

Industrial Real Estate

**BROKERAGE &
ADVISORY SERVICES**

- Landlord/Seller Representation
- Tenant/Buyer Representation
- Investment Sales
- Consulting
- Distressed Asset Services
- Land Sales

HEFNER VERNICK TEAM

Voit Real Estate Services • Orange County, CA

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Voit
REAL ESTATE SERVICES



**HEFNER
VERNICK
TEAM**

MICHAEL A. HEFNER, SIOR
Executive Vice President, Partner

Professional Experience

Michael A. Hefner is presently in his thirty-eighth (38th) year in the real estate industry. Over the course of his career, Mike has developed an extensive list of clients including property owners, financial institutions, developers, investors and users. Mike provides his clients a comprehensive understanding of all aspects of real estate transactions including investment sale, build-to-suit, development sale and lease transactions. He is committed to providing his clients the highest level of professional service, and as a result has developed a long list of repeat and referral clientele. During his successful career, Mike has negotiated and completed in excess of 1,800 lease and sale transactions, totaling over 38 million square feet with a collective value of more than \$3.0 billion.

Education

California State University Fullerton
Bachelor of Arts, Finance
1983, Deans List

California State University Fullerton
Masters of Business Administration
1987, Deans List

Professional Affiliations

- Society of Industrial and Office Realtor (Past President - 2004)
- Association of Industrial Realtors
- Member, National Association of Industrial and Office Properties
- California State University, Fullerton, Real Estate Land Use Institute Board Member
- Executive Board Member, Orangewood PALS

Awards & Accomplishments

- Top Producer Award, Voit – Southern California, 2008, 2014, 2018
- Top Producer Award, Voit – Anaheim Office, 2007, 2008, 2014, 2018
- Top Ten Producer Award, Voit – Company Wide, 1989 - 2021
- SIOR – Largest Investment Transaction, 2001, 2005, 2007
- CoStar Power Broker Award – Industrial Leasing, 2007, 2009 - 2011, 2013, 2014, 2017, 2018
- CoStar Power Broker Award – Industrial Sales, 2007-2011, 2014, 2015, 2017, 2018
- Ranked by Real Estate Forum as a Top National Industrial Broker, 2014
- Deal Maker of the Year, Kennedy Wilson Properties – 1998



Industrial • Business Parks
Sales • Leasing • Investments

MIKE VERNICK, CCIM, SIOR
Senior Vice President, Partner

Professional Experience

Since 2004, Michael C. Vernick has been involved in over 10.6 million square feet of industrial lease and sale transactions with an aggregate value in excess of \$750 million. Michael’s diligent and professional work ethic drives his repeated success representing sellers, buyers, tenants and investors in the Orange and Los Angeles counties industrial markets. Michael was awarded the respected “Top Thirty Under 30” award in 2009, and has earned recognition with Voigt Real Estate Services top producers on multiple occasions including a top ten qualification in 2008, 2012, 2014, 2015, 2016, 2017, 2018, 2019, 2020 and 2021 (Voigt Anaheim).

Education

University of Southern California

May 2004
Marshall School of Business
Real Estate Emphasis, Bachelor of Science Degree - Business

Professional Affiliations

- Society of Industrial and Office Realtors (SIOR) - President OC/IE Chapter (2018–2020)
- Certified Commercial Investment Member (CCIM)
- Association of Industrial Realtors (AIR)
- National Association of Industrial and Office Properties (NAIOP)
- NAIOP Young Professionals Group (NAIOP YPG)
- Corporate Facility Advisors (CORFAC International)

Notable Transactions

■ 127,375 Sq. Ft. Leased — 675 S. Placentia Ave., Fullerton — Represented Lessor & Lessee	\$21,282,000
■ 108,237 Sq. Ft. Leased — 3355 La Plama Ave., Anaheim — Represented Lessor	\$15,542,000
■ 17.68 Acres of Land Sold — 3199 E. La Palma, Anaheim — Represented Buyer	\$28,591,115
■ 208,432 Sq. Ft. Sold — 13827 Carmenita Rd., Santa Fe Springs — Represented Seller	\$19,309,176
■ 112,146 Sq. Ft. Sold — 3255-3261 Miraloma, Anaheim — Represented Buyer	\$13,700,000
■ 18.12 Acres of Land Sold — 1200 Phoenix Club Dr., Anaheim — Represented Seller	\$24,000,000
■ 200,646 Sq. Ft. Leased — 1211 N. Miller St., Anaheim — Represented Lessor	\$13,257,760
■ 221,253 Sq. Ft. Sold — 25 Building Development, Fullerton — Represented Seller & 7 Buyers	\$45,000,000
■ 144,000 Sq. Ft. Leased — 3130-3150 Miraloma Ave., Anaheim — Represented Lessor	\$9,508,000
■ 100,000 Square Feet Leased — 4141 Palm St., Fullerton — Represented Lessor	\$10,185,000
■ 190,000 Sq. Ft. Leased — 6300 Valley View, Buena Park — Represented Lessor	\$14,610,000



Industrial • Business Parks
Sales • Leasing • Investments

CHARLENE WITTERS

Executive Client Coordinator

As an executive marketing specialist with over 9 years of experience, Charlene serves as the team's executive marketing specialist. Charlene is an integral part of the team and assists in the implementation of the marketing strategy including design, preparation, and distribution of collateral materials (i.e. brochures, offering memorandums, online marketing campaigns, confidentiality agreements, mailer campaigns and activity reports) as well as due diligence packages.



TONY TRAN

Regional Director of Research

Tony is responsible for researching and interpreting commercial real estate information affecting the market. He brings a macro economic perspective of the Southern California marketplace to our team. Tony is responsible for direct research activities.



KEN PLUMB

Graphic Designer

Ken has designed high-end marketing collateral for over 25 years; with nearly 15 years in the commercial real estate industry serving as an Agency Art Director. Ken is responsible for the design of broker marketing collateral.



JESSAMYN WILKINSON

Director of Marketing

Since joining Voit in early 2011, Jessamyn has enhanced the Team's communication strategies. Since 2000, Jessamyn has tailored marketing campaigns to meet our client's needs with a high level of success. Her industry knowledge and superior writing skills provide appropriately targeted messages.



JENNIFER DYNDY

Lead Graphic Designer

Since 2010, Jennifer has been the lead graphic designer at Voit and has over 25 years of experience in the commercial real estate industry. Jennifer oversees the design and production of all corporate and brokerage marketing materials and assists the Hefner Vernick Team with their print and digital marketing requirements.



ERIC HINKELMAN

Chief Executive Officer

As Chief Executive Officer of Voit Real Estate Services, Eric oversees and is responsible for implementing the company's strategies and operations. As CEO, Eric works in partnership with Voit's management team to achieve the company's short and long-term goals, and provides guidance to the company's brokerage professionals, operations personnel, market research and marketing teams for the six core Voit offices in Southern California. Hinkelman brings over 30 years of experience in the commercial real estate industry to Voit.



BRANDON JENKINS

Mapping & Graphic Specialist

Brandon is responsible for all mapping and graphics for the Hefner Vernick Team. 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.



“I engaged the Hefner / Vernick Team to negotiate a complex lease renewal with one of PGIM’s mid-cities 190,000 Sq. Ft. Class B industrial buildings. The Hefner/Vernick Team’s detailed lease analysis and market expertise enabled them to negotiate extremely favorable lease terms and fully capitalize on a rapidly changing market. Ultimately the team was able to increase the rental rate by 100%, greatly exceeding our expectations. Blending insight, strategy, and integrity, this team performs in any market condition. There is no question why they are market leaders and I look forward to the next opportunity to work with this high-caliber team.”



– **MARIA TRINH**, PGIM REAL ESTATE

“I rate the Hefner Vernick Team as tops amongst all elite commercial brokerage experts in Southern California. They provide the most accurate market data together with honest, unbiased advice, Go with the Hefner Vernick Team when you have a choice.”

– **ROB GUTHRIE**,
GUTHRIE REAL ESTATE



“I’ve entrusted the Hefner Vernick Team with marketing and tenant renewal strategies for nearly one million square feet of premier industrial real estate. Their expertise preserves my portfolio at full occupancy, often with market leading rental rates. They are great communicators and honest, diligent professionals.”

– **KEITH AWAD**,
NUVEEN REAL ESTATE



“The Hefner Vernick Team provided valuable insight throughout the marketing process and handled some unexpected challenges during escrow with professionalism and transparency. We strongly recommend the Michael Hefner and Mike Vernick for any leasing or disposition assignments.”

– **KRYSTAL ARCENEUX**, EVERWEST REAL ESTATE

“As a market leader overseeing the performance of 40 million square feet of industrial assets, strong brokerage representation is crucial. The Hefner Vernick Team performs at a high level and I am always impressed with the results. Their communication is excellent, market perspective is unbiased and the Team’s integrity is second to none.”

– **RYAN SHELTON**,
LINK LOGISTICS REAL ESTATE



“The Hefner Vernick Team has handled many of our largest and most complicated disposition assignments over the past 15 years, and managed them superbly. The team has also represented our firm on several key acquisitions with significant success.”

– **ERIC SMYTH**,
CIP REAL ESTATE



“I have had the opportunity to complete multiple successful transactions with Voit, and specifically Mike Hefner and Mike Vernick. As one of the preeminent industrial brokerage teams of Southern California Industrial properties, the Hefner/Vernick team is very familiar with the Southern California market dynamics and is extremely responsive and thoughtful. Throughout each transaction, the Hefner/Vernick team has been extremely efficient and professional. I frequently have leaned on them for their honest advice and perspective when evaluating sites for acquisition, disposition or leasing assignments. I view them as true partners as they have frequently demonstrated that the long-term relationship goes well beyond a near-term commission. I strongly endorse Mike Hefner and Mike Vernick of Voit as brokers to any potential seller, tenant or buyer who needs expert and no-nonsense advice on industrial in Southern California.”

– **PATRICK SCHLEHUBER**, REXFORD INDUSTRIAL REALTY, INC.



“During multiple tenant representation assignments, the Hefner Vernick Team displayed a high degree of integrity, responsibility and ambition on behalf of our company. Michael Hefner and Mike Vernick are experts in their field that can perform. They are an asset to my organization and the team I rely on to make prudent real estate decisions.”

– **PHIL DECARION**, STIR FOODS, LLC

“As reliable and attentive professionals, the Hefner Vernick Team worked very closely with our organization to assure our goals were met.”

– **BRUCE DOSIER**, ORANGE COUNTY WATER DISTRICT





675 S. Placentia Avenue, Fullerton, CA
127,375 SF – LEASE

LESSEE: CJ Foods Manufacturing Corporation

LESSOR: BB&K / Fullerton Industrial Properties

Total Value of Transaction: \$21,282,520



4250 N. Harbor Boulevard, Fullerton, CA
105,322 SF – SALE

SELLER: Penwood / Western Realco

BUYER: Achem Corporation

Total Value of Transaction: \$20,959,078



3199 East La Palma Avenue, Anaheim, CA
17.69 ACRE – SALE

SELLER: Panattoni Development Company

BUYER: Orange County Water District

Total Value of Transaction: \$28,399,475



4278 North Harbor Boulevard, Fullerton, CA
212,202 SF – LEASE

LESSEE: OneSource Distributors LLC

LESSOR: Prologis, Inc.

Total Value of Transaction: \$24,827,708



13827 Carmenita Road, Santa Fe Springs, CA
208,342 SF – SALE

SELLER: Everwest Real Estate Partners

BUYER: GFP Alliance Santa Fe Springs

Total Value of Transaction: \$19,309,176



1901 E. Via Burton, Fullerton, CA
5.68 ACRE – SALE

SELLER: Schreiber Foods, Inc.

BUYER: Rexford Industrial Realty, Inc.

Total Value of Transaction: \$24,211,000



3355 E. La Palma, Anaheim, CA
108,327 SF – LEASE

LESSEE: Goodrich Corporation

LESSOR: Nuveen

Total Value of Transaction: \$15,542,031



4141 N. Palm Street, Fullerton, CA
100,000 SF – LEASE

LESSEE: Adam Rite Aerospace, Inc.

LESSOR: Link Logistics Real Estate

Total Value of Transaction: \$10,185,789



6300 Valley View, Buena Park, CA
190,800 SF – LEASE

LESSEE: Manhattan Beachwear, LLC

LESSOR: PGIM, Inc. (Prudential Asset Manager)

Total Value of Transaction: \$14,610,703



Beckman Business Center Buildings 1, 2 & 6
663,257 SF

SELLER: Western Realco

BUYER: Prologis, Inc.

Total Value of Transaction: \$123,650,000



Crossroads Anaheim, Anaheim CA
276,825 SF

SELLER: Proficiency Capital

BUYER: Automotive Caliper Exchange

Total Value of Transaction: \$28,500,000



Howard Hughes Portfolio II, Las Vegas, NV
892,322 SF

SELLER: Stolz Partners

BUYER: CIP Real Estate

Total Value of Transaction: \$145,000,000



4300 N. Harbor Boulevard, Fullerton, CA
44.1 ACRES OF LAND

SELLER: Beckman Coulter

BUYER: Western Realco

Total Value of Transaction: \$63,055,940



1515 Manchester, Anaheim, CA
257,780 SF

SELLER: 1515 & 1518 S Manchester LLCs

BUYER: Walt Disney Parks & Resorts, US, Inc.

Total Value of Transaction: \$48,350,000



Brea Canyon Business Park & Milliken Business Center
237,550 SF

SELLER: CIP Real Estate

BUYER: Colony Real Estate Advisors

Total Value of Transaction: \$36,775,000



3325 E. La Palma, Anaheim, CA
63,774 SF

BUYER: LBA Realty LLC

SELLER: 3325 La Palma, LLC

Total Value of Transaction: \$25,350,000



Tustin Freeway Business Center, Tustin, CA
184,032 SF

SELLER: Van Buren Plaza, LLC

BUYER: Tustin Guthrie Venture

Total Value of Transaction: \$18,275,000



Ponderosa Technology Park, Kearny Mesa, CA
155,691 SF

SELLER: Seacliff Ponderosa, LLC

BUYER: BKM Capital Partners

Total Value of Transaction: \$28,525,000

INTEGRATED SERVICES BUILT FOR SUCCESS

Financial stakeholders require the timely integration of value added strategies. At Voit Real Estate Services, we assemble all the necessary resources to maximize value for our clients.



BROKERAGE SERVICES

As one of Southern California's leading commercial real estate brokerages, Voit offers clients the agility of an unparalleled entrepreneurial platform coupled with a long history of success in our markets.



CONSTRUCTION MANAGEMENT & PROJECT MANAGEMENT

Voit partners with several commercial contractors to provide clients with expert advice to quickly analyze and determine the most economical, appropriate and practical solutions for your needs.



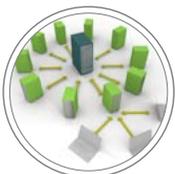
PROPERTY MANAGEMENT & RECEIVERSHIP

Voit has aligned with RiverRock Real Estate Group as our preferred provider for property management services. RiverRock tailors asset and property management strategies for each client to achieve the results you want.



PROPERTY VALUATIONS

Voit provides market information coupled with expert, objective knowledge for your asset(s) giving our clients the ability to make decisions best suited for your real estate goals.



INFORMATION SYSTEMS/REPORTING

Voit's technological abilities allow us to provide clients with data, knowledge and forecasting on a timely and systematic basis. Voit's clients are continuously informed of the status of their projects.



MARKET DATA & RESEARCH

Voit's in-house research team equips our brokerage professionals with in-depth market data from more than 40 national and local third-party data vendors along with the proprietary data collected and shared amongst our team members.



CAPITAL MARKETS

Voit has a full team of experts dedicated to capital markets. Whether it's underwriting, forecasting, due diligence or other services, Voit has a team of experts ready to assist its clients.



Voit Real Estate Services LP is a privately held, broker owned Southern California-based commercial real estate services firm that is debt-free with seven figures in cash reserves. Having provided strategic property solutions for our clients since 1971, 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.

SUCCESSSES:

- 64 million square feet developed, managed and acquired
- \$53.5 billion in brokerage transactions
- 51,500+ brokerage deals
- \$1.4 billion in construction projects managed

VOIT HAS MORE THAN 160 BROKERS AND EMPLOYEES THROUGHOUT ITS SIX SOUTHERN CALIFORNIA OFFICE LOCATIONS:

- Anaheim
- Carlsbad
- Irvine
- Los Angeles
- Ontario
- San Diego



Voit's brokerage division was founded in 1987 and throughout the years, has achieved extraordinary results for our clients. In 2015, Voit Real Estate Services evolved into a broker owned firm, giving our professionals the opportunity to have a voice in their firm and in their careers. With our brokers taking an ownership stake in the firm, it ensures our resources are allocated most efficiently to serve the needs of our clients. There is no better lens into our clients' businesses than our brokers and at Voit we are nimble enough to be able to react as the markets and our clients' needs evolve.

Our brokerage professionals are a tightly integrated group of market leaders who work closely with each other and our clients to provide local market knowledge, real time data and exceptional service, helping our clients make carefully informed real estate decisions to maximize value.

As a Southern California-based organization, Voit brokers are true experts in their regions and leaders in the Southern California commercial real estate market. Our professionals know their markets, and they know them better than anyone.

Many of our team members are also Society of Industrial & Office Realtors (SIOR) designees and Certified Commercial Investment Members (CCIM). These affiliations along with our alliance with CORFAC International provide our professionals access to a wider geographic reach for clients that require assistance in other parts of the country and internationally.

Core Services

Our core brokerage services extend to institutional and private clients for sales and leasing in the following property types:

- Industrial
- Office
- Land
- R&D
- Flex
- Retail
- Medical
- Multi-Family
- REO Distressed Assets
- Note Sales

At Voit, we provide a complete spectrum of commercial real estate brokerage services, including:

- Seller / Landlord Representation
- Buyer / Tenant Representation
- Investment Acquisitions / Dispositions
- Built-to-Suit Services
- Consulting





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