

# STRATEGIC REAL ESTATE PARTNERS

*Trust, integrity,  
collaboration*

NATIONAL UNIVERSITY

TOM DWYER  
CAROLINE BIGELOW  
CHRIS SWATOSH  
MASON GRAY  
JENNIFER RICE  
KAREN NARULA

**CBRE**

# OUR TEAM

Our diverse team combines deep industry knowledge with proven world-class transaction management and advisory capabilities. We're the eyes and ears for local, regional, national, and global industry and market trends and we bring this knowledge and our resources to bear for every single client, putting the client first, ALWAYS.



**TOM DWYER**  
*Senior Vice President*

Strong work ethic, thorough attention to detail and unparalleled customer service.



**CAROLINE BIGELOW**  
*Vice President*

Excellent follow-up skills, diligent processing and creative thinking provides positive outcomes.



**CHRIS SWATOSH, SIOR**  
*Senior Vice President*

Timely responsiveness and level-headed negotiating skills.



**MASON GRAY**  
*Associate*

Professionalism and integrity for every client and transaction. Excellent follow-up and communication skills.

**3,300**  
Historical lease & sale transactions

**\$1.2B**  
Historical total transaction value

**160**  
Average transactions a year

**80+**  
combined years of experience

## OUR MOTTO

We treat our clients' assets as if they were our own.

## OUR STRENGTHS

We continue to exceed our client's expectations by delivering the most favorable financial outcomes through a **PROVEN, TRANSPARENT** and **ENJOYABLE** process.

- 1** We implement a specialized **MARKETING CAMPAIGN**
- 2** We handle all aspects of **LEASE & SALE NEGOTIATIONS**
- 3** **PUSH VALUES** due to our market share



# CASE STUDIES



**Conejo Corporate Center**

## Situation

Conejo Corporate Campus is a 2-building project totaling 198,478 rentable square feet on 11.36 acres located within the Conejo Spectrum area of Thousand Oaks. The high-image, two-story office buildings feature extensive glass lines, stunning views of the Conejo Valley, open floor plates, and beautifully designed interior finishes. The property was 50% leased at the time of purchase by Harbor Associates, with one building completely vacant.

## Approach

Harbor Associates retained CBRE as their leasing representatives because of our market knowledge and relationships with local business leaders. We successfully leased the remaining building to the existing tenant, SAGE Publications and Atara Biotherapeutics, an occupant of a nearby R&D. Both companies required expansion space for staff.

## Result

CBRE's efforts resulted in 100% occupancy for the project which it had not been in almost 10 years. Harbor brought the project to market with the assistance of CBRE as the local representatives, and the project sold for \$41,350,000—almost double the acquired price 15 months prior to the sale.



**Malibu Canyon  
Corporate Center  
& Business Park**

## Situation

Malibu Canyon Corporate Center and Business Park is comprised of 321,316 rentable square feet in seven buildings on 14 acres fronting the Ventura (101) Freeway. It was originally developed in two phases and included a 2.24-acre pad entitled and approved for office development. The property was developed, owned and operated by The Johnston Group, a long-time local developer in this submarket, for over 20 years. The project was 97% leased with short to moderate term leases to limited credit tenants. The Johnston Group attempted to sell this asset on their own for a period of twelve months, and was expecting \$192 PSF. The disadvantage CBRE had to overcome was the lower valuation the Seller shared with the market.

## Approach

Given CBRE's market share and knowledge of the submarket's tenant base, along with information on other core assets coming to market, CBRE proved to The Johnston Group that the internal valuation was lower than what the market would bear. CBRE leveraged its long-standing relationships with institutional investors and rebranded the project as the largest office park in the Conejo Valley.

## Result

Due to the strong relationship established over the years between CBRE and The Johnston Group, we guided the Seller through the 8-month marketing and sales process. After receiving 32 offers, Morgan Stanley and Lincoln Property Co. were chosen as the purchaser. The result was a \$278 PSF Disposition—an approximate 45% higher value than the Seller's original estimate.

## CLIENT TESTIMONIALS

LINCOLN  
PROPERTY  
COMPANY



**KILROY**  
**REALTY**  
CORPORATION

**AG** ANGELO  
GORDON

**TA** ASSOCIATES

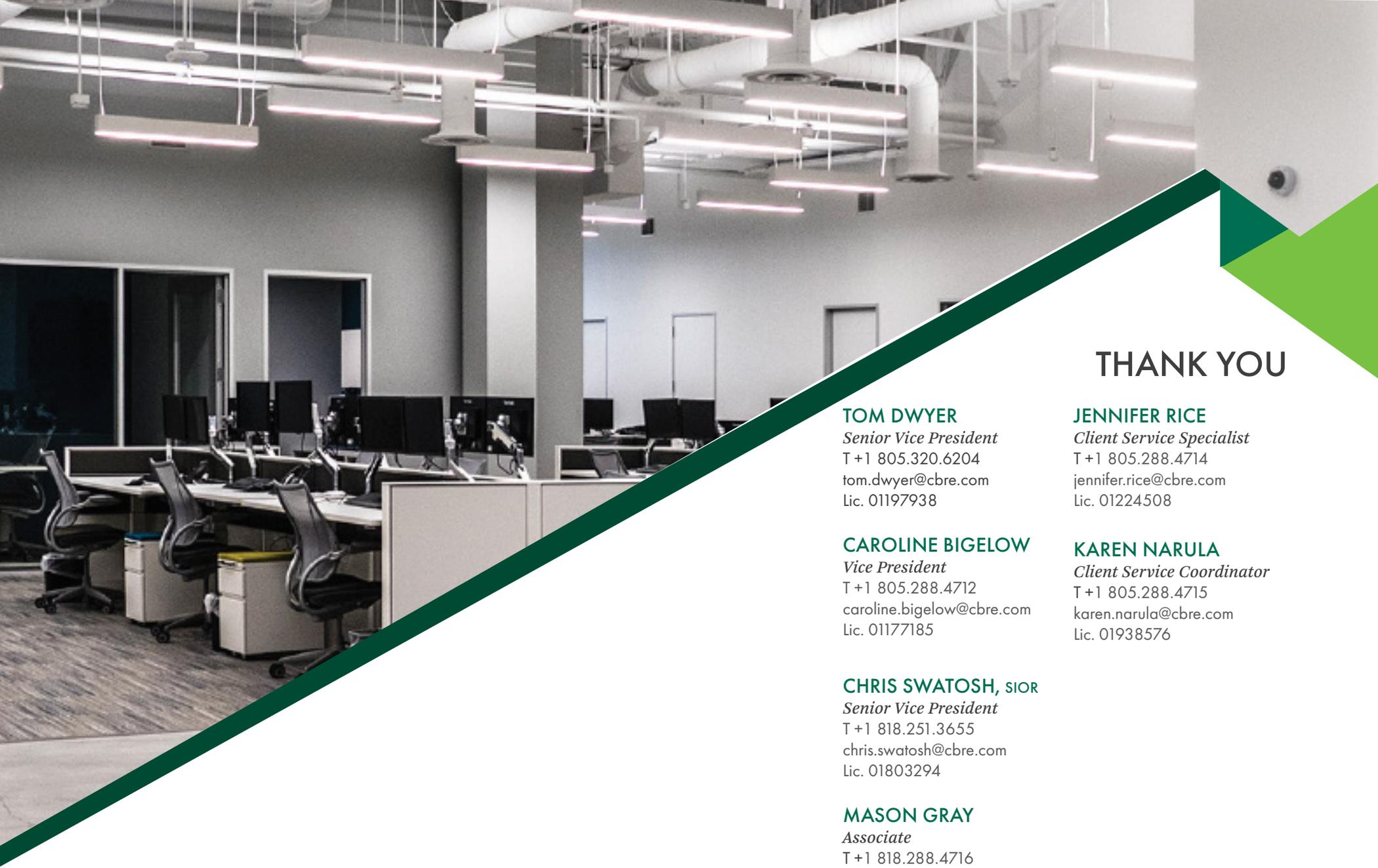


*“What part of **“your team rocks”** do I need to think about? You guys have the best response time, best marketing reports, 100% accurate invoices every time, excellent communication and updates to us as the client..... good recommendations on deal terms and vacant suite marketing improvements....”*

**FRANK ROMAGNANO II,**  
DIRECTOR OF LEASING, DOLPHIN PARTNERS, INC.

*“End of an era. **We need to get something else going out there so we can continue to work with you and your fantastic team.** You will never know how much I appreciate you and your team, only because words cannot express!”*

**GINGER DUNBAR**  
HEAD OF WEST COAST OPERATIONS, LINCOLN PROPERTY COMPANY



## THANK YOU

### **TOM DWYER**

*Senior Vice President*

T +1 805.320.6204

tom.dwyer@cbre.com

Lic. 01197938

### **JENNIFER RICE**

*Client Service Specialist*

T +1 805.288.4714

jennifer.rice@cbre.com

Lic. 01224508

### **CAROLINE BIGELOW**

*Vice President*

T +1 805.288.4712

caroline.bigelow@cbre.com

Lic. 01177185

### **KAREN NARULA**

*Client Service Coordinator*

T +1 805.288.4715

karen.narula@cbre.com

Lic. 01938576

### **CHRIS SWATOSH, SIOR**

*Senior Vice President*

T +1 818.251.3655

chris.swatosh@cbre.com

Lic. 01803294

### **MASON GRAY**

*Associate*

T +1 818.288.4716

mason.gray@cbre.com

Lic. 02035347

© 2024 CBRE, Inc. This information has been obtained from sources believed reliable. We have not verified it and make no guarantee, warranty or representation about it. Any projections, opinions, assumptions or estimates used are for example only and do not represent the current or future performance of the property. You and your advisors should conduct a careful, independent investigation of the property to determine to your satisfaction the suitability of the property for your needs.

# CBRE