



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



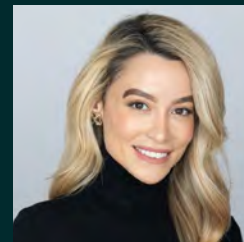
Derrek Ostrzyzek
Executive Vice President
ORANGE COUNTY



Mike Murphy
Senior Vice President
ORANGE COUNTY



Kenji Thomas
Senior Associate
LOS ANGELES



Anna Kampling
First Vice President
LOS ANGELES



Nick Tarantola
Senior Financial Analyst
ORANGE COUNTY

INSTITUTIONAL LAND ADVISORS



Kevin Nolen
Senior Vice President
SAN DIEGO



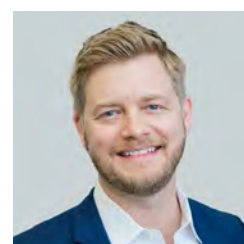
Jason Kimmel
Senior Vice President
SAN DIEGO



Troy Tegeler
Vice Chairman
ORANGE COUNTY



Ryan Greer
Executive Vice President
LOS ANGELES



Trevor Breaux
Vice Chairman
ORANGE COUNTY



Scott Peterson
Vice Chairman
SAN DIEGO

DEBT & STRUCTURED FINANCE

DEDICATED SUPPORT TEAM



JR Calhoun
Financial Analyst
ORANGE COUNTY



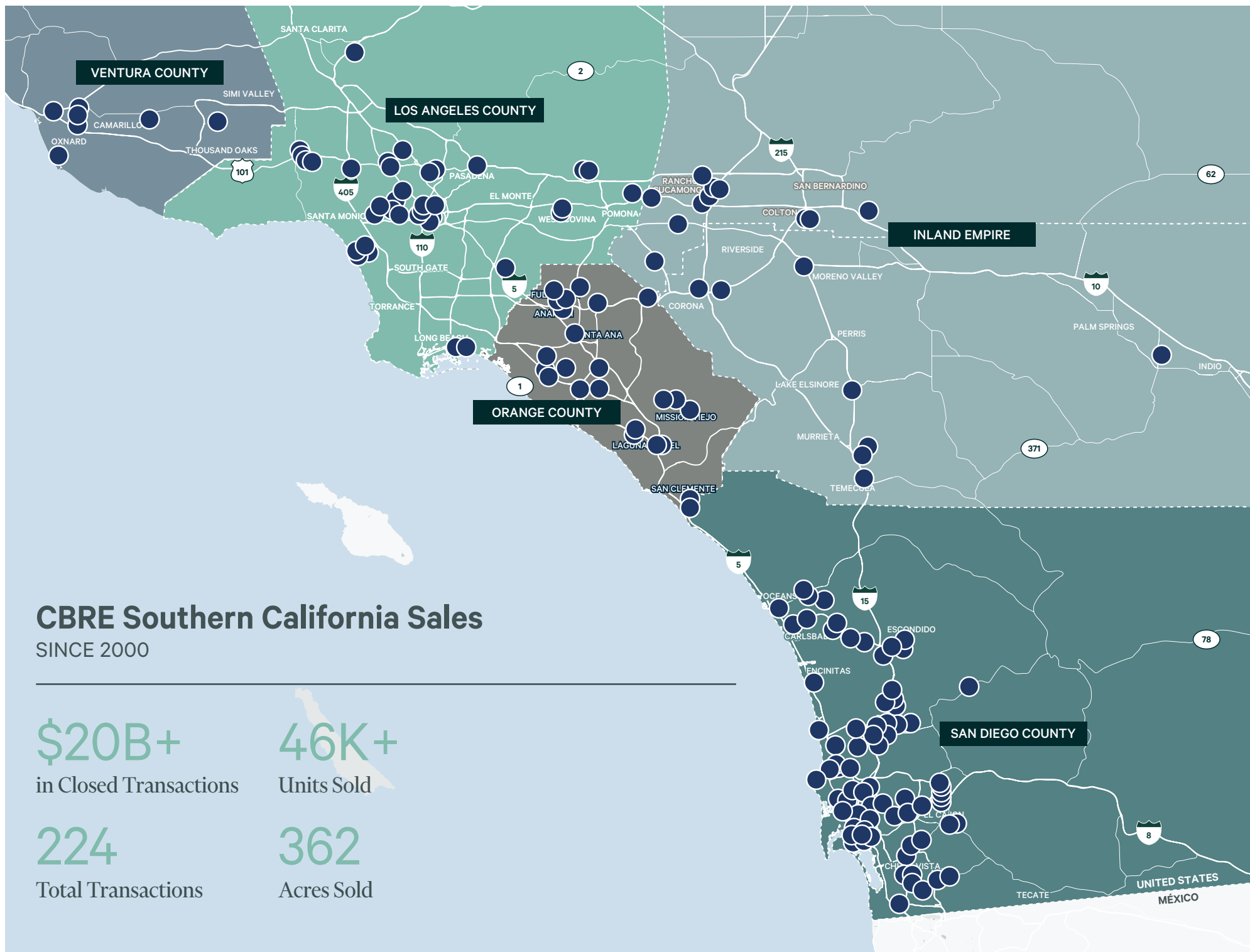
Cheyenne Shorts
Investment Sales Analyst
ORANGE COUNTY



Mimi Hom-Cochran
Marketing Specialist
SAN DIEGO



LaSonya Dumas
Marketing Specialist
ORANGE COUNTY



Current Listings



200 WEST OCEAN

Long Beach (Los Angeles)
106 Units | Built 2022



VIDA AT MORGAN HILL

Morgan Hill (Silicon Valley)
389 Units | Built 2024



THE U PORTFOLIO

Fullerton (Orange County)
395 Total Units | Built 1975/1974



VIRIDIAN LOFTS

Civic/Core Downtown (San Diego)
33 Units + Retail + Parking Garage



ESPRIT MARINA DEL REY

Marina Del Rey (Los Angeles)
437 Units | Built 2008



CHATHAM VILLAGE

Tustin (Orange County)
350 Units | Built 1969/1997 R

Current Listings - Development/Redevelopment & Equity



OLEANDER CROSSING

San Marcos (San Diego)
±8.90 Acres



DEL SOL VILLAGE

Otay Mesa (San Diego)
±20 Acres



2045 PACIFIC HIGHWAY

Downtown (San Diego)
±1.33 Net Acres



610 WEST ASH

Downtown (San Diego)
±0.46 Net Acres



535 ROBINSON AVE

Hillcrest (San Diego)
±1.05 Acres



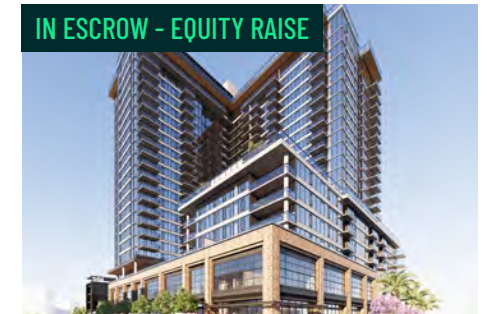
LUMA MARINA DEL REY

Marina Del Rey (Los Angeles)
270 Units | ±2.83 Net Acres



500 THOUSAND OAKS

Thousand Oaks (Ventura)
328 Units | ±6.09 Net Acres



THE VELORA LITTLE ITALY

Downtown (San Diego)
444 Units | ±1.15 Net Acres

A modern interior space featuring a kitchen with white cabinetry and stainless steel appliances, a dining area with a wooden table and chairs, and a living area with a large sofa and a coffee table. The room has large windows and pendant lights.

Team Experience

Recent SoCal Core Transactions

\$4.4B
Volume
(Since 2020)

36
Transactions

CLOSED SEP-26



EDGE

Anaheim (Orange County)
371 Units | Built 2019

CLOSED AUG-26



RISE

Anaheim (Orange County)
376 Units | Built 2020

CLOSED DEC-25



AYAN ON WILSHIRE

Beverly Grove (Los Angeles)
112 Units | Built 2023

CLOSED DEC-25



LUMIA

Azusa (Los Angeles)
127 Units | Built 2024

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

Recent SoCal Core-Plus Transactions

\$1.8B
Volume
(Since 2020)

16
Transactions

CLOSED JAN-26



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

CLOSED DEC-25



C ON PICO
Westside (Los Angeles)
94 Units | Built 2014

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

Recent SoCal Value-Add Transactions

\$1.3B
Volume
(Since 2020)

17
Transactions

CLOSED JUL-26



TOURNAMENT PATIO
Torrance (Los Angeles)
60 Units | Built 1963

CLOSED JUN-26



SUNTERRA
Oceanside (San Diego)
240 Units | Built 1975

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



1 | SUNTERRA
Oceanside



2 | DYLAN POINT LOMA
Point Loma



3 | FOLIA
Carmel Valley



4 | TENTH & G
Downtown



5 | GENESEE PARK
San Diego



6 | TERESINA
Chula Vista



7 | G STREET COLLECTION
Downtown



8 | AVA BALBOA PARK
Bankers Hill





L.A. County Experience

Select Recent Transactions

\$1.8B
Sales Volume
Since 2020

1 | THE GABRIEL
Pomona



5 | AVILA
Pasadena



2 | C ON PICO
Los Angeles



6 | THE GABRIEL
Pomona



3 | AYAN ON WILSHIRE
Los Angeles



7 | SILVA
Los Angeles



4 | UNIVERSITY VILLAGE
Azusa



8 | ANGELENE
West Hollywood



1 | ALDEA
Murrieta



2 | AVENIDA PALM DESERT
Palm Desert



3 | HILLS OF CORONA
Corona



4 | CAMINO REAL
Rancho Cucamonga



\$1.6B
Sales Volume
Since 2020

Inland Empire Experience

Select Recent Transactions

5 | VILLAS AT THE GARDENS
Rancho Cucamonga



6 | EAGLE GLEN
Murrieta



7 | ARTESA AT MENIFEE
Menifee



8 | SOLAMONTE
Rancho Cucamonga





1 | EDGE
Anaheim



2 | RISE
Anaheim



3 | ARROYO AT BAKER RANCH
Lake Forest



4 | BROADSTONE CAVORA
Laguna Niguel



5 | UNION PLACE
Placentia



6 | FUSION
Irvine



7 | EDGE
Anaheim



8 | RISE
Anaheim





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.

2025 GLOBAL MULTIFAMILY ACTIVITY



#1 GLOBAL MULTIFAMILY SALES FIRM
with a leading 21.9% market share

2025 U.S. MULTIFAMILY ACTIVITY



#1 U.S. MULTIFAMILY SALES FIRM
with a leading 16% market share since 2001

Source: MSCI Real Assets, CBRE Capital Markets

How can we help you?

INSTITUTIONAL SALES

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