

Meet the Team

Long Beach & Greater L.A. Multifamily

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CBRE

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Engagement Team



Christopher Arvizu, CCIM
Vice President



Marc Adolph
Associate



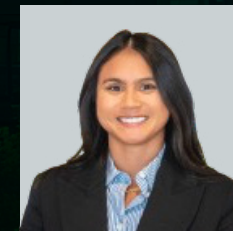
Scott Budenski
First Vice President
Debt & Structured Finance



Georgia Huddleston
Business Development
Marketing



Alex Canham
Property Marketing

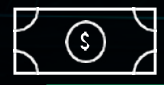


Maxine David
Research Analyst



Luke Snyder
Research Analyst

SUPPORTED BY AN INDUSTRY LEADING PLATFORM OF SUBJECT MATTER EXPERTS



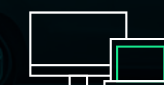
Debt & Structured Finance



Project/Construction Management



Location Intelligence



CBRE Deal Flow

PROFESSIONAL

Experience



Christopher Arvizu, CCIM
Vice President

Christopher has over 20-years of Multifamily investment sales and property management experience in Southern California. His experience and knowledge have enabled him to add tremendous value to the overall profitability of his clients’ investment portfolios.

Prior to joining CBRE, Christopher served as President of Centurion Capital Investments Inc., Senior Vice President of Capital Markets-Multifamily at Jones Lang LaSalle (JLL) and began his career as a Multifamily Associate at Marcus & Millichap. In each of these roles Christopher harnessed the opportunity to learn within a team environment, hone his craft, and implement “Best Practices” resulting in a transaction volume totaling in the hundreds of millions.

With over 15-years of property ownership experience as well as 7-years of on-site property management experience, Christopher has a unique perspective regarding daily operations of multifamily properties and he understands the importance of good tenant relations, being responsive to maintenance issues, as well as being proactive to mitigate the cost of potential issues.

- Certified Commercial Investment Member
- National Apartment Association
- Apartment Association of California
- National Association of Realtors
- California Association of Realtors
- Pacific West Association of Realtors
- Southern California CCIM Chapter



Marc Adolph
Associate

Marc Adolph is an Associate specializing in multifamily real estate in Los Angeles with a focus in the South Bay region. With a robust background in multifamily acquisitions and management, Marc leverages his extensive experience to provide exceptional service to his clients.

Marc’s attention to detail and ability to effectively communicate the factors influencing property value are pivotal strengths that help his clients successfully navigate complex real estate transactions. His analytical approach ensures clients receive comprehensive insights needed to make informed investment decisions.

Prior to joining CBRE’s South Bay Multifamily Group, Marc built a solid foundation in business through 27 years of experience in B2B capital equipment sales. This extensive sales background equipped him with exceptional negotiation skills and a deep understanding of client needs.

Marc’s entrepreneurial mindset provides him with a unique perspective on market dynamics, allowing him to identify opportunities that others might overlook. His combination of real estate expertise, sales experience, and business acumen makes him a valuable partner for investors looking to optimize their multifamily property portfolios in the competitive Los Angeles market.

NOTABLE TRANSACTIONS

Accent Apartments

Rossmoor
150 Units
\$33,500,000

Coast Apartments

Costa Mesa
65 Units
\$20,050,000

Westport Drive

Anaheim
12 Units
\$3,500,000

Almond Avenue

Long Beach
6 Units
\$1,875,000

7th Street

Long Beach
6 Units
\$1,575,000

Vanderbilt Lane

Redondo Beach
16 Units
\$6,650,000

Kelso Street

Inglewood
18 Units
\$2,350,000

Vanowen Street

North Hollywood
24 Units
\$2,430,000

Narbonne Avenue

Lomita
15 Units
\$2,000,000

Translating our Dominant Market Coverage to Superior Market Insights

#1

MARKET SHARE &
MARKETPLACE ACTIVITY

#1

MOST ADMIRIED REAL
ESTATE FIRM (FORTUNE)



130K+
EMPLOYEES



500+
GLOBAL
OFFICES



100+
US OFFICES



~90
OF THE
FORTUNE 100
ARE CLIENTS



#138
2024
FORTUNE
100 RANKING

\$285.3B
2024 TOTAL
TRANSACTION
VALUE

79K+
TRANSACTIONS
2024

\$31.9B
2024 TOTAL
REVENUE

7.3B SF
MANAGEMENT
PORTFOLIO 2024

Any multifamily opportunity. Any scale. We meet you where you are and bring you what you need.

We target our solution to your goals, whether that means the highest sale price or the shortest close time. Then we bring you more. More reach to more capital. More connections to more lenders. So you get the best deals on the buy side and the optimal outcomes when it's time to recap or exit.

We fit your needs.

We listen to you and look at what you tell us through a world of data points. Then we solve the problem, taking a top-down, bottom-up approach to create the right solution for any obstacle and each transaction.



Investment Properties

We lead the industry in deal flow and research.

More data means more insight to guide your asset decisions.

And with more access to investors and buyers, we put everything you need within reach.



We give you more reach

\$20.8B

in U.S. sales in 2024

#1

in U.S. sales every year since 2011

564

of unique buyers in 2024

#1

U.S. institutional multifamily investment sales volume (*transactions over \$25M*)

#1

U.S. multifamily investment sales volume (*transactions over \$2.5M*)

#1

Global multifamily investment sales volume (*transactions over \$10M*)

#1

Global multifamily portfolio sales volume¹

#1

Global multifamily investment leader since 2012

Sources: MSCI Real Assets (RCA), Real Estate Alert

¹Includes transactions where CBRE acted on behalf of the buyer

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Debt & Structured Finance

We have strong connections ... _____ ... with all types of lenders.

We work with more lenders than anyone else in capital markets. Because we know so many lenders—from institutions and insurers to Fannie and Freddie—we can show you more options. So you connect with the best partners for your asset and capital stack strategy.

- Life insurance
- Credit companies
- Banks
- Pension funds
- CMBS entities
- Bridge Loans
- Freddie Mac Optigo lender
- Fannie Mae Delegated Underwriting and Servicing (DUS®) lender
- FHA-approved direct lender

975

Total multifamily loans

179

Unique multifamily lenders

\$22.6B

U.S. multifamily financing volume 2024

Top 3

Overall Multifamily Originator

Top 3

Agency Lender

Top 3

Credit Facility Lender (FNMA)

Process & Tools

We can help reevaluate your current and future portfolio needs by taking your portfolio data, industry and corporate strategy and combining it with our proprietary business intelligence, performance metrics, and diverse range of value drivers.



Dimension | Location Analytics

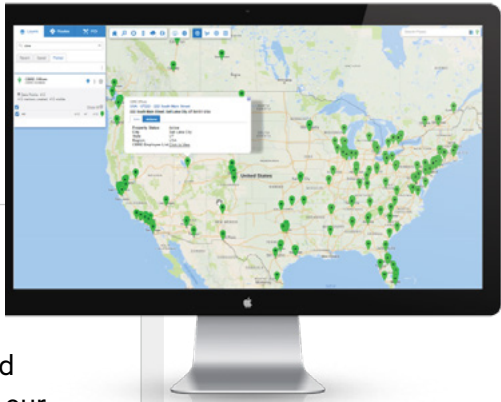
CBRE's proprietary Intelligent Site Selection process offers clients a 360-degree view of each real estate option and decision.

Weigh the trade-offs based on a set of intelligence:

- Real estate
- Labor
- Incentives
- Transportation
- Location Criteria

Features

- Brings science to the art of site selection
- Turns data and maps into vital, visual stories
- Blends demographic and local market data
- Makes decisions quicker and more confident

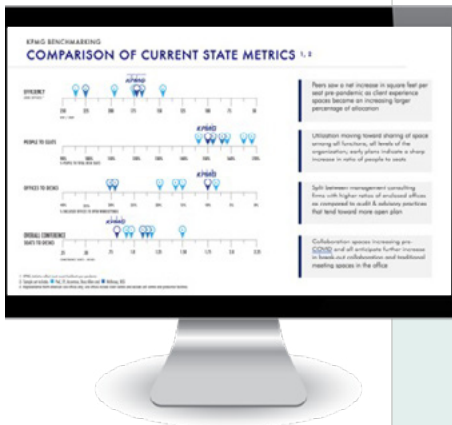


CBRE Transact

CBRE TransAct, our proprietary customized transaction management solution, enables our clients to stay fully informed on all activities through a centralized, web-based dashboard and real-time, customizable reporting.

Benefits

- Centralizes TM tasks into one easy-to-use tool
- Streamlines closing deals and tracking outcomes
- Creates custom reports, maps and market analytics
- Supports better decisions for better performance



CBRE Deal Flow

CBRE Deal Flow is our proprietary digital marketplace and global listing platform for all property and portfolio sales. This all-in-one toolset streamlines the entire transaction process by providing property marketing capabilities, full-coverage tracking, a secure virtual deal room and sophisticated reporting that offers meaningful, actionable data.

Benefits

- Diverse search capability
- Customize real-time alerts based on specific acquisition criteria
- Accelerate transactions efficiently with a virtual deal room



CBRE Portfolio Diagnostic Report

A summarized report identifying immediate cost reduction opportunities hidden within a portfolio.

Benefits

- Workplace optimization
- Supply chain optimization
- Labor arbitrage
- Cost segregation
- Lease auditing
- Location incentives
- Synthetic leases
- And more...

CBRE Capital Markets

Our trusted, tenured experts seamlessly collaborate to help clients connect to global capital and opportunities through a cohesive, cross-disciplinary service offering. We unlock hidden value, drive returns and enhance outcomes for your real estate investments, in all geographies and across all asset classes.

Property Sales

Offers customized investment dispositions, acquisition and recapitalization services, together with industry-leading, proprietary intelligence, to connect investors to the right properties at the right time.

Debt & Structured Finance

Synthesizes a global ecosystem of lenders and capital sources to provide debt and equity financing to developers and owners for all property types, achieving the best financing terms for our clients.

Real Estate Investment Banking

Solves critical business problems for clients by providing investor access and strategic advice across the spectrum of real estate investment banking activities, including M&A advisory, equity placement, secondary LP trading and investment advisory.

#1 INVESTMENT SALES FIRM 17 YEARS IN A ROW

\$56.4B

U.S. Sales Volume

2,565

Properties Sold

\$44.3B

U.S. Financing Volume

1,480

Deals Financed

Key Differentiators

ACCESS TO CAPITAL

Offering undisputed leadership in commanding global capital.

POWERFUL INSIGHTS

Accelerating performance with executable insights into industries, economies, market sectors and occupiers.

SPECIALIZED EXPERTISE

Navigating extraordinary disruption to future proof investment strategies.

INNOVATIVE TECHNOLOGY

Providing access to global inventory and meaningful, actionable data.

INTEGRATED INVESTOR PLATFORM

Unlocking the power and potential of real estate across its entire lifecycle.

CONNECTED GLOBAL SCALE

Linking clients to capital and opportunity in every market across the globe.

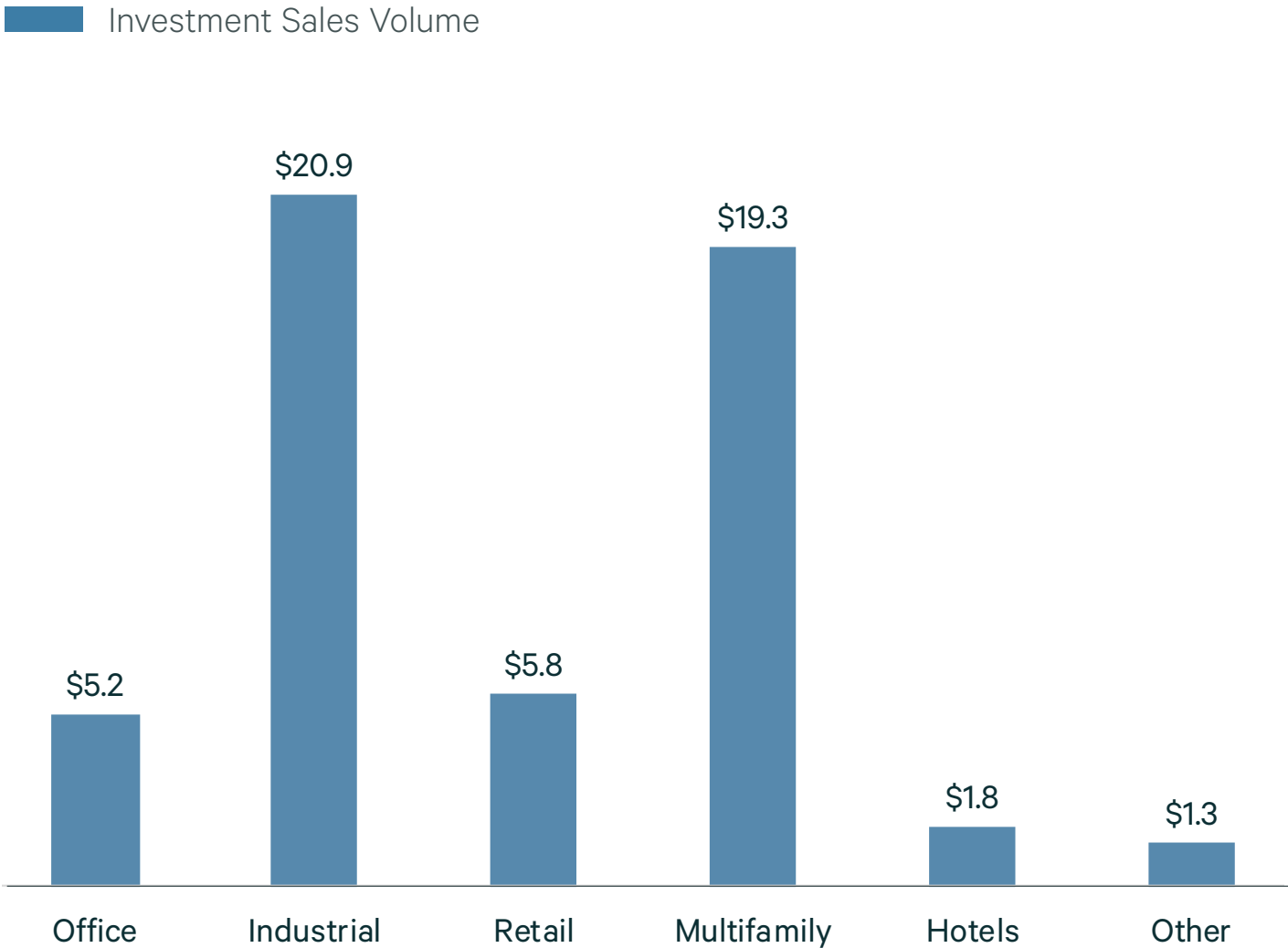
2024 U.S. Capital Markets Activity

Track Record

Property Sales

2,565 Properties Sold \$56.4B Sales Volume

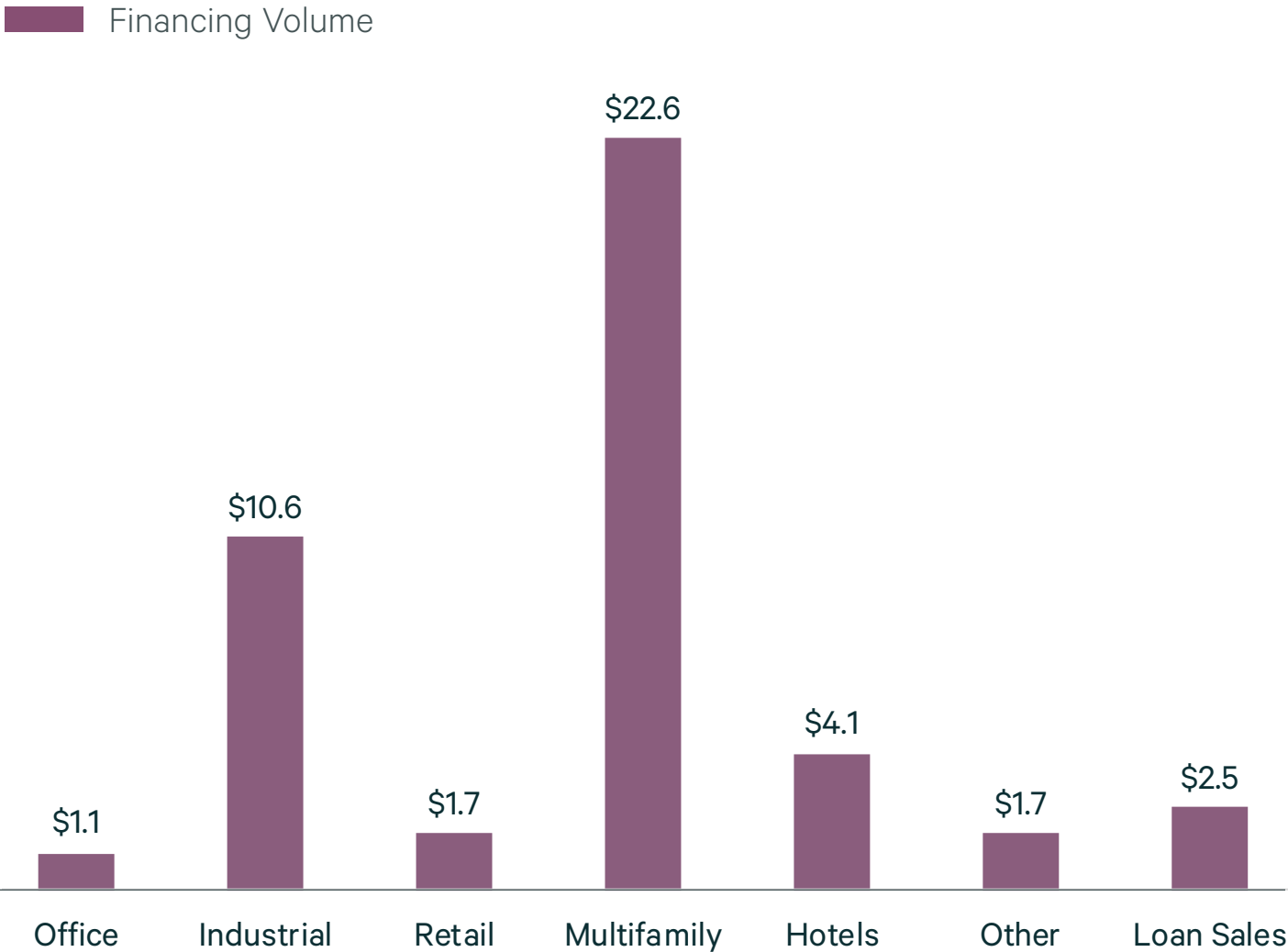
Investment Sales Volume (IN BILLIONS)



Financing

1,480 Deals Financed \$44.3B Financing Volume

Financing Volume (IN BILLIONS)



CBRE Capital Markets

Specialized Advisors, Connected Global Scale

Navigating extraordinary disruption to futureproof investment strategies

CBRE’s deep bench of trusted advisors are specialists in their property type, with long track records of successfully guiding clients through every market cycle. We move in lock step with colleagues to escort capital to products and markets that meet our clients’ investment goals.

Linking clients to capital and opportunity in every market across the globe

With leadership in every global market, we bridge geographic divides and organizational boundaries across our global enterprise to swiftly and flawlessly execute for our clients.

500+

Offices

115,000+

Employees

100+

Countries

FORTUNE 500

#138 in 2024; ranked since 2008

FORTUNE

Most Admired Real Estate Company

FORBES

Named one of America’s Best Large Employers

LIPSEY

#1 brand for 22 consecutive years

How can we help?

We look forward to hearing from you!

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CBRE

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