On Tuesday, February 24, the San Fernando Valley Business Journal hosted the 2015 Valley Commercial Real Estate Awards. The event was held at the Sheraton Universal Hotel and was attended by more than 200 of the region’s elite real estate professionals. The awards recognized the biggest, best and most notable commercial real estate projects and transactions of 2014. The Business Journal honored the developers, general contractors and architects of the outstanding developments in the Valley. Additionally, the Business Journal paid tribute to the region’s top commercial brokers and broker teams and unveiled the most impressive dealings of the year.
“Ultramodern” is not a word that would typically describe an industrial facility that handles and processes solid waste. However, in the case of Athens Services’ new Sun Valley facility, this is a fitting way to describe it. The 80,000 square foot, state-of-the-art, sustainable facility is anything but your typical solid waste processing facility. The project was designed with input from the local community and provides a model for future developments in the area. It’s also the first structure of its kind to be built in the region in many years. Each traffic circulation path was planned on opposite ends of the site to limit crossover paths, providing a large turning radius for the larger trucks, and increasing site safety, while maximizing operational efficiencies. In order to achieve a modern feel, the framing of the exterior incorporated architectural metal panels and a polycarbonate panel skin that increases natural daylight. The combination of the two, in varying hues of grey, enhanced the overall building aesthetic.
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The plan was to create a new collection of flexible group workstations at CSUN Oviatt Library, where students would be able to gather around a large computer screen or simply work together in a comfortable atmosphere. This included refurnishing and rearranging the computer and study areas on the first floor to better facilitate group study. It also involved the creation of glassed-in study rooms and flexible furnishings for group use. The refurbishing project, dubbed the “Learning Commons,” received additional funds, allowing for the project to remove walls to open up the space, painting and re-carpeting the area, improving the technology infrastructure and designing an overall new look. Most of the construction, redesign and refurbishing took place at night so as not to disturb Library Services. The space has quickly been embraced by the students and is fully occupied most of the time. The overall cost of the project was approximately $2 million – remarkable considering the dramatic improvement to usability and aesthetics.
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Located in The Pointe, a Class A tower opened in 2009, Fremantle Media North America was a full TI build-out of the 7th and 8th floors totaling 63,443 sf. As the headquarters of Fremantle Media’s North American division, the office was designed to house all executives, legal and finance teams, and creative staff. The two floors accommodate private offices, meeting rooms and open work areas, as well as video editing bays, sound recording rooms, screening rooms and temporary workspaces for the production staff of ongoing shows. The goal of the project was to utilize fundamental design strategies to optimize efficiency and to take advantage of the building’s 10-foot floor-to-ceiling vision glass windows. Natural light became key to reducing artificial lighting needs and increasing the energy efficiency of the office. This resulted in a collaborative open office environment with maximized natural light infiltration. The reorganization of the traditional office model became the central design strategy to increase energy efficiency while improving the office environment and culture.
**Best Office Project**

The Markel Corporation project in Woodland Hills, located in the heart of the Warner Center Business District, was able to transform an ordinary open space into a dynamic and inspiring workplace for the company. Low partition walls provide associates with accessible views of the picturesque Woodland Hills landscape and a friendlier, more collaborative environment. The project team was the fuel that allowed common goal to attain the successful completion of the striking and beautifully modern new space.

**Markel Corporation**  
21600 Oxnard Street, 9th Floor  
Woodland Hills, CA 91367

**VITAL STATISTICS**

- **Property Address:** 7900 Nelson Road  
  Van Nuys, CA
- **Deal Value:** $24,287,000.00
- **Square Footage:** 203,082
The design concept for Le Blanc’ was to provide a sense of community while promoting a Santa Barbara luxury feel thru the architecture – and to do it in a space that had been vacant for many years! Le Blanc’s standard features consist of many items considered by others as upgrades, including granite tops throughout, professionally coordinated architectural exteriors and color scheme, stainless steel appliances, tile floors, and extensive landscaping with multiple private garden seating areas. This project is environmentally friendly, providing many energy efficient features such as low flow fixtures, tankless water heaters, radiant roof barrier insulation, natural ventilation and lighting, and other features. It is also in close proximity to the Orange Line, which is a public transportation route. The general contractor for the project, California Home Builders, reports that the resulting project is exactly what the occupants are looking for: efficient apartments with creative design, energy efficient and environmentally friendly – all at an affordable price.

Le Blanc’
21501 Roscoe Boulevard
Canoga Park, CA 91304

Size: 101,003 sf
Developer: MV @ Canoga Park Corp
General Contractor: California Home Builders
Architect: Ken Stockton Architects

Best Multi-Family Project
GOLD
The Azure is a luxury apartment community near the Warner Center. The community features contemporary luxury apartment living in Canoga Park. The Orange line, Amtrak, and Metrolink are close by and offer the convenience of green public transportation. Inside The Azure, the appointed interiors include gourmet kitchens with stainless steel energy star appliances, Maple veneer cabinets, granite countertops, stainless steel kitchen sinks, and Moen faucets. The modern spacious living areas also each feature a gas fireplace, Armstrong Metroflor studio floors, a balcony and more.

The Azure
8719 Varie Avenue
Canoga Park, CA 91304

Size: 28,271 sf
Developer: Funding Investment Corp
General Contractor: California Home Builders
Architect: Alan Boivin Architect

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• Money Magazine Top 100 Places to Live
• One of America’s safest cities
• Reasonable prices for lease or purchase
• Large and talented labor supply
• Excellent schools
• Attractive homes in all price ranges
• A welcome attitude from the City

We are grateful to our partners, JR Miller and Associates and WL Butler, who helped design and build our Sun Valley Materials Recycling Facility Transfer Station.

Athens Material Recovery Facility & Transfer Station
2015 San Fernando Valley Business Journal
Commercial Real Estate Awards
Best Industrial Project
This mixed-use project is the first of its kind in a number of ways. The developer set back the retail from the residential, creating distinct identity for the retail portions of the property. Significant parking for the retail was also developed. The resulting property is amid a block piece on Ventura Boulevard but was able to achieve some of the highest retail and residential rents in the region. The developer wanted to create a mixed-use environment where the retail was a genuine amenity to the building. The first retail lease completed was with Mendicino Farms, which is already far surpassing its expectations and goals. An Islands restaurant fits in well, creating a nice synergy. The project was topped off with a Verizon Store and Berkshire Hathaway residential office. The lighting and finishes are state-of-the-art and the uniquely creative elevator design and flow to the parking area add to the atmosphere. In addition, the high ceilings and well-lit parking areas help residents and guests feel comfortable and safe.
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LA North

Rodney Delson
Westlake Village

**Platinum Club**
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Pasadena
Sheri Messerthan
South Bay
Tim Faust
SFV
David Young
SFV
Fariba Kavian
West LA
Chad Gahr
SFV
Stephen Lim
SGV - East
Jesus Henao
LA North
Bill Kister
Ventura County
David Knowlton
Orange County

**Gold Club**
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Orange County
John Becker
LA North
Scott Martin
Pasadena
Chris Jackson
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Linda Tahavare
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South Bay
Jerry Gipsio
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SFV

**Silver Club**
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Dan Spell
West LA
Dave Maron
Pasadena
Michael Schiff
Westlake Village
Nicholas Chang
Inland Empire
Richard Lee
Alejandra Valenzuela
Commerce
Jack Dwyer
Westlake Village
Mal Moss
West LA
Ken Simons
Westlake Village
Laurence Saper
South Bay
Cathy Scillian
SMV
Ryan Campbell
SGV - East
Tim Steuernol
South Bay

NAICapital
Commercial Real Estate Services, Worldwide
A prime example of a successful tenant improvement project, what was once a dull and lifeless environment is now a bustling and harmonious educational experience. New York Film Academy consolidated its local offices and classrooms to what is now a beautiful 47,698 sf, four-story terraced building. The architectural design combines classrooms, studios, study rooms, library, and office space in such a way that helps students develop the necessary skills and mindset to be competitive in the industry. The building encompasses offices, classrooms, a research and media library, sound and video editing rooms, workstation and collaborative areas, an underground parking garage, and a 2,000 sf multi-purpose theater. The classrooms and hallways are featured with wood floors, bright white and accented wall interiors, and large in-set windows to provide a well-lit environment for the students. Special lighting design considerations were made to provide the interior corridors and rooms with large volumes of natural light while also creatively incorporating artificial light to provide a seamless and lively experience from room to room.

New York Film Academy
3300 Riverside Drive
Burbank, CA 91505

Size: 47,698 sf
Developer: N/A
General Contractor: Sierra Pacific Constructors
Architect: DCA Architects, Inc.

Best Tenant Improvement Project
Best Tenant Improvement Project

**SILVER**

Metropol Banquet Hall
701 South Central Avenue
Glendale, CA 91204

**Size:** 7,490 sf

**Developer:** A and K Holdings LLC

**General Contractor:** Atlantis Construction Services

**Architect:** Alajajian.Marcoosi Architects Inc.

This is a face-lift project on the existing twenty feet high building serving as a Banquet Hall in the heart of the City of Glendale. The building needed to be renovated; and the approach was taken to create a unique shape with light and texture. Therefore, the architects came up with a specific element in the shape of a wave and random skin which would repeat itself by shifting horizontally, creating a dynamic movement. The constant color change in lighting created a sense of excitement and emphasized the dynamic movement.
The Outlets at Tejon, which opened to more than 200,000 shoppers during its four-day grand opening last August, is the first new outlet center built in Southern California in more than a decade. Located on a 43-acre site on Interstate 5, just south of the junction of Highway 99, the 365,000 square foot center is home to more than 70 premier retailers, including the only Pottery Barn Outlet in California. Other major brands include Polo Ralph Lauren, Michael Kors, Coach, J. Crew, Nike, H&M, Brooks Brothers, and dozens of others. The center opened 100% leased—an extremely rare occurrence, but evidence of the robust nature of the market and the quality of the location. Design was an important component of the overall plan, with a California mission style authentic to the historic and scenic environment of Tejon Ranch. Landscaped grounds, water features and relaxing furniture for guests complement open-air courtyards and curving retail promenades.
This unique podium-style store is comprised of a two-level precast concrete parking structure concealed by a 40,000-square-foot steel-framed market building above. As a redevelopment of an existing, single-level Ralphs supermarket which had served the Sherman Oaks community for 42 years, the project has required an extensive community outreach effort to gain support and approval for the extended building footprint and additional height. The design combines textures and materials that provide a dynamic visual interest point at the highly visible location.
The San Fernando Center for Wellness addition is an expansion of a health clinic operated by the not for profit Northeast Valley Health Corporation (NEVHC), serving the community of San Fernando. The project includes a new two story, 10,000 square foot wellness center to meet the community’s growing needs. The Center will now accommodate an estimated 81,720 visits, serving 25,390 patients annually. Offering primary care and women’s Ob/GYN services, the new Wellness Center building nearly doubles the capacity of the existing clinic. The addition includes a conference room, 11 exam rooms, a Women’s Health Suite with two private exam rooms, offices, nurses’ reception areas and new parking for 115 cars. The exterior design is an updated expression of the historic adobe style of architecture of the neighborhood. A new courtyard features sustainable, drought resistant native landscaping. A shaded entrance walkway creates a visually strong entrance to the building and a welcoming patio. The interior design achieves a warm, relaxed environment that does not have an institutional feel.
The Ullman Commons Dining Hall, completed in the fall of 2014 and the second campus building targeted for LEED certification, is an environmentally friendly two-level structure that has transformed the heart of the Thousand Oaks campus. The Ullman Commons replaced an outdated, unattractive and energy inefficient cafeteria that had been in existence since the early 1960s. The modern design incorporates many energy-saving features using natural ventilation and nighttime cooling, daylight harvesting to turn off light fixtures next to windows, and an automated building management control system. There are also water-saving plumbing features.

During demolition and construction of the Ullman Commons, the crews recycled the construction waste and reused existing equipment wherever possible. Cal Lutheran is committed to reducing its carbon footprint by constructing LEED-certified buildings and updating existing buildings through retrofitting light bulbs and light fixtures for optimum efficiency, adopting a new campus lighting plan, retrofitting buildings with “cool roofs,” and re-evaluating temperature set-points for all campus buildings, including the new Ullman Commons.

**Ullman Commons**

101 Memorial Parkway

Thousand Oaks, CA 91360

**Size:** 28,000 sf

**Developer:** California Lutheran University

**General Contractor:** Southern California Builders

**Architect:** Harley Ellis Devereaux

**GOLD**

Best Sustainable Project
Westlake Plaza is a significant redevelopment project situated in the densely populated and affluent Westlake neighborhood. The site is anchored by three major grocery chains that include Gelson’s, Sprout’s Farmers Market, and Vons. The goal was to transform the original design and site layout from 1968, combine three centers into one natural-feeling larger center, and give it a fresh update that will last for years to come, while allowing for optimum walkability, standout features to increase dwell time, and maintaining community identity. The design team took an organic approach to updating the structures by implementing a contemporary facelift to ensure the buildings stood out and transcended the traditional idea of a shopping center. Because this area spends so much of their social and recreational time on the properties, it was important that this ethos was preserved throughout the redevelopment and as the final product.
The complex on Van Nuys Boulevard at San Fernando Road, now called Zocalito of Pacoima, has walkways and plazas similar to small towns in Mexico. The 18,000 sf concept has seven restaurant slots. Its 14 shops can easily expand if a tenant’s business grows. Zocalito’s design is intended to invite people waiting for a bus to come inside, where there will be public restrooms and quick snacks for sale. Adding to the ambiance are mature trees, landscaping, seating and a play area for kids.

Zocalito of Pacoima
10801 & 10823 San Fernando Road
13273 & 13277 Van Nuys Boulevard
Pacoima, CA 91331

Size: 18,438 sf
Developer: Agora Realty and Management, Inc.
General Contractor: Gluck Development Company Inc
Architect: Studio One Eleven at Perkowitz + Ruth Architects

Best Redevelopment Project
Brokers of the Year

**GOLD**

**VITAL STATISTICS:**
- 39 COMPLETED TRANSACTIONS
- TOTAL CONSIDERATION: $189,490,066

Michael Koshet, Rookie of the Year, Off Market Multifamily Specialist, Partners Trust.

In only two years Michael Koshet has managed extraordinary accomplishments. In 2014, Koshet had closed over $78 million in sales, setting a new sales record for the core market of Koreatown, with the highest price paid for a stabilized rent controlled building at $196,000 per unit with a total sale of $23.5 million for 117 units. Remax Commercial has awarded him with the Top Producers Award as well as the Top Sales Volume Award for the past two years, consecutively.

**SILVER**

**VITAL STATISTICS:**
- 150 COMPLETED TRANSACTIONS
- TOTAL CONSIDERATION: $99,167,992
- TRANSACTION SQUARE FOOTAGE: 753,084 SF

Jeff Louks, Senior Vice President, Investments, Marcus & Millichap.

In 2014, Louks closed a total of 39 deals and a total sales price of $189,490,066. He earned the prestigious award of Chairman’s Club for grossing over $2 million in transaction fees. He has significant experience selling shopping centers and other leased investment properties; however, his primary focus is on apartment buildings. Having been with Marcus & Millichap for 27 years, Louks has sold approximately one billion eight hundred million dollars worth of investment properties over his career.

**GOLD**

**VITAL STATISTICS:**
- 150 COMPLETED TRANSACTIONS
- TOTAL CONSIDERATION: $99,167,992
- TRANSACTION SQUARE FOOTAGE: 753,084 SF

Matt Heyn, Senior Vice President, CBRE.

Heyn’s team completed over 150 transactions in 2014 with $99,167,992 of total consideration and 753,084 square feet. Major transactions included a 66,000 square foot lease on behalf of BlackLine Systems in Woodland Hills and a 6.52-acre land sale on behalf of HCA in Westlake Village that Heyn had worked on since 2005.
COMMERCIAL REAL ESTATE AWARDS 2015
Best Office Sale

GOLD

VITAL STATISTICS:

- TRANSACTION SQUARE FOOTAGE: 275,329 SF
- PROPERTY ADDRESS: Thousand Oaks

This CBRE team completed one of the largest, most significant office sales in the region. The Arbors entails four two-story office buildings totaling approximately 275,329 square feet in Thousand Oaks. The team emphasized the desirable value-add opportunity—a secure in-place income stream providing an attractive yield during the investor's stabilization period. The property has full approval to operate as a condominium allowing for future flexibility to sell off individual buildings. In addition, two of the team members represent the purchaser as the Listing Agents for the project.

Silver

VITAL STATISTICS:

- TRANSACTION SQUARE FOOTAGE: 160,345 SF
- DEAL VALUE: $28,077,000
- PROPERTY ADDRESS: 18401, 18425 & 18455 Burbank Blvd Tarzana, CA 91356
- TENANT: Tarzana Professional Center

The Tarzana Professional Center is a 160,345-rentable-square-foot office campus in Tarzana, Calif. The $28,650,000 sales price equates to $178 per square foot. The Marcus & Millichap team's offering provided investors with a rare opportunity to acquire an established professional center in a prime Valley location. The Center consists of three multi-story office buildings situated on three separate parcels and closed escrow above the initial list price.
COMMERCIAL REAL ESTATE AWARDS 2015

Best Office Lease

VITAL STATISTICS:

- TRANSACTION SQUARE FOOTAGE: 43,013 SF
- DEAL VALUE: $15,000,000
- PROPERTY ADDRESS: 29899 Agoura Road, Agoura Hills, CA 91301
- TENANT: Cydcor

CBRE’s team had a client that wanted a collaborative and creative new space due to 80% of employees being under 30 years old and mostly not living in the community. The team was able to locate 43,000 sq. ft. of leased space within the desired location. The building has two floors of covered and subterranean parking. The new office was extremely cost-effective nearly tripling usable square feet for less than double of the client’s former occupancy cost. The new offices are among the most modern in the entire Valley.

IREA congratulates Senior Vice President Yubin Tao on being awarded “TOP TWO” designation in the category of Los Angeles’ 2014 BEST RETAIL BROKER OF THE YEAR AWARD

IREA congratulates Senior Vice President
YUBIN TAO
on being awarded “TOP TWO” designation in the category of Los Angeles’
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Best Retail Sale

**GOLD**

**VITAL STATISTICS:**
- **TRANSACTION SQUARE FOOTAGE:** 148,236 SF
- **PROPERTY ADDRESS:** 12629-12721 Glenoaks Blvd
  Sylmar, CA 91342

For the sale of the 148,236 square foot Sylmar Town Center, Riley and Cherney overcame many obstacles throughout this transaction. There was aggressive seller pricing expectations limited by existing above-market debt that was required to be assumed by the buyer, major anchor tenant relocation during the sale, and there was moderate soil contamination to clean up. The team worked diligently with the buyers to better understand the manageability of the property. They determined and communicated how the property offered overall stable in-place income with attractive future upside potential.

**SILVER**

**VITAL STATISTICS:**
- **TRANSACTION SQUARE FOOTAGE:** 53,200 SF
- **DEAL VALUE:** $23,526,087
- **PROPERTY ADDRESS:** 6161 S. Sepulveda Blvd.
  Van Nuys, CA 91411
- **TENANT:** LA Fitness

As originally reported in the pages of the San Fernando Valley Business Journal last July, Yubin Tao represented both the buyer and seller in the off-market deal of LA Fitness Center – the largest non-portfolio single tenant sale transaction in the San Fernando Valley last year. The 53,000 square foot property was traded for $23.5 million.
COMMERCIAL REAL ESTATE AWARDS 2015

Best Industrial Sale

GOLD

VITAL STATISTICS:
- TRANSACTION SQUARE FOOTAGE: 800,000 SF
- PROPERTY ADDRESS: Sylmar and Santa Clarita Valley

The CBRE team represented the seller in the portfolio sale of Sylmar Biomedical Park in Sylmar, as well as Mann Biomedical Park in the Santa Clarita Valley. The portfolio included a 181,025 square foot R&D and industrial campus and a 612,075 square foot office — a unique challenge, as it was a combination of investment sale and evaluation of future development potential. The team needed to carefully assess all buyer options to be sure that they selected a group who could manage a project of this size and scope.

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Executive Vice President
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DOUG SONDEREGGER
Executive Vice President
CBRE

LAURA STUMM
Business Integrations Manager
CBRE

SILVER

VITAL STATISTICS:
- TRANSACTION SQUARE FOOTAGE: 319,348 SF
- DEAL VALUE: $30,500,000
- PROPERTY ADDRESS: 9120 Mason Avenue
  Chatsworth, CA 91311

This CBRE team completed the sale of one of the best distribution building and third largest in San Fernando Valley, a 319,348 square foot industrial building for $30.5 million. The property is 100 percent leased through 2020 with two occupants. This high-quality building combines market-leading features and flexibility, enabling a variety of releasing or re-tenanting options to maximize rents over time.

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DARLA LONGO
Vice Chairman
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BARBARA EMMONS
Vice Chairman
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COMMERCIAL REAL ESTATE AWARDS 2015

Best Industrial Lease

GOLD

VITAL STATISTICS:

- TRANSACTION SQUARE FOOTAGE: 83,838 SF
- PROPERTY ADDRESS: 27349 Agoura Road, Calabasas, CA 91301

Last April, the Lee & Associates-LA North/Ventura team successfully executed an 83,838-square-foot lease for an R&D facility at Liberty Canyon Technology Center in Calabasas, one of the largest industrial lease transactions to take place in the West San Fernando Valley. The team was charged with identifying potential tenants for the facility in a market where most tenants are smaller users in the 5,000 square foot to 20,000 square foot range. The team transacted a 10-year lease with Spirent, allowing the company to remain in Calabasas.
COMMERCIAL REAL ESTATE AWARDS 2015

Best Land Sale

GOLD

VITAL STATISTICS:

▲ TRANSACTION SQUARE FOOTAGE: 70 acres
▲ PROPERTY ADDRESS: Valencia, CA

Craig Peters and his team at CBRE completed the biggest land sales of the year in the region, a 70-acre site in Valencia. The site was sold to an entity controlled by IAC and the team has now been retained to assist them in the marketing of the nine building, 1.3 million square foot industrial center that is under construction today. The IAC Commerce Center is the biggest industrial center to break ground in North LA County in 25 years.

ROBERT VALENZIANO
Senior Associate CBRE

SILVER

VITAL STATISTICS:

▲ TRANSACTION SQUARE FOOTAGE: 339,768 SF
▲ PROPERTY ADDRESS: Conejo Center Drive Thousand Oaks, CA

The Lee & Associates-LA North/Ventura team transacted a 7.8-acre industrial land sale that will bring to Thousand Oaks the first speculative industrial development in over a decade. With industrial zoning for the parcel already in place, the developers were able to quickly address an ongoing need in the region, where small- to mid-sized companies have been unable to locate facilities for their business needs.

MIKE TINGUS
President, Principal Lee & Associates-LA North/Ventura

GRANT FULKERSON
Managing Director, Principal Lee & Associates-LA North/Ventura
COMMERCIAL REAL ESTATE AWARDS 2015

At the Event

Over 200 of the San Fernando Valley’s elite real estate professionals networked at the event, held at the Sheraton Universal Hotel.
COMMERCIAL REAL ESTATE AWARDS 2015

At the Event

[Images of people at an event, some holding awards]