

**TOM SWIECA**  
SVP



**CB Richard Ellis, Ontario**

of Southern California continue unprecedented retail expansion, even in light of a recent slowdown of new residential activity."

**Deals:** 125 (111 leases, 14 sales)  
**Total Value:** \$360M  
**Total SF:** 1.6M

oil properties in the Inland Empire. Represented Home Depot to join WinCo Foods at a new location in Perris; finalized the leasing on the 700,000-sf Canyon Crossings in Riverside.

**DAN DE LA PAZ**  
FIRST VP



**CB Richard Ellis, Ontario**

"The Inland Empire industrial market has seen strong rental growth, land appreciation, user demand, and a tremendous influx of capital, driving cap rates down below 5% and building values up."

**Total Deals:** 86 (51 leases, 35 sales)  
**Total Value:** \$339M  
**Total SF:** 10.4M

**Specialty:** Industrial properties in the Inland Empire  
**Deal Highlights:** The negotiation of a 414,382-sf lease for Payless Shoe Store in Redlands that resulted in a 15-year deal; the 493,875-sf lease for Kuhne & Nagel in Rialto that resulted in a five-year deal.

**BRAD CHELF**  
VP

**CB Richard Ellis, Los Angeles**

Los Angeles has become a mature market with little relief on the horizon for new product to be developed to ease the pressure on vacancy rates and the double-digit rent spikes we have experienced."

**Total Deals:** 58 (53 leases, 5 sales)  
**Total Value:** \$352M  
**Total SF:** 3M

**Specialty:** Office sales and lease transactions in West Coast corporate service throughout California. The sale of a 321,000-sf, three-building office campus in California; negotiated a 10-year lease transaction for 2000 Avenue of the Stars for First Look Studios.



**MIKE HEFNER**  
SVP

**Voit Commercial Brokerage, Orange**

"Strong demand from users (for industrial) has maintained sales prices at record levels and lease rates continue to experience sharp increases."

**Total Deals:** 67 (39 leases, 28 sales)  
**Total Value:** \$338M  
**Total SF:** 3.2M

**Specialty:** Industrial and leasing sales in Southern California and Las Vegas

**Deal Highlights:** Negotiated the \$17.2-million, 10-year lease of 166,868-sf in Anaheim signed by Sybron Dental Specialties; sold 2071-2091 Raymer Ave. in Fullerton, a 167,754-sf, multi-tenant distribution park whose total consideration was \$17 million.

**LA LACHAPPELLE & PRENDERGAST**  
PRINCIPAL & SVP,  
PRINCIPAL & DIRECTOR  
of Real Estate / Oncor  
International



LaChapelle

Prendergast

(100 leases, 20 sales)  
(\$687M total)

**Total SF:** 2.7M  
Office, industrial/  
retail in San Diego  
County and Nevada

**Highlights:** Secured and structured a joint venture between KBS Realty & Crescent Real Estate Equities; the sale of an office property to KBS Realty Advisors for \$120 million, a record for suburban office properties in San Diego.

**JAY LUCHS**  
SVP

**CB Richard Ellis, Los Angeles**

"The upscale LA retail market is at an all-time high. It has become a place where high-end fashion retailers have to be. The increase in lease rates we've seen per annum is unprecedented."

**Total Deals:** 53 (51 leases, 2 sales)  
**Total Value:** \$334M  
**Total SF:** 225,327

**Specialty:** The Westside, San Francisco, New York and Chevy Chase, MD, with an emphasis on high-end retail areas  
**Deal Highlights:** Sold the 13,500-sf Gucci Building on Rodeo Drive for \$40 million; represented either the landlord or tenant in 10 of the last 12 leases on Robertson Boulevard, including Lisa Kline, Kitson, Intermix, Tori Burch and Alice & Olivia.



**SAM ALISON**  
SVP

**CB Richard Ellis, Los Angeles**

"California retail properties continue to offer great value to investors by providing stable revenue, quick absorption of vacancies, low re-tenanting costs and rental growth. Any diverse real estate portfolio must include California retail properties."

**Total Deals:** 33 (sales)  
**Total Value:** \$340M  
**Total SF:** 1.1M

Shopping centers primarily in Southern California and the

The sale of Villaggio, a regional center in the Riverdale area for \$61 million; and La Colonnade, a mixed-use center on Monica Boulevard in Beverly Hills.



**ERIC L. OLOFSON**  
EVP

**Cushman & Wakefield, Los Angeles**

"I think the market is going to be very challenging going forward. Landlords have incredibly high expectations and tenants are not in sync. Large deals are getting very difficult to complete."

**Total Deals:** 66 (63 leases, 3 sales)  
**Total Value:** \$327M  
**Total SF:** 4.6M  
**Specialty:** N/A

**Deal Highlights:** Negotiated a 90,000-sf sublease on behalf of ICM in Century City.