

SUNBELT MULTIFAMILY ADVISORY GROUP

# INSTITUTIONAL 2025 CLOSINGS





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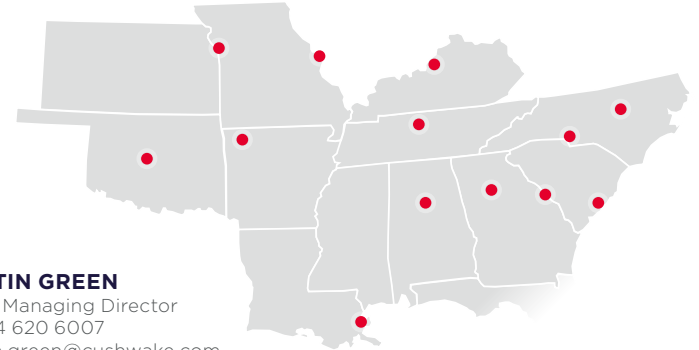
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### Sunbelt Land

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By being highly specialized with high quality assets, our Institutional Teams better serve our clients through extensive knowledge of capital, markets, and trends. We offer our clients a focused experience, while leveraging the resources of the Sunbelt's largest multifamily team, national relationships, and the Cushman & Wakefield global platform. - Robert Stickel



# THE SUNBELT PLATFORM

Our group takes a progressive approach to the strategic services we provide to our local, regional, and national clients. Our full-service capabilities combine global and local knowledge to deliver tailored solutions unique to each client.

We work hard to build and enhance value by leveraging strong attention to detail, accessing an active investor base, and capitalizing on our vast market knowledge in ways that benefit every aspect of the transaction process.

**80**

Team Members



**7**

**34**

**24**

**15**

LEADERSHIP TEAM

DIRECTORS & ASSOCIATES

FINANCIAL ANALYSTS

MARKETING & OPERATIONS



**#1**

Sunbelt  
Market Share\*



**\$6B**

2025 Total  
Sales Volume



**175**

Deals Closed  
in 2025



**32K**

Units Sold  
in 2025

\* CoStar broker-attributed 2025 sales in AL, AR, FL, GA, KS, KY, LA, MO, MS, NC, OK, SC & TN



## Revolutionary Client-Centric Business Model

The Cushman & Wakefield Sunbelt Multifamily Advisory Group operates differently than other brokerage firms. Every broker across our platform gets paid on every deal. This financial commitment to one another motivates everyone to move capital, and puts the client first. Our #1 market share, coupled with our unique team approach, provides access to the largest pool of real-time buyers enabling us to secure the best investment return performance for our clients.

### All Firms Have...



Competent  
Brokers



Buyer  
Database



Adequate  
Materials

### ... We Offer Our Clients More



Economically  
Aligned Team with  
No Internal  
Conflicts



Financially  
Incentivized to Move  
Capital Between  
Markets and Tranches



#1 Market Share  
= Access to Real-  
Time Buyers  
(and Backups)



Maximum Exposure  
Creates Best  
Investment Return  
Performance



Best-in-Class  
Customized  
Marketing  
Collateral

## EDEN AT LAKEVIEW

Atlanta, Georgia



### SALE INFO

- **Units:** 255
- **Year Built:** 2024
- **Price:** Confidential
- **Price/Unit:** Confidential
- **Cap Rate:** 4.23%
- **Closing Date:** July 2025
- **Seller:** Highpoint & Long Wharf
- **Buyer:** Ares



## 260 WOODSTOCK

Woodstock, Georgia



### SALE INFO

- **Units:** 23
- **Year Built:** 2008
- **Price:** \$9,800,000
- **Price/Unit:** \$426,087
- **Cap Rate:** 5.05%
- **Closing Date:** January 2025
- **Seller:** RMR
- **Buyer:** Walton Communities



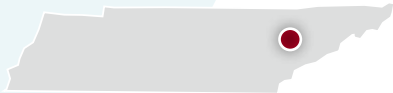
## MOCKINGBIRD MEADOWS

Knoxville, Tennessee



### SALE INFO

- **Units:** 60
- **Year Built:** 2024
- **Price:** \$22,700,000
- **Price/Unit:** \$378,333
- **Cap Rate:** 5.53%
- **Closing Date:** June 2025
- **Seller:** DR Horton
- **Buyer:** IAG



## 3005 BUCKHEAD

Atlanta, Georgia



### SALE INFO

- **Units:** 399
- **Year Built:** 2019
- **Price:** \$150,000,000
- **Price/Unit:** \$375,940
- **Cap Rate:** 4.21%
- **Closing Date:** June 2025
- **Seller:** Flow
- **Buyer:** Cortland



# EMMAJAMES

Savannah, Georgia



## SALE INFO

- **Units:** 280
- **Year Built:** 2023
- **Price:** \$98,000,000
- **Price/Unit:** \$350,000
- **Cap Rate:** 4.86%
- **Closing Date:** November 2025
- **Seller:** Woodfield Development
- **Buyer:** PEM



# SKYLARK

Savannah, Georgia



## SALE INFO

- **Units:** 62
- **Year Built:** 2020
- **Price:** \$21,200,000
- **Price/Unit:** \$341,935
- **Cap Rate:** 4.73%
- **Closing Date:** June 2025
- **Seller:** Confidential
- **Buyer:** Benchmark



## TRACE MIDTOWN

Atlanta, Georgia



SOLD



### SALE INFO

- **Units:** 290
- **Year Built:** 2016
- **Price:** \$94,300,000
- **Price/Unit:** \$325,172
- **Cap Rate:** 3.65%
- **Closing Date:** August 2025
- **Seller:** Flow
- **Buyer:** PENLER & Crow Holdings



## HAWTHORNE HEIGHTS

Bentonville, Arkansas



SOLD



### SALE INFO

- **Units:** 54
- **Year Built:** 2022
- **Price:** \$17,000,000
- **Price/Unit:** \$314,815
- **Cap Rate:** 5.52%
- **Closing Date:** February 2025
- **Seller:** Orion Capital Partners
- **Buyer:** Safe Harbor



## 2010 WEST END

Nashville, Tennessee



### SALE INFO

- **Units:** 358
- **Year Built:** 2021
- **Price:** \$112,000,000
- **Price/Unit:** \$312,849
- **Cap Rate:** 3.73%
- **Closing Date:** May 2025
- **Seller:** Flow Life
- **Buyer:** Tishman Speyer



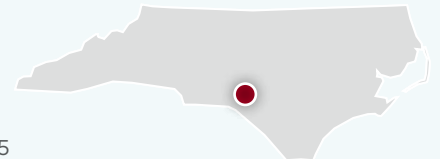
## BROADSTONE OPTIMIST PARK

Charlotte, North Carolina



### SALE INFO

- **Units:** 323
- **Year Built:** 2023
- **Price:** \$91,500,000
- **Price/Unit:** \$283,282
- **Cap Rate:** 4.04%
- **Closing Date:** April 2025
- **Seller:** Confidential Developer
- **Buyer:** Origin Investments



## SKYE SUWANEЕ

Atlanta, Georgia



### SALE INFO

- **Units:** 233
- **Year Built:** 2020
- **Price:** \$64,750,000
- **Price/Unit:** \$277,897
- **Cap Rate:** 4.59%
- **Closing Date:** June 2025
- **Seller:** Barings
- **Buyer:** Sherman



## JADE AT AVONDALE

Atlanta, Georgia



### SALE INFO

- **Units:** 270
- **Year Built:** 2020
- **Price:** \$72,200,000
- **Price/Unit:** \$267,407
- **Cap Rate:** 4.67%
- **Closing Date:** July 2025
- **Seller:** Prospect Ridge & Prizma
- **Buyer:** PHH



## EAGLE RIDGE & TALL GRASS

Kansas City, Missouri



SOLD



### SALE INFO

- **Units:** 128
- **Year Built:** 2023
- **Price:** Confidential
- **Price/Unit:** Confidential
- **Cap Rate:** 5.65%
- **Closing Date:** December 2025
- **Seller:** APL Group
- **Buyer:** Up&Up



## NOTION DECATUR

Atlanta, Georgia



SOLD



### SALE INFO

- **Units:** 290
- **Year Built:** 2023
- **Price:** \$76,050,000
- **Price/Unit:** \$262,241
- **Cap Rate:** 3.56%
- **Closing Date:** December 2025
- **Seller:** Toll Brothers & Pondmoon
- **Buyer:** PGIM



## SERIES AT RIVERVIEW LANDING

Atlanta, Georgia



### SALE INFO

- **Units:** 270
- **Year Built:** 2022
- **Price:** \$70,000,000
- **Price/Unit:** \$259,259
- **Cap Rate:** 4.91%
- **Closing Date:** November 2025
- **Seller:** Prestwick
- **Buyer:** PEM



## THE ROCCA

Atlanta, Georgia



### SALE INFO

- **Units:** 314
- **Year Built:** 2002/2014
- **Price:** \$80,148,500
- **Price/Unit:** \$255,250
- **Cap Rate:** 4.49%
- **Closing Date:** November 2025
- **Seller:** MetLife & Mubadala
- **Buyer:** PENLER & Crow Holdings



## THE VIVIAN

Atlanta, Georgia



### SALE INFO

- **Units:** 325
- **Year Built:** 2023
- **Price:** \$81,250,000
- **Price/Unit:** \$250,000
- **Cap Rate:** 4.43%
- **Closing Date:** August 2025
- **Seller:** RangeWater & ParkProperty
- **Buyer:** JW Capital



## ELM GROVE

Belton, Missouri



### SALE INFO

- **Units:** 123
- **Year Built:** 2023
- **Price:** Confidential
- **Price/Unit:** Confidential
- **Cap Rate:** 5.26%
- **Closing Date:** November 2025
- **Seller:** APL Group
- **Buyer:** Wrightwell



## MIDSOMER AT SAGE CREEK

Graniteville, South Carolina



### SALE INFO

- **Units:** 75
- **Year Built:** 2023
- **Price:** \$18,375,000
- **Price/Unit:** \$245,000
- **Cap Rate:** 5.78%
- **Closing Date:** April 2025
- **Seller:** DR Horton
- **Buyer:** MORE



## ARDMORE AT TOPSIDE

Knoxville, Tennessee



### SALE INFO

- **Units:** 282
- **Year Built:** 2024
- **Price:** \$68,000,000
- **Price/Unit:** \$241,135
- **Cap Rate:** 5.33%
- **Closing Date:** April 2025
- **Seller:** Ardmore Residential
- **Buyer:** PHH



## CORTLAND DECATUR EAST

Atlanta, Georgia



### SALE INFO

- **Units:** 378
- **Year Built:** 2019
- **Price:** \$90,500,00
- **Price/Unit:** \$239,418
- **Cap Rate:** 4.74%
- **Closing Date:** June 2025
- **Seller:** Cortland
- **Buyer:** Spylas



## RIVERCHASE VISTA

Savannah, Georgia



### SALE INFO

- **Units:** 300
- **Year Built:** 2024
- **Price:** \$71,500,000
- **Price/Unit:** \$238,333
- **Cap Rate:** 5.26%
- **Closing Date:** September 2025
- **Seller:** Vista Residential Partners
- **Buyer:** L&B Realty Advisors



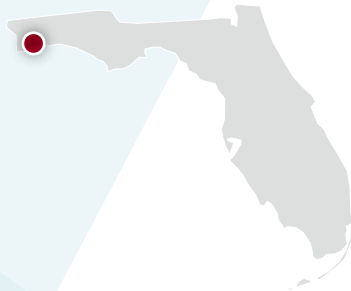
## WALKER HEIGHTS

Pensacola, Florida



### SALE INFO

- **Units:** 77
- **Year Built:** 2024
- **Price:** Confidential
- **Price/Unit:** Confidential
- **Cap Rate:** 5.78%
- **Closing Date:** June 2025
- **Seller:** Confidential
- **Buyer:** Nexpoint



## HUDSON STEEL TOWNHOMES

Lowell, Arkansas



### SALE INFO

- **Units:** 78
- **Year Built:** 2025
- **Price:** Confidential
- **Price/Unit:** Confidential
- **Cap Rate:** 6.25%
- **Closing Date:** November 2025
- **Seller:** Confidential
- **Buyer:** Flyway Ventures



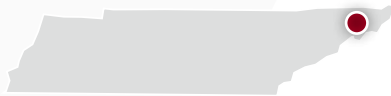
## MARTIN SQUARE

Johnson City, Tennessee



### SALE INFO

- **Units:** 120
- **Year Built:** 2024
- **Price:** \$28,080,000
- **Price/Unit:** \$234,000
- **Cap Rate:** 6.19%
- **Closing Date:** January 2025
- **Seller:** DR Horton
- **Buyer:** Onyx Partners



## ARDMORE AT FLOWERS

Clayton, North Carolina



### SALE INFO

- **Units:** 396
- **Year Built:** 2023
- **Price:** Confidential
- **Price/Unit:** Confidential
- **Cap Rate:** 5.45%
- **Closing Date:** April 2025
- **Seller:** Ardmore Residential
- **Buyer:** ECI Group



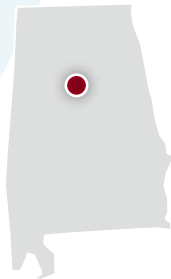
## VESTAVIA RESERVE

Birmingham, Alabama



### SALE INFO

- **Units:** 272
- **Year Built:** 2016
- **Price:** Confidential
- **Price/Unit:** Confidential
- **Cap Rate:** 5.30%
- **Closing Date:** February 2025
- **Seller:** Confidential
- **Buyer:** EBSCO



## IRONWOOD

North Augusta, South Carolina



### SALE INFO

- **Units:** 280
- **Year Built:** 2019
- **Price:** \$63,850,000
- **Price/Unit:** \$228,036
- **Cap Rate:** 5.39%
- **Closing Date:** October 2025
- **Seller:** Graycliff
- **Buyer:** West Shore



## INDIGO

Atlanta, Georgia



### SALE INFO

- **Units:** 168
- **Year Built:** 2022
- **Price:** \$37,200,000
- **Price/Unit:** \$221,429
- **Cap Rate:** 4.88%
- **Closing Date:** November 2025
- **Seller:** Arris Realty Partners
- **Buyer:** Forum



## PERIMETER GARDENS AT GEORGETOWN

Atlanta, Georgia



### SALE INFO

- **Units:** 245
- **Year Built:** 2006
- **Price:** \$53,500,000
- **Price/Unit:** \$218,367
- **Cap Rate:** 4.29%
- **Closing Date:** November 2025
- **Seller:** Sentinel
- **Buyer:** New York Life



## THE WILLOWS AT GRANDE DUNES

Myrtle Beach, South Carolina



### SALE INFO

- **Units:** 321
- **Year Built:** 2023
- **Price:** Confidential
- **Price/Unit:** Confidential
- **Cap Rate:** 5.00%
- **Closing Date:** July 2025
- **Seller:** Gateway Communities
- **Buyer:** Hamilton Point Investments



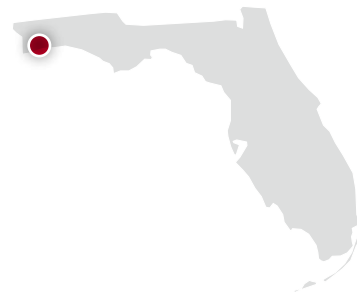
## WATERS AT RANSLEY

Pensacola, Florida



### SALE INFO

- **Units:** 336
- **Year Built:** 2023/2024
- **Price:** \$71,000,000
- **Price/Unit:** \$211,310
- **Cap Rate:** 5.37%
- **Closing Date:** June 2025
- **Seller:** STOA Group
- **Buyer:** Arcan



## THE FLATS AT EAST BAY

Fairhope, Alabama



SOLD



### SALE INFO

- **Units:** 240
- **Year Built:** 2024
- **Price:** \$49,800,000
- **Price/Unit:** \$207,500
- **Cap Rate:** 5.33%
- **Closing Date:** September 2025
- **Seller:** STOA
- **Buyer:** Oakley Group



## COVE AT COVINGTON

Covington, Georgia



SOLD



### SALE INFO

- **Units:** 350
- **Year Built:** 2022
- **Price:** \$72,500,000
- **Price/Unit:** \$207,143
- **Cap Rate:** 5.01%
- **Closing Date:** August 2025
- **Seller:** ACRE
- **Buyer:** Haven Communities & Monument Square



## THE PALMS AT EDGEWATER

Summerville, South Carolina



### SALE INFO

- **Units:** 288
- **Year Built:** 2023
- **Price:** Confidential
- **Price/Unit:** Confidential
- **Cap Rate:** 4.39%
- **Closing Date:** April 2025
- **Seller:** SV Developers
- **Buyer:** URS Capital Partners



## MARQUIS MIDTOWN DISTRICT

Atlanta, Georgia



### SALE INFO

- **Units:** 372
- **Year Built:** 2008
- **Price:** \$71,190,000
- **Price/Unit:** \$191,371
- **Cap Rate:** 3.29%
- **Closing Date:** April 2025
- **Seller:** CWS & Spence Capital
- **Buyer:** Cortland



