

MID-ATLANTIC Multifamily Group

RECENT TEAM EXPERIENCE



2023



MID-ATLANTIC MULTIFAMILY A d v i s o r y G r o u p

JORGE ROSA

EXECUTIVE MANAGING DIRECTOR
+1 703 286 3002
jorge.rosa@cushwake.com

ANTHONY 'TJ' LIBERTO

MANAGING DIRECTOR
+1 703 286 3007
anthony.liberto@cushwake.com

ALEX BASILE (EDSF)

EXECUTIVE DIRECTOR
+ 1 202 407 8158
alex.basile@cushwake.com

BEN PASQUARELLA

FINANCIAL ANALYST
+1 703 286 3006
benjamin.pasquarella@cushwake.com

JOYCE CONNOLLY

FINANCIAL ANALYST
+1 202 463 1352
Joyce.Connolly@cushwake.com

BROOKE HANSON

BROKERAGE COORDINATOR
+15709166466
brooke.hanson@cushwake.com

Debt, Equity & Structured Finance:**MARSHALL SCALLAN**

EXECUTIVE DIRECTOR
+1 202 463 1118
marshall.scallan@cushwake.com

BINDI SHAH

SENIOR DIRECTOR
+1 202 266 1177
bindi.shah@cushwake.com



**CUSHMAN &
WAKEFIELD**
1800 TYSONS BOULEVARD SUITE 200
TYSONS, VA 22102
PHONE: +1 703 448 1200
www.multifamily.cushwake.com



TABLE OF C o n t e n t s

CONFIDENTLY GLOBAL, EXPERTLY LOCAL **PG. 2**

WORLD CLASS INVESTMENT SALES **PG.4**

WASHINGTON, DC METRO RECENT EXPERIENCE **PG. 6**

SOUTHERN VIRGINIA RECENT EXPERIENCE **PG. 10**

BALTIMORE EXPERIENCE **PG. 16**

MID-ATLANTIC MULTIFAMILY TEAM **PG. 20**

MID-ATLANTIC TEAM BIOS **PG. 22**

INDUSTRY-LEADING MARKETING MATERIALS **PG. 24**



CONFIDENTLY GLOBAL, Expertly Local

Cushman & Wakefield's Multifamily Advisory Group creates opportunities for the marketplace. We deliver investment advice, transaction execution, and market information to owners and investors engaged in buying, selling, financing and developing multifamily real estate. Our clients include institutional and private investors, as well as developers.

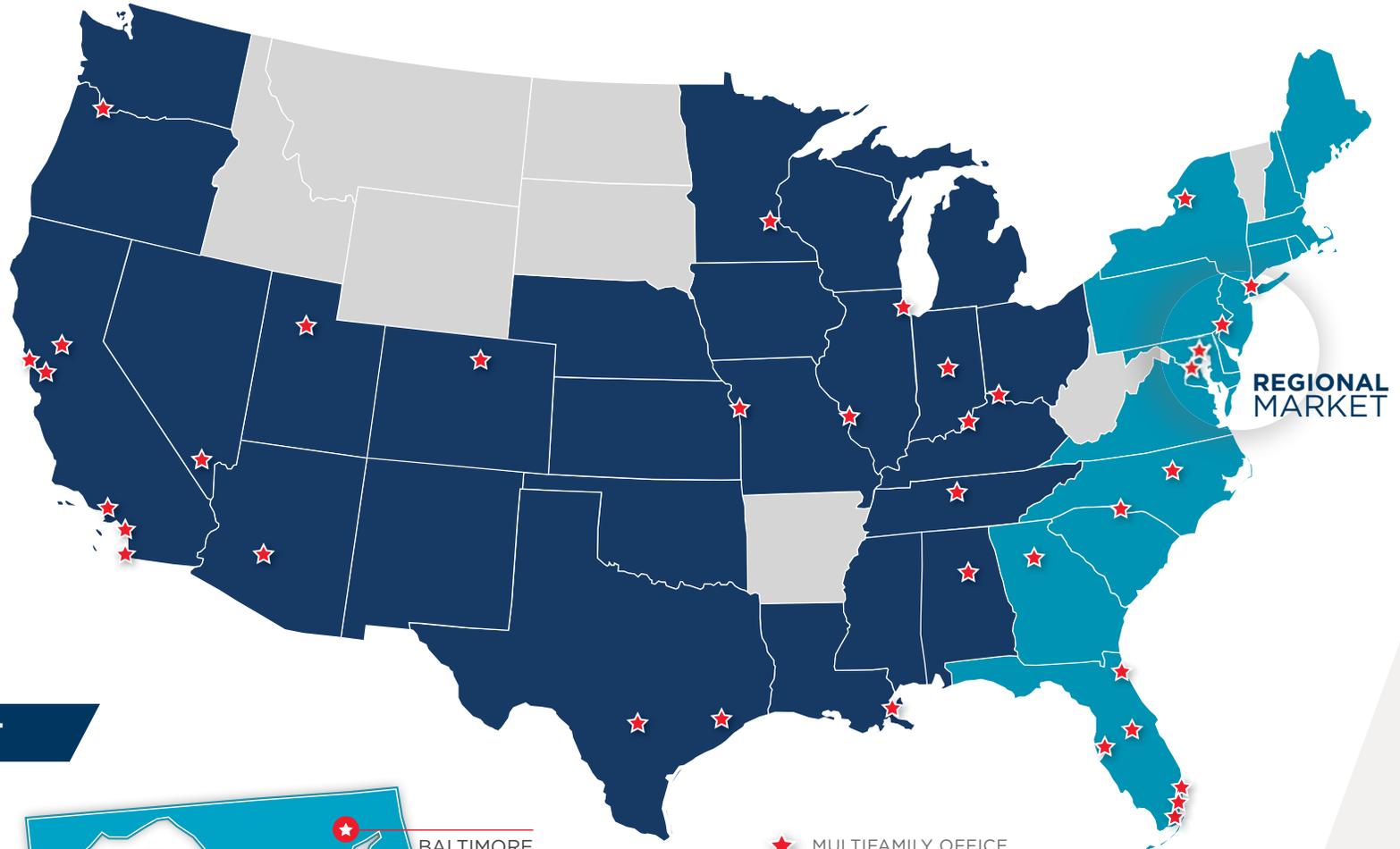
Our group takes a progressive approach to the strategic services we provide to our clients. Our full-service capabilities combine global and local knowledge to deliver tailored solutions unique to each client. We assist owners, investors, and developers in creating optimal custom strategies, and achieving maximum value for their multifamily assets. Clients get exhaustive bid options from the buying public and investors get far-reaching deal inventory. Spanning the United States allows us to employ a holistic approach, enabling capital to flow from region to region, not just across a single city.

\$1.28 B

SALES VOLUME
IN MID-ATLANTIC
SINCE 2021

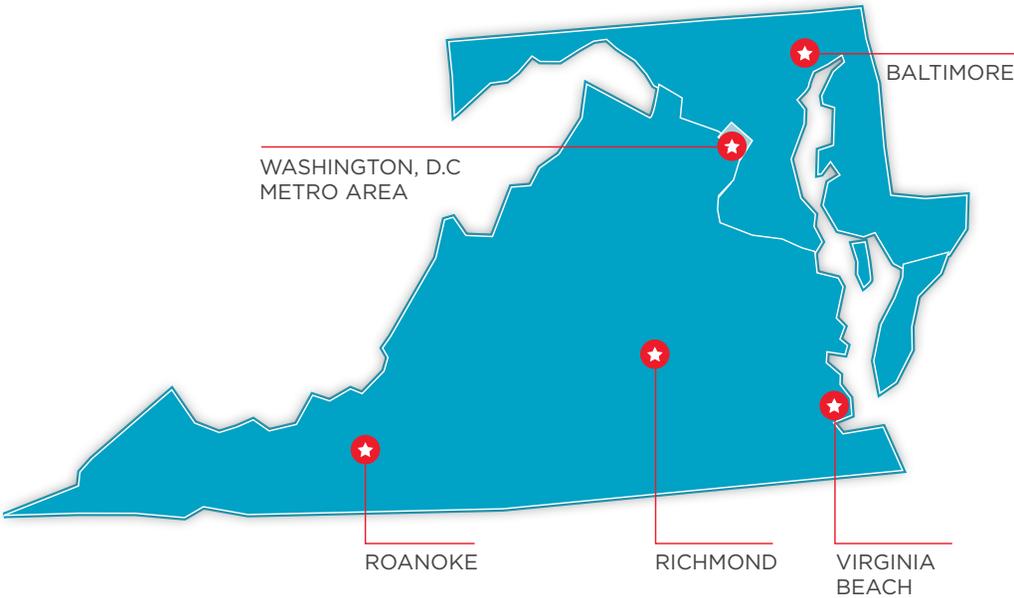
+25%

YOY GROWTH
IN SALES VOLUME



REGIONAL MARKET

REGIONAL MARKET



- ★ MULTIFAMILY OFFICE
- MULTIFAMILY COVERAGE
- MULTIFAMILY EAST COAST COVERAGE

WORLD CLASS Investment Sales Team

Cushman & Wakefield is a world-leading provider of real estate Capital Markets expertise.

Our professionals offer expertise in every business sector and real estate class, delivering integrated solutions by actively advising, implementing, and managing on behalf of owners and investors throughout every stage of the real estate acquisition, financing, or sales process. Whether you are an investor, developer, or owner, a global company or a small business, Cushman & Wakefield provides solutions that fit your strategic, operational, and financial goals and help convert fixed assets into dynamic ones.

THE CUSHMAN & WAKEFIELD ADVANTAGE

Access to opportunities, product, capital sources, and local market expertise around the world

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

Expertise in every business sector and real estate class



*Our Investment Sales team is a recognized leader and **ONE** of the most **ACTIVE** in the country*

NATIONAL PLATFORM

U.S. OFFICES

ALABAMA

- Birmingham

ARIZONA

- Peoria
- Phoenix
- Tempe
- Tucson

CALIFORNIA

- Bakersfield
- Burlingame
- Carlsbad
- Costa Mesa
- East Palo Alto
- Diamond Bar
- Fresno
- Inland Empire
- Irvine
- Los Altos
- Los Angeles
- Marin / Sonoma
- Monterey
- Oakland
- Orange County
- Palo Alto
- Pasadena
- Pleasanton
- Sacramento
- Salinas
- San Diego
- San Francisco
- San Jose
- San Rafael
- Santa Cruz
- Santa Rosa
- Walnut Creek
- Woodland Hills

COLORADO

- Colorado Springs
- Denver
- Fort Collins
- Greenwood Village

CONNECTICUT

- East Hartford
- Hartford
- Stamford

DELAWARE

- Wilmington

DISTRICT OF COLUMBIA

- Washington, D.C.

FLORIDA

- Boca Raton
- Ft. Lauderdale
- Ft. Myers
- Jacksonville
- Miami
- Orlando
- Stuart
- Tampa
- West Palm Beach

GEORGIA

- Atlanta
- Savannah

HAWAII

- Honolulu

IDAHO

- Boise

ILLINOIS

- Chicago
- Rosemont

INDIANA

- Bloomington
- Indianapolis

KANSAS

- Overland Park

KENTUCKY

- Louisville

MAINE

- South Portland

MARYLAND

- Baltimore
- Bethesda
- Columbia

MASSACHUSETTS

- Auburndale
- Boston

MICHIGAN

- Detroit

MINNESOTA

- Minneapolis

MISSOURI

- Chesterfield
- Kansas City
- St. Charles
- St. Louis

NEBRASKA

- Omaha

NEVADA

- Las Vegas
- Reno

NEW HAMPSHIRE

- Manchester
- Portsmouth

NEW JERSEY

- Bloomfield
- Chatham
- East Rutherford
- Edison
- Morristown
- Rutherford

NEW YORK

- Albany
- Binghamton
- Brooklyn
- Buffalo
- Corning
- Hudson Valley
- Islandia
- Ithaca
- Melville
- New York City
- Queens
- Rochester
- Syracuse
- Utica
- Watertown
- White Plains

NORTH CAROLINA

- Charlotte
- Raleigh
- Wilson

OHIO

- Cincinnati
- Cleveland
- Columbus
- Dayton

OKLAHOMA

- Oklahoma City
- Tulsa

OREGON

- Portland

PENNSYLVANIA

- Harrisburg
- Philadelphia
- Pittsburgh

PUERTO RICO

- San Juan

RHODE ISLAND

- Providence

SOUTH CAROLINA

- Charleston
- Greenville

TENNESSEE

- Memphis
- Nashville

TEXAS

- Austin
- Dallas
- El Paso
- Houston
- San Antonio

UTAH

- Ogden
- Park City
- Salt Lake City
- St. George

VIRGINIA

- Fredericksburg
- Lynchburg
- Newport News
- Norfolk / Virginia
- Beach
- Richmond
- Roanoke
- Tysons Corner
- Williamsburg

WASHINGTON

- Bellevue
- Raleigh
- Seattle

WISCONSIN

- Milwaukee



ACCESS TO A DEEP AND DIVERSE POOL OF POTENTIAL INVESTORS

We have cultivated a diverse bench of captive domestic and international investors, providing all assignments with unparalleled visibility and exposure. We also have strong ties to our New York City office, which has completed over 3,150 transactions during the past 10 years.



DEDICATED EQUITY PLACEMENT AND FINANCE GROUP

We are focused on leveraging the most efficient capital for our clients, with core expertise in originating debt and executing/structuring equity investment partnerships for real estate operators across all property types for development, acquisitions and recapitalizations.



ABILITY TO CRAFT A COMPELLING “STORY”

A key advantage is our ability to tap real-time, in-depth market knowledge from our national Capital Markets team as well as our proprietary research, leasing, property management and analytics departments.



SUPERIOR PRICING & RESULTS

The above referenced qualities combined with numerous other strategies allows us to consistently achieve superior pricing for our clients.

WASHINGTON, DC METRO

R e c e n t E x p e r i e n c e



Sold



ANSEL (THE UPTON II)

Rockville, MD
250 Units // Built 2020 // Sold \$129,000,000

Sold



THE UPTON

Rockville, MD
236 Units // Built 2015 // Sold \$110,750,000

Sold



MODERA FAIRFAX RIDGE

Fairfax, VA
213 Units // 2015 // Sold \$70,000,000

Sold



HIDDEN CREEK APARTMENTS

Gaithersburg, MD
300 Units // Built 2012 // Sold \$67,000,000

Sold



RAVENSWORTH TOWERS

Annandale, VA
219 Units // Built 1973 // Sold \$58,900,000

Sold



PARK VUE OF ALEXANDRIA

Alexandria, VA
196 Units // Built 1965 // Sold \$50,000,000

SOUTHERN VIRGINIA

Recent Experience





Sold

MARINA SHORES

Virginia Beach, VA
392 Units // Built 1991 //
Sold \$101,920,000



Sold

HICKORY POINT TOWNHOMES

Newport News, VA
174 Units // Built 1976 //
Sold \$25,000,000



Sold

11 NORTH AT WHITE OAK

Richmond, VA
1184 Units // Built 1965, 1970, 1975 //
Sold \$154,500,000



Sold

CRYSTAL LAKES

Richmond, VA
716 Units // Built 1967/1973 //
Sold \$106,000,000



Sold

THE FLATS AT WEST BROAD VILLAGE

Glen Allen, VA
339 Units // Built 2009 //
Sold \$111,000,000



Sold

PRESTON TRAILS

Portsmouth, VA
404 Units // Built 1968/1975 //
Sold \$58,500,000



Sold

MEADOWVIEW TOWNHOMES

Norfolk, VA
400 Units // Built 1967 //
Sold \$45,500,000



Sold

STERLING BEAUFONT

Richmond, VA
312 Units // Built 1980 //
Sold \$44,000,000



Sold

THE HUDSON

Richmond, VA
225 Units // Built 2009 // Sold \$42,000,000



Sold

ARBOR TRACE

Hampton Roads, VA
148 Units // Built 1985 // Sold \$28,175,000



Sold

TOWNHOMES OF OAKLEYS

Richmond, VA
160 Units // Built 1974 // Sold \$18,500,000



Sold

NORTHVIEW

Roanoke, VA
132 Units // Built 1969 // Sold \$12,050,000



Sold

GUARDIAN PLACE I & II

Richmond, VA
236 Units // Built 1994 // Sold \$25,650,000



LANGLEY APARTMENTS PORTFOLIO

444 Units // Lynchburg, VA // Sold \$48,500,000

BOONSBORO VILLAGE //124 Units // Built 1970-1971 **PARK PLACE** // 129 Units // Built 1971 **RIVERMONT PARK** // 55 Units // Built 1939 **THE TIMBERS** // 136 Units // Built 1968-1974

BALTIMORE

Recent Experience



Sold



THE RESIDENCES AT ANNAPOLIS JUNCTION

Annapolis Junction, MD

416 Units // Built 2017 // Sold \$150,000,000

Sold

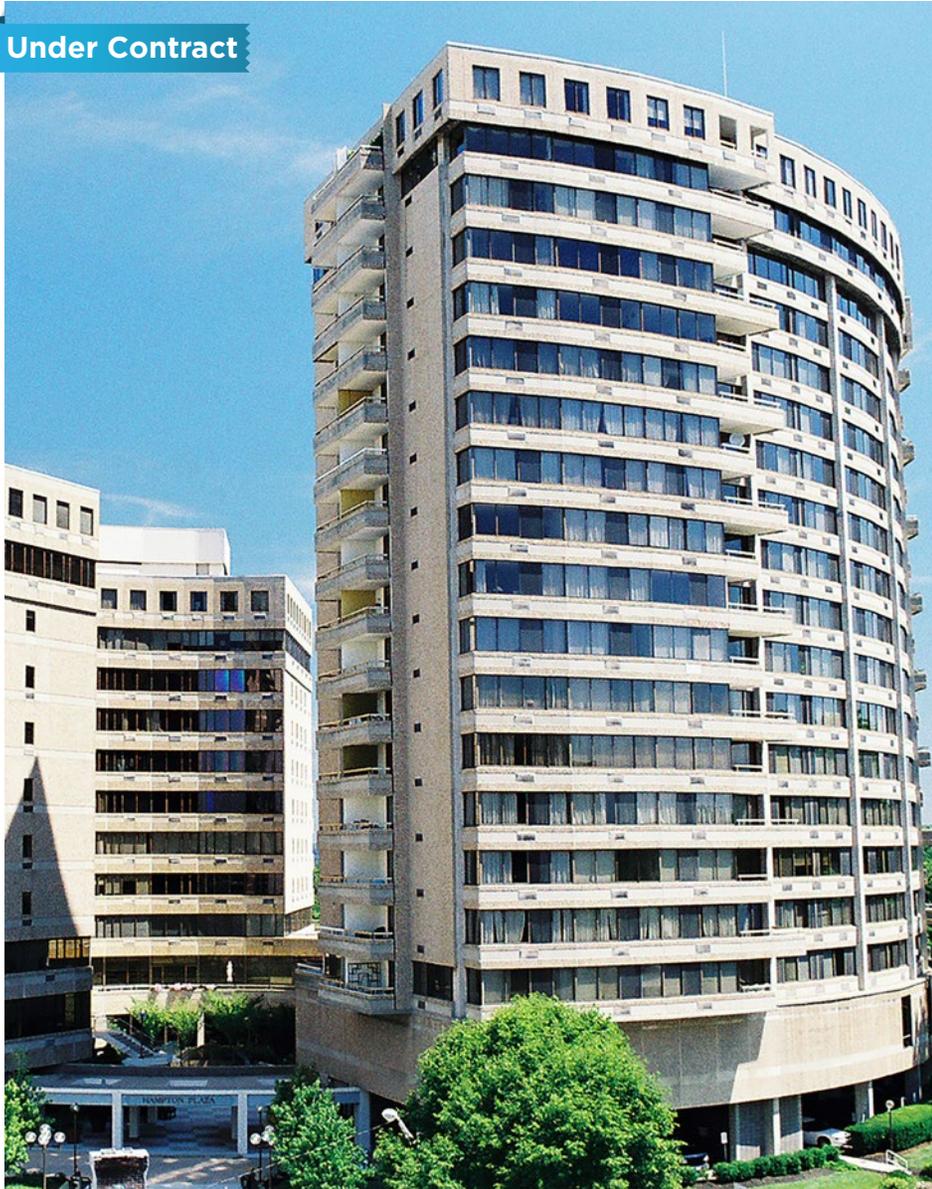


THE RESIDENCES AT WATERSTONE

Pikesville, MD

255 Units // Built 2002 // Sold \$101,000,000

Under Contract



HAMPTON PLAZA

Towson, MD
202 Units // Built 1971 // Under Contract

Sold



JEFFERSON SQUARE AT WASHINGTON HILL

Baltimore, MD
304 Units // Built 2014 // Sold \$92,000,000

Sold



THE FIELDS AT ROCK CREEK

Frederick, MD
314 Units // Built 1990/2006 // Sold \$85,000,000



NORTHWOOD RIDGE APARTMENTS

Baltimore, MD
205 Units // Built 1962 // Sold \$55,500,000



OAK RIDGE

Hagerstown, MD
464 Units // Built 1960 // Sold \$37,500,000



THE POINTE AT COUNTY CROSSING

Joppatowne, MD
466 Units // Built 1964 // Sold \$88,000,000



SHELTER COVE

Odenton, MD
300 Units // Built 1974/2012 // Sold \$78,525,000

MID-ATLANTIC Team Bios



JORGE ROSA

EXECUTIVE MANAGING DIRECTOR

Direct: +1 703 286 3002

jorge.rosa@cushwake.com

PROFESSIONAL EXPERTISE

Jorge Rosa serves as Executive Managing Director of Cushman & Wakefield's Capital Markets Group and is responsible for business development and investment sales of existing multifamily assets and development opportunities throughout the Washington Metro Area. Mr. Rosa joined the firm in 2012 from Jones Lang LaSalle, where he served as Vice President with the Mid-Atlantic Multifamily Group. In addition, he also served as a Development Associate at Fairfield Residential, where he worked on land acquisition for the construction of luxury apartment communities. To date, Mr. Rosa has participated in the acquisition / disposition of over \$3.4 billion and 24,000 units in multifamily and development opportunities throughout the Mid-Atlantic Region.



ANTHONY 'TJ' LIBERTO

MANAGING DIRECTOR

Direct: +1 703 286 3007

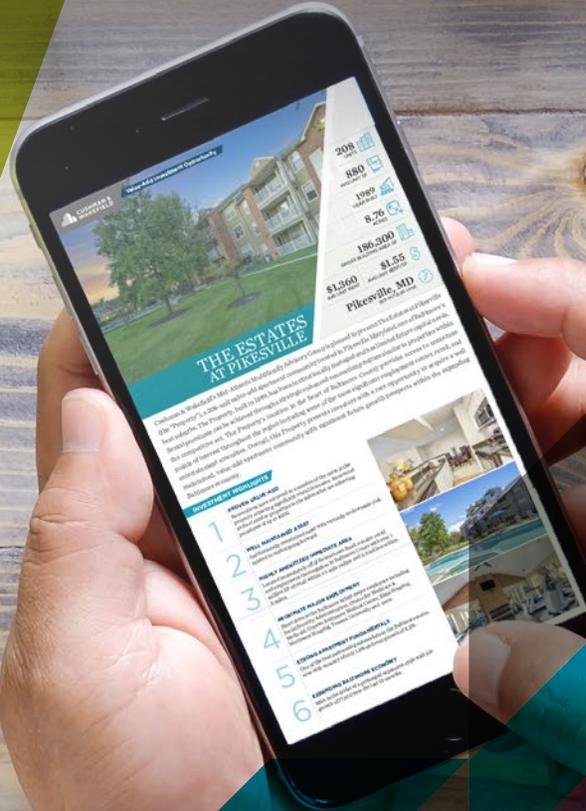
anthony.liberto@cushwake.com

PROFESSIONAL EXPERTISE

Anthony "T.J." Liberto serves as Managing Director of Cushman & Wakefield's Capital Markets Group for the Mid-Atlantic Region and specializes in the disposition of multi-family properties in the greater Washington, DC area as well as throughout the Mid-Atlantic. Mr. Liberto joined Cushman & Wakefield in 2007 and has sold properties for clients ranging from large institutions to private capital. During his tenure at C&W, he has completed the disposition of over 25,000 units with an aggregate value in excess of \$4.5 Billion.

INDUSTRY-LEADING Marketing Materials

Customized | Illustrative | Innovative



PROPERTY FLYER
& OFFERING
MEMORANDUM



DATABASE DRIVEN
EMAIL BLASTS



CUSTOM ONLINE
LISTING

