

CARGILE COMMERCIAL GROUP

CRE BROKERAGE & ADVISORY SERVICES

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Voit

REAL ESTATE SERVICES

CARGILE

COMMERCIAL GROUP

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MIKE CARGILE

Senior Vice President Partner

A Senior Vice President at Voit Real Estate Services, Mike has been in commercial real estate for over 30 years. Specializing in investment sales, Mike has the experience that drives the success of the team. Mike covers the Orange County area along with the Inland Empire and Riverside County. Mike has brokerage transactions totaling over 9,000,000 square feet with a transactional value of approximately \$1,000,000,000.



LOREN CARGILE

Vice President, Partner

A Vice President at Voit Real Estate Services, Loren focuses primarily on owner-user transactions and investment sales of industrial assets. He assists tenants, buyers, landlords and sellers in fulfilling their commercial real estate needs in the North Orange County and the Mid Counties Los Angeles markets. Additionally, he represents buyers and sellers in the acquisition and disposition of single and multi-tenant investment properties throughout Orange, Riverside, San Bernardino, and Los Angeles counties.

WHY THE CARGILE COMMERCIAL GROUP

The Cargile Commercial Group offers a very unique blend of commercial real estate brokerage, development and ownership knowledge along with over **55 years of combined CRE experience**. The range of strengths and experience that the members of CCG bring provide for the highest level of service and guidance to each client.

Mike Cargile offers 40 years of commercial real estate experience that has included over 2MM square feet of CRE development, over 9MM square feet of completed brokerage transactions and ownership interests in a variety of real estate partnerships. Mike's broad experience and in-depth knowledge of commercial real estate allows him to provide an incomparable level of service to his clients.

Loren Cargile offers 15 years of commercial real estate experience that has included brokerage and landlord experience translating to over 1.5MM square feet of completed transactions. Loren brings a combination of landlord best practices, financial projection skills and creative problem solving to each of his clients.

John Viscounty has three years of commercial real estate experience where he has successfully assisted business and building owners with their commercial real estate needs. John brings a unique ability to create connections, a strong understanding of real estate finance and creative marketing ideas to each of his clients.

JOHN VISCOUNTY

Associate

John specializes in leasing and sales of mid-sized buildings in the Inland Empire. John graduated from Texas Christian University with a Bachelor's degree in Entrepreneurial Management. He is an expert in his markets due to his passion for immersing himself in an area. John will spend hours each day walking the streets giving his clients unparalleled insight into the market. His expertise in modern marketing and commercial real estate technology gives the team an advantage in reaching a wide audience with ease. John has the drive to find long term clients and make sure they are treated with the utmost care no matter the task.



TAYLOR WITTERS

Client Coordinator

Taylor Witters is a key member of the Cargile Commercial group's support team. As the Client Coordinator, Taylor is responsible for all general administration, as well as the coordination of the marketing between the research and graphics department. Taylor is tasked with the vital role of implementing marketing strategies along with the administrative duties to ensure the successful execution of all real estate transactions.



BRANDON JENKINS

Mapping & Graphic Specialist

Brandon is responsible for all mapping and graphics for the Cargile Commercial Group. Brandon has over 12 years of experience mapping projects for commercial real estate. His extensive geographic knowledge of all real estate markets in Southern California is a huge advantage for the team. His mapping skills of the local markets carry over to markets outside of the LA Basin and into out of state areas as well.



JENNIFER DYNDA

Graphic Designer

Jennifer Dynda has designed for the commercial real estate industry for over 20 years. She has been the lead graphic designer at Voit since 2010 and oversees the production of our team's print and web marketing efforts. Jennifer's responsibilities include the design of corporate marketing collateral, templates and maintenance of the company's website, intranet site and image gallery. Additionally, she provides design and illustration training to all client coordinators. Jennifer has a Bachelor of Science in Business Administration and Marketing from CSUF.



Partial Client List (Past and Current)

- Air Handlers Supply, Inc.
- Catellus Real Estate
- CIGNA Life Insurance Co.
- CIP Real Estate
- Crown Associates Realty
- General American Life Ins. Co.
- Great American Logistics & Distribution Inc.
- Liberty Vegetable Oil Company
- MBL Properties
- Northwestern Mutual Life Ins. Co.
- Pacific Gulf Properties
- RREEF
- Swede Cal Properties
- Thrivent Life Insurance Co.
- Turner Real Estate Investments
- Union Bank
- Wescom Credit Union
- Western States Technology



HOW WE CAN HELP YOU

Investors / Capital Markets

We leverage our knowledge of commercial real estate ownership and experience in facilitating acquisitions and dispositions to help maximize the return on your investment.



For Sellers...

- Business Park Investment Sales
- Single-Tenant Investment Sales
- High Quality Offering Memorandums
- Argus Cash Flow Analysis
- Exposure to Broad Investor Audience

For Buyers...

- Acquisition Representation
- Single-Tenant/Multi-Tenant Investments
- Access to Nationwide Opportunities
- In-depth Market Analysis
- Cash Flow Projections



Tenants / Landlords

We utilize our abundance of real-time market data and transaction experience to help you fulfill your real estate needs.

For Tenants...

- Lease Negotiation (expansion, contraction, relocation, renewal)
- Subleasing (partial or full facility)
- Effective Rent Analysis
- Lease Audit
- Referrals to a Vast Network of Vendors

For Landlords...

- Property Leasing (Single/Multi-Tenant)
- Renewal Negotiation
- Competitive Property Analysis
- High Quality Marketing Materials
- Tailored Marketing Campaigns
- Referrals to a Vast Network of Vendors

Owner–Occupants

We help simplify the purchase and sale processes by creating and executing strategies to align your real estate needs with your business needs.



For Sellers...

- Sale Negotiation
- Tailored Marketing Campaigns
- High Quality Marketing Materials
- Prospective Buyer Screening
- Exposure to Broad Network of Buyers/Brokers

For Buyers...

- Purchase Negotiation
- Lease vs. Buy Analysis
- Referrals to Lenders for Financing
- Referrals to Building Vendors/Contractors
- Post Purchase Ownership Guidance

ABOUT VOIT

Voit Real Estate Services is a privately held, broker-owned Southern California-based commercial real estate services firm that has been providing strategic property solutions for our clients since 1971. Throughout our 45+ year history, the firm has navigated multiple market cycles and been able to retain the unique company culture on which we were founded. Above all else, Voit is a client-centric real estate services firm. Our team members continuously work to strengthen relationships and every decision starts with our clients' best interest in mind.

Voit at a Glance

Our success stems from our clients' success. By working in close collaboration with our customers, our expertise has enabled us to deliver results that exceed our clients' expectations.

Successes:

- 64 million square feet developed, managed and acquired
- \$48.1 billion in brokerage transactions
- 46,000+ brokerage deals
- \$1.4 billion in construction projects managed



A Commitment to

QUALITY
PROFESSIONALISM
& INTEGRITY



INVESTMENT SALES



REPRESENTED BUYER

1481-1497 N Main Street
1203-1347 Trenton Ave.
Orange, CA
138,970 SF BUSINESS PARK



REPRESENTED SELLER

993 W Valley Blvd.
Rialto, CA
141,747 SF BUSINESS PARK



REPRESENTED BUYER

2201-2221 E Winston Rd.
Anaheim, CA
86,094 SF BUSINESS PARK



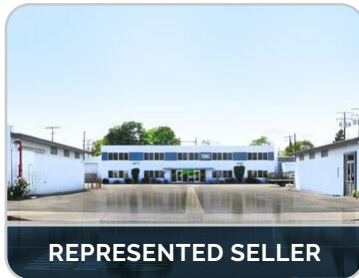
REPRESENTED SELLER

750-760 E Central Ave.
San Bernardino, CA
156,937 SF BUSINESS PARK



REPRESENTED SELLER

18630-18650 Collier Ave.
Lake Elsinore, CA
71,762 SF BUSINESS PARK



REPRESENTED SELLER

1975-1985 Placentia Ave.
Costa Mesa, CA
31,276 SF BUSINESS PARK



REPRESENTED BUYER

10096 6th Street
Rancho Cucamonga, CA
83,456 SF BUSINESS PARK



REPRESENTED SELLER

14912-14948 Shoemaker
Santa Fe Springs, CA
105,005 SF BUSINESS PARK



REPRESENTED SELLER

32801-32803 Calle Perfecto
San Juan Capistrano, CA
19,206 SF DUAL TENANT



REPRESENTED BUYER

12490 Magnolia Ave.
Riverside, CA
65,596 SF BUSINESS PARK



REPRESENTED BUYER

5 Vanderbilt Ave.
Irvine, CA
17,345 SF SINGLE TENANT



REPRESENTED SELLER

4748-4752 Mission Blvd.
Montclair, CA
100,151 SF BUSINESS PARK



REPRESENTED BUYER

14325 Iseli Rd.
Santa Fe Springs, CA
11,728 SF SINGE TENANT



REPRESENTED SELLER

4697-4715 Brooks St.
Montclair, CA
130,206 SF BUSINESS PARK



REPRESENTED SELLER

2902-2976 Rubidoux Blvd.
Jurupa Valley, CA
119,199 SF BUSINESS PARK



REPRESENTED SELLER

2050 E La Cadena Dr.
Riverside, CA
39,054 SF BUSINESS PARK

LANDLORD / TENANT TRANSACTIONS



REPRESENTED TENANT

25372 Commercentre
Lake Forest, CA
62,030 SF



REPRESENTED TENANT

10 Holland
Irvine, CA
41,000 SF



REPRESENTED TENANT

10040 Geary Ave.
Santa Fe Springs, CA
40,157 SF



REPRESENTED TENANT

10620 Springdale Ave.
Santa Fe Springs, CA
38,373 SF



REPRESENTED LANDLORD

281 N Puente St.
Brea, CA
28,730 SF



REPRESENTED LANDLORD

685 N Poplar St.
Orange, CA
25,344 SF



REPRESENTED LANDLORD

1762 McGaw Ave.
Irvine, CA
23,947 SF



REPRESENTED LANDLORD

32601 Calle Perfecto
San Juan Capistrano, CA
20,456 SF

OWNER-USER TRANSACTIONS



REPRESENTED BUYER

5601 E La Palma Ave.
Anaheim, CA
117,523 SF BUILDING



REPRESENTED BUYER

8401 Page St.
Buena Park, CA
55,362 SF BUILDING



REPRESENTED BUYER

26509 Palmetto Ave.
Redlands, CA
57,427 SF BUILDING



REPRESENTED SELLER

2540 E Miraloma Way
Anaheim, CA
35,040 SF BUILDING



REPRESENTED SELLER

151 E Columbine Ave.
Santa Ana, CA
18,900 SF BUILDING



REPRESENTED BUYER

227 E. Meats Ave.
Orange, CA
30,800 SF BUILDING



REPRESENTED SELLER

13573 Larwin Cir.
Santa Fe Springs, CA
13,892 SF BUILDING



REPRESENTED SELLER

1182 Knollwood Cir.
Anaheim, CA
22,818 SF BUILDING



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