

# Land: Selling the Empire

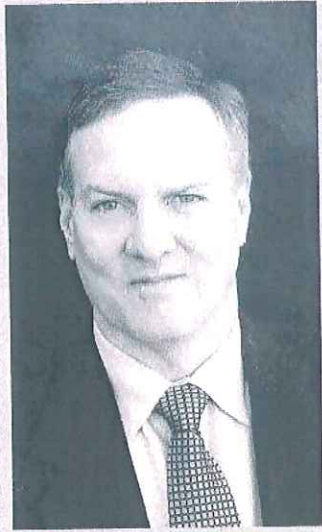
Four brokers who know the art of the deal bring major commercial projects to the Inland Empire

The Inland Empire office and commercial real estate market is thriving, with high demand for office space and industrial buildings. These real estate brokers know their territory and how to match clients with locations.



**TAYLOR ING**

Ranked as one of the top 75 commercial real estate brokers in Southern California for two years by Real Estate Southern California magazine, Taylor Ing, a senior vice president at CB Richard Ellis in Ontario, has completed more than 500 real estate assignments representing about five million square feet. Along with business partner Michael Day, Ing's Inland Empire clients have included Armstrong Butcher Properties in the Corona Summit office development and Opus West in the Pine Corporate Center in Chino Hills. Ing is a graduate of UC San Diego and is involved in youth mentoring programs.



**KEVIN MCKENNA**

An executive vice president with CB Richard Ellis, Kevin McKenna says the industrial investment market in the Inland Empire remains "extremely strong" when it comes to demand for high quality, state-of-the-art buildings. An example is the transactions he recently handled involving two buildings in San Bernardino County's Agua Mansa Industrial Center and an investment sale of three newly built vacant buildings in Redlands. The value of the combined transactions was \$110 million. Besides his interest in real estate, McKenna is involved with the American Cancer Society and the Susan G. Komen Breast Cancer Foundation.



**THOMAS P. PIERIK**

When asked about the Inland Empire's hot office market, Thomas Pierik, SIOR, senior vice president of Lee & Associates' Riverside office, points to Turner Riverwalk, a 73-acre business park in its fourth phase of construction. It underscores the economic benefit of the region's recent growth—more higher-paying jobs in the business sector. Pierik, who joined Lee & Associates in 1987, has earned the professional certification SIOR by the Society of Office and Industrial Realtors, indicating his high level of knowledge, production and ethics in the real estate industry. Pierik, a Rhode Island native, enjoys spending time outdoors with his family, which includes tending to the 80-plus fruit trees in his yard.



**KEVIN TURNER**

As a former wide receiver for the Arizona State Sun Devils, Kevin Turner, senior vice president with Colliers International, knows how to read the field. That once meant out-foxing defensive backs, but now it means scoring prime locations for commercial real estate, like the wedge of land near Ontario Avenue and Interstate 15 known as the Corona Corporate Centre. Turner, the exclusive broker for the Irvine Company's Irvine Spectrum Land Sales, is one of three marketing brokers for the Corona project, which offers office buildings for sale, rather than lease. Still involved in sports, he broadcasts high school football games in Orange County.