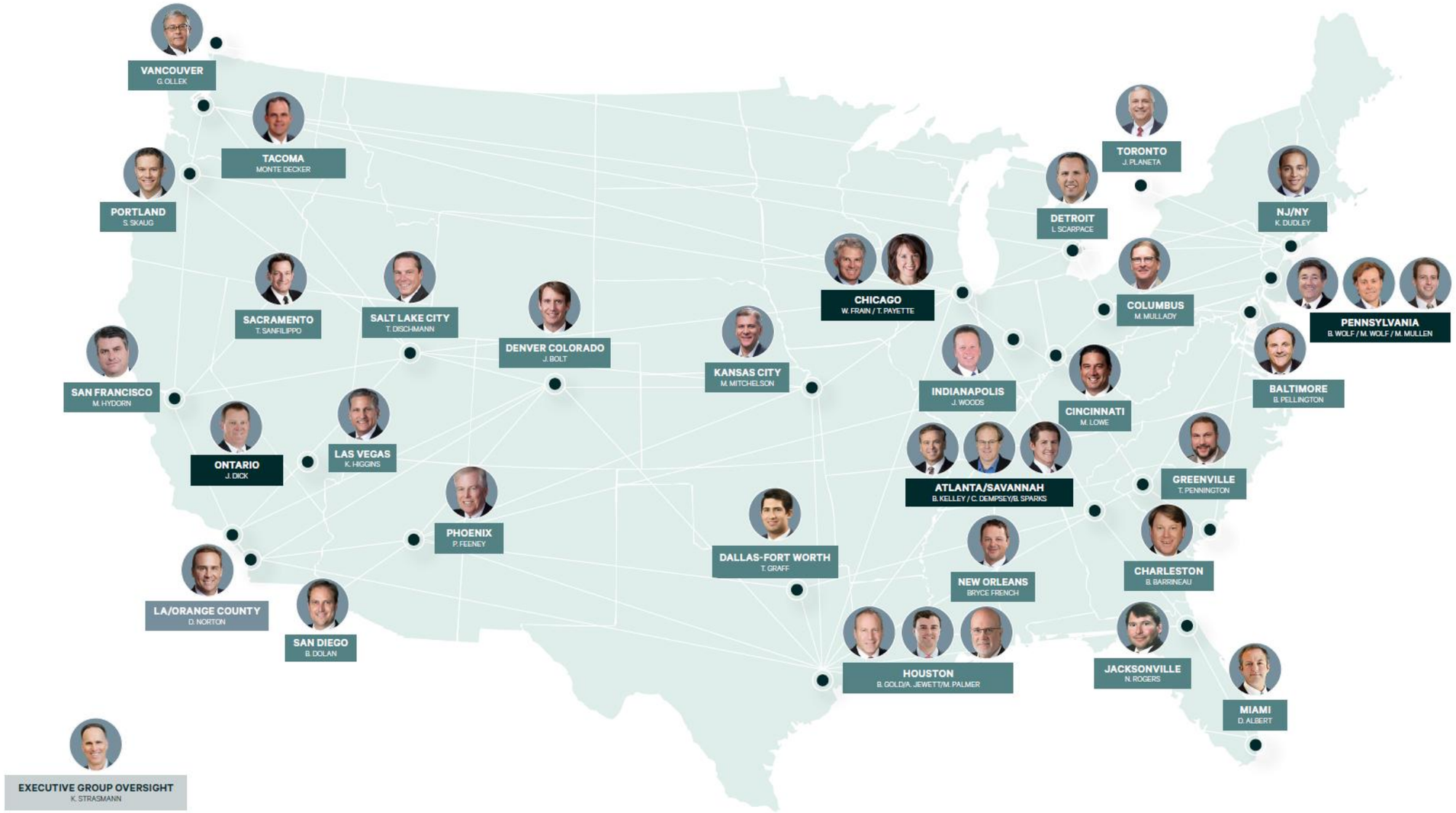
$16.4B
Loan Originations

$16.1B
Loan Servicing



US Ports & Integrated Logistics

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.



CBRE

Ports of LA & Long Beach

Q3 2026

US RANKING BY VOLUME
#1

TEUS CONTAINER VOLUME - 2026 YTD
15.8M

YOY GROWTH
3.6%

ACRES OF LAND
10,700



Highlights

SEPTEMBER LOADED IMPORTS (TEU'S)
1.1M

YOY GROWTH (SEP 26 VS SEP 25)
24.4%

LOADED IMPORTS (TEUS) - 2026 H1
8.0M

Y-O-Y LOADED IMPORTS GROWTH
4.7%

TOTAL 2026 YTD CONTAINER VOLUME
15.8M

YOY GROWTH (TOTAL TEU'S)
3.6%

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

Industrial Market Inland Empire

Q3 2026

VACANCY RATE
7.2%

TOTAL SF INVENTORY
677.7M

QUARTERLY & YTD NET ABSORPTION SF
1.0M & 0.4M

YOY RENT GROWTH
-7.3%

INLAND EMPIRE

TOTAL NET ABSORPTION
137M
LAST 10 YEARS

COMPLETIONS
191.7M
LAST 10 YEARS

INLAND EMPIRE EAST

TOTAL NET ABSORPTION
77M
LAST 10 YEARS

COMPLETIONS
112.3M
LAST 10 YEARS

INLAND EMPIRE WEST

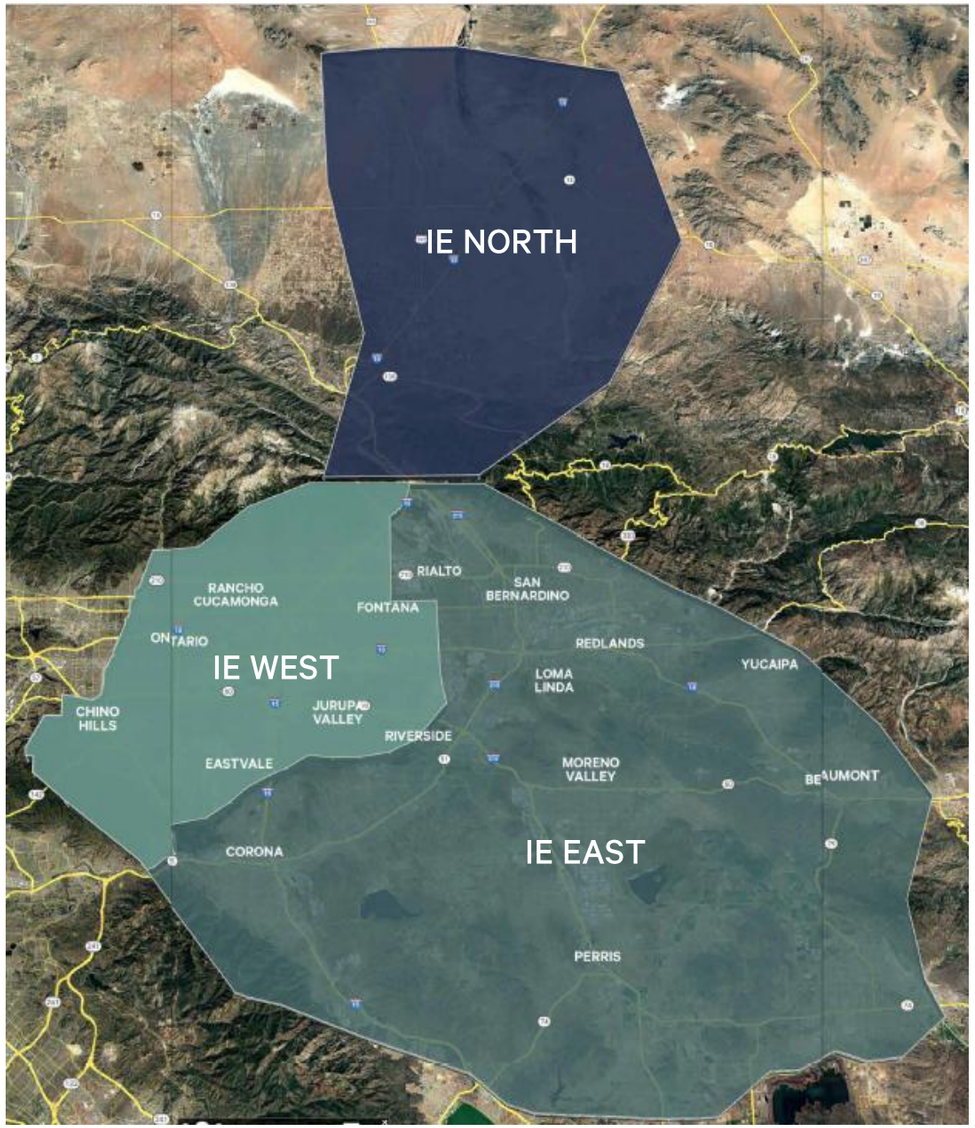
TOTAL NET ABSORPTION
57M
LAST 10 YEARS

COMPLETIONS
79.4M
LAST 10 YEARS

INLAND EMPIRE NORTH

TOTAL NET ABSORPTION
2.2M
LAST 10 YEARS

COMPLETIONS
11.2M
LAST 10 YEARS



Team Overall Transactions

Team Transaction History over the last 10-years

±$4B	±75M	±650
Total Consideration	Square Feet	Transactions

Our Relationships

TENANT CLIENTS



LANDLORD CLIENTS



Case Study

GoPlus Corporation



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.

Tenant Representation

Case Study

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



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

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



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

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



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.

Recent Team Transactions | Dick, Pharis, Fuelling, Duncan

CBRE



Leased August 2026

577,442 SF
21225 Lidice, Crest Hill, IL



Leased August 2026

200,000 SF
2420 Park Dr, Gainesville, GA



Leased August 2026

104,878 SF
3120 Mission Blvd, Ontario, CA



Leased August 2026

139,933 SF
11201 Iberia, Jurupa Valley, CA



Leased August 2026

156,768 SF
3411 N Perris Blvd, Perris CA



Leased July 2026

532,926 SF
23700 Cactus Moreno Valley, CA



Leased June 2026

133,775 SF
1051 S Rockefeller Ave. Ontario, CA



Leased May 2026

597,818 SF
6101 Sierra Ave Fontana, CA



Leased March 2026

544,768 SF
9415 Kaiser Way Fontana, CA



Leased February 2026

186,874 SF
2335 W Walnut Ave Rialto, CA



Leased January 2026

1,101,840 SF
10545 Production Ave, Fontana, CA



Leased December 2025

412,619 SF
5600 Grace Place, Commerce, CA



Leased November 2025

110,442 SF
9063 Center Rancho Cucamonga, CA



Leased October 2025

160,041 SF
26682 Almond Ave. Redlands, 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 2025

224,290 SF
310 Tippecanoe San Bernardino, CA



Leased October 2025

114,623 SF
10320 6th 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



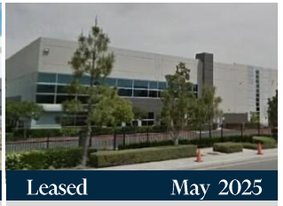
Leased July 2025

236,440 SF
8599 Rochester 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 4th 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 February 2025

262,410 SF
8449 Milliken Rancho Cucamonga, 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



Leased January 2025

192,903 SF
1176 Hall Ave, Jurupa Valley, CA