



SACRAMENTO MULTIFAMILY ADVISORY GROUP



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\$793M

TOTAL MULTIFAMILY
VOLUME

83

MULTIFAMILY TRANSACTIONS
CLOSED IN LAST 5 YEARS

21+

YEARS OF TEAM
EXPERIENCE



The Cushman & Wakefield Multifamily Advisory team elevates the industry's caliber of client service and advisory. **Our aim is to surpass client expectations. Foster genuine relationships. Instill confidence.** Our platform provides greater market intelligence and wider market exposure. To capture the highest value when selling multifamily assets.

The Sacramento team located in downtown Sacramento is responsible for Northern California spanning from Fresno to the Oregon border. The team provides advice, transaction execution, market information and investment services to clients engaged in buying, selling, investing in, financing or developing multifamily real estate.

The Platform

The Sacramento team representations include both institutional and small private capital investors. The team can determine and create optimal investment strategies, accurately assess market conditions and achieve maximum value for properties on either a single asset or portfolio basis.

Synergy within the global Cushman & Wakefield Capital Markets network differentiates our apartment brokerage capabilities from the competition. Our clients depend on a hands-on, individualized approach in every aspect of the transaction process while receiving the support and reach of an international platform that maximizes exposure to the most active investors in the world.

The ability to specialize by product type, client profiles and regional geography, presents our team a much stronger position to add value to each assignment.

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The Cushman & Wakefield Sacramento Team has a long proven track record of success in the Sacramento Valley stemming from our deep knowledge of the region and unparalleled experience. Our clients, time and time again seek our opinion when making difficult real estate decisions because our market intelligence and direct honest approach provides the necessary tools to help them make informed decisions. We pride ourselves in being an integral part of each investor's real estate team.

— Michael Mathios

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Benefits to Our Clients:

- Geographic Experts with Real Time Market Intel
- Access to Diverse Pool of Qualified Investors
- Local & National Collaborative Partnership Structure
- Segmentation for Client Synergies
- Hands-On, Individualized Deal Process



SACRAMENTO

Sacramento Multifamily



MICHAEL MATHIOS

Senior Director

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Professional Expertise

Michael Mathios specializes in the sale of multifamily investment properties. With more than 21 years in the industry, Michael has amassed more than \$793 million of sales transactions in his career through representation of both institutional and small private capital investors. His sale experience encompasses market rate transactions, affordable housing projects, REO and multifamily land development opportunities.

Michael has assisted clients in the sale and purchase of communities and offered guidance on repositioning of properties based on market environment. Michael possesses extensive experience in the underwriting, marketing and sales of multifamily properties throughout the Sacramento Region and the Central Valley.

Michael joined Cushman & Wakefield in 2017 and is responsible for growing the brokerage of multifamily properties throughout the Sacramento Region, a region identified nationally as one of the top 10 rent growth markets as of the end of the 2019 2nd quarter.

Prior to joining Cushman & Wakefield, Michael was the Managing Principal for Northwind Commercial, Inc., a boutique company he formed in 2008. Michael's prolific career started with CBRE, where for a ten year duration he focused on the Sacramento and Central Valley multifamily markets. Michael is a graduate from University of Oregon with a B.S. Economics.

Michael's success has been recognized with his nomination as a finalist in the 2010, 2012, 2014, 2015, 2016 & 2018 ACRE Multifamily Broker of the Year awards.



SUTTER MCLOUGHLIN

Associate

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Professional Expertise

Sutter McLoughlin is the newest member of the Sacramento Multifamily Advisory Group. He joined the Cushman & Wakefield team as an Associate in July 2019.

Sutter's role is to support the team's business expansion across the Sacramento Region through the procurement of multifamily investment sale and purchase assignments. He partners with Michael Mathios on all aspects of multifamily transactions the team represents.

Sutter was born and raised in Sacramento, CA. He is a 2019 graduate of California State University, Sacramento with a B.A. in Communications.

He was a Division 1 pitcher for the Sacramento State baseball team and attended on scholarship. Sutter was drafted after his junior year in the 2015 MLB Draft to the Philadelphia Phillies Organization. He spent three years with the organization and was forced to retire in 2018 due to injury.

Sutter has a strong interest in the commercial real estate industry. His goal is to use his competitive drive as an athlete and transfer it over to his real estate career.



SANGEETA PATEL

Senior Brokerage Coordinator
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Professional Expertise

Sangeeta performs the Brokerage Coordination tasks for Michael Mathios, Senior Director, Investment Sales. With more than 10 years in the commercial real estate industry, Sangeeta possesses extensive experience in coordinating multifamily transactions from marketing assignments to escrow closings, which incorporates almost five years at CBRE.

Sangeeta joined the Cushman and Wakefield office in Sacramento in June 2017 as a Senior Brokerage Coordinator. Prior to joining Cushman & Wakefield, Sangeeta was the Transaction Coordinator for the team at Northwind Commercial, Inc.

Sangeeta's worldly work knowledge in New Zealand encompasses a variety of industries ranging from the delivery of social housing needs, trustee administration, commercial law to taxation.

Sangeeta possesses her New Zealand Law Society Legal Executive Diploma.



SOLD

Oak Grove

Elk Grove, California
48 units // Built 1976



SOLD

Park Lakewood

Modesto, California
116 units // Built 1985



Magnolia Place
Carmichael, California
88 units // Built 1965



Timber Ridge
Jackson, California
36 units // Built 1973



Vintage Creek
Elk Grove, California
100 units // Built 1986



Brentwood Court
Carmichael, California
197 units // Built 1964



Carton Villa
Stockton, California
26 units // Built 1948



Coral Oaks
Stockton, California
25 units // Built 1977



Bay Vista
San Pablo, California
31 units // Built 1962



2711-2715 P Street
Sacramento, California
24 units // Built 1957



Reyal
Sacramento, California
17 units // Built 1971



Bella Vista
San Rafael, California
14 units // Built 1965



Fairview Terrace
Corning, California
24 units // Built 1973



Amber Grove
Sacramento, California
109 units // Built 1965



Paradise Garden
Sacramento, California
51 units // Built 1960



Palms
Stockton, California
33 units // Built 1962



Orange Grove
Sacramento, California
46 units // Built 1972



Park Knoll
Rancho Cordova, California
160 units // Built 1976

National Platform

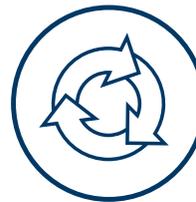
The Cushman & Wakefield Capital Markets team leverages in-depth market knowledge to achieve optimal execution. Our national reach with key connections in the brokerage, investment, and finance communities, helps us to succeed for our clients.

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

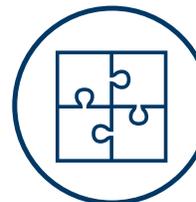
Our professionals offer expertise in every business sector and real estate class, delivering integrated solutions by actively advising, implementing, and managing on behalf of tenants, landlords, and investors throughout every stage of the real estate acquisition, financing, or sales process.

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

Full Service Capabilities

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

\$11.3B

2018 FINANCING
ASSIGNMENTS

250

2018 FINANCING
ASSIGNMENTS

70+

PROFESSIONALS
WORLDWIDE

13

OFFICES
IN U.S.

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.



70
COUNTRIES

400
OFFICES

\$8.2B
2018 REVENUE

51,000
EMPLOYEES

3.6B
SF MANAGED

Cushman & Wakefield (NYSE: CWK) is a leading global real estate services firm that delivers exceptional value for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with approximately 51,000 employees in 400 offices and 70 countries. In 2018, the firm had revenue of \$8.2 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services.

To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.



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FRESNO • YUBA CITY • CHICO • REDDING





