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## CASE STUDY

2902-2976 RUBIDOUX BLVD.,  
JURUPA VALLEY, CA

**Voit**  
REAL ESTATE SERVICES

# RIVERSIDE BUSINESS PARK, JURUPA VALLEY - 119,199 SF

## Undesirable Location, Older Built Buildings and One Failed Escrow — Not a Problem for the Cargile Industrial Group

### Challenge:

Not all properties are desired equally, even in one of the strongest commercial real estate cycles in history. The Cargile Industrial Group was hired by a long-time client to handle the disposition of a 119,199 square foot industrial business park in the city of Jurupa Valley. The two biggest challenges of this project were its location and the age/construction type of the buildings. The project, although very freeway accessible, was for all intensive purposes located on an “island” without immediate proximity to quality commercial or residential real estate. Additionally, the majority of the project was built in the 1970s using block construction, which can be a deterrent for many investors. Coupled with the aforementioned challenges, the seller entered into a two-month escrow with an exchange buyer who eventually terminated, which led to a great deal of frustration by the seller. This project was the last asset owned by the client and the disposition was critical to dissolving the partnership.

### Solution:

Despite the aforementioned challenges, the Cargile Industrial Group studied the local submarket and identified areas of upside the Riverside Business Park offered. These areas included upside in rents, fenced yard areas that multiple units offered and potential exit sales to owner-users since the project was located on multiple legal parcels. These upside opportunities were reflected in the mass exposure marketing campaign launched by the Cargile Industrial Group.

### Results:

Despite the property’s challenges and a failed escrow, the Cargile Industrial Group remained resolute in identifying the right buyer for the seller. Shortly after the one failed escrow, the Cargile team identified a pair of exchange buyers who partnered together to eventually acquire the asset. The sale allowed the seller to dissolve the partnership as desired and also meet the return expectations of its investors.

### TRANSACTION TYPE:

Investment Sale  
Multi-Tenant  
Industrial

### CLIENT:

Riverside Business Park, LLC

### LOCATION:

Jurupa Valley, CA

### TOTAL CONSIDERATION:

\$9,100,000

*For More Information, Contact:*



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