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NEWS RELEASE

## Birtcher Anderson & Davis and Belay Investment Group Sell 100% Leased Property for \$7.4M

2025-03-27

SAN JUAN CAPISTRANO, Calif., March 27, 2025 /PRNewswire/ -- **Birtcher Anderson & Davis Associates (BA&D)** and Belay Investment Group ("Belay") successfully sold Foothill Business Park, a 30,907 square-foot multi-tenant industrial property in Irwindale, California. This marks the final sale of the Southern California industrial asset portfolio acquired in 2020 in through a programmatic partnership between BA&D and Belay. The property, fully leased at the time of sale, comprised ten individual suites and a cell tower leased to a major national cellular provider. The sale price was \$7,425,000, reflecting the strong market demand for small business-oriented industrial spaces in Southern California.

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This transaction highlights the strong Southern California multi-tenant industrial building market and showcases BA&D's expertise in identifying and developing high-value properties. The successful sale underscores the strength of BA&D's operational excellence in enhancing property value.

"We're thrilled to announce the successful sale of Foothill Business Park, a testament to the strength of the Southern California small business leasing market!" said Daniel Karcher, President. "Selling a 100% leased, 30,907 square foot property for \$7,425,000 is a fantastic result, and it showcases the value Birtcher Anderson & Davis brings to its investments."

"The sale of Foothill Business Park marks the eighth and final disposition from our SoCal Industrial portfolio and Belay is thrilled with the strong overall performance of the portfolio. We value the hard work of our partners at Birtcher and look forward to working alongside them on future investments," said Eliza Bailey, Co-Founder, CEO & CIO of Belay.

BA&D's operational excellence extended beyond the initial acquisition. The company's proactive management resulted in 100% occupancy at the time of sale, maximizing the return on investment for both BA&D and Belay. The sale also included a cell tower, adding another revenue stream to bolster the property's value. The sale was facilitated by CBRE's team of Anthony DeLorenzo, Mark Shaffer, and Barbara Perrier. The buyer was a private investor guided by Dunbar Real Estate.

The Foothill Business Park sale represents a significant milestone for BA&D, in liquidating the final of its seven-building portfolio originally purchased in 2020. The company continues to actively seek investment opportunities in California, Texas, and Florida, focusing on properties that cater to the needs of Small Business America (trademark pending). BA&D's strategy centers on leveraging its operational expertise to add value to properties and deliver strong returns for its investors. Their commitment to the small business sector positions them for continued

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California based, privately-owned real estate investment, San Juan Capistrano, CA with additional satellite locations in CA, NV, and AZ. BA&D is a vertically integrated real estate operating company focused on acquiring value-add, middle-market, multi-tenant warehouse and light industrial properties in high growth U.S. markets. For more information visit: [www.birtcherandersondavis.com](http://www.birtcherandersondavis.com)

## About Belay Investment Group

Belay Investment Group, LLC is an institutional investment management firm that specializes in granular small and middle market real estate opportunities through the establishment of programmatic partnerships with high-caliber local and specialized operating partners. The firm pursues equity and debt opportunities across the risk spectrum, property types, and geographies, offering its clients scalability and customization. Visit [www.belayinvestmentgroup.com](http://www.belayinvestmentgroup.com) for more information.

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