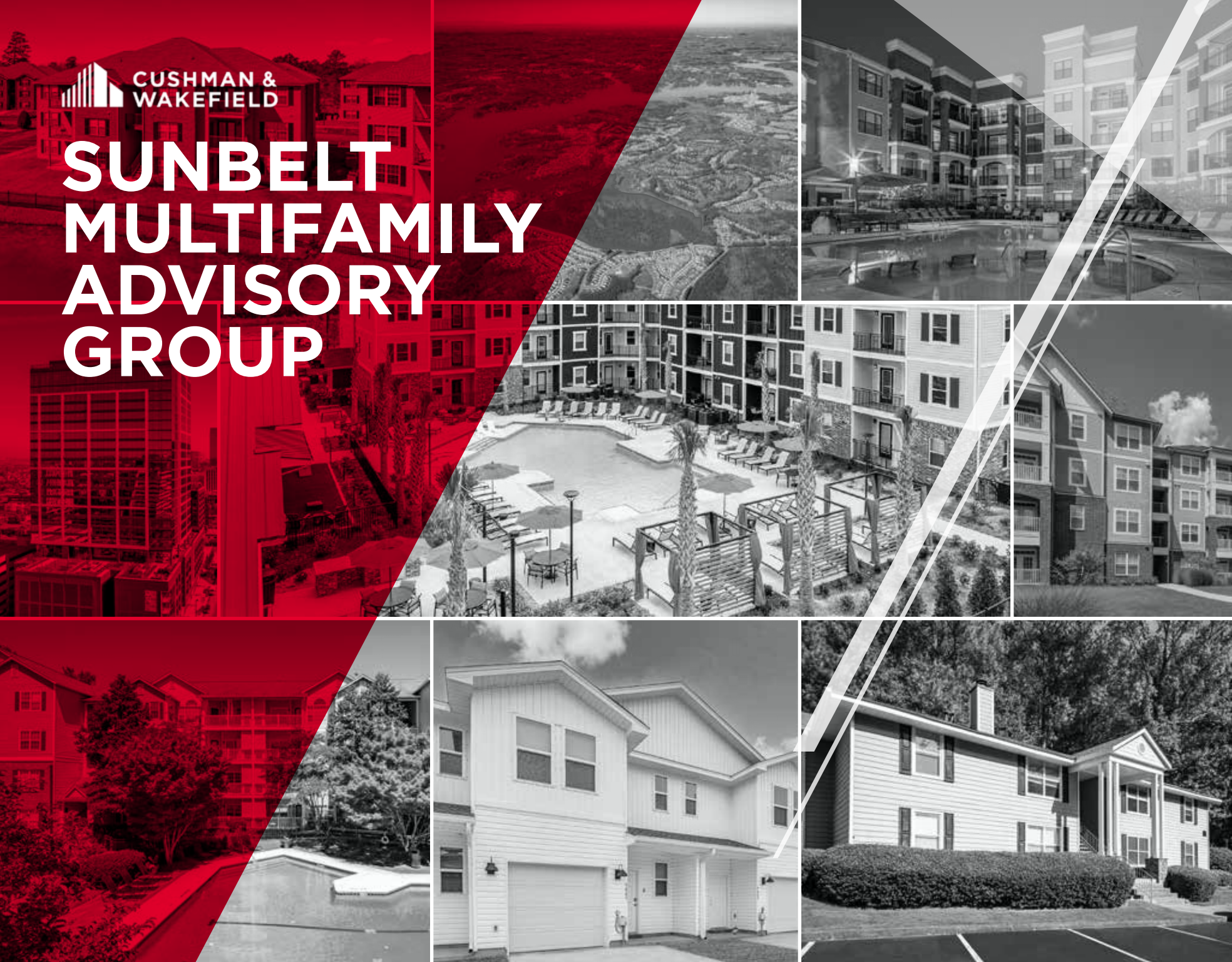




SUNBELT MULTIFAMILY ADVISORY GROUP





Highly Trusted & Respected Advisory Approach
Superior Access to Real-Time Market Intel
Truly Seamless Across the Sunbelt



The Cushman & Wakefield Sunbelt Multifamily Advisory Group has built a reputation as one of the most **dynamic, professional, and hands-on** multifamily teams in the industry. With offices located throughout the Sunbelt, our team is strategically positioned to serve clients across the spectrum of multifamily investments.

Our **long-standing super regional approach** to the 13 states ensures the team's coverage and execution platform provides clients greater market intelligence and wider market exposure when selling their assets. The ability to specialize by product type, client profiles, and regional geography, gives our team a much stronger position to add value on each assignment. Connection to the global capital markets network provides clients with a **national and international reach** for buyers and capital.

SUNBELT MULTIFAMILY ADVISORY GROUP

SUNBELT INSTITUTIONAL

ROBERT STICKEL
Executive Vice Chair

ALEX BROWN
Vice Chair

ASHLYN WARREN
Senior Director

MICHAEL KAY
Director

SUNBELT BTR

PARKER CALDWELL
Senior Director

ALEX BROWN
Vice Chair

ROBERT YATES
Director

TYLER MAYO
Executive Director

AUSTIN GREEN
Exec. Managing Director

SUNBELT LAND

ALEX PHILLIPS
Senior Director

ATLANTA

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Executive Vice Chair

TRAVIS PRESNELL
Exec. Managing Director

NATHAN SWENSON
Executive Director

WESLEY KENNEY
Executive Director

WESLEY LACEFIELD
Senior Director

JAMES WILBER
Senior Director

ROBERT YATES
Director

GEORGIA

TAYLOR BIRD
Vice Chair

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Exec. Managing Director

AUSTIN WEATHINGTON
Senior Director

HARRISON CHEELEY
Director

LAURA AYLOR
Director

KENTUCKY

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Executive Vice Chair

CRAIG COLLINS
Senior Director
Commercial Kentucky Inc.

GULF STATES

CRAIG HEY
Vice Chair

ANDREW BROWN
Exec. Managing Director

PARKER CALDWELL
Senior Director

BEN THOMAS
Director

CENTRAL STATES

CRAIG HEY
Vice Chair

MARTIN BYNUM
Executive Director

STEPHEN PESTINGER
Managing Director

TENNESSEE

TYLER MAYO
Executive Director

TAYLOR BIRD
Vice Chair

ROBERT STICKEL
Executive Vice Chair

LOUISIANA

MIKE KEMETHER
Executive Vice Chair

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Principal,
Larry G. Schedler
& Associates, Inc.

CAROLINAS

JORDAN MCCARLEY
Executive Vice Chair

PAUL MARLEY
Vice Chair

ALEX MCDERMOTT
Exec. Managing Director

AUSTIN GREEN
Exec. Managing Director

HUNTER BOWLING
Senior Director

Benefits to Our Clients:

- Collaborative Partnership Structure
- Segmentation for Client Synergies
- Geographic Experts with Market Intel
- Decentralized, yet Highly Synchronized
- No Gaps or Overlaps Across Sunbelt

1
TEAM

13
STATES

40
ADVISORS

80
TEAM MEMBERS



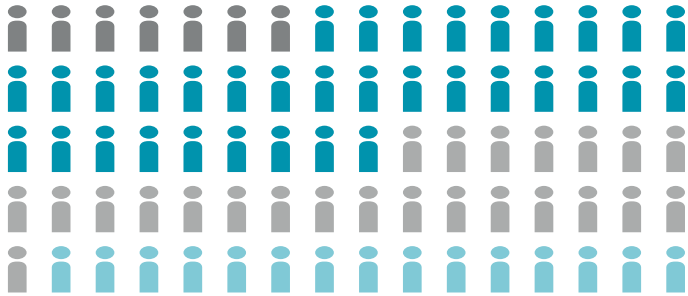
SUNBELT MULTIFAMILY ADVISORY GROUP

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

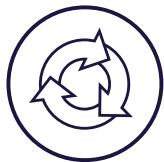


Adequate
Materials

... 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

SUNBELT INSTITUTIONAL



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Eden at Lakeview
Alpharetta, Georgia
255 Units // Built 2024

“By being highly specialized with high quality assets, our Sunbelt Institutional Team better serves 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





SOLD

3005 Buckhead
Atlanta, Georgia
399 Units // Built 2019



SOLD

Trace Midtown
Atlanta, Georgia
290 Units // Built 2016



SOLD

The Vivian
Atlanta, Georgia
325 Units // Built 2023



SOLD

The Rocca
Atlanta, Georgia
314 Units // Built 2002 & 2014



SOLD

Notion Decatur
Atlanta, Georgia
290 Units // Built 2023



SOLD

Jade at Avondale
Atlanta, Georgia
270 Units // Built 2020



SOLD

Marquis Midtown District
Atlanta, Georgia
372 Units // Built 2008



SOLD

Skye Suwanee
Suwanee, Georgia
233 Units // Built 2020



SOLD

Perimeter Gardens at Georgetown
Atlanta, Georgia
245 Units // Built 2006

ATLANTA PROFESSIONAL EQUITY



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Aspire Perimeter
Atlanta, Georgia
296 Units // Built 1996

“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





SOLD

Canterbury Ridge

Canton, Georgia
212 Units // Built 1999



SOLD

Berkeley Landing

Duluth, Georgia
240 Units // Built 1985



SOLD

Rosemont Peachtree Corners

Peachtree Corners, Georgia
440 Units // Built 1982



SOLD

Chroma Park

Austell, Georgia
365 Units // Built 1996 & 1999



SOLD

60 Jane

Newnan, Georgia
114 Units // Built 1986 & 1998



SOLD

Grove Parkview

Gwinnett County, Georgia
268 Units // Built 1989



SOLD

260 Woodstock

Woodstock, Georgia
23 Units // 8,620 SF Retail // Built 2008



SOLD

Cortland Portico

Duluth, Georgia
440 Units // Built 2002



SOLD

Villas at Princeton Lakes

Atlanta, Georgia
210 Units // Built 2004

ATLANTA PRIVATE CAPITAL



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Riverstone Powers Ferry
Marietta, Georgia
192 Units // Built 1981

“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





SOLD

Kenridge

Decatur, Georgia
326 Units // Built 1987



SOLD

One Sovereign Place

Sandy Springs, Georgia
172 Units // Built 1965



SOLD

Reserve at Brookhaven

Atlanta, Georgia
192 Units // Built 1971



SOLD

Eastlake Gardens

Decatur, Georgia
304 Units // Built 1965



SOLD

Park at 500

Stone Mountain, Georgia
556 Units // Built 1972



SOLD

Fieldstone Glen

Jonesboro, Georgia
216 Units // Built 2003



SOLD

Hidden Valley

Decatur, Georgia
250 Units // Built 1970



SOLD

Spoke at Peachtree Corners

Norcross, Georgia
92 Units // Built 2022



SOLD

Premier Club

Union City, Georgia
88 Units // Built 1971

GEORGIA /



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EmmaJames

Savannah, Georgia
280 Units // Built 2023

“The Georgia Team specializes on serving the secondary and tertiary markets throughout Georgia, focusing on all asset types within these growing cities. Bolstered by a high-level perspective within this unique regional group, our geographic specialty allows us to provide unmatched market knowledge and superior transfer of capital through our client-driven approach.”

- Taylor Bird





Ironwood
North Augusta, South Carolina
280 Units // Built 2019



Riverchase Vista
Savannah, Georgia
300 Units // Built 2024



Club Villas
Warner Robins, Georgia
188 Units // Built 2007-2023



Canalside
Augusta, Georgia
106 Units // Built 2015



Brant Creek
Saint Marys, Georgia
196 Units // Built 2009



Trails at Flat Rock
Columbus, Georgia
224 Units // Built 2007



The Belmont
Augusta, Georgia
192 Units // Built 2003



Amelia & Amelia West
Valdosta, Georgia
106 Units // Built 1972 & 1983



Carrollwood
Carrollton, Georgia
97 Units // Built 1973

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SOLD

Ardmore at Flowers
Clayton, North Carolina
396 Units // Built 2023

“With a large team of professionals organized by specialization, to cover both the primary and secondary markets within this region as well as the institutional and non-institutional assets, our Carolinas Team offers the most comprehensive multifamily investment sales platform with extensive investor reach and access to a wide variety of investment opportunities.”

- Jordan McCarley





Palms at Edgewater
Summerville, South Carolina
288 Units // Built 2023



South Pointe at Wayside
Raeford, North Carolina
192 Units // Built 2023



Broadstone Optimist Park
Charlotte, North Carolina
323 Units // Built 2023



Village at Hunter's Run
Pembroke, North Carolina
144 Units // Built 2021



Madison New Riverside
Bluffton, South Carolina
166 Units // Built 2024



Willows at Grande Dunes
Myrtle Beach, South Carolina
321 Units // Built 2023



Satori West Ashley
Charleston, South Carolina
297 Units // Built 2023



Ardmore at Bryton
Huntersville, North Carolina
288 Units // Built 2022



Park Circle Village
North Charleston, South Carolina
200 Units // Built 2021

CAROLINAS /



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200 East
Durham, North Carolina
330 Units // Built 1999

“Spanning multiple offices across the Carolinas, our team works cohesively to maximize our clients’ investments in the dynamic multifamily market. Our comprehensive platform is able to efficiently reach and service the needs of the multitude of opportunities available throughout the region. In addition to serving the primary markets, we focus on the secondary and tertiary cities, bringing a depth of product and market knowledge while offering a first-class client experiences.”

- Paul Marley





The Paddock Club & The Fairways

Columbia, South Carolina
576 Total Units // Built 1989 & 1992



The Summit on 401

Fayetteville, North Carolina
291 Units // Built 2012



The Avalon

Charlotte, North Carolina
240 Units // Built 1999



The Cole

Fayetteville, North Carolina
288 Units // Built 2006



The Kelston

Charlotte, North Carolina
310 Units // Built 1986



Willington Lakes

Orangeburg, South Carolina
216 Units // Built 2002



Cedar Trace

Greensboro, North Carolina
222 Units // Built 1998



Universal at Pine Ridge

Lyman, South Carolina
210 Units // Built 2023



Stone Ridge & Parcstone

Fayetteville, North Carolina
616 Total Units // Built 2008 & 2011



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Vestavia Reserve
Birmingham, Alabama
272 Units // Built 2016

“The Gulf States Team provides top quality service to our clients by leveraging the largest professional sales group in the region while leveraging Sunbelt Team’s superior capital transfer abilities. We cover all product types, from Class A Institutional quality assets to Workforce Housing. Having such a large team allows us the ability to execute large portfolios or to cover a singular asset sales process.”

- Craig Hey





Flats at East Bay
Fairhope, Alabama
240 Units // Built 2024



Walker Heights
Pensacola, Florida
77 Units // Built 2024



Ridge Crossings
Hoover, Alabama
720 Units // Built 1991 & 2015



Manor on County Line
Madison, Alabama
316 Units // Built 2024



Stonegate
Birmingham, Alabama
260 Units // Built 2008



Grande View
Biloxi, Mississippi
240 Units // Built 2003



Magnolia Preserve
Dothan, Alabama
173 Units // Built 2014



Lodge at Johns Road
Huntsville, Alabama
83 Units // Built 2015



Waters at Ransley
Pensacola, Florida
336 Units // Built 2023 & 2024

CENTRAL STATES

Arkansas,
Oklahoma,
Kansas & Missouri



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Altitude 970
Kansas City, Missouri
291 Units // Built 2017



“The Central States Team works with owners and investors on properties across the asset class spectrum and specializes in the importation of capital across our Sunbelt platform. Our primary goal is to leverage the capabilities of the largest sales team in the U.S. to create the best outcomes for our clients here in our markets.”

- Craig Hey





Life at Elmwood Grove

Springdale, Arkansas
192 Units // Built 2001 (Ren. 2024)



Summit Ridge

Lee's Summit, Missouri
432 Units // Built 2001



The Benton

Pea Ridge, Arkansas
150 Units // Built 2024



Kansas City 3 BTR Portfolio

Kansas City, Missouri
251 Units // Built 2022-2024



Landmark II

Little Rock, Arkansas
176 Units // Built 2024



The Preserve

Branson, Missouri
184 Units // Built 2012 & 2016



Hillcrest Village

Springdale, Arkansas
157 Units // Built 2023



North Creekside

Fayetteville, Arkansas
195 Units // Built 1971



Savannah Pointe

Oklahoma City, Oklahoma
137 Units // Built 1976

TENNESSEE



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2010 West End
Nashville, Tennessee
358 Units // Built 2021

“Our Tennessee Team leverages the vast expertise of the Sunbelt Multifamily Advisory Group to serve clients throughout the state. In addition to serving the primary markets, we focus on the secondary and tertiary cities, across all product types from private capital acquisitions to institutional assets.”

- Tyler Mayo





Mockingbird Meadows

Knoxville, Tennessee
60 Units // Built 2024



Morningside of Belmont

Nashville, Tennessee
132 Units // Built 1977



Ardmore Topside

Knoxville, Tennessee
282 Units // Built 2024



Martin Square

Johnson City, Tennessee
120 Units // Built 2024



Professional Park

Clarksville, Tennessee
96 Units // Built 2024



18Thirty

Nashville, Tennessee
88 Units // Built 2001



Blackberry Creek

Chattanooga, Tennessee
70 Units // Built 2005



Arrowood Farms

Clarksville, Tennessee
181 Units // Built 2023



The Dylan

Murfreesboro, Tennessee
152 Units // Built 1985

KENTUCKY /



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Louisville 5 Portfolio

Louisville, Kentucky
1,460 Total Units // Built 1974-1997

“The Kentucky Team continues to set records in markets like Louisville, Lexington, and Bowling Green. Many of these markets provide the quality, higher paying “Eds and Meds” jobs, coupled with the more grey collar manufacturing jobs, to help create a renter profile for various multifamily housing options. The Kentucky Team covers all product types, from Class A to private capital, throughout the state.”

- Craig Collins





Blankenbaker Crossings
Louisville, Kentucky
236 Units // Built 2005-2006



Veranda at Norton Commons
Louisville, Kentucky
236 Units // Built 2015



Carrington Place
Louisville MSA (Jeffersonville, Indiana)
88 Units // Built 1995



Griffin Gate
Hopkinsville, Kentucky
80 Units // Built 2011



Elevate at NuLu
Louisville, Kentucky
236 Units // Built 1985



Lakeview
Louisville MSA (Sellersburg, Indiana)
144 Units // Built 1999



Shelbyville Place
Shelbyville, Kentucky
89 Units // Built 2004 & 2007



Axis on Lexington
Louisville, Kentucky
300 Units // Built 2017



Ashby
Louisville MSA (Sellersburg, Indiana)
80 Units // Built 1996

LOUISIANA



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Arden Park
Denham Springs, Louisiana
264 Units // Built 2005

“The Louisiana Team specializes in serving all multifamily asset types throughout the entire state, from institutional to affordable. We are deeply committed to providing our clients with superior market knowledge and advisory services. With over four decades of consistent performance and trusted relationships, we have earned and maintained a leading share of the market. This enduring presence reflects not only our experience, but our unwavering focus on delivering value across every cycle.”

- Larry Schedler





SOLD

Hibernia Tower

New Orleans, Louisiana
175 Units // 44K SF Retail/Office // Built 1921 (Ren 2012)



SOLD

The Bradford

Lafayette, Louisiana
300 Units // Built 1995



SOLD

Chateau Cleary

Metairie, Louisiana
104 Units // Built 1970



SOLD

Houma Highlands

Houma, Louisiana
378 Units // Built 2004 & 2012



SOLD

Teakwood Village

Baton Rouge, Louisiana
134 Units // Built 1975



SOLD

Carmel Brook

New Orleans, Louisiana
548 Units // Built 1984



SOLD

Carmel Spring

New Orleans, Louisiana
400 Units // Built 1984



SOLD

Laguna Creek

New Orleans, Louisiana
216 Units // Built 1981



SOLD

Laguna Reserve

New Orleans, Louisiana
348 Units // Built 1982

SUNBELT LAND



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Coves at Lake Wylie
Charlotte, North Carolina
499 Lots // 139 Acres

“The Sunbelt Land Team provides thorough analysis to landowners, along with dedicated site selection to our trusted developer clients. We achieve each clients’ goals by finding the highest and best use for each unique property. With our holistic approach, our team can leverage the resources of the Sunbelt’s largest multifamily team, immense investor pool, and the Cushman & Wakefield global platform.”

- Alex Phillips





The Views at Bryton
Huntersville, North Carolina
318 Units // 35.62 Acres



Green Level Mixed Use
Cary, North Carolina
35.31 Acres



Boals Farm
Charleston, South Carolina
105 Lots // 31.51 Acres



Riverchase at Pathstone
Pensacola, Florida
213 Units // 23.0 Acres



Parkside
Port Wentworth, Georgia
235 Units // 20.42 Acres



Brownstone Cartersville
Cartersville, Georgia
200 Units // 28.94 Acres



Overlook at Asheville
Asheville, North Carolina
210 Units // 10 Acres



Lofts at Alma
McKinney, Texas
224 Units // 10.96 Acres



Crofts at Daphne
Daphne, Alabama
139 Units // 17.85 Acres

SUNBELT BTR



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Atlanta 4 BTR Portfolio
Atlanta MSA, Georgia
361 Units // Built 2022-2024

“Build-to-Rent is the darling tranche of multifamily right now, and we are seeing widespread capital chase the space as the market builds out. Our Subelt platform is unique in that we can capture the entirety of a materializing buyer pool as most are entering from the conventional market: existing institutional BTR buyers, new institutional BTR buyers, and new private equity BTR buyers.”

- Parker Caldwell





Timber Leaf & Oak Tree
Birmingham, Alabama
147 Units // Built 2022 & 2023



Walker Heights
Pensacola, Florida
77 Units // Built 2024



The Enclave & Grove at Ridgefield
Myrtle Beach, South Carolina
97 Units // Built 2024



Mockingbird Meadows
Knoxville, Tennessee
60 Units // Built 2024



Brighton Woodstock
Atlanta, Georgia
100 Units // Built 2022



Myrtle Landing
Wilmington, North Carolina
144 Units // Built 2017



Hawthorne Heights
Bentonville, Arkansas
54 Units // Built 2023



Arbor at Riverstone
San Antonio, Texas
83 Units // Built 2024



Kansas City 3 BTR Portfolio
Kansas City, Missouri
251 Units // Built 2022-2024

PORTFOLIO DOMINANCE /

#1

MOST PORTFOLIOS SOLD IN THE SOUTHEAST

(Each Year: 2017-2025)

168
Portfolios

\$9.9B
Sales Volume

535
Properties

79K
Units

Portfolios with 2+ Assets (2017-2025)



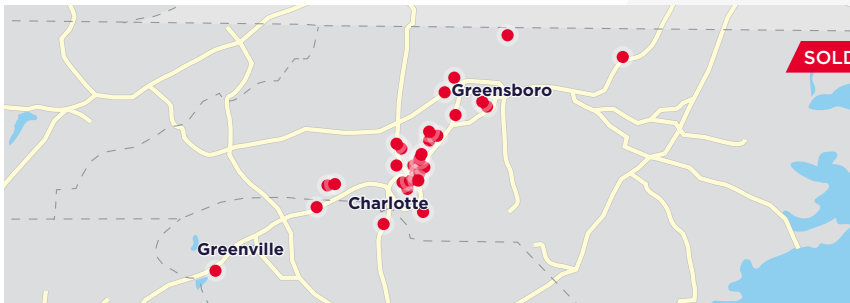
Sunbelt New Development Portfolio

North Carolina, Texas & Colorado
16 Properties // 4,501 Units



Southeast 15 Portfolio

Georgia, Alabama, North Carolina, Florida & Louisiana
15 Properties // 2,663 Units



Carolinas 5,115 Portfolio

North Carolina & South Carolina
31 Properties // 5,115 Units



The AVR Portfolio

Georgia, North Carolina & Florida
9 Properties // 2,752 Units



Southeast 979 Portfolio

Georgia, Alabama & Mississippi
5 Properties // 979 Units



Sterling Southeast Portfolio

Georgia, South Carolina, North Carolina & Virginia
7 Properties // 1,624 Units



Hawthorne Portfolio

North Carolina, Georgia & Tennessee
3 Properties // 903 Units



Southeast 698 Portfolio

Alabama, Georgia & South Carolina
3 Properties // 698 Units



LA/MS Portfolio

Louisiana & Mississippi
3 Properties // 845 Units



Centralized Southeast Portfolio

Tennessee, Kentucky & Mississippi
8 Properties // 1,362 Units



VCP Portfolio

Alabama, Florida, Mississippi, North Carolina, Tennessee & Texas
18 Properties // 1,858 Units

FULL SERVICE TRANSACTION MANAGEMENT

Recognized as one of the only brokerage firms to offer specialized Transaction Management care throughout the Due Diligence & Closing process, our experts provide clients with a **full-service, white glove experience**.

As the market's Due Diligence process has grown in complexity, Cushman & Wakefield's Transaction Management team has continually enhanced their approach to ensure smooth transition execution for their clients.

Cost effective, Cushman & Wakefield serves as a free advisor/facilitator and will coordinate and manage the entire transaction process from PSA execution through closing.



JAIME SLOCUMB

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SAM WOODRING

Senior Transaction Manager
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CLAIRE TUCKER

Transaction Coordinator
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Benefits Include:



Process managed by individuals with high transaction volume experience



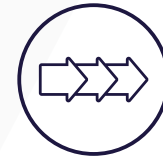
Experienced in walking the fine line of facilitating result-driven communication, yet not acting as an unnecessary link in the chain of correspondence between parties



PSA timeline management



Reconciles, organizes, and coordinates due diligence documentation, site visits, inspections and additional requests



Knowledgeable through transition process when coordinating current management with incoming management team



Escrow process is monitored by both the brokers, and a licensed, designated Transaction Manager, who is adept at ensuring a timely settlement is accomplished

Transaction Management Client Accolades

“

“One of the most impressive team performances that I’ve had the pleasure of experiencing! Your team’s level of detail, service, attention, accuracy and ultimately results are top flight, and have set the bar in my mind for what the sales transaction experience should be.”

“I’m impressed with your ability to keep things straight on all these deals. You do so much behind the scenes that goes unnoticed but your role is very critical. Thank you for all your efforts getting our deals closed!”

“I have nothing but glowing things to say about the Cushman team... I don’t think we could have made it through this without a Transaction Manager!”

“Thank you for your hard work, attention to detail and willingness to go above and beyond in helping us close. You helped the transaction move along efficiently and seemingly effortlessly.”

“You were such a rock star facilitating information on our transaction and made the process work smoothly.”

“Wanted to thank you for outstanding work with our team as we look to close. You’ve always been responsive and always looking to help, we appreciate your support in every way.”

“A special thanks to your Transaction Manager, she really helped with the communications with the buyer on the DD and information flow leading to the closing. Cushman is the only broker I’ve worked with who supplies that valuable role, and she was an excellent facilitator.”

”

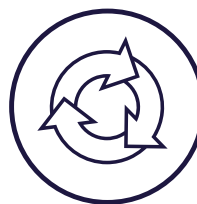
The Cushman & Wakefield Capital Markets team leverages in-depth market knowledge to achieve optimal execution. Our national reach with key connections in the brokerage, investment, and finance communities, helps us to succeed for our clients.

Cushman & Wakefield's commitment to providing a more robust, client-centric experience is critically dependent upon the addition of specialized, industry-leading talent that augments our core expertise. This further enables us to deliver a 360-degree investor services platform with consistent execution and continued innovation across the Americas and the globe.

Cushman & Wakefield's Advantage

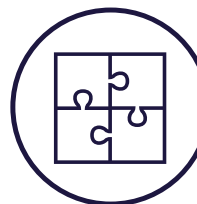
Our professionals offer expertise in every business sector and real estate class, delivering integrated solutions by actively advising, implementing, and managing on behalf of tenants, landlords, and investors throughout every stage of the real estate acquisition, financing, or sales process.

Whether you are an investor, developer, corporate user or owner, a global company or a small business, we provide solutions that fit your strategic, operational, and financial goals and help convert fixed assets into dynamic ones.



Full Service Capital Markets Platform

- Investment Sales
- Corporate Finance & Investment Banking
- Equity, Debt & Structured Finance
- Global Capital Advisory



Integrated Team

- Proven Processes
- Skilled Underwriting
- Deep Market Knowledge
- National & Global Connections



ACCESS

to opportunities, product, capital sources, and local market expertise

PROPERTY POSITIONING

helps clients achieve their specific cash flow and financial objectives, driven by the changing market

EXPERTISE

in every business sector and real estate class and environment

CUSHMAN & WAKEFIELD PROPERTY MANAGEMENT

Multifamily Platform



167,000

Units



860+

Assets Managed



4,000

Team Members



200+

Clients



90

MSAs in 35 States

Project Types

- New Development
- Mixed Use
- Value Add
- Luxury
- Single-Family
- Affordable
- High-Rise
- Mid-Rise
- Garden

Core Services



OPERATIONS



ACCOUNTING
& FINANCIAL
REPORTING



MARKETING



ENGINEERING
MAINTENANCE



CONSTRUCTION
MANAGEMENT



CONTRACT
& VENDOR
MANAGEMENT



REVENUE
MANAGEMENT



RISK
MANAGEMENT



INFORMATION
TECHNOLOGY



TRAINING &
DEVELOPMENT



ENERGY &
SUSTAINABILITY
SERVICES

NMHC 2025 Rankings

2025 RANK	COMPANY NAME	UNITS MANAGED 2024	UNITS MANAGED 2025
1	Greystar	814,313	946,742
2	Asset Living	291,322	288,665
3	Willow Bridge	201,472	220,676
4	RPM Living	226,169	281,661
5	Cushman & Wakefield	182,000	167,000

Delivering Creative Financial Solutions

Greystone is best known for its creativity and nimbleness in structuring individualized solutions for its clients' needs.

Financing Options

- Fannie Mae
- Freddie Mac
- FHA/HUD
- Bridge/Mezzanine
- CMBS
- Tax Exempt Bond Financing

#1

FHA Multifamily & Healthcare Lender

Top 10

Freddie Mac Optigo® & Frannie Mae DUS® Lender

\$12B

Loans Originated in 2024

Top 3

Fannie Mae & Freddie Mac Small Loan Lender

Ranked Strong

by S&P Global Ranking Since 2010 (highest rating category)

\$89.3B

Total Loan Servicing Portfolio

Client Benefit

Through Cushman & Wakefield and Greystone's partnership, C&W and its clients now benefit from direct access to the market's preferred loan execution: Agency loan products and the ability to use its balance sheet as a resource to beat its client's expectations.

EQUITY, DEBT & STRUCTURED FINANCE /

Equity, Debt & Structured Finance (EDSF)

Recognized as one of the world's leading Capital Markets experts when it comes to commercial real estate, Cushman & Wakefield's EDSF team offers both domestic and international clients advisory and capital solutions for all asset classes.

Through active, standing relationships with national, pre-eminent Fannie, Freddie and FHA lenders, our EDSF professionals provide their clients with a variety of strategic financing options for multifamily investors and developers.

GLOBAL CAPITAL ACCESS, LOCAL MARKET EXPERTISE

\$14.1B
FINANCE VOLUME*

140+
PROFESSIONALS

15
U.S. OFFICES

**3 Year Average (2022-2024)*

As the world's Capital Markets have grown in size and complexity, Cushman & Wakefield's EDSF professionals have continually enhanced their approach to ensure ongoing delivery of state-of-the-art financing and equity structuring advice and execution for their clients.

CONFIDENTLY GLOBAL, EXPERTLY LOCAL.



60

COUNTRIES

400

OFFICES

\$9.4B

2024 REVENUE

52K

EMPLOYEES

6.2B

SF MANAGED

Cushman & Wakefield (NYSE: CWK) is a leading global commercial real estate services firm for property owners and occupiers with approximately 52,000 employees in nearly 400 offices and 60 countries. In 2024, the firm reported revenue of \$9.4 billion across its core service lines of Services, Leasing, Capital markets, and Valuation and other. Built around the belief that Better never settles, the firm receives numerous industry and business accolades for its award-winning culture. For additional information, visit www.cushmanwakefield.com.

