

OTAY MESA | SOUTH COUNTY | TIJUANA | MEXICALI | TECATE | CALEXICO

CBRE

CaliBaja

Regional Expertise



Meet The Team

Cross-Border Expertise. Unmatched Market Insight. Proven Results.

CBRE's CaliBaja Team—Rob Hixson, SIOR, Ramin Salehi, James Hixson, and Jen Armstrong—delivers unparalleled commercial real estate expertise across the South San Diego and Northern Baja region. With over 65 years of combined industry experience and more than 35 years of regional specialization, this multilingual team is the go-to resource for cross-border industrial real estate solutions.

Operating seamlessly across key U.S. border markets—**Otay Mesa, Chula Vista, National City, and Imperial Valley**—and extending into Northern Baja hubs like **Tijuana, Rosarito, Ensenada, Tecate, and Mexicali**, the team is strategically positioned to serve clients on both sides of the border.

- Over **1,000,000 acres** of industrial land sold to users and developers
- **18,000 acres** successfully sold across South County, California and Baja California, Mexico
- **3 million+ square feet** leased since 2020
- Trusted by multinational corporations and **Fortune 500 clients**



Rob Hixson
SIOR

Senior Vice President
Rob is a seasoned leader in the CaliBaja region's industrial and land real estate markets. He drives lease and sale negotiations, markets land parcels, and guides developers and developments across San Diego County, Imperial Valley, and Baja California—offering strategic insight and trusted regional partnerships built over decades.



Ramin Salehi
Vice President

A trilingual leader in industrial real estate, Ramin specializes in sales and occupier representation across the CaliBaja region—spanning South County San Diego and Northern Baja California. With a sharp focus on industrial land development and building lease/sale negotiations, he is committed to streamlining cross-border transactions and driving localized success on both sides of the border.



James Hixson
Senior Associate

James brings a wealth of expertise to South San Diego's industrial real estate landscape, with a sharp focus on warehouse facilities, IOS yards, and land transactions across the region. With deep-rooted experience in sales and leasing throughout South County, he offers unmatched insight into the Otay Mesa market—one of the area's most dynamic industrial hubs.



Jen Armstrong
Client Service Specialist

Jen is a vital force in the Cali-Baja Team. She specializes in the dynamic markets of Baja California, Mexico and the U.S. border region. Bilingual and deeply versed in cross-border operations, she brings strategic and high-level administrative support that streamlines workflows across one of the region's most active industrial corridors.

Recent Transactions

USA



Agramont Logistics
36,475 SF



Amazon
202,408 SF



SD Convention Center
10.36 Acres



Marketplace Brands
136,350 SF

MEXICO



St John Knits
122,740 SF



Fibra Prologis
42,368 SF



Rockwell Automation
227,966 SF



Devicor
42,368 SF

UNLEASH THE POWER OF CALIBAJA

BORDERLESS EXPERTISE

- Industrial and commercial, real estate specialists.
- Full-spectrum services: buying, selling, leasing, and more!
- Seamless communication across borders and cultures.

A GLOBAL PARTNERSHIP

- Leverage CBRE's U.S. and Mexico platforms for unbeatable global connectivity.
- Get the best of both worlds: local expertise and international reach.

YOUR ONE-STOP SHOP - OUR SPECIALTIES!

- Industrial real estate
- Development sites
- Land experts
- IOS Yards

Speaking Your Language, Knowing Your Market

A team fluent in three languages and deeply rooted in the region's unique dynamics—knowing the ins and outs of the South San Diego County, Imperial Valley, and Baja California markets like the back of their hand!

Clients Represented





Thank you.

CBRE

Rob Hixson, SIOR

Senior Vice President

Lic. 00944946

619 696 8350

Rob.hixson@cbre.com

Ramin Salehi

Vice President

Lic.02021277

858 546 2672

Ramin.salehi@cbre.com

Hablo Español

James Hixson

Senior Associate

Lic.02146682

619 696 8340

James.hixson@cbre.com

Jen Armstrong

Client Service Specialist

Lic.02029117

619 696 8352

Jen.armstrong@cbre.com

Hablo Español

CBRE © 2025 All Rights Reserved. All information included in this proposal pertaining to CBRE—including but not limited to its operations, employees, technology and clients—are proprietary and confidential, and are supplied with the understanding that they will be held in confidence and not disclosed to third parties without the prior written consent of CBRE. This letter/proposal is intended solely as a preliminary expression of general intentions and is to be used for discussion purposes only. The parties intend that neither shall have any contractual obligations to the other with respect to the matters referred herein unless and until a definitive agreement has been fully executed and delivered by the parties. The parties agree that this letter/proposal is not intended to create any agreement or obligation by either party to negotiate a definitive lease/purchase and sale agreement and imposes no duty whatsoever on either party to continue negotiations, including without limitation any obligation to negotiate in good faith or in any way other than at arm's length. Prior to delivery of a definitive executed agreement, and without any liability to the other party, either party may (1) propose different terms from those summarized herein, (2) enter into negotiations with other parties and/or (3) unilaterally terminate all negotiations with the other party hereto. CBRE and the CBRE logo are service marks of CBRE, Inc. and/or its affiliated or related companies in the United States and other countries. All other marks displayed on this document are the property of their respective owners.