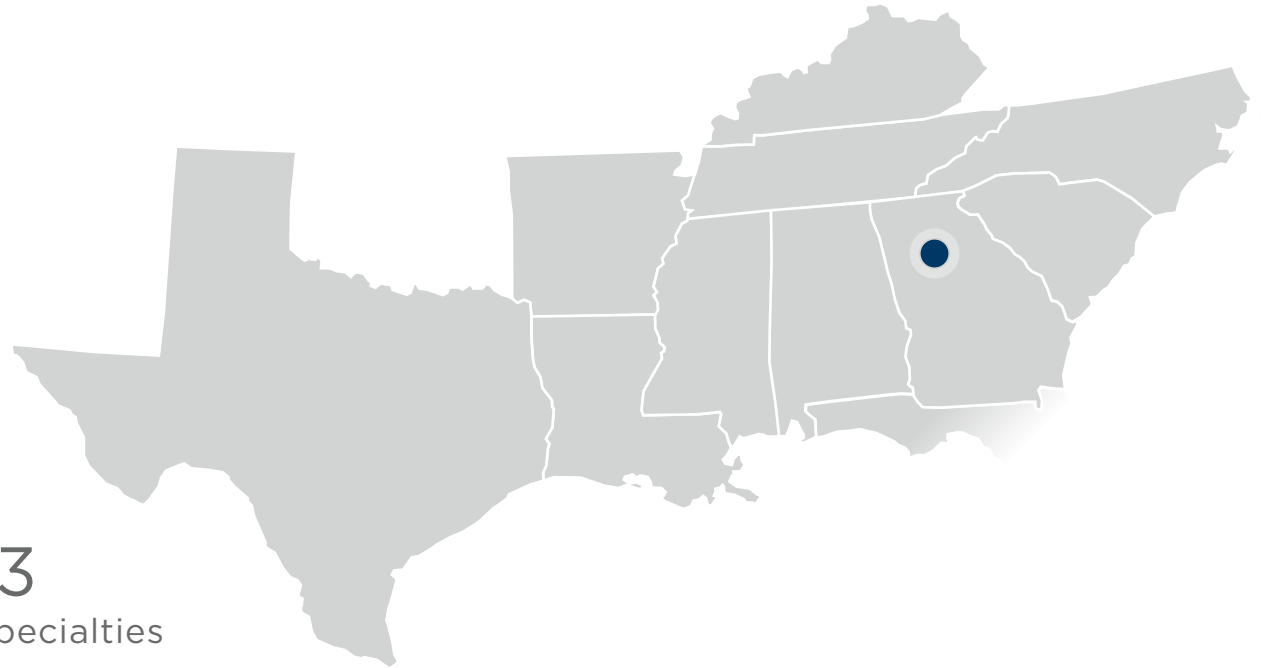




ATLANTA MULTIFAMILY ADVISORY TEAM



/ 12
Advisors

/ 25
Team Members

/ 3
Specialties



\$3.14B ATLANTA 2022 SALES VOLUME



#1
Atlanta
Market Share*



56
Deals Closed
in Atlanta



13.4K
Atlanta
Units Sold

* CoStar broker-attributed 2022 sales in Atlanta MSA, reported through November.

Sunbelt Institutional



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MICHAEL KAY

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675 N. Highland

Atlanta, Georgia

164 Units & 26K SF Retail // Built 2016

“By being highly specialized in the Core space, our Sunbelt Institutional Team is able to better serve our clients through superior knowledge of markets, trends and capital. We offer our clients a focused experience, while leveraging the resources of the Sunbelt’s largest multifamily team, national client relationships, and the Cushman & Wakefield global platform.”

- Robert Stickel





The Brunswick
Atlanta, Georgia
193 Units // Built 2020



Flats at Perimeter Place
Atlanta, Georgia
323 Units // Built 2006



Emblem Grayson
Atlanta, Georgia
344 Units // Built 2022



Gibson Reynoldstown
Atlanta, Georgia
205 Units // Built 2022



The Monroe
Atlanta, Georgia
217 Units // Built 2016



Cadence
Atlanta, Georgia
294 Units // Built 2022



Solis Cumming
Atlanta, Georgia
320 Units // Built 2022



Elan Powers Ferry
Atlanta, Georgia
276 Units // Built 2022



Inkwell Decatur
Atlanta, Georgia
262 Units // Built 2020

Atlanta Professional Equity



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JAMES WILBER

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Mandalay Villas
McDonough, Georgia
300 Units // Built 2008

“The Atlanta Professional Equity Team works with investors characteristically backed by specialized equity groups. Targeted communities consist of 1980s and newer, primarily associated with a repositioning opportunity. This product profile is typically second generation with a value-add component, but still top quality.”

- Mike Kemether

”



Carlyle of Sandy Springs

Sandy Springs, Georgia
389 Units // Built 1972



Briarhill

Atlanta, Georgia
292 Units // Built 1988



Waldan Pond

Acworth, Georgia
124 Units // Built 1986



Clarion

Decatur, Georgia
217 Units // Built 1990



The Columns at Vinings

Atlanta, Georgia
320 Units // Built 1985



Legacy Key

Sandy Springs, Georgia
350 Units // Built 1979



Bridgewater at Mt. Zion

Stockbridge, Georgia
200 Units // Built 1994



Waters Edge

Sandy Springs, Georgia
208 Units // Built 1972



Avana on Breckinridge

Duluth, Georgia
400 Units // Built 1986

Atlanta Private Capital



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Gwinnett Value-Add 4 Portfolio

Gwinnett & Doraville, Georgia
1,406 Total Units // Built 1983-1986

“The Atlanta Private Capital Team serves primarily entrepreneurs and limited partnerships, with the aim of maximizing the financial potential of their assets. Our team adds a sophistication to a dynamic market space consisting of communities built prior to 1995 in Metro Atlanta.”

- Nathan Swenson





Vesta Camp Creek
Atlanta, Georgia
220 Units // Built 1975



Hairston Woods
Stone Mountain, Georgia
240 Units // Built 1984



1500 Oak
Clarkston, Georgia
368 Units // Built 1973



Rosewood & Vineyards
Cartersville, Georgia
300 Units // Built 1989



The Element at Kirkwood
Decatur, Georgia
176 Units // Built 1964



4371 Glenwood
Decatur, Georgia
175 Units // Built 1967



Park 35
Decatur, Georgia
304 Units // Built 1965



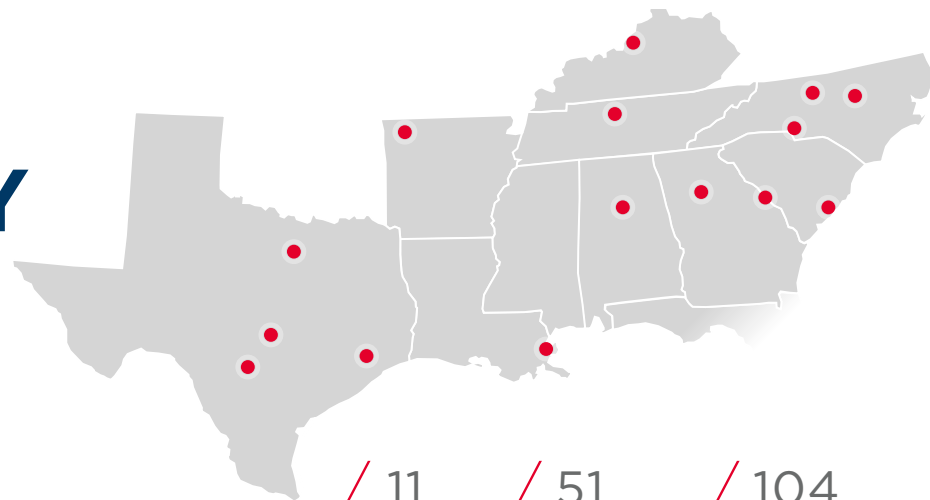
Aurora @ 2700
Lilburn, Georgia
280 Units // Built 1985



Monarch Villas
Sandy Springs, Georgia
130 Units // Built 1969



SUNBELT MULTIFAMILY ADVISORY GROUP



/ SUNBELT INSTITUTIONAL

ROBERT STICKEL

Executive Vice Chair

ALEX BROWN

Executive Managing Director

ASHLYN WARREN

Director

/ SUNBELT BTR

CRAIG HEY

Vice Chair

PARKER CALDWELL

Director

NELSON ABELS

Executive Managing Director

LOUIS SMART

Director

ALEX PHILLIPS

Director

JOHN CARR

Managing Director

GRANT RAYMOND

Senior Director

/ ATLANTA

MIKE KEMETHER

Executive Vice Chair

TRAVIS PRESNELL

Executive Managing Director

NATHAN SWENSON

Executive Director

WESLEY KENNEY

Managing Director

BROOKS COLQUITT

Managing Director

WESLEY LACEFIELD

Director

JAMES WILBER

Director

/ GEORGIA

TAYLOR BIRD

Executive Managing Director

NELSON ABELS

Executive Managing Director

AUSTIN WEATHINGTON

Director

/ NORTH CAROLINA

PAUL MARLEY

Vice Chair

ALEX MCDERMOTT

Executive Managing Director

MICHAEL SACLARIDES

Senior Director

HUNTER BOWLING

Senior Director

RICHARD MONTANA

Senior Director

LOUIS SMART

Director

/ SOUTH CAROLINA

AUSTIN GREEN

Executive Managing Director

JOHN PHOENIX

Senior Director

LOUIS SMART

Director

/ GULF STATES

CRAIG HEY

Vice Chair

ANDREW BROWN

Executive Director

PARKER CALDWELL

Director

/ ARKANSAS

MARTIN BYNUM

Director

CRAIG HEY

Vice Chair

/ LOUISIANA

MIKE KEMETHER

Executive Vice Chair

LARRY SCHEDLER

Principal, Larry G. Schedler & Associates

/ 11
States

/ 51
Advisors

/ 104
Team Members

/ TENNESSEE

TYLER MAYO

Managing Director

IAN ANDERSON

Director

TAYLOR BIRD

Executive Managing Director

NELSON ABELS

Executive Managing Director

/ KENTUCKY

MIKE KEMETHER

Executive Vice Chair

CRAIG COLLINS

Senior Director,
Commercial Kentucky

/ TEXAS

JOHN CARR

Managing Director

BEN FULLER

Managing Director

GRANT RAYMOND

Senior Director

ASHER HALL

Senior Director

TEDDY CHILDERS

Senior Director

/ SUNBELT LAND

ALEX PHILLIPS

Director



#1

Sunbelt
Market Share*



\$11.1B

2022 Total
Sales Volume



360

Deals Closed
in 2022



60K

Units Sold
in 2022

* CoStar broker-attributed 2022 sales in AL, AR, FL, GA, KY, LA, MS, NC, SC, TN and TX, reported through November.