

Team Capabilities Brochure | 2025

**CBRE**

# Creating Exceptional Client Outcomes

SoCal Industrial

SEYBOLD · WARD · GREER





For over three decades, our team has been committed to **minimizing risk, optimizing financial performance, and delivering timely results** to our clients. Our area of specialization is in providing guidance to stakeholders engaged in the industrial and logistics real estate sector, encompassing tenants, landlords, buyers, and sellers. We take pride in our track record of successfully completing transactions for our clients in 28 states and 8 counties. While our reach is extensive, **our base is located in Southern California along the 91 freeway corridor**, spanning from southeast Los Angeles to north and central Orange County and extending out to Corona.

CBRE is the undisputed global leader in commercial real estate in all individual property types and by all market metrics. Leveraging CBRE's vast resources, experience, and knowledge to advise our clients. **We think from our client's perspective**, from CFO level financial analysis to best-in-class creative marketing strategies and materials, we are always striving to exceed our clients' expectations. **Our value lies in our ability to help clients make informed business decisions.**

How can we serve you?

# Who We Are

Our clients gain an unparalleled advantage from our team's extensive knowledge of the local market, CBRE's dominant global platform, and the collective 97 years of experience. We have completed over 1,950 transactions, amounting to more than 60 million square feet and a total consideration of \$6 billion.



**Ben Seybold**  
Executive Vice President



**Sean Ward**  
Executive Vice President



**Keith Greer**  
Senior Vice President



**Josh Samuels**  
Associate



**Tucker Black**  
Associate

# Core Values

## RESPECT

Treat everyone with dignity, value their contributions, help one another succeed.

## INTEGRITY

Uphold the highest standards in our business practices.

## SERVICE

Dedicate ourselves to making a meaningful impact with our clients and in our communities.

## EXCELLENCE

Aspire to be the best in everything we do and strive for continuous improvement.

# Everything We Do is Focused on Creating Exceptional Client Outcomes

## PARTIAL LIST OF CLIENTS



# MSI

“

It feels as though we have an in-house real estate department because you have always directed us to make the right decisions that benefited our company in the long run. As a result, your team at CBRE has our utmost trust and confidence.

– RUPESH SHAH, President



“ Your process of incorporating all the dynamics of a robust and clear financial analysis for decision making, gave us a comfort level that would allow for the best path forward for our company. CBRE’s value offering is extensive and unique.

– BRIAN HAUPT, President



“ Prologis and CBRE have an outstanding local, regional, national and international relationship. **When it comes to working with a real estate provider, CBRE is always top of mind.**

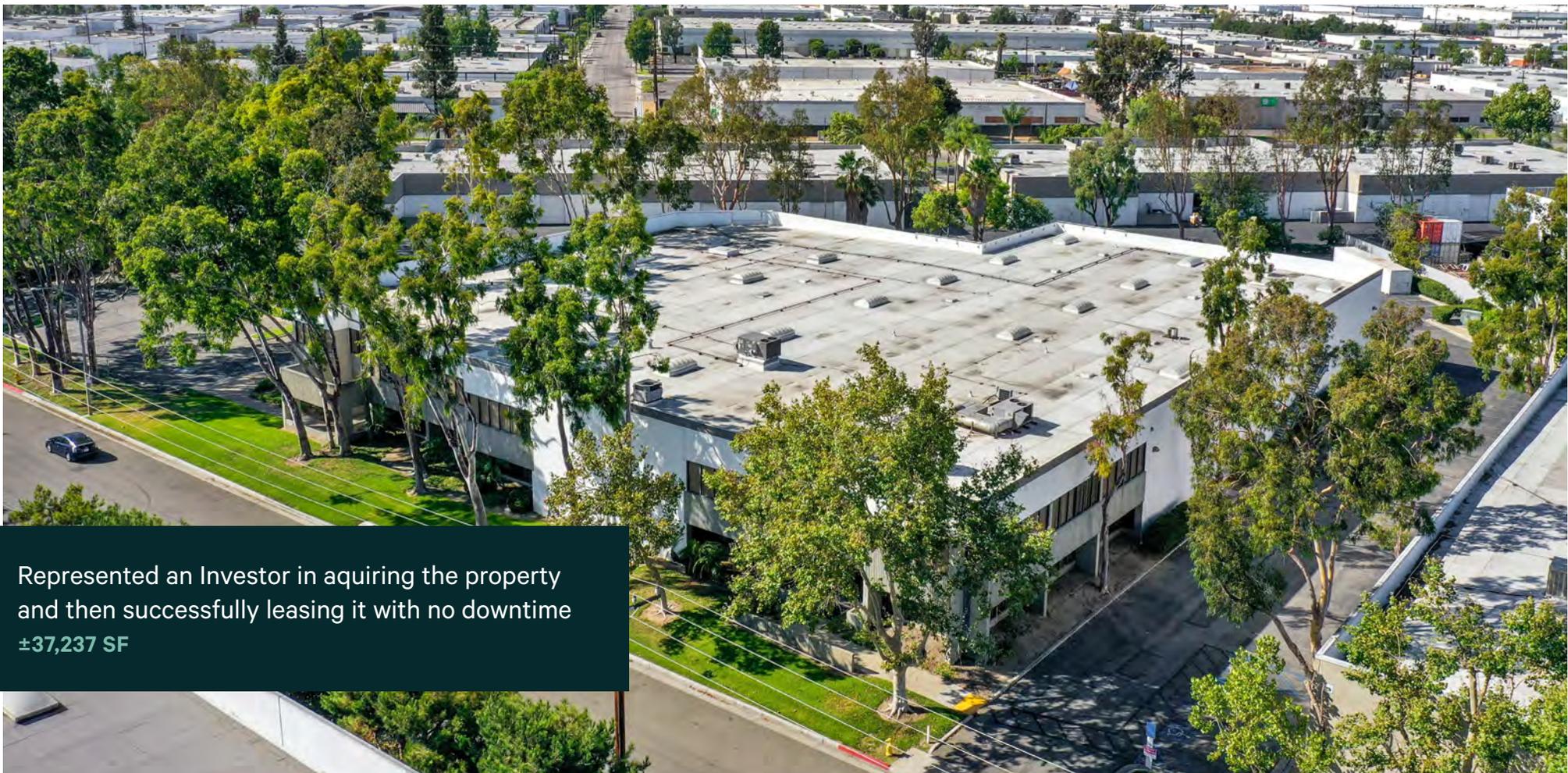
– ROB ANTROBIUS, Senior VP,  
Leasing & Market Officer



Largest lease ever completed in  
Orange County  
Landlord Representation  
**±1,536,055 SF**



Identified an off-market redevelopment opportunity, securing Goodman's first investment in the OC market  
**±12 ACRES**



Represented an Investor in acquiring the property and then successfully leasing it with no downtime  
±37,237 SF

“

It was great working with the CBRE team to acquire and lease 2929 White Star Avenue in Anaheim. Their keen understanding of the market enabled us to identify a target tenant during due diligence and ultimately execute the lease shortly after closing on the building. The team are trusted advisors and true experts in the North Orange County industrial sector



– ZACH ZANOLLI, Managing Director



Tenant Representation  
Renegotiated lease on their corporate HQ,  
resulting in multi-million dollar savings  
±200,646 SF

“ You guys brought a process that helped us analyze real estate, incentives and labor costs between ten different markets in the Western United States. Ultimately you qualified our current location as the best option for us and devised a negotiation strategy that resulted in savings of over \$2.7 million in real estate costs over the next seven years. Your performance exceeded my expectations.

– MIKEL WILLIAMS, Chairman & CEO

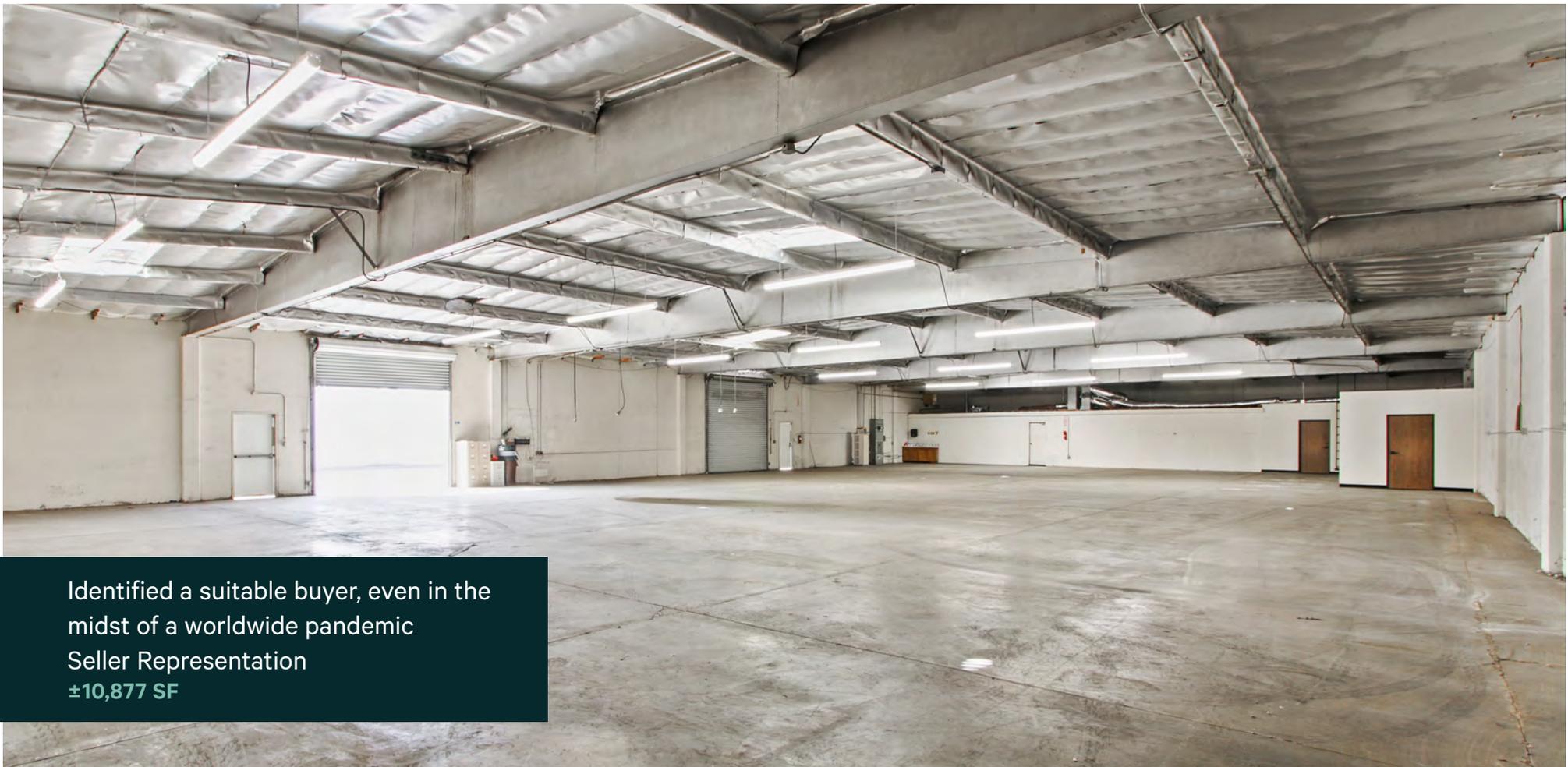
Targus



Represented the Landlord in leasing the industrial complex at record-high lease rates  
**±731,172 SF**



Represented a Private Investor in identifying and closing on a 1031 exchange property in a two-week time frame  
**±78,523 SF**



Identified a suitable buyer, even in the  
midst of a worldwide pandemic  
Seller Representation  
±10,877 SF

“

The team at CBRE goes the extra mile for their client. Keith Greer and his team can only be described as ‘calm, cool & collected’ as they managed the sale of my property through one of the most pressing situations in recent history (pandemic). Their professionalism, due diligence & hard work pushed my buyer from panic to purchase with just a short delay. I would highly recommend the CBRE team to anyone looking to sell or lease a property. Rest assured you will not be disappointed.

– BRAD FURRY, President





Received multiple full-price, all-cash offers  
within first week of being on the market  
Seller Representation  
±15,913 SF

“

I am happy with the effort and professionalism that everyone brought to the project and I am very happy with the outcome.



– MIKE MEIER, Owner



Landlord Representation  
Brand new construction &  
multi-market corporate HQ  
±935,657 SF



Seller Representation  
Generated multiple all-cash offers,  
creating a bidding war for the property  
±38,238 SF



Seller Representation  
Managed-bid process and 1031 exchange,  
resulting in an increase of 290% to their NOI  
**±5.36 AC**

“

We are very grateful for CBRE's personal attention through our transition to ownership, and now, operations at the center. With extensive due diligence and negotiation, we successfully secured an amazing property for retirement income. CBRE didn't hesitate to bring in corporate and outside resources to support and close the deal; a group effort that worked in unison to close the deal in a timely manner. Our Peterson Development team greatly appreciated the thorough communications and constant attention throughout the challenging process. This amazing service from CBRE provided a significant level of comfort through the 1031 Exchange and kept us all in sync from start to closing!



– KERRY AND ELDEN PETERSON, Owners



Unlocked \$45M in owned asset value,  
kicking off a redesign of the West Coast  
supply chain & distribution strategy  
±2M SF

“

I'd like to personally thank you for the guidance and leadership you provided throughout Yokohama Tire Corporation's multi-market distribution network realignment and headquarter relocation. Under your leadership, five different CBRE teams helped guide our decision-making processes through three transactions in California, one in Ohio and one in Kentucky. The expertise that you and your multiple teams brought to each stage of the lease or sale negotiation ultimately saved Yokohama time and, most importantly, enabled us to make precise operational and financial decisions.

– JEREMY KAHRIS, VP of Logistics & Strategy





Buyer / Family Trust Representation  
Acquisition of three fully-leased, single-tenant  
manufacturing buildings  
**±29,079 SF**





Corporate HQ  
Seller & Buyer Representation  
±185,741 SF



Corporate HQ  
Tenant Representation  
±75,090 SF

“

With your assistance, the Landlord reduced their initial lease rate, offered us a rent abatement, and provided us with an extensive tenant improvement allowance that would allow us to operate our facility in a very productive manner. Your performance exceeded our expectations and your negotiating process brought our objective to a successful conclusion.

– SHARON WOOD, CFO

**ULTRA**  
WHEEL COMPANY



Facilitated the transition of a family owned non-income producing land parcel into a state-of-the-art leased industrial asset worth over \$40M  
±96,408 SF

“

Your expertise and relentless commitment to finding the type of tenants we wanted was enormously valuable and enabled us to achieve our goals with respect to this property. We were happy with the very favorable terms you negotiated for us. We are convinced that we made the very best decision in selecting your team to represent us in leasing the building.

– RICHARD GOODMAN, Manager



Achieved a record high  
sale price for the Seller  
±25,200 SF



Identified an alternative  
disposition strategy resulting in  
a 20% premium in sale value  
**±64,640 SF**



Represented Seller in the disposition of two industrial buildings & 1031 exchanging into higher-yielding properties out of state  
±26,285 SF & ±15,558 SF

“ Keith Greer and his Team at CBRE outperformed our expectations during these difficult times. They were quick to provide qualified buyers and found reasonable solutions when issues arose. Their attention to detail and follow through made for a comfortable transaction.

– KEITH MUSTANTE, Owner



Represented Seller in achieving a record-high land value for the redevelopment site. Negotiated structured flexible leaseback and relocation to Tennessee  
**±8.38 AC & ±155,000 SF**

“

Under the guidance of the team at CBRE, we were able to sell our land at the highest per SF price in the history of North Orange County. The knowledge, professionalism, integrity, and deep connections at CBRE I feel were essential to the highly satisfying results we enjoyed. I would gladly recommend the Team to any entity in need of professional representation in real estate, especially high-value propositions, as well as with project-based guidance when such needs arise.

– MATT BAGNE, CEO

# Meet Our Team



**Ben Seybold**  
Executive Vice President



**Sean Ward**  
Executive Vice President



**Keith Greer**  
Senior Vice President



**Josh Samuels**  
Associate

**33** Years  
Experience

**21** Years  
Experience

**13** Years  
Experience

**7** Years  
Experience



Broke NCAA Division  
One Record



Rode a bicycle from San  
Diego, CA to Charleston, SC



Played professional football for  
the New Orleans Saints



Played on the USA Olympic  
Water Polo Team



**Tucker Black**  
Associate

2 Years  
Experience



Played Collegiate Football



**Rebecca Whitmer**  
Client Services Team Lead

5 Years  
Experience



Classically trained vocalist



**Kelli Bruce**  
Marketing Manager

4 Years  
Experience



Competed in bodybuilding competitions



**Tharsila Briceno**  
Client Services Coordinator

2 Years  
Experience



Travelled from South to North Portugal in 8 days, exploring all major cities & tourist destinations

# Contact Us

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## About CBRE

**\$285.3B**

2023 Transaction Value

**#138**

Out of the Fortune 500

**130K+**

Employees

**100+**

Countries

**500+**

Offices