

# NEW ENGLAND *Multifamily Group*

Q1 2023



CUSHMAN &  
WAKEFIELD

CAPABILITIES OVERVIEW



## NEW ENGLAND MULTIFAMILY ADVISORY GROUP

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# 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.

**524**

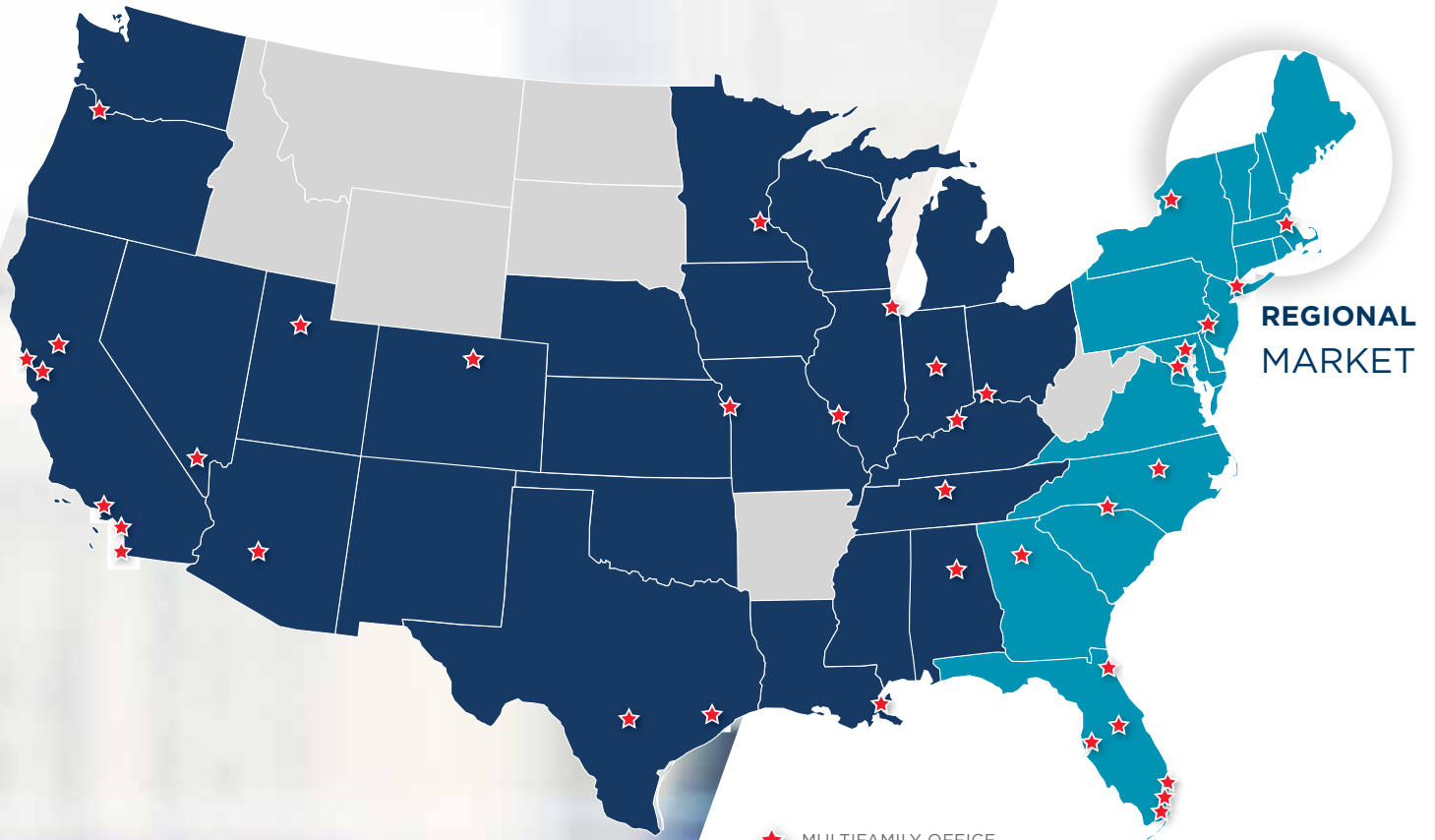
TRANSACTIONS CLOSED FY

**\$13.7 Billion**

VALUE OF TRANSACTIONS  
(VOLUME) CLOSED FY

**8,434,449**

SQ FT OF TRANSACTIONS  
CLOSED FY



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

**REGIONAL MARKET**





# 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

#1

*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
- Seattle



## 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.



# NEW ENGLAND *Multifamily Team*

*Cushman & Wakefield's Boston Multifamily team has significant experience selling properties in Primary, Secondary and Tertiary markets with clients ranging from private owners to large institutional investors. We take pride in executing on a diverse array of asset types that range from urban Class A through Secondary and Tertiary value-add deals.*



## **Currently Marketing**

\$600,000,000  
4,000 UNITS



## **\$1.2 Billion Sales Volume**

5,500 UNITS  
SINCE 2019





## MULTI-FAMILY ADVISORY GROUP



**CHRIS SOWER**  
EXECUTIVE MANAGING DIRECTOR



**BRUCE LUSA**  
SENIOR DIRECTOR



**JON BRYANT**  
SENIOR DIRECTOR



**JOHN FLAHERTY**  
DIRECTOR



**KEVIN JONES**  
SENIOR FINANCIAL ANALYST



**MARY VANNATTA**  
BROKERAGE SPECIALIST



**JULIE REGAN**  
SENIOR GRAPHIC DESIGNER

# APARTMENTS

## *Recent Experience*

### 360 STATE ST

New Haven, CT

500 Units // Built 2010

Sale Price \$160,000,000





**KENNEDY FLATS**

Danbury, CT  
374 Units // Built: 2015 // Sale Price: \$113,000,000



**875 ELM STREET**

Manchester, NH  
91 Units // Built/Reno: 1913/2016 // Sale Price: \$39,000,000



**1047 COMMONWEALTH AVENUE**

Boston, MA  
188 Units // Built: 2016 // Sale Price: \$75,000,000



**TANGLEWOOD VILLAGE**

West Warwick, RI  
176 Units // Built 1972-1973 // Sale Price: \$29,570,000



**PARK VILLAGE WEST**

Westborough, MA  
214 Units // Built: 1982 // Sale Price: \$48,000,000



**WAKEFIELD VISTA APARTMENTS**

Wakefield, MA  
114 Units // Built: 2013 // \$29,500,000





### RISING SUN MILLS

Providence, RI  
135 Units // Built/Reno: 1890/2005 // Sale Price: \$26,940,000



### POINTE 1620

Plymouth, MA  
56 Units // Built: 2018 // Sale Price: \$21,250,000



**463-473 BROADWAY** Medford, MA  
**124 SUMMER STREET** Somerville, MA  
76 Units // Built: 1900 // Sale Price: \$23,300,000



### CELESTE APARTMENTS

Medford, MA  
60 Units // Built: 1965 // \$19,100,000



### CORDIS MILLS

Millbury, MA  
112 Units // Built/Reno: 1870/2004 // Sale Price: \$17,500,000





### 400 MYSTIC AVENUE

Somerville, MA  
30 Units // Built: 2019 // Sale Price: \$15,900,000



### THE ENCLAVE AT MANSFIELD

Mansfield, MA  
66 Units // Built: 2006 // Sale Price: \$14,650,000



### DOVER HEIGHTS APARTMENTS

Acton, MA  
71 Units // Built: 1967 // \$15,700,000



### IRIS COURT APARTMENTS

Acton, MA  
68 Units // Built 1963 // \$13,000,000



### WINDJAMMER COVE APARTMENTS

Braintree, MA  
72 Units // Built: 1974 // \$15,250,000



### HILLSIDE RESIDENCES

Quincy, MA  
60 Units // Built: 2019 // Currently Marketing



An aerial photograph of a city, likely Boston, showing a large-scale construction project in the center. The project involves several large buildings, some with green scaffolding and others with flat roofs. A major road with traffic is visible in the foreground. The image is overlaid with a blue geometric graphic that frames the text.

# LAND/PERMITS *Recent Experience*





**1690 REVERE BEACH PARKWAY**

Everett, MA  
741 Units // Sale Price: \$56,000,000



**10-16 CONGRESS STREET**

Beverly, MA  
62 Units // Sale Price: \$3,500,000



**270 BAKER STREET**

West Roxbury, MA  
60 Units // Sale Price: \$5,250,000



**BROADWAY VILLAGE**

Dracut, MA  
278 Units // Sale Price: \$3,425,000



**WALK HILL RESIDENCE**

Roslindale, MA  
106 Units // Sale Price: \$5,000,000

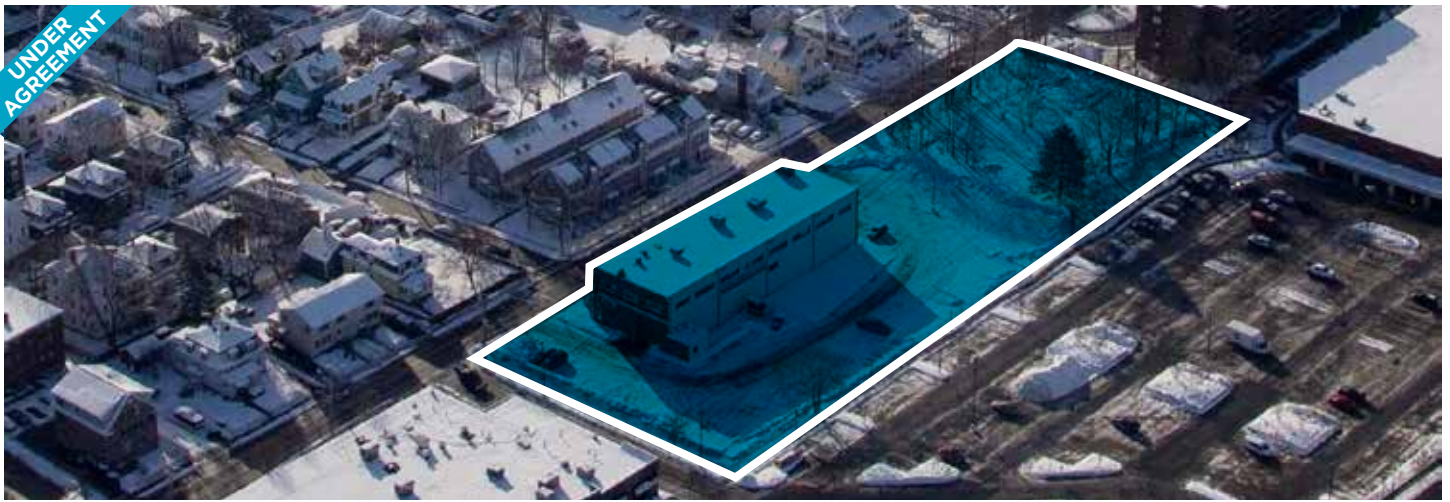


**88 NORTH WASHINGTON ST**

Boston, MA  
108 Units // Sale Price: \$2,850,000



UNDER AGREEMENT



### 250 EVERETT STREET

Allston, MA

225 Units // Under Agreement

UNDER AGREEMENT



### BLOCK ON A

South Boston, MA

60 Units // Under Agreement

UNDER AGREEMENT



### 4000 MYSTIC VALLEY PARKWAY

Medford, MA

320 Units // Under Agreement



UNDER AGREEMENT



### 180 BROAD STREET

Bridgewater, MA  
150 Units // Under Agreement

UNDER AGREEMENT



### REDBIRD FARM

Wrentham, MA  
100 Units // Under Agreement

CURRENTLY MARKETING



### THE VILLAGE AT GRAFTON WOODS

North Grafton, MA  
317 Units // Currently Marketing





JOINT VENTURE/EQUITY  
*Recent Experience*





**CLOSED**



### **780 MORRISSEY BOULEVARD**

Boston, MA

219 Units // Total Development Costs: \$95,000,000

**MARKETING**



### **1 HIGHGATE STREET**

Allston, MA

82 Units // Total Development Costs: \$52,000,000

**UNDER AGREEMENT**



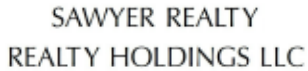
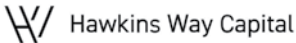
### **FRANKLIN STREET**

Worcester, MA

364 Units // Under Agreement

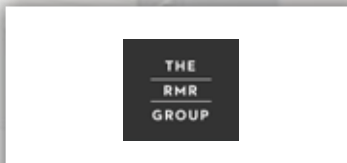
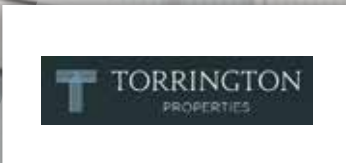


# REPRESENTATIVE *Clients*



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# NEW ENGLAND *Team Bios*



## **CHRIS SOWER**

EXECUTIVE MANAGING DIRECTOR

Direct: +1 617 279 4561

chris.sower@cushwake.com

### **PROFESSIONAL EXPERTISE**

Chris Sower, Executive Managing Director with Cushman & Wakefield Multifamily Advisory Group is responsible for leading a 7-member team that focuses on institutional multi-family sales, land development sales, joint ventures, and private capital sales throughout New England. Chris has a proven track record for successfully participating in the sale, marketing, consulting and representing over 42,000 multi-housing units and additional land and structured finance transactions, with a value in excess of nearly \$7 billion.

Mr. Sower joined Cushman & Wakefield in 2021 and has sold properties for clients ranging from large institutions to small private family offices. Prior to joining Cushman & Wakefield, Chris served on Capital Markets investment sales teams at Colliers International and CBRE.



## **BRUCE LUSA**

SENIOR DIRECTOR

Direct: +1 617 219 6434

bruce.lusa@cushwake.com

### **PROFESSIONAL EXPERTISE**

Bruce Lusa serves as Senior Director of Cushman & Wakefield's Multifamily Advisory Group and specializes in representing institutional and private owners in the sale of multifamily properties, redevelopment sites and developable land throughout New England.

Mr. Lusa joined Cushman & Wakefield in 2021 and has sold properties for clients ranging from large institutions to small private family offices. Over his career, Bruce has led and participated in over \$5 billion of commercial real estate transactions, including the sale of over 5,000 apartment units with an aggregate value of \$1+ billion. Prior to joining Cushman & Wakefield, Bruce served on Capital Markets investment sales teams at Colliers International and CBRE.



## **JON BRYANT**

SENIOR DIRECTOR

Direct: +1 703 286 3006

jonathan.bryant@cushwake.com

### **PROFESSIONAL EXPERTISE**

Jonathan joined Cushman & Wakefield's Multifamily Advisory Team as a Senior Director in 2021. Along with his team, he is responsible for the execution of acquisition, disposition, and joint venture investment strategies on behalf of clients throughout New England. The team has facilitated sales of multifamily properties ranging from Class-A assets in the urban core to infill development projects within a number of the region's prominent suburban communities.

Prior to joining Cushman & Wakefield, Bryant served on the Capital Markets teams at Colliers International and Boston Realty Advisors. Over the course of his career, he has been involved in the execution of more than \$5 billion in commercial real estate transactions. Jonathan holds a bachelor's degree from Trinity College, and currently resides in the South End of Boston.





**JOHN FLAHERTY**  
DIRECTOR  
Direct: +1 617 279 4568  
john.flaherty@cushwake.com

**PROFESSIONAL EXPERTISE** John Flaherty joined Cushman & Wakefield in 2021 and serves as Director within the Multifamily Advisory Group - based in Boston. Over the course of his career, John has participated in the sale of more than \$1.5 billion of multi-family focused transactions, including apartments, redevelopment opportunities and developable land.

Prior to joining C&W, Flaherty spent the first 5 years of his career at Colliers International where he served as Assistant Vice President. Alongside his team members, John advises both private and institutional clients throughout Greater New England.



**KEVIN JONES**  
SENIOR FINANCIAL ANALYST  
Direct: +1 508 314 4452  
kevin.jones1@cushwake.com

**PROFESSIONAL EXPERTISE** Kevin Jones joined Cushman & Wakefield in 2021 and serves as Senior Financial Analyst of the Multifamily Advisory Group. His primary responsibilities include underwriting and preparing financial analysis of multifamily apartment communities and development opportunities.

Before joining Cushman & Wakefield, Kevin worked at Colliers International as a Financial Analyst for the Multi-Family Advisory Group. Prior to that, he worked at KPMG as a Senior Associate in their real estate audit practice where he predominantly audited private real estate funds and single properties. Kevin holds a bachelor's and a master's degree in accounting from Wake Forest University and is a Certified Public Accountant in the Commonwealth of Massachusetts.



**MARY VANNATTA**  
BROKERAGE SPECIALIST  
Direct: +1 617 204 4108  
mary.vannatta@cushwake.com

**PROFESSIONAL EXPERTISE** Mary VanNatta serves as Brokerage Specialist for Cushman & Wakefield's Multifamily Advisory Group. Her primary responsibilities include preparing marketing materials for multi-family apartment communities and development opportunities as well as maintaining client databases and communications.

Ms. VanNatta joined Cushman & Wakefield in 2019 and has participated in the sale of properties for clients ranging from large institutions to small private family offices. Prior to joining the Multifamily Advisory group, she worked on the New England Operations team for Cushman & Wakefield. Mary holds a bachelor's degree in marketing and a master's in business administration from Quinnipiac University.



**JULIE REGAN**  
SENIOR GRAPHIC DESIGNER  
Direct: +1 617 204 4105  
julie.regan@cushwake.com

**PROFESSIONAL EXPERTISE** Julie Regan joined Cushman & Wakefield in 2021 as a Senior Graphic Designer for the Multifamily Advisory Group. She supports the brokers primarily through the creation, development and management of marketing and informational materials for the properties they represent. Her responsibilities range from preparing presentations, proposals, brochures and offering memorandums to facilitating digital property listing campaigns.

Prior to joining the team, Julie worked at The Boston Globe Media Group for 19 years in the Marketing Creative Services Department, developing her skills in both print and web based design projects. Her creative talents then led her to Boston Realty Advisors where she served for six years as a Senior Graphic Designer working primarily with the Capital Markets teams. Julie holds a bachelor's degree in Graphic Design and Studio Arts from Bethany College, W. VA.



# INDUSTRY-LEADING *Marketing Materials*

*Customized | Illustrative | Innovative*





PROPERTY FLYER  
& OFFERING  
MEMORANDUM



DATABASE DRIVEN  
EMAIL BLASTS



CUSTOM ONLINE  
LISTING





## NOTES:

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WAKEFIELD**

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