



SAN DIEGO



LOS ANGELES



VENTURA COUNTY



ORANGE COUNTY



INLAND EMPIRE

CBRE

Institutional Multifamily Team

SOUTHERN CALIFORNIA CAPITAL MARKETS

Engagement Team

INSTITUTIONAL SALES



Rachel Parsons
Executive Vice President
SAN DIEGO



Derrek Ostrzyzek
Executive Vice President
ORANGE COUNTY



Mike Murphy
Senior Vice President
ORANGE COUNTY



Kenji Thomas
Associate
LOS ANGELES



Chris Tresp
Vice President
LOS ANGELES



Anna Kampling
First Vice President
LOS ANGELES

MIDDLE MARKETS / PRIVATE CAPITAL

INSTITUTIONAL LAND ADVISORS



Kevin Nolen
Senior Vice President
SAN DIEGO



Jason Kimmel
Senior Vice President
SAN DIEGO



Scott Peterson
Vice Chairman
SAN DIEGO



Bill Chiles
Vice Chairman
SAN DIEGO



Ryan Greer
Executive Vice President
LOS ANGELES

DEBT & STRUCTURED FINANCE

DEDICATED SUPPORT TEAM



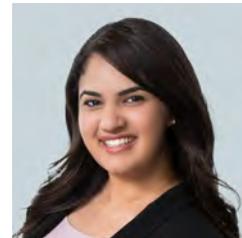
Nick Tarantola
Senior Financial Analyst
ORANGE COUNTY



JR Calhoun
Financial Analyst
ORANGE COUNTY



Cheyenne Shorts
Investment Sales Analyst
ORANGE COUNTY



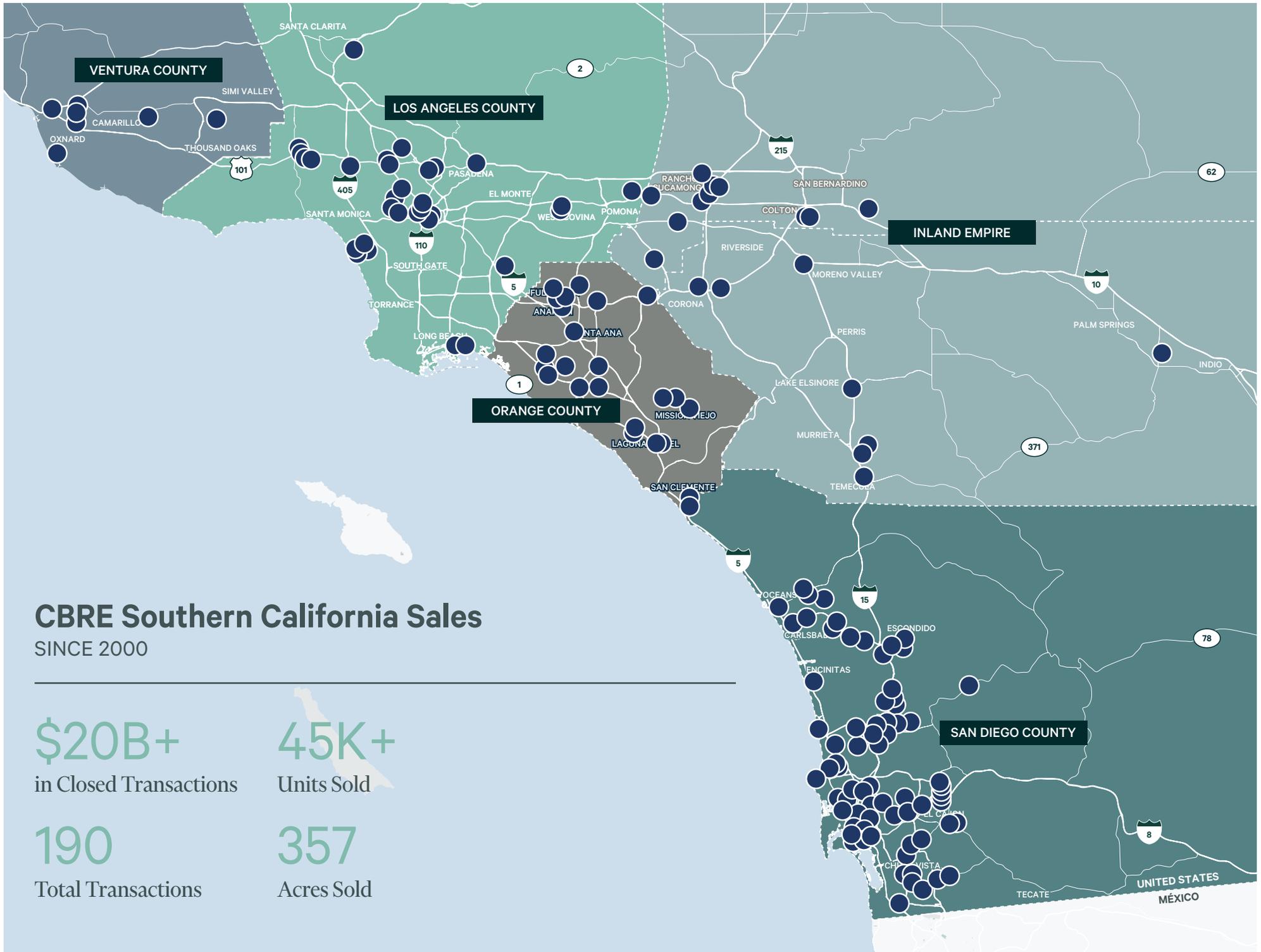
Lily Beirami
Marketing Specialist
ORANGE COUNTY



Mimi Hom-Cochran
Marketing Specialist
SAN DIEGO



LaSonya Dumas
Marketing Specialist
ORANGE COUNTY



CBRE Southern California Sales

SINCE 2000

\$20B+
in Closed Transactions

45K+
Units Sold

190
Total Transactions

357
Acres Sold

Current Listings - Institutional



SEACREST APARTMENTS
San Clemente (Orange County)
368 Units | Built 1988-1989



DYLAN POINT LOMA
Point Loma (San Diego)
180 Units | Built 2016



BOARDWALK AT MILLENIA
Chula Vista (San Diego)
309 Units | Built 2018



CENTERRA
Downtown (San Jose)
347 Units | Built 2016



SUNTERRA
Oceanside (San Diego)
240 Units | Built 1975



ICONIC ON ALVARADO
College Area (San Diego)
320 Units | Built 2012

Current Listings - Middle Markets/Private Capital



SAN FERNANDO LOFTS

Downtown (Los Angeles)
70 Units | Built 2000



LUMIA

Azusa (Los Angeles)
127 Units | Built 2024



CIERRA

Whittier (Los Angeles)
60 Units | Built 2023



LA ROCA PLAZA

Santee (San Diego)
100 Units | Built 1974



SUNSET GARDENS

El Cajon (San Diego)
102 Units | Built 1976



TUSCANY TOWNHOMES

Chula Vista (San Diego)
21 Units | Built 2005



8600 BURTON

Beverly Grove (Los Angeles)
19 Units | Built 1988



THE FLATS

Oceanside (San Diego)
18 Units | Built 2024

Current Listings - Development/Redevelopment



3650 ADAMS AVE
Kensington/Normal Heights (San Diego)
±1.33 Acres



THE RAY AT NORTHRIDGE
Northridge (Los Angeles)
350 Units | ±4.80 Acres



444 N FAIR OAKS
Pasadena (Los Angeles)
±1.86 Acres



MAREA VILLAGE
Encinitas (San Diego)
±3.80 Acres



4825-4857 COLLEGE AVE
College Area (San Diego)
±3.66 Acres



THE VALLEY RESIDENCES
Mission Valley (San Diego)
±4.27 Acres



535 ROBINSON AVE
Hillcrest (San Diego)
±1.05 Acres



SCRIPPS VALE
Scripps Ranch (San Diego)
±5.38 Acres



OLEANDER CROSSING
San Marcos (San Diego)
±8.90 Acres



4840 NIAGARA AVE
Ocean Beach (San Diego)
±1.66 Acres



707 BROADWAY
Downtown (San Diego)
±1.04 Acres



THE SHOPS AT MADISON
Clairemont (San Diego)
±4.02 Acres

A modern living and dining area with a teal overlay. The scene includes a dining table with chairs, a kitchen with white cabinetry and three pendant lights, and a living area with a large sofa, a coffee table, and a large window. The text "Team Experience" is overlaid in white serif font.

Team Experience

Recent SoCal Core Transactions

\$3.8B
Volume
(Last 5 Years)

29
Transactions



CLOSED JUL-25

AVILA

Pasadena (Los Angeles)
201 Units | Built 2018



CLOSED JUN-25

FOLIA

Carmel Valley (San Diego)
342 Units | Built 2024



CLOSED OCT-24

THE GABRIEL

Pomona (Los Angeles)
312 Units | Built 2022



CLOSED AUG-24

BROADSTONE BALBOA PARK

Bankers Hill (San Diego)
100 Units | Built 2015



CLOSED AUG-24

SILVA

Silver Lake (Los Angeles)
221 Units | Built 2024



CLOSED JUL-24

ALX

Downtown (San Diego)
313 Units | Built 2017



CLOSED DEC-23

BROADSTONE MAKERS QUARTER

Downtown (San Diego)
265 Units | Built 2018



CLOSED AUG-23

BROADSTONE CAVORA

Laguna Niguel (Orange County)
348 Units | Built 2017

Recent SoCal Core-Plus Transactions

\$1.2B
Volume
(Last 5 Years)

11
Transactions



CLOSED JUL-25

TENTH & G
Downtown (San Diego)
207 Units | Built 2010



CLOSED JAN-25

TERESINA
Chula Vista (San Diego)
440 Units | Built 1999



CLOSED DEC-24

6TH & G
Downtown (San Diego)
106 Units | Built 2008



CLOSED DEC-24

7TH & G
Downtown (San Diego)
145 Units | Built 2006



CLOSED MAR-24

UNION PLACE
Placentia (Orange County)
125 Units | Built 2012



CLOSED DEC-22

THE WARWICK
Hillcrest (San Diego)
80 Units | Built 1986 / 2017 R



CLOSED NOV-22

ANAVIA
Anaheim (Orange County)
250 Units | Built 2009



CLOSED JUL-22

VINES AT RIVERPARK
Oxnard (Ventura County)
164 Units | Built 2013 / 2014

Recent SoCal Value-Add Transactions

\$2.2B
Volume
(Last 5 Years)

24
Transactions



CLOSED SEP-25

UNIVERSITY VILLAGE
Azusa (Los Angeles)
320 Units | Built 1985



CLOSED SEP-25

PALMILLA
College Area (San Diego)
203 Units | Built 1965



CLOSED FEB-25

GENESEE PARK
Clairemont (San Diego)
192 Units | Built 1985



CLOSED JUL-24

RANCHO HILLS
Vista (San Diego)
148 Units | Built 1986



CLOSED MAR-24

TERRA NOVA VILLAS
Chula Vista (San Diego)
233 Units | Built 1985



CLOSED SEP-23

HILLS OF CORONA
Corona (Inland Empire)
248 Units | Built 1991



CLOSED AUG-23

CAMINO REAL
Rancho Cucamonga (Inland Empire)
272 Units | Built 2003



CLOSED JUN-22

IRONWOOD
Rancho Cucamonga (Inland Empire)
496 Units | Built 2002



\$2.5B
Sales Volume
Since 2020

San Diego Experience

Select Recent Transactions

1 | FOLIA
Carmel Valley



2 | TENTH & G
Downtown



3 | GENESEE PARK
San Diego



4 | TERESINA
Chula Vista



5 | G STREET COLLECTION
Downtown



6 | AVA BALBOA PARK
Bankers Hill

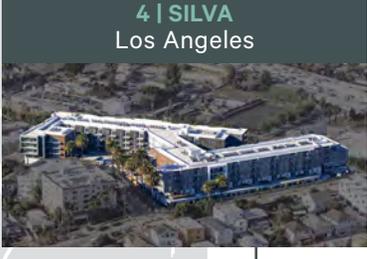
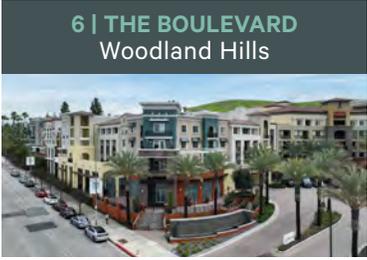


7 | ALX
Downtown



8 | RANCHO HILLS
Vista





L.A. County Experience

Select Recent Transactions

\$1.5B
Sales Volume
Since 2020

1 | AVENIDA PALM DESERT
Palm Desert



2 | HILLS OF CORONA
Corona



3 | CAMINO REAL
Rancho Cucamonga



4 | VILLAS AT THE GARDENS
Rancho Cucamonga



\$1.16B
Sales Volume
Since 2020

Inland Empire Experience

Select Recent Transactions

5 | EAGLE GLEN
Murrieta



6 | ARTESA AT MENIFEE
Menifee



7 | SOLAMONTE
Rancho Cucamonga



8 | VICTORIA ARBORS
Rancho Cucamonga





Orange County Experience

Select Recent Transactions

\$1.15B
Sales Volume
Since 2020

1 | BROADSTONE CAVORA
Laguna Niguel



2 | UNION PLACE
Placentia



3 | FUSION
Irvine



4 | EDGE
Anaheim



5 | RISE
Anaheim



6 | AMPLIFI
Fullerton



7 | VILARA
Laguna Niguel



8 | SENDERO
Huntington Beach





SANTA CLARITA

1 | THE VINES AT RIVERPARK
Oxnard



5 | VANONI RANCH
Ventura



2 | ARTISAN AT EAST VILLAGE
Oxnard



6 | PAZ MAR
Oxnard



3 | IMT WOOD RANCH
Simi Valley



7 | ARBORS AT PARC ROSE
Oxnard



4 | AVALON MISSION OAKS
Camarillo



8 | CAPES AT VENTURA
Ventura



Ventura Experience

Select Recent Transactions

\$864M
Sales Volume
Since 2010

CBRE Capital Markets

Multifamily

CBRE Multifamily continues to set the bar as the industry leader. With the most powerful platform, covering all facets of the apartment industry, CBRE Multifamily provides clients access to the most experienced and highly specialized professionals in every market throughout the U.S. and the globe.

CBRE Multifamily has specialists in all facets of the multifamily industry with over 300 dedicated multifamily professionals in 65 U.S. offices. Our clients consistently turn to CBRE for our proven ability to execute on any multifamily deal, from large complex portfolios to small private capital assignments.

Global Reach

Our vast network provides direct lines of communication to our global counterparts and expertise in global capital. This global reach ensures CBRE has unrivaled access to key international decision makers, allowing our best-in-class professionals to deliver the most effective client solutions at a local level.

Fully Integrated Platform

Our integrated platform provides a dedicated source of multifamily financing to clients nationwide. In addition to our relationships with correspondent life companies and institutional lenders, CBRE is a licensed Freddie Mac Optigo lender, approved Fannie Mae Delegated Underwriting and Servicing (DUS®) lender and FHA-approved direct lender.

2024 GLOBAL MULTIFAMILY ACTIVITY

\$24.6B

Property
Sales

740

Properties
Sold

\$26.2B

Financing

#1 GLOBAL MULTIFAMILY SALES FIRM

with a leading 18.7% market share

2024 U.S. MULTIFAMILY ACTIVITY

\$19.3B

Property
Sales

525

Properties
Sold

\$22.6B

Financing

#1 U.S. MULTIFAMILY SALES FIRM

with a leading 14.1% market share

Source: MSCI Real Assets, CBRE Capital Markets

How can we help you?

INSTITUTIONAL

Rachel Parsons

Executive Vice President
+1 858 945 0992
rachel.parsons@cbre.com
Lic 01335449

Derrek Ostrzyzek

Executive Vice President
+1 310 924 9348
derrek.ostrzyzek@cbre.com
Lic 01984295

Mike Murphy

Senior Vice President
+1 714 318 3978
michael.p.murphy@cbre.com
Lic 01241878

Kenji Thomas

Associate
+1 310 550 2552
kenji.thomas@cbre.com
Lic 02168781

MIDDLE MARKETS / PRIVATE CAPITAL

Chris Tresp

Vice President
+1 310 228 2122
chris.tresp@cbre.com
Lic 01846401

Anna Kampling

First Vice President
+1 310 550 2626
anna.kampling@cbre.com
Lic 01980581

INSTITUTIONAL LAND

Kevin Nolen

Senior Vice President
+1 858 342 3895
kevin.nolen@cbre.com
Lic 01840398

Jason Kimmel

Senior Vice President
+1 858 922 3459
jason.kimmel@cbre.com
Lic 01496694