

FOR LEASE OR SALE | VALUE-ADD | URBAN INFILL | ±71,272 SF INDUSTRIAL

SINGLE TENANT VALUE-ADD | PHOENIX-MESA MSA | 260 S. HIBBERT ST



SUPERIOR VALUE-ADD
HIGH IRR URBAN
INFILL INDUSTRIAL
REDEVELOPMENT
OPPORTUNITY

TOP-5 US INDUSTRIAL
CRE MARKET W/ HIGH
BARRIER TO ENTRY

PRIOR COORS
DISTRIBUTION, TILT
WALL CONSTRUCTION
COLD STORAGE
CAPABLE FACILITY

3 O/H GRADE
DOCK-HIGH DOORS
W/ PIT LEVELERS &
600A POWER & 18'
CLEAR CEILINGS

JUST \$155/PSF

\$230-\$250+ PSF MESA
IMM. MARKET TRENDS



DWG CAPITAL GROUP
INVESTMENT SALES.
CAPITAL MARKETS.
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±71,272 SF
BUILDING



±1.90 AC
LAND AREA



1959/2025
YEAR BUILT/RENO



12-MONTH NET
ABSORPTION AS OF Q2
2024 5,871,000 SF



ANNUAL RENT GROWTH
Q1 2023 | 15.8%



AVG MARKET CAP RATE
6.2% AS OF Q3 2024



VACANCY RATES
Q4 2023 | 4.3%

260 S. HIBBERT, MESA, AZ



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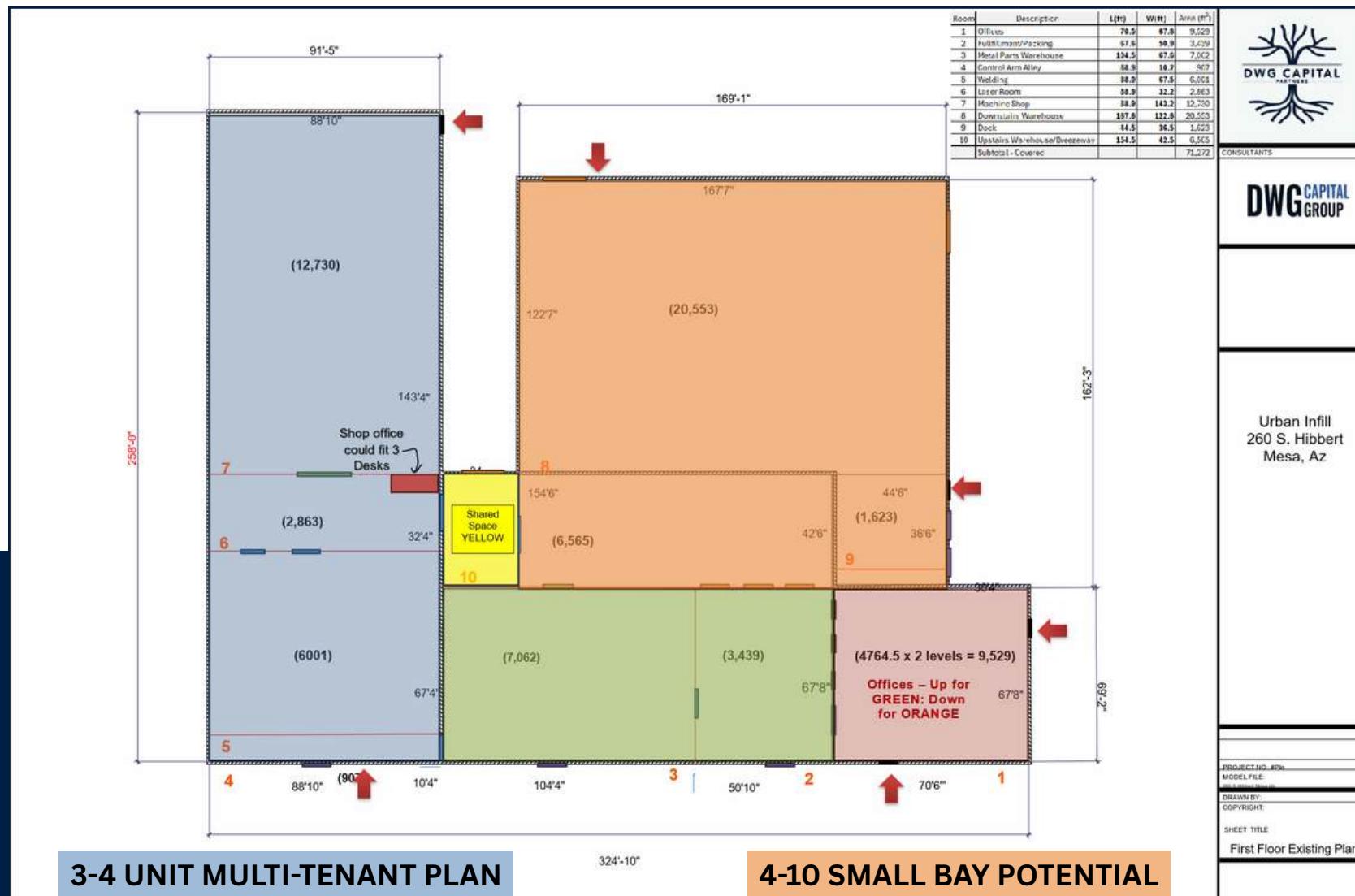
MEG MARAN

Director of Marketing

MIKE PAYTONJIAN

Operations, Client Services

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PROFORMA PLAN:

1. Stabilize as a single-tenant asset already 90 % turned and market-ready, capturing prevailing area rents of \$12.50–\$14/SF NNN after all heavy lifting has been completed.
2. Execute a multi-tenant strategy targeting \$15–\$18/SF NNN small bay NNN rents with an \$18M proforma.

or

HIGH-POWER CAPACITY & RECENT PROPERTY/PARKING UPGRADES

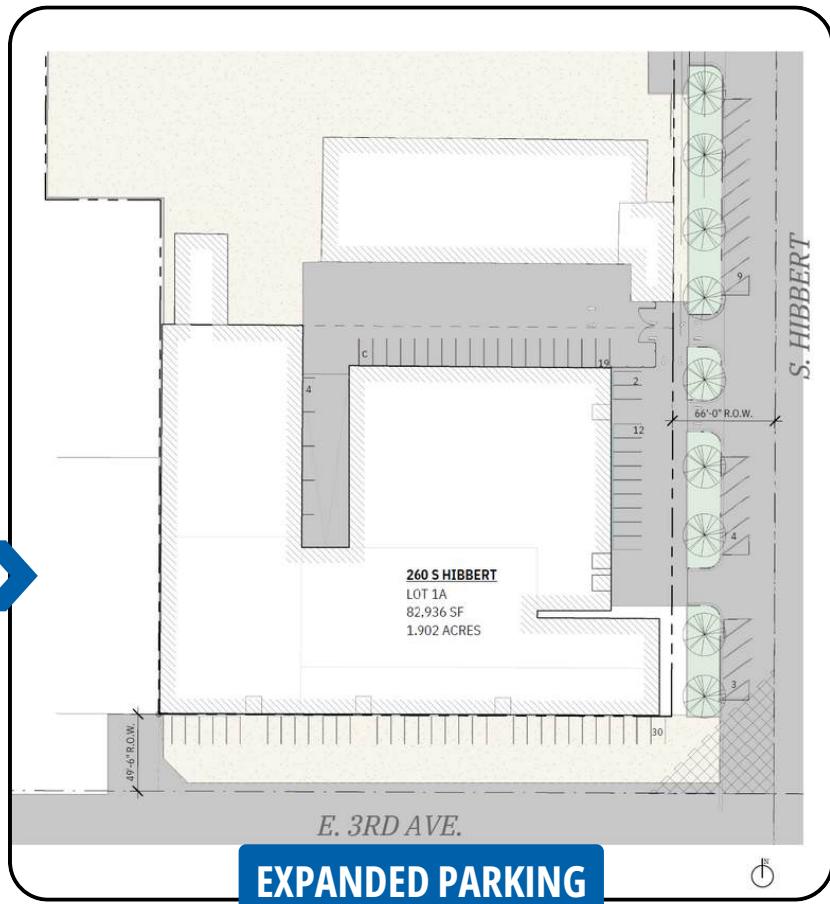
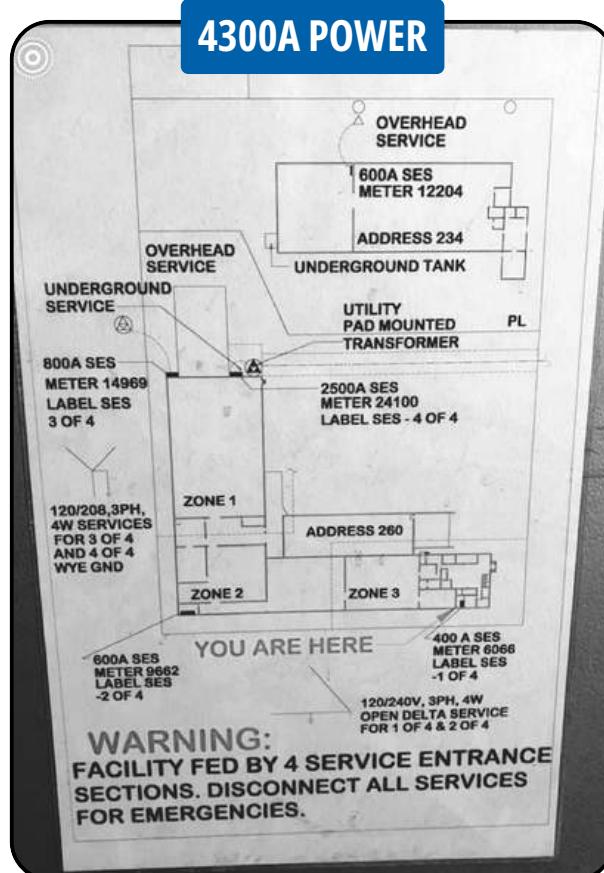
Prelude

The facility is powered by four service entrance sections, with multiple electrical service configurations:

- 1000A, 120/240V, 3-Phase, 4-Wire Open Delta Service
- 3300A, 120/208V, 3-Phase, 4-Wire Service

Additional Details from the Site Map:

- The property has **both overhead and underground electrical services**.
- Power is distributed through **multiple SES meters**, including **600A, 800A, and 2500A** service sections.
- The utility pad-mounted transformer plays a key role in the facility's electrical distribution.
- The facility includes **multiple zones**, with designated addresses (234 and 260) and metering points.
- A **fiber optic line** was installed in front of the building last year and can be pulled into the facility. A quote was previously obtained for this installation.



Parking

SCHEME: MAX PARKING

On street:	16 Stalls
Standard:	41 Stalls
Compact:	19 Stalls
Parallel:	<u>04 Stalls</u>
	80 Stalls total

EXPANDED PARKING

EXECUTIVE SUMMARY

DWG Capital Group, as the exclusive advisor, is pleased to present a new off-market acquisition opportunity: **260 S. Hibbert, Mesa, Arizona**. This **71,272-square-foot tilt-wall industrial asset** is situated in one of the fastest-growing submarkets of the Phoenix MSA. The Mesa area is burgeoning with development, surrounded by new projects, and features **nearly non-existent urban infill inventory for industrial spaces between 50,000-150,000 square feet**.

The property will be delivered vacant, offering a **compelling value-add opportunity through repositioning and leasing at market rents of \$13-\$15/SF NNN for a single tenant, or \$15-\$19 for a small bay conversion**. With an **attractive acquisition basis of \$155 per square foot**, this project is strategically positioned to capitalize on strong tenant demand and the scarcity of comparable inventory in the urban core. By securing a new tenant and executing the necessary repositioning, **a sophisticated investor can unlock substantial value and achieve attractive, high-IRR returns within a shorter timeframe of 6-18 months** through this highly marketable industrial redevelopment.

KEY FEATURES

- Prime Urban Infill Location:** Nestled near ASU and the Broadway Corridor, this site benefits from adjacent high-value redevelopment activity and robust tenant demand.
- Infrastructure:** Featuring multiple loading docks, superior power infrastructure, and 30 parking spaces, the property is highly flexible for diverse industrial tenants.
- Value Creation Opportunity:** Delivered vacant for white-boxing, unlocking long-term tenant opportunities at premium rents.

THE PROPERTY

The property is a free-standing manufacturing and distribution facility comprises **approximately 71,272 square feet** of space, 3 external docks, a 18-20-foot+ ceiling height and 3 external levelators. The property **sits on approximately 1.90 acres of land** and is located within a downtown Mesa. Notably, this structure contains **potential cold storage** if ever re-tenanted with approximately **60% of the building also being temperature controlled and insulated**.

THE LOCATION

Mesa, AZ in the Phoenix MSA offers a prime location in an up and coming area with a path of significant gentrification and progress. Offering easy access to highways US-60, Loop 101, and Loop 202, the 1.90-acre property is located north of Broadway Road near prominent businesses. The Phoenix MSA is a top 5 industrial market with exceptional stability via its low vacancy rates, double-digit rent growth and inherent appreciation.

THE MARKET

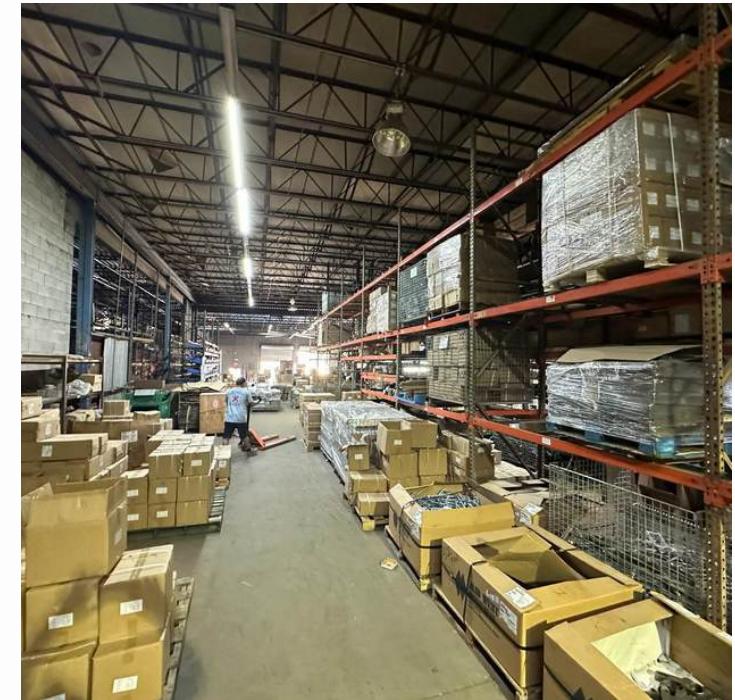
Located in the thriving East Valley region, Mesa's industrial submarket has experienced a **±15.8% increase in rents over the past 12 months**. Cap rates in the immediate area average between **±5.85% and 6.25%**, presenting a rare, high-yielding investment opportunity supported by superior market fundamentals.

ASSET OVERVIEW	
ADDRESS	260 S Hibbert St.
CITY + STATE	Phoenix, AZ 85210
YEAR BUILT	1959
PROPERTY TYPE	Warehouse/Manufacturing
BUILDING SIZE	±71,272
LOT AREA	±1.90 AC
CLEAR HEIGHTS	15' - 25'
DRIVE-IN DOORS	2
LEVELATORS	3 External
DOCKS	3 External
CONSTRUCTION	Masonry

* * * * *

PROFORMA VALUES

With area rents in Mesa ranging between \$13-\$15 PSF and an **average market rent of \$14.60 PSF per CoStar**, the repositioning and placement of a new lease could yield a future NOI of \$1,011,920. At a **6% cap rate**, this translates to a potential proforma value of **\$16.8M or closer to \$19M via a small bay conversion, and \$15-\$19 rents**. Additionally, market reports predict the average price per square foot within a 3-mile radius (currently at \$180 PSF) to exceed **\$225-\$250+ PSF over the next 5 years**, presenting a compelling value-add opportunity for investors.



STRUCTURE

±71,272 SF freestanding industrial building on a ±1.90-acre lot with 15'325' clear heights. Approximately 60% of the space is temperature controlled/insulated.



LOADING

3 external docks, 3 levelators, and 2 grade- level doors provide versatile loading options for various operational needs. Heavy-duty HVLS warehouse fans in renovated sections.



POWER

600A | 120/208V 3-Phase & 120/240V 3- Phase | 4W | 65K AIC power capacity supports manufacturing, distribution, or technology operations.

This 1.90-acre property benefits from its position within a thriving industrial ecosystem, combining accessibility with long-term appreciation potential in one of America's fastest-growing metropolitan areas.



PRIME LOCATION

Situated in an up-and-coming area with significant gentrification and progress underway, positioning your business for future growth.



HIGHWAY ACCESS

Easy access to major highways including US-60, Loop 101, and Loop 202, facilitating efficient transportation and logistics.



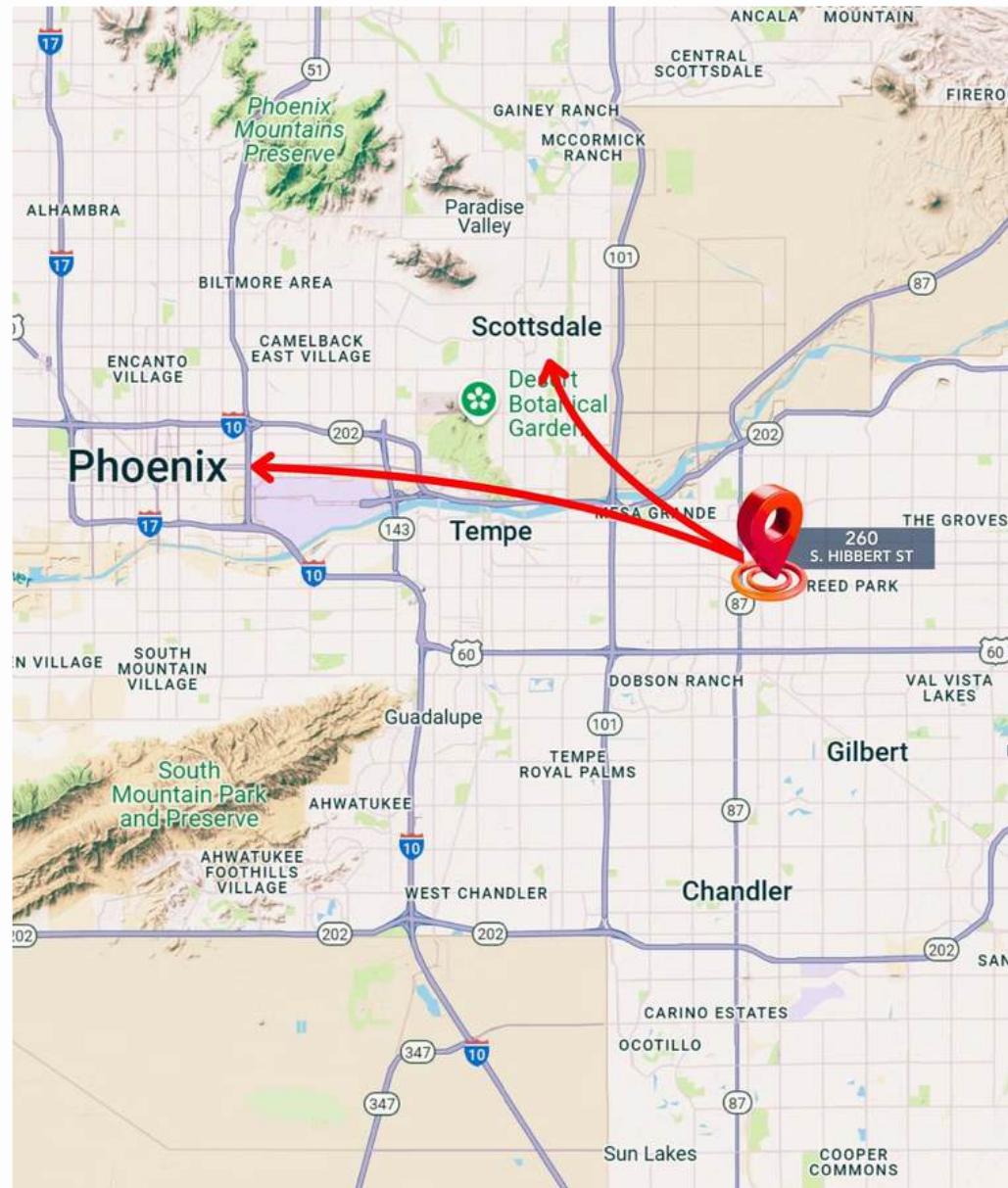
BUSINESS ENVIRONMENT

Located north of Broadway Road near prominent businesses, offering potential synergies and a established commercial context.



TOP 5 INDUSTRIAL MARKET

The Phoenix-Mesa MSA ranks as a top 5 industrial market nationally, with exceptional stability through low vacancy rates and double-digit rent growth.





THRIVING EAST VALLEY REGION

Located in the dynamic Phoenix-Mesa industrial submarket with consistent demand and limited new development over the past decade.



DECREASING VACANCY RATES

Market vacancy has plummeted from over 20% in 2010 to just 3.8% today, creating exceptional stability and investment potential.



STRONG RENT GROWTH

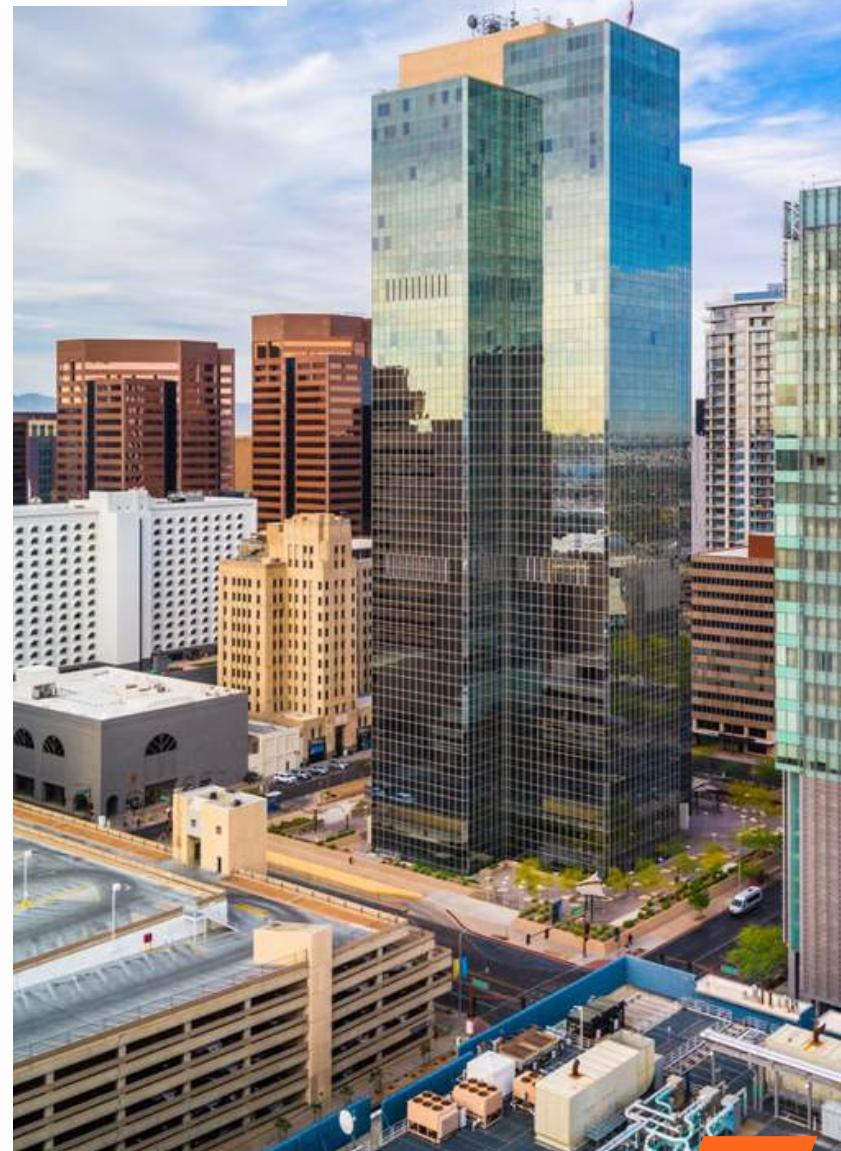
Impressive 15.8% rent growth over the past 12 months, reflecting the increasing demand for industrial space in this area.



RARE AVAILABILITY

First time on the market in over 30 years, offering a unique opportunity for distribution, manufacturing, data center, or AI-focused tenants.

The full ~72,000 SF site is available at competitive market rates, positioning tenants to capitalize on the area's growth trajectory while maintaining cost efficiency.





VERSATILE INDUSTRIAL SPACE

±71,272 SF facility suitable for manufacturing, distribution, and technology operations



CLIMATE CONTROL CAPABILITIES

60% of building is temperature controlled with insulation suitable for cold storage



EFFICIENT LOADING OPERATIONS

3 external docks, 3 levelators, and 2 drive-in door for optimal logistics handling



PRIME URBAN LOCATION

Situated on 1.90 acres in downtown Mesa with excellent transportation access

RARE URBAN INFILL

A freestanding manufacturing and distribution facility totaling $\pm 71,272$ square feet, uniquely positioned in downtown Mesa for maximum accessibility.

LOADING INFRASTRUCTURE

Equipped with 3 external docks and 3 external levelators to facilitate efficient loading and unloading operations for various transportation needs.

TEMPERATURE CONTROL

Approximately 60% of the building is temperature controlled and insulated, making it suitable for cold storage applications and climate-sensitive operations.

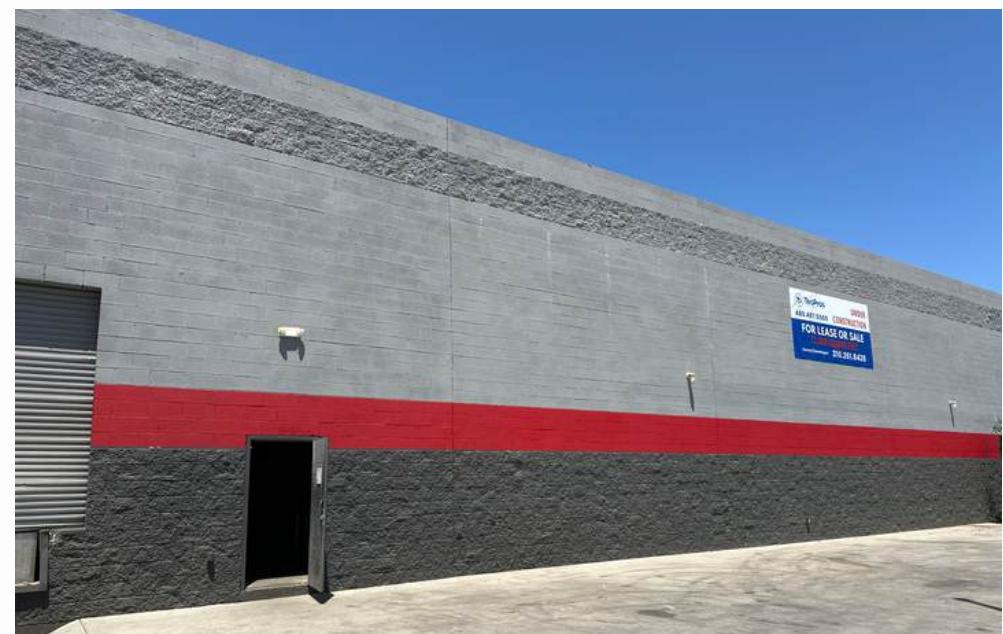
FLEXIBLE CLEAR HEIGHTS

Varying clear heights from 15' to 25' throughout the facility, providing versatility for different operational requirements and storage configurations.

The property's combination of urban location, substantial square footage, and specialized features makes it highly adaptable for various industrial applications, from traditional warehousing to technology-focused operations requiring controlled environments.







PROPERTY PHOTOS

The Property

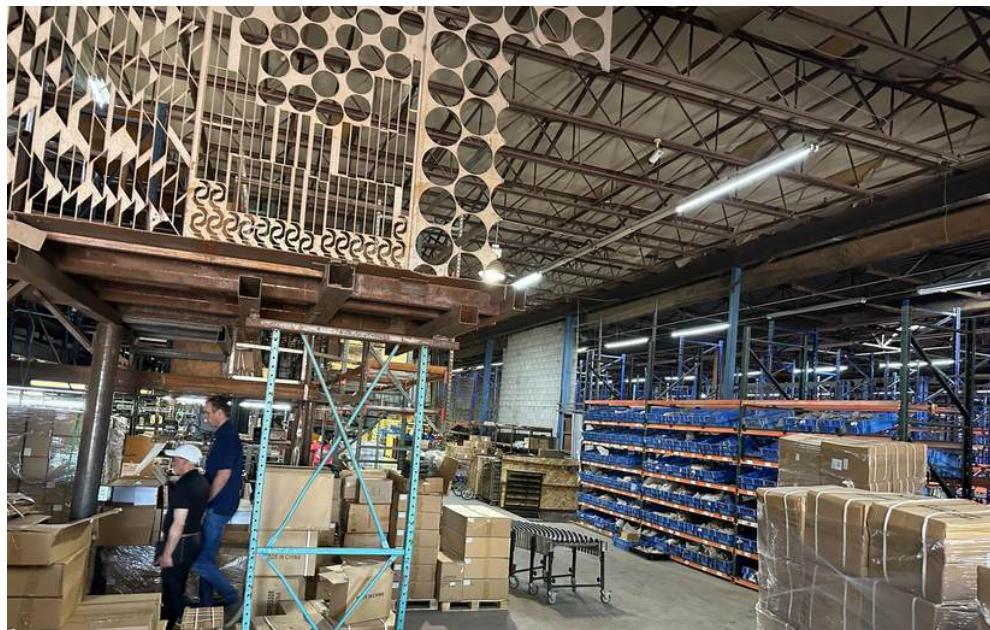


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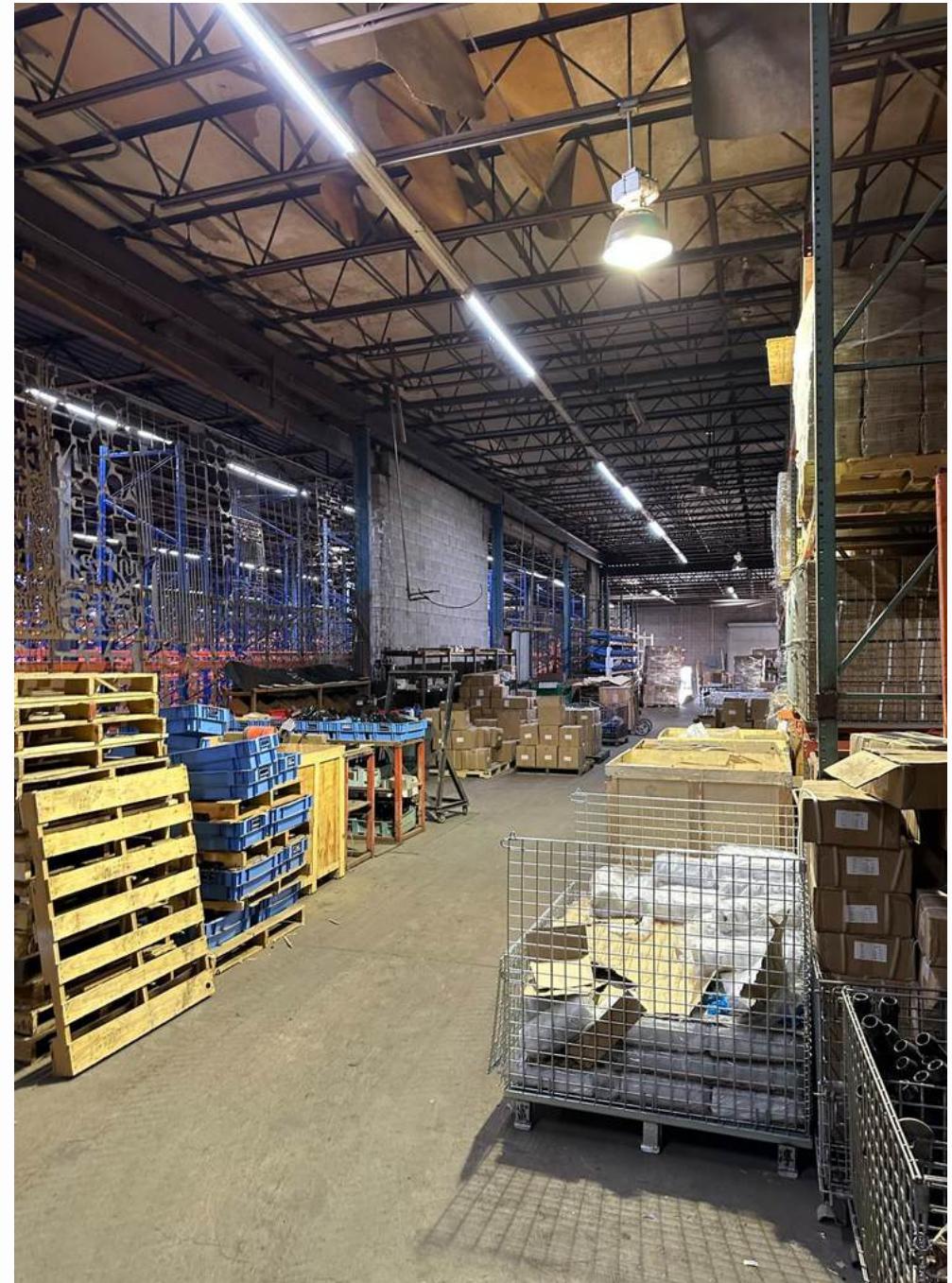
PROPERTY PHOTOS

The Property



PROPERTY PHOTOS

The Property



LIGHT MANUFACTURING

Operations requiring functional space with dock access in a central location (i.e. small bay)

E-COMMERCE

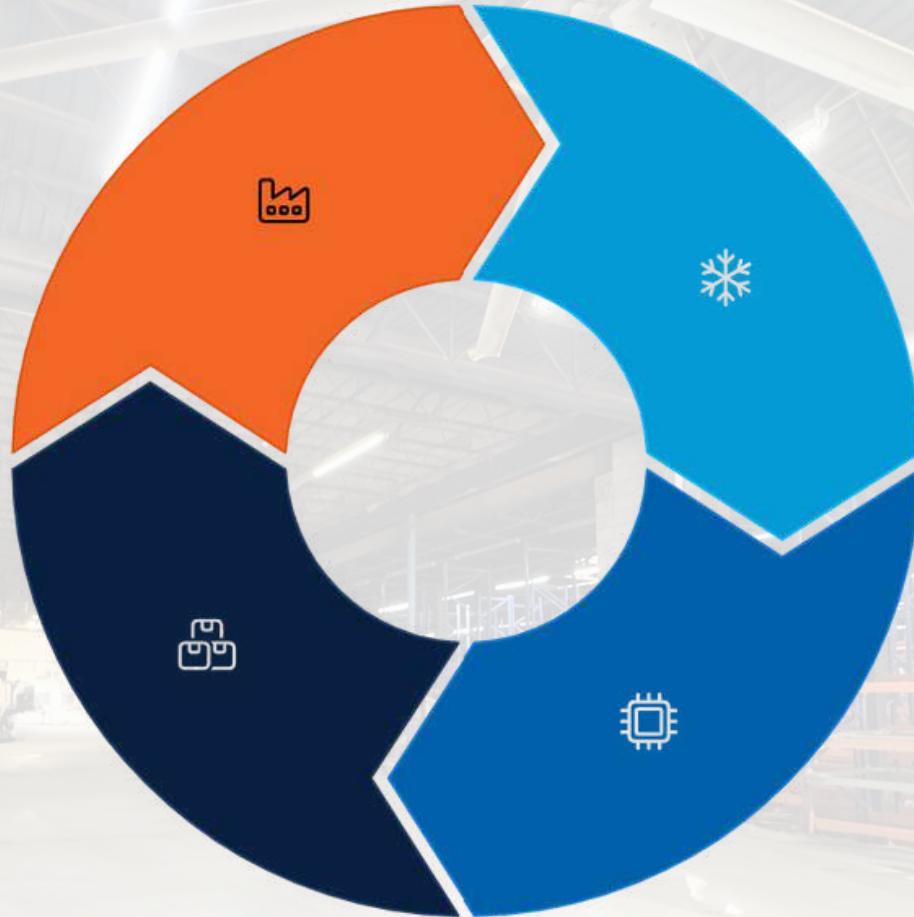
Distribution operations capitalizing on Phoenix MSA growth

COLD STORAGE

Food-grade operators needing insulated space with temperature control

AI/DATA CENTERS

Tech operations requiring power, climate control, and urban proximity



This facility is ideally suited for **mid-sized operations seeking 50,000-150,000 SF of inventory space** in a market where such options are increasingly scarce. The property's versatility accommodates various industrial applications, from traditional manufacturing and distribution to emerging technology and specialized storage needs.

The combination of **dock access, temperature control capabilities, and substantial power infrastructure** creates a flexible platform that can adapt to evolving operational requirements while maintaining a strategic position in the growing Phoenix metropolitan region.

Both leasing options provide tenants with access to the property's core benefits, including strategic location, quality construction, and specialized features. Pricing reflects current market conditions in the rapidly appreciating Phoenix-Mesa industrial submarket, offering competitive value relative to comparable properties in the area.



PURCHASE OPTION

Size: 71,272 SF

Pricing: \$11,000,000

FULL-SITE OPTION

Size: 71,272 SF

Configuration: Complete industrial facility with all amenities

Pricing: Asking market rate

Ideal for: Large-scale operations requiring maximum space and full facility control

- *Access to all loading areas*
- *Complete temperature-controlled sections*
- *Maximum operational flexibility*

HALF-SITE OPTION

Size: 36,000 SF

Configuration: Partial facility with proportional amenities

Pricing: Asking market rate

Ideal for: Mid-sized operations seeking quality industrial space in a prime location

- *Proportional access to loading facilities*
- *Partial temperature-controlled areas*
- *Cost-effective entry to premium location*



MINUTES FROM DOWNTOWN MESA

Enjoy urban amenities and services while maintaining industrial functionality



DIRECT HIGHWAY ACCESS

Immediate connections to US-60, Loop 101, and Loop 202



REGIONAL CONNECTIVITY

31 minutes to Phoenix, 22 minutes to Scottsdale



INDUSTRIAL ECOSYSTEM

Surrounded by compatible industrial and commercial developments

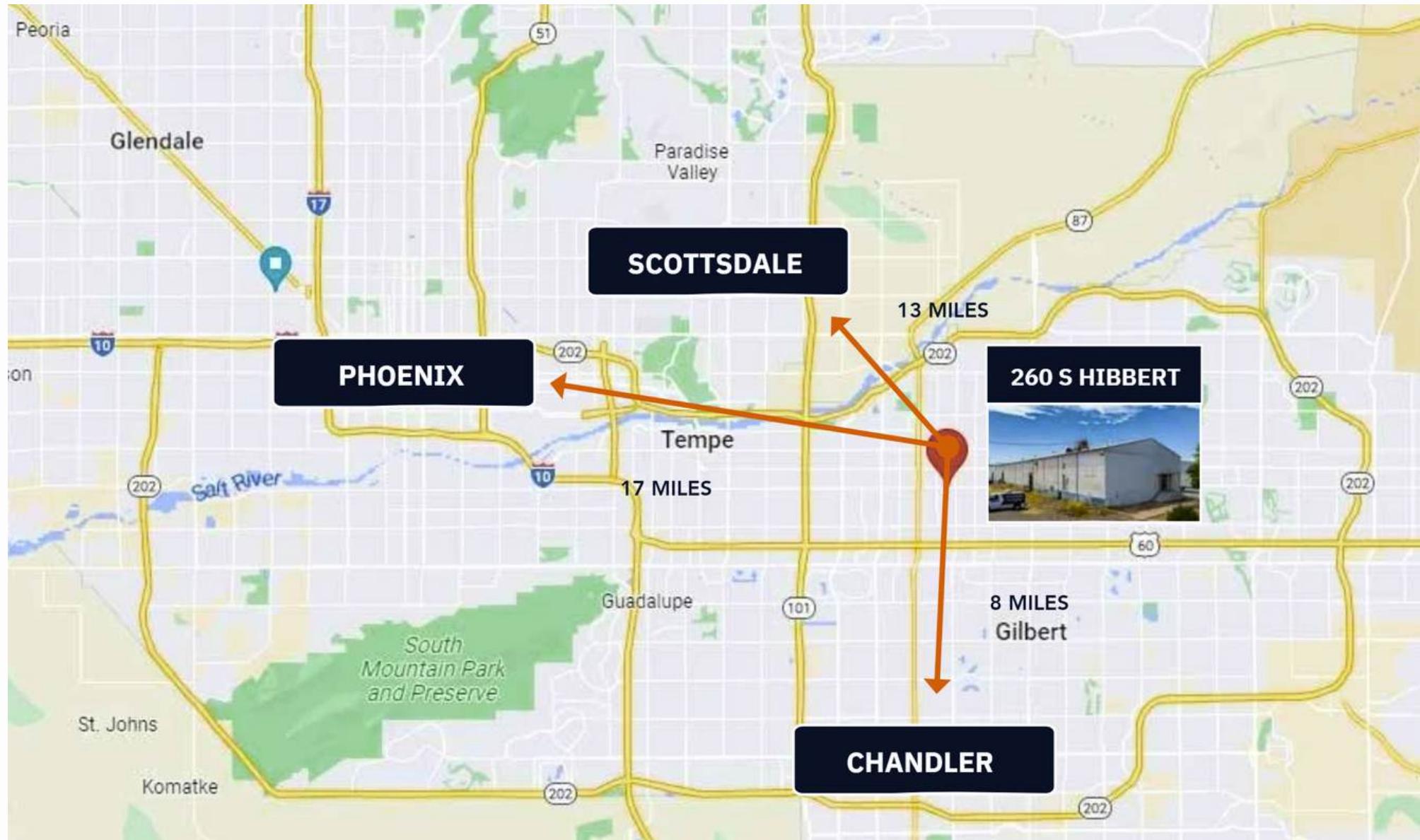
The property's central location provides strategic advantages for businesses serving the greater Phoenix metropolitan area. Its proximity to the booming East Valley submarkets, including Gilbert and Chandler, positions tenants to capitalize on the region's explosive growth in residential and commercial development.

The surrounding area features expanding retail and residential infrastructure, creating a vibrant mixed-use environment that supports workforce recruitment and retention while maintaining the industrial functionality necessary for operations.



PROXIMITY TO SURROUNDING CITIES

The Location





Phoenix ranks No. 1 among industrial markets in the U.S.

To capture the current trajectory of this sector, we ranked the country's top industrial markets after analyzing them based on key indicators

AZ Big Media | Dec 9, 2024

So far this year, stabilization has been the word for industrial real estate and industrial markets in the U.S. Considerable reshoring tailwinds are contributing to a surge in manufacturing development. And as more domestic manufacturing facilities near completion in key markets, secondary development from support operations is sure to follow.

READ MORE



This ranking includes 30 major industrial real estate markets across the U.S., based on CommercialCafe analysis of CommercialEdge and Yardi Matrix data.

CommercialCafe®

Phoenix boasted 1st place among industrial markets in Q3, totaling 70.1 points out of 100, with most of its points being derived from its accelerated industrial development.

Phoenix leads the nation in industrial growth, with 32.6 million square feet under development — an 8.7% inventory expansion — being a stand-out amid generally dropping pipelines.

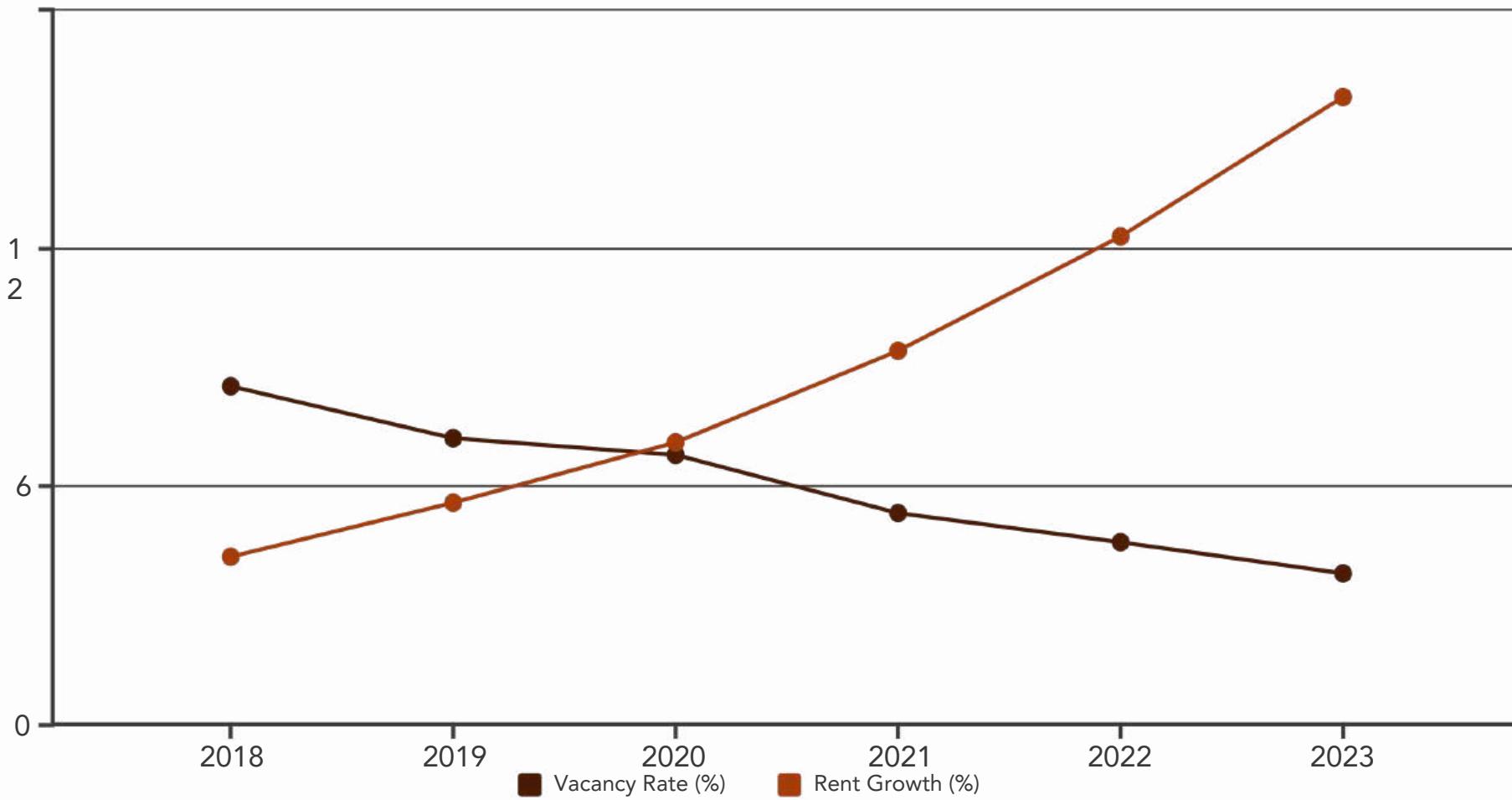
The 6 million square feet of space delivered in Q3 2024 equivalent to 1.63% of inventory places Phoenix at the top for this metric.

Phoenix's average asking rent for industrial space showed the 8th-highest year-over-year increase.

Industrial vacancy saw a 0.4% increase (from 5.6% in Q2 2024 to 5.2% in Q3 2024), Phoenix ranking 10th for this metric.

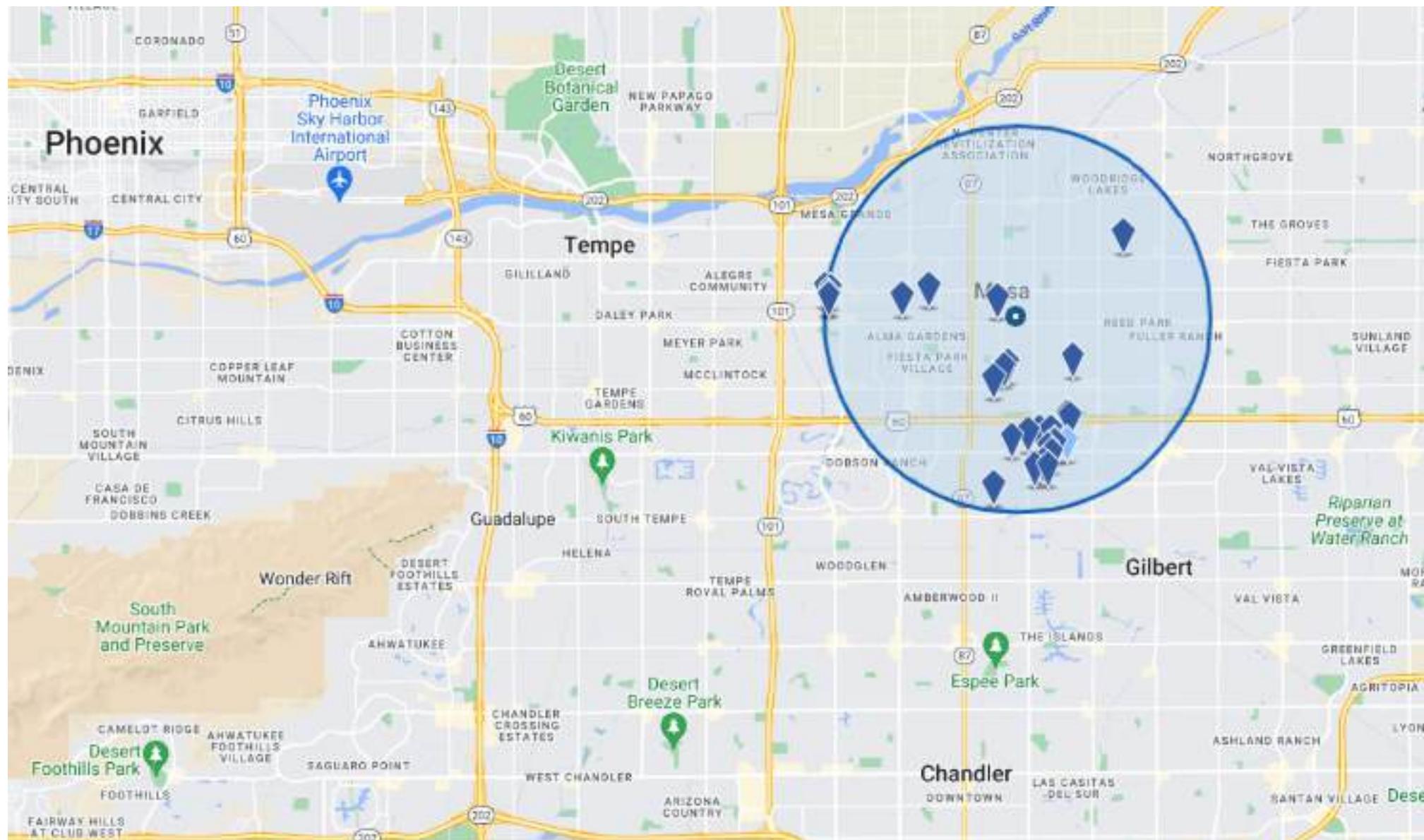
Phoenix also saw online interest in industrial space growing, with the average monthly search volume for industrial real estate keywords increasing by roughly 19% over 12 months.

DWG CAPITAL GROUP INVESTMENT SALES. CAPITAL MARKETS. DONE.



The Phoenix-Mesa MSA industrial market has demonstrated exceptional performance over recent years, emerging as a top 5 industrial market nationwide. The graph illustrates the steady decline in vacancy rates from 8.5% in 2018 to just 3.8% today, coupled with accelerating rent growth reaching 15.8% in 2023.

This market trend reflects strong fundamentals driving demand, including regional population growth, corporate relocations, manufacturing reshoring, and the expansion of e-commerce operations. Limited new development relative to absorption has created a tight market favorable to property owners and investors.



* Please note, highly limited like-kind 50K SF+ inventory in this dense urban infill Mesa submarket.

SALE COMPARABLES SURVEY

The Market (Sales Comps)

Property Address	Property City	Property State	Property Type	Building SF	Star	Sale Price	Price Per SF	Sale Date	Actual Cap Rate	Class	YB	Land AC	Market
1245 N Hobson St	Gilbert	AZ	Industrial	8,157	1 Star	\$2,775,000	340.20	7/12/2023	5.61	C	1998	1.01	Phoenix
1095 W Melody Ave	Gilbert	AZ	Industrial	21,417	3 Star	\$6,746,355	315.00			B	2025	2.17	Phoenix
1340 W San Pedro St	Gilbert	AZ	Industrial	6,500	1 Star	\$1,875,000	288.46	8/2/2024		B	1996	1.27	Phoenix
117 E Baseline Rd	Gilbert	AZ	Industrial	33,112	2 Star	\$8,800,000	265.76	12/27/2023		C	1971	7.50	Phoenix
934 E Southern Ave (Condo)	Mesa	AZ	Industrial	6,170	2 Star	\$1,600,000	259.32	9/23/2024		B	2004	1.71	Phoenix
1250 S Pima St	Mesa	AZ	Industrial	20,000	2 Star	\$5,000,000	250.00	9/25/2023		C	1981	3.40	Phoenix
1503 W San Pedro St	Gilbert	AZ	Industrial	68,790	2 Star	\$17,000,000	247.13	7/29/2024		B	1986	5.11	Phoenix
1225 N Acacia Dr	Gilbert	AZ	Industrial	9,797		\$2,380,000	242.93	11/5/2024		B	1999	0.59	Phoenix
1841 S Horne	Mesa	AZ	Industrial	11,753	2 Star	\$2,850,000	242.49	3/31/2023		C	1995	0.90	Phoenix
1416 W San Pedro St	Gilbert	AZ	Industrial	23,443	2 Star	\$5,550,000	236.74	7/27/2023		B	1998	1.50	Phoenix
1420 N Mondel Dr	Gilbert	AZ	Industrial	5,725	1 Star	\$1,350,000	235.81	3/27/2023		B	2000	0.39	Phoenix
2150 W Broadway Rd (Portfolio Sale)	Mesa	AZ	Industrial	68,175	3 Star	\$15,183,239	222.71	12/31/2024		A	2008	4.82	Phoenix
1350 N Mondel Dr	Gilbert	AZ	Industrial	7,280	3 Star	\$1,600,000	219.78	2/16/2023	5.47	B	2000	0.42	Phoenix
625 E Baseline Rd	Gilbert	AZ	Industrial	23,158	2 Star	\$5,005,000	216.12	8/16/2024		B	2004	2.00	Phoenix
1866 S Fraser Dr	Mesa	AZ	Industrial	23,925	2 Star	\$5,166,735	215.96	12/20/2024		C	1988	1.00	Phoenix
1254 W Broadway Rd	Mesa	AZ	Industrial	8,613	2 Star	\$1,850,000	214.79	11/12/2024		C	1963	0.83	Phoenix
1545 N McQueen Rd	Gilbert	AZ	Industrial	6,140	2 Star	\$1,205,000	196.25	6/2/2023	5.57	B	1987	0.38	Phoenix
55 E Southern Ave	Mesa	AZ	Industrial	5,800	1 Star	\$1,135,000	195.69	10/2/2023		C	1986	0.30	Phoenix
2160 W Broadway Rd (Portfolio Sale)	Mesa	AZ	Industrial	106,126	4 Star	\$20,019,431	188.64	12/31/2024		A	2008	6.79	Phoenix
2140 W Broadway Rd (Portfolio Sale)	Mesa	AZ	Industrial	47,045	3 Star	\$8,731,837	185.61	12/31/2024		A	2008	3.51	Phoenix
481 E Baseline Rd (Portfolio Sale)	Gilbert	AZ	Industrial	25,220	3 Star	\$4,618,280	183.12	10/6/2023	6.87	B	2020	2.64	Phoenix
2166 W Broadway Rd (Portfolio Sale)	Mesa	AZ	Industrial	88,553	4 Star	\$16,021,481	180.93	12/31/2024		A	2007	5.20	Phoenix
33 W Broadway Rd	Mesa	AZ	Industrial	24,555	2 Star	\$4,350,000	177.15	12/12/2024		B	1967	1.87	Phoenix
1455 E University Dr	Mesa	AZ	Industrial	9,559	2 Star	\$1,660,000	173.66	1/23/2024		C	1983	0.47	Phoenix
930 W Birchwood Ave (Portfolio Sale)	Mesa	AZ	Industrial	7,204	2 Star	\$1,229,329	170.65	4/5/2024		B	1984	0.40	Phoenix
50 W Hoover Ave	Mesa	AZ	Industrial	8,000	2 Star	\$1,350,000	168.75	8/12/2024		C	1985	0.55	Phoenix
955 N Fiesta Blvd (Portfolio Sale)	Gilbert	AZ	Industrial	108,212	4 Star	\$17,013,623	157.22	2/6/2024		A	1988	7.49	Phoenix



LEASE COMPARABLES

The Market (Lease Comps)

	Sign Date	Start Date	Address	City	SF Leased	Rent/SF/Yr	Services	Use	Lease Type	Term	Exp Date	Tenant
<input type="checkbox"/>	Aug 2024	Jan 2025	360 S Smith Rd	Tempe	96,407	\$19.80	NNN	Industrial	Direct			Branded Bills
<input type="checkbox"/>	Apr 2024	May 2024	318 S Dobson Rd	Mesa	12,712	\$16.20	NNN	Industrial	Direct			
<input type="checkbox"/>	Mar 2024	Apr 2024	1309 N Leland Ct	Gilbert	15,455	\$15.60	IG	Industrial	Direct			
<input type="checkbox"/>	Mar 2023	Apr 2023	1191 N Fiesta Blvd	Gilbert	15,060	\$15.24	NNN	Industrial	Direct	3 yrs	Mar 2026	Greenway Custom Crat
<input type="checkbox"/>	Aug 2023	Oct 2023	733 W Main St	Mesa	12,000	\$15.00	IG	Industrial	Direct			Goldies Motors
<input type="checkbox"/>	Mar 2023	Apr 2023	634 E Baseline Rd	Mesa	13,081	\$15.00	NNN	Industrial	Direct			
<input type="checkbox"/>	Dec 2022	Jan 2023	515 S Drew St	Mesa	23,000	\$15.00		Industrial	Direct	5 yrs	Jan 2028	
<input type="checkbox"/>	Oct 2021	Oct 2021	1920 E University Dr	Tempe	14,658	\$15.00	NNN	Industrial	Direct			
<input type="checkbox"/>	Jun 2023	Jul 2023	1938 E Broadway Rd	Tempe	13,500	\$14.40	NNN	Industrial	Direct	5 yrs	Jun 2028	Hardy Vehicle Designs
<input type="checkbox"/>	May 2022	Jul 2022	1401 S Siesta Ln	Tempe	25,087	\$14.15	NNN	Industrial	Direct	5 yrs 1 mo	Aug 2027	OBI Conquer
<input type="checkbox"/>	May 2023	Aug 2023	2050 E Cedar St	Tempe	20,055	\$13.80	NNN	Industrial	Direct	3 yrs	Jul 2026	Case Office Furniture
<input type="checkbox"/>	May 2023	Aug 2023	2062 E Cedar St	Tempe	19,737	\$13.80	NNN	Industrial	Direct	3 yrs	Jul 2026	Case Office Furniture
<input type="checkbox"/>	Dec 2022	Jan 2023	2546 W Birchwood Ave	Mesa	42,101	\$13.80	NNN	Industrial	Direct			
<input type="checkbox"/>	Apr 2022	May 2022	555 W 2nd Ave	Mesa	10,000	\$13.80	MG	Industrial	Direct			
<input type="checkbox"/>	Mar 2022	May 2022	555 W 2nd Ave	Mesa	10,000	\$13.80	MG	Industrial	Direct			
<input type="checkbox"/>	Jul 2022	Sep 2022	1503 W San Pedro St	Gilbert	68,790	\$12.81	NNN	Industrial	Direct	5 yrs 2 mos	Nov 2027	Skytower Aviation Servi
<input type="checkbox"/>	Aug 2024	Sep 2024	634 E Baseline Rd	Mesa	20,944	\$12.60	NNN	Industrial	Sublease		Dec 2027	AHF Products
<input type="checkbox"/>	Nov 2022	Dec 2022	751 N Country Club Dr	Mesa	21,300	\$12.60		Industrial	Direct	3 yrs	Dec 2025	
<input type="checkbox"/>	Nov 2024	Dec 2024	1255 S Pasadena St	Mesa	36,344	\$12.00	IG	Industrial	Direct			





INVESTMENT SALES.
CAPITAL MARKETS.
DONE.

CAPITAL MARKETS

COMMERCIAL REAL ESTATE / INVESTMENT SALES AND CAPITAL MARKETS
ADVISORY

OUR FIRM: DWG Capital Group is a fully integrated commercial real estate advisory and capital markets platform of services for owners and users of real estate from ranging from private local owners to prominent multinational corporations and institutional investors. Headquartered in Los Angeles, DWG Capital Group's seasoned strategic relationship platform of 11 seasoned CRE veterans enables our team to effectively serve the property requirements of ALL our Owners, Investors, Developers, Private Equity Groups and Lenders from California to across the US. Regardless of how seasoned our clients are at selling, buying or joint venturing commercial real estate can be a monumental endeavor. DWG Capital Group ensures every client gets the professional, intelligent service they deserve coupled with a strong, seasoned advisory **based on what matters most: Our clients per transaction highest yield outcome coupled with a comprehensive overall real estate portfolio advisory focused on our client's overall long term security.** As a highly seasoned group of Capital Markets Advisors and Brokers who are also active Developers and Investors ourselves, DWG Capital Group brings decades of both sophisticated institutional and personal experience to every assignment **with same care as if it was our very own real estate endeavor.**

A DYNAMIC FINANCIAL SERVICES PLATFORM

Through our financial platform, clients have access to solutions that seamlessly support their real estate and business objectives.

Investment Sales, Capital Markets. DONE.

OUR TEAM:

DWG Capital Group's team was formed and now led by Judd Dunning, (former NGKF Capital Group / ARA Managing Director) who launched DWG Capital Group in order to combines the very best of his DWG brokers highly seasoned capital market and investment sale expertise and many decades of extensive hands-on commercial real estate advisory experience to ensure that all our DWG clients receive and are assisted to execute only the highest and best real estate portfolio strategies possible.

DWG Capital Group is a client driven firm that executes a wide range of assignments from larger, institutional investment sales and debt / equity placements to local private middle market sales. **Judd Dunning** and all **DWG Capital Group Team Members:** DWG was originally formed by 10 former Top-5 institutional CRE firm brokers. Now independent and within DWG collectively bringing the very same high service standard, same national network of seasoned middle market and institutional clients, the same vast database of national buyers/sellers, the same debt and private equity and the same superior and sophisticated *Client-Centric Capital Markets and Investment Sales Advisory* to our clients we always have these last 20 years but doing so with even greater individual attention.

NATIONWIDE REAL ESTATE SERVICES



INVESTMENT SALES.
CAPITAL MARKETS.
DONE.



15,000+
UNITS
SOLD



\$1B CLOSED
PAST 24
MONTHS



LABJ CRE
GOLD AWARD
WINNER



COSTAR
POWER
BROKER

CONSULTATION

Free professional consultation and property valuation to assess your real estate needs and opportunities.

TRANSACTION EXECUTION

Expert guidance through the entire transaction process with 20+ years of nationwide experience.



STRATEGY DEVELOPMENT

Customized strategy for buying, selling, or leasing nationwide with focus on wealth expansion.

PORTFOLIO OPTIMIZATION

Ongoing support and consulting for continuing property management and investment growth.

DWG Capital Group offers comprehensive real estate services across multiple asset classes including Industrial, Office, Retail and Multifamily properties nationwide. With over two decades of experience, our team provides expert guidance for property acquisitions, dispositions, leasing, and development site opportunities.

CONTACT US today for a complimentary consultation and valuation to discuss your real estate requirements, financing needs, tenancy specifications, and comprehensive wealth expansion strategies.



A WINNING COMBINATION OF EXPERTISE



JUDD DUNNING PRESIDENT | BROKER

"Industrial investing isn't just about acquiring assets—it's about securing strategic footholds in markets where demand outpaces supply. At DWG Capital Group, we focus on intelligent acquisitions, credit enhancement, and value creation to deliver strong, risk-adjusted returns in every market cycle."

Judd Dunning is a distinguished third-generation real estate executive with two decades of experience in institutional commercial real estate. As President of DWG Capital Group and DWG Capital Partners, he brings a wealth of national expertise in orchestrating institutional investment sales and capital markets transactions following years as a top producer of Newmark/ARA and founding member of Newmark Capital Markets in West Los Angeles. Leveraging his extensive network and deep market knowledge, Dunning employs a strategic NNN industrial sale-leaseback approach through DWG Capital Partners, successfully navigating market complexities to deliver superior outcomes.

Under Dunning's leadership, DWG Capital Group has achieved significant milestones, closing over \$2 billion in investment sales and debt/equity placements. Dunning's client roster includes prominent institutions, funds, and private companies. His expertise extends across various asset classes, including retail, office spaces, industrial facilities, apartment complexes, and development projects.

Awards and Recognitions

Judd Dunning has received numerous accolades for his contributions to the real estate industry. He was the recipient of the 2022 Los Angeles Business Journal "Community Impact Deal of the Year" Gold Award, and a nominee for Broker Executive of the Year. In 2021, he was honored with the CoStar Power Broker award.

Notable Transactions

With a proven track record in capital markets advisory and a history of transactions across 40 states, Mr. Dunning has orchestrated significant deals, including a \$165 million transaction involving a Sony Animation NNN single-tenant S&P-rated A credit office portfolio in West Los Angeles and a \$130 million deal for a Class A retail property.

DWG Capital Partners and DWG Capital Group continue to excel in providing exceptional service to its investment partners and clients, solidifying their reputation among the premier CRE firms in the nation.



HUGH GEHRKE SENIOR VP OF INVESTMENT SALES

Hugh Gehrke is a dedicated real estate professional who takes pride in providing a caliber of personalized service that has earned him a loyal following of repeat and referral clients that continues to grow.

If you are in the Luxury Real Estate Market or Multifamily Investment space around Los Angeles County, Hugh is the person to help. Working across a multitude of asset classes, Hugh and his team have worked on a variety of transactions across all asset classes.

Hugh has a background as a mortgage broker for Platinum Capital that greatly benefits his clientele. He holds a degree in economics from the University of Illinois and continues to hone his knowledge through continuing education classes related to both real estate sales and finance.



DUGAN KELLEY LEGAL COUNSEL

Dugan P. Kelley is counsel at DWG Capital Partners and Co-founder of Kelley | Clarke, PC, offering large firm expertise locally. He

specializes in real estate transactions, including commercial loan closings, equity capital raises, and joint ventures. Kelley advises on entity formation, risk assessment, and provides comprehensive commercial real estate services. Recognized as a "Super Lawyer Rising Star" from 2008-2016, he upholds high legal standards in all documents and services, contributing to the success of DWG Capital Partners and its clients.

Investment Sales, Capital Markets. DONE.

THE TEAM

**ROBERT BIANCHI**
CONTROLLER & CREDIT RISK SPECIALIST

With over 40 years of financial expertise, Robert A. Bianchi, CPA leads California CPA Group while overseeing DWG's financial operations, cost segregation strategies, and credit risk analysis. A University of San Francisco graduate, Robert began his career at Grant Thornton before co-founding a multi-state oil and gas exploration company, which he successfully scaled and sold to a public firm. Later, as a founding partner at Bianchi, Kasavan & Pope, LLP, he built a reputation for managing complex financial structures and delivering results.

At DWG, Robert applies his deep expertise in business development, finance, and taxation across key industries, including technology, real estate, and healthcare. He excels in leveraging IT and automation to drive operational efficiency and cost savings while crafting detailed tax strategies that enhance investment yields. Additionally, he plays a critical role in evaluating financials and supporting property management as DWG's controller.

**MEG MARAN**
DIRECTOR OF MARKETING

Meg Maran is a seasoned marketing professional with expertise in branding, investor engagement, and real estate-focused campaigns. Before joining DWG, Meg spearheaded successful campaigns for several leading firms, and her dedication to high-quality design, targeted messaging, and investor engagement ensures DWG's visibility remains strong. Meg's work continues to position DWG as a leader in real estate investments, fostering meaningful connections with its investor network. Ever the creative, Meg is also the host of the podcast, "We Need Ice," which explores the 1973 Doxol explosion in Kingman, Arizona.

**SERGEI MOCHTCHENKOV**
CRF FINANCIAL ANALYST

Sergei Mochtchenkov, DWG Capital Partners' exclusive analyst, leverages his deep expertise in financial modeling and data analytics as a CFA Charter holder. He specializes in using advanced tools like R, Python, SQL, and PowerBI to ensure precise modeling and analysis of DWGCP's transactions. His work underpins the success of the firm and its clients.

**MIKE PAYTONJIAN**
OPERATIONS & MARKETING

Mike Paytonjian brings a diverse professional background and a strong foundation in relationship-driven industries to the DWG team. A Texas native, Mike is a graduate of both the undergraduate and master's programs at Texas Tech University. He has worked with high-level clients—including VIP athletes and healthcare professionals—delivering strategic communication and organizational efficiency solutions.

**ANDRES ALARCON**
INFORMATION TECHNOLOGY

Andres Alarcon, DWG's in-house IT & Communications Expert, has had years of institutional experience creating and managing systems for teams to organize their inbound and outbound communications.

Investment Sales, Capital Markets. DONE.

OFFERING AND CONDITIONS

DWG Capital Group is a licensed real estate broker, (License #01520854).

This Offering Memorandum has been prepared by DWG for use by a limited number of recipients. All information contained herein has been obtained from sources other than DWG, and neither Owner nor DWG, nor their respective equity holders, officers, employees and agents make any representations or warranties, expressed or implied, as to the accuracy or completeness of the information contained herein. Further, the Offering Memorandum does not constitute a representation that no change in the business or affairs of the property or the Owner has occurred since the date of the preparation of the Offering Memorandum. All analysis and verification of the information contained in the Offering Memorandum is solely the responsibility of the recipient.

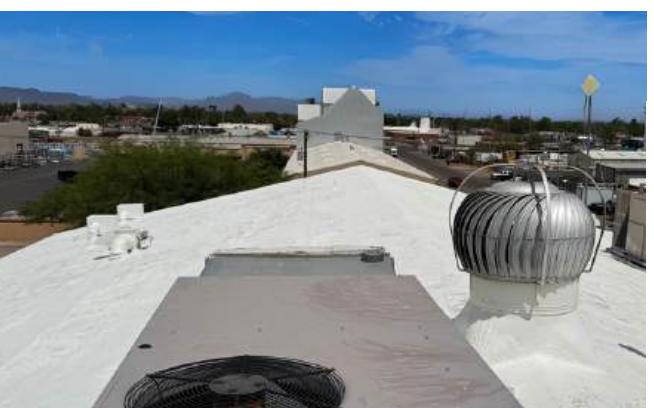
DWG and Owner and their respective officers, directors, employees, equity holders and agents expressly disclaim any and all liability that may be based upon or relate to the use of the information contained in this Offering Memorandum. Additional information and an opportunity to inspect the property will be made available upon written request to interested and qualified prospective investors.

Owner and DWG each expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers regarding the property and/or terminate discussions with any entity at any time with or without notice. Owner shall have no legal commitment or obligations to any recipient reviewing this Offering Memorandum or making an offer to purchase the property unless and until such offer is approved by Owner, a written agreement for the purchase of the property has been fully executed, delivered and

approved by Owner and its legal counsel, and any obligations set by Owner thereunder have been satisfied or waived. The recipient ("Recipient") agrees that (a) the Offering Memorandum and its contents are confidential information, except for such information contained in the Offering Memorandum, which is a matter of public record, or is provided from sources available to the public (b) the Recipient, the Recipient's employees, agents and consultants (collectively, the "need to know parties") will hold and treat it in the strictest of confidence, and the Recipient and the need to know parties will not, directly or indirectly, disclose or permit anyone else to disclose its contents to any other person, firm, or entity without the prior written authorization of DWG and the Owner, and (c) the Recipient and the need to know parties will not use or permit to be used this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Owner or DWG or for any purpose other than use in considering whether to purchase the property. as terms of prospective buyers own elective review the information.

Nor DWG or Brokerage shall have any legal liabilities for the sale if the subject property or for any information proffered in DWG's highest and best efforts. The Recipient and the need to know parties agree to keep this Offering Memorandum and all confidential information contained herein permanently confidential and further agree to use this Offering Memorandum for the purpose set forth above. If the Recipient has no interest in the property, or if in the future the Recipient or owner discontinue such negotiations, the Recipient will return this Offering Memorandum to DWG.

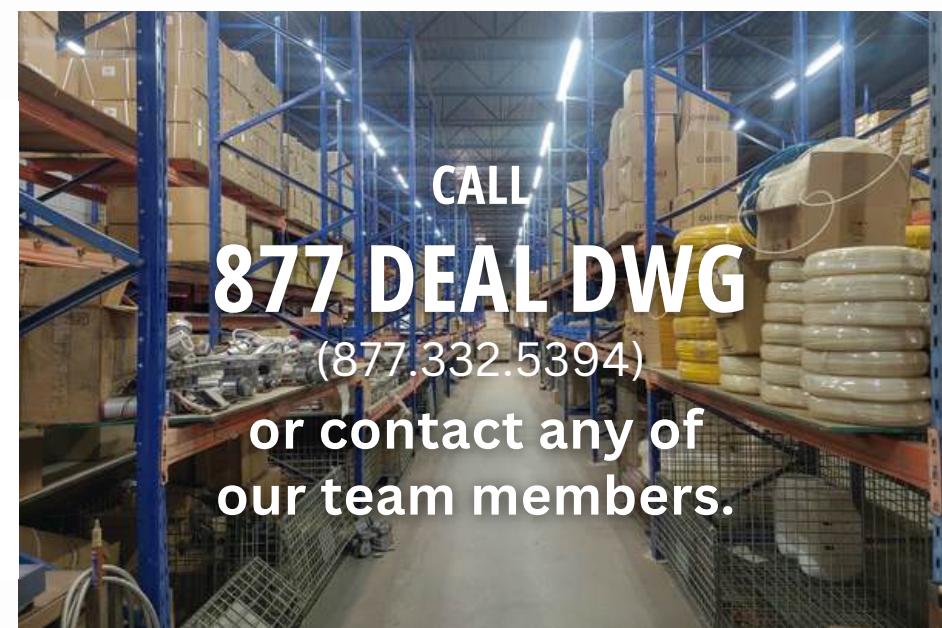
LET'S DO A DEAL



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or contact any of
our team members.

DWG CAPITAL GROUP
INVESTMENT SALES.
CAPITAL MARKETS.
DONE.