

ERIK LARSON // CHRIS TOLLES // JOHN MINERVINI // ROBIN DODSON // PAUL SIMS // MAYA SCHIRN

INDUSTRIAL LEASING SERVICES GREATER LOS ANGELES

CREDIBILITY. CONNECTIVITY. COMMITMENT.

Who We Are

Our team is focused on the Los Angeles industrial market, bringing a combined 150 years of experience representing both local and global occupiers and owners. We provide end-to-end advisory services for industrial facilities, warehouses, distribution centers, and strategic land acquisitions.



ERIK LARSON

Executive Managing Director
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Vice Chairman
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Executive Managing Director
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PAUL SIMS

Director
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MAYA SCHIRN

Associate
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2025

YEAR END REVIEW



141

TRANSACTIONS
COMPLETED



+\$467M

IN TOTAL
CONSIDERATION



+5

MILLION
SQUARE FEET

GLOBAL EXPERIENCE

150+

YEARS OF EXPERIENCE

48/50

U.S. STATES WHERE
TRANSACTIONS HAVE BEEN
COMPLETED

57

COUNTRIES AROUND
THE GLOBE WHERE
TRANSACTIONS HAVE BEEN
COMPLETED

Current Agency Leasing Assignments

EXISTING INSTITUTIONAL LISTINGS

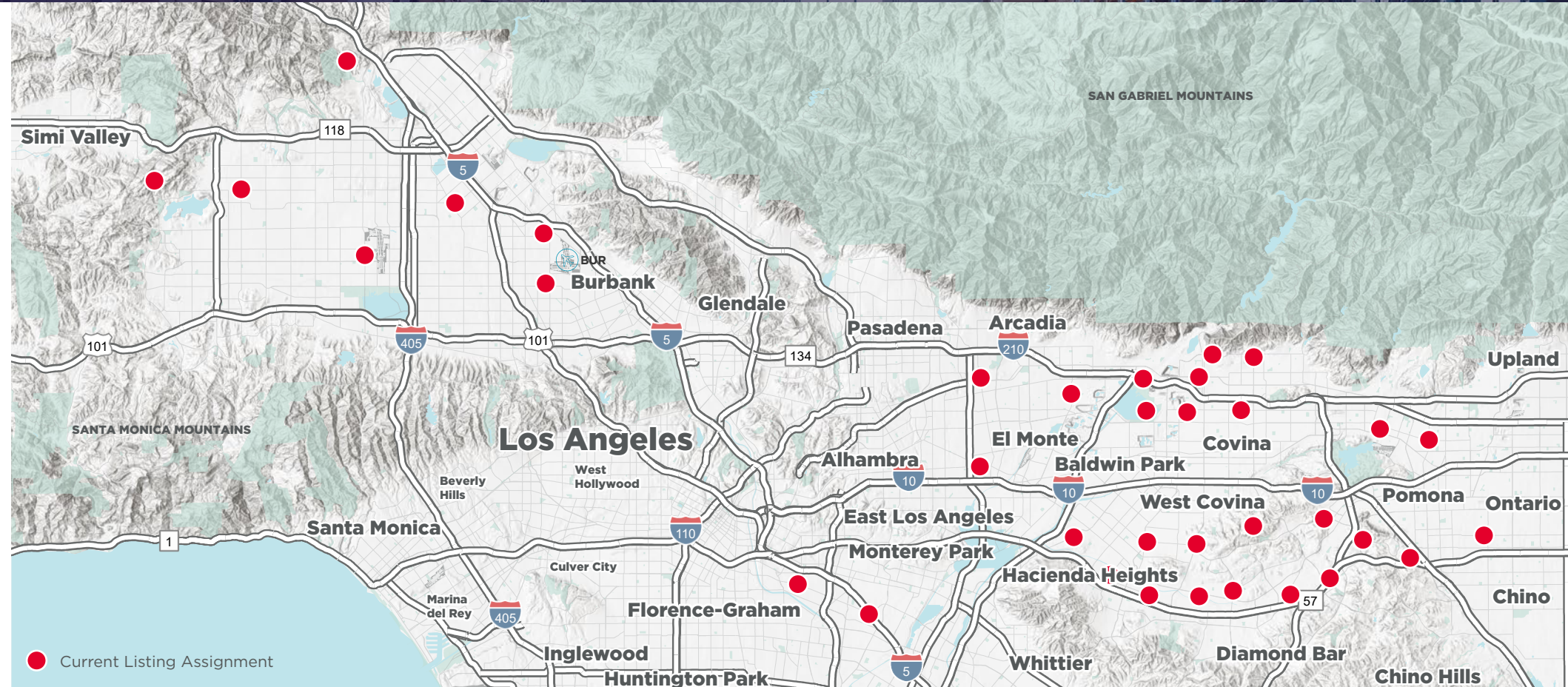
San Fernando Valley | Central Los Angeles | San Gabriel Valley

We represent over **10 million square feet** of Class A industrial space across the San Gabriel Valley, Central LA and San Fernando Valley submarkets on behalf of institutional owners.

Whether it's marketing large blocks of 100,000+ SF or driving activity in multi-tenant business parks, we emphasize location, building specs, and creative campaigns that capture tenant demand.

Our landlord clients trust us to deliver strong deal terms, protect asset value, and work tirelessly to secure quality tenants.

- **Tenant Sourcing:** Mix of brokerage relationships, digital marketing and direct outreach.
- **Client Priorities:** Strong deal terms, relentless effort and hard work.
- **Current Challenge:** Slower tenant demand.
- **Response Strategy:** Creative marketing and aggressively chasing every tenant requirement.
- **Current Market Activity:** More traction in large blocks vs. multi-tenant.



TRUSTED BY INSTITUTIONAL PROPERTY OWNERS



Track Record

26313 GOLDEN VALLEY ROAD SANTA CLARITA, CA

PROPERTY DESCRIPTION

12.85-Acre Infill Industrial Development Site

REAL ESTATE TYPE

Industrial Land

SERVICES

- Industrial Land Disposition
- Warehouse Leasing Services
- Capital Markets Sale



PROJECT OVERVIEW

When one of the last remaining large-scale infill industrial land sites in North Los Angeles became available, Cushman & Wakefield was exclusively retained to maximize value. This was not a passive listing. It was a targeted capital markets strategy. In a market defined by historic supply constraints, well-located industrial land is received well by investors, if it's marketed correctly.

SOLUTIONS

We didn't simply sell dirt. We delivered:

- Conceptual site plans illustrating build potential
- Infrastructure cost analysis to support underwriting
- Institutional-grade marketing materials
- Targeted capital markets outreach
- Competitive bid management
- The result was increased buyer participation and upward pricing pressure for the seller.

RESULTS

- C&W sold the 12.85 acre site to Pacific Industrial.
- Our team helped Pacific entitle the site for the development of a 172,843 SF, 32' clear warehouse.
- During construction, we found a tenant to pre-lease the property for seven years.
- Once leased, C&W sold the brand new building to Clarion Partners.



ADDITIONAL EXPERIENCE

CANYON COMMERCE PARK



Location: Azusa, CA
Client: Alere Property Group LLC
Size: 458,581 SF (7 buildings) on 23.4 acres
Services Provided: Land Disposition, Agency Leasing

280 W BONITA AVENUE



Location: Pomona, CA
Client: Rexford Industrial
Size: 363,359 SF (2 buildings) on 16.4 acres
Services Provided: Capital Markets Disposition, Agency Leasing

CHELI DISTRIBUTION CENTER



Location: Bell, CA
Client: L&B Realty
Size: 1.2M SF (11 buildings) on 25 acres
Services Provided: Property Management, Agency Leasing

Team's Occupier Clients



Why Cushman & Wakefield

IN-HOUSE PARTNERSHIPS: DEDICATED MARKETING & RESEARCH

An extension of our leasing team, the Property Marketing Center of Excellence (COE) is a full-service, in-house creative team comprised of subject matter experts who live and breathe commercial real estate. They deliver boutique-like services that extend beyond traditional graphic design, at no additional cost, specializing in the development of creative property marketing, brand positioning, and multi-faceted marketing plans and campaigns that drive strategic leasing.



Our Insight, Your Advantage

Our local research team helps our clients make highly informed real estate decisions by providing quarterly reports and insights, as well as real-time data.

Capabilities include:

- CRE Fundamental Tracking
- Development Analysis
- Competitive Set
- Forecasting
- Market Overview



BY THE NUMBERS

350
OFFICES (approx.)

60
COUNTRIES (approx.)

6.5B
SF MANAGED

53,000
EMPLOYEES (approx.)

\$10.3B*
*2025 REVENUE USD

CORE SERVICES



AGENCY LEASING



ASSET SERVICES



CAPITAL MARKETS



FACILITY SERVICES



GLOBAL OCCUPIER SERVICES



INVESTMENT & ASSET MANAGEMENT



PROJECT & DEVELOPMENT SERVICES



TENANT REPRESENTATION



VALUATION & ADVISORY

INDUSTRIES & SPECIALTIES

- 3PL
- Airports & Aerospace
- Automotive & Mobility
- Build-to-Suit
- Data Centers
- E-Commerce
- Education
- Energy (Oil & Gas)
- Financial Services
- Flexible Workplace
- Food & Beverage
- Government
- Healthcare
- Hospitality
- Land
- Legal Services
- Life Sciences
- Logistics & Industrial
- Multifamily
- Net Lease Investment

- Not-for-Profit
- Office
- Ports & Intermodal
- Public Sector
- Rail
- Retail
- Sports & Entertainment
- Supply Chain & Logistics
- Technology



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Our Team's Advantage

Because we sit on both sides of the table, we understand occupier drivers and landlord priorities better than anyone. This dual perspective allows us to anticipate market shifts, match the right occupiers with the right assets, and deliver results that maximize value for every client we serve.

Contact Us

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