



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 15 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

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ALEX BROWN
Exec. Managing Director

ASHLYN WARREN
Director

SUNBELT LAND

ALEX PHILLIPS
Director

SUNBELT BTR

PARKER CALDWELL
Director

CRAIG HEY
Vice Chair

NELSON ABELS
Exec. Managing Director

LOUIS SMART
Director

JOHN CARR
Managing Director

GRANT RAYMOND
Senior Director

ATLANTA

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WESLEY KENNEY
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BROOKS COLQUITT
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WESLEY LACEFIELD
Director

JAMES WILBER
Director

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Exec. Managing Director

NELSON ABELS
Exec. Managing Director

AUSTIN WEATHINGTON
Director

TENNESSEE

TYLER MAYO
Managing Director

TAYLOR BIRD
Exec. Managing Director

NELSON ABELS
Exec. Managing Director

GULF STATES

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ANDREW BROWN
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PARKER CALDWELL
Director

CENTRAL STATES

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Commercial Kentucky Inc.

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Larry G. Schedler
& Associates, Inc.

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RICHARD MONTANA
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LOUIS SMART
Director

SOUTH CAROLINA

AUSTIN GREEN
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JOHN PHOENIX
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RICHARD GORE
Director



Benefits to Our Clients:

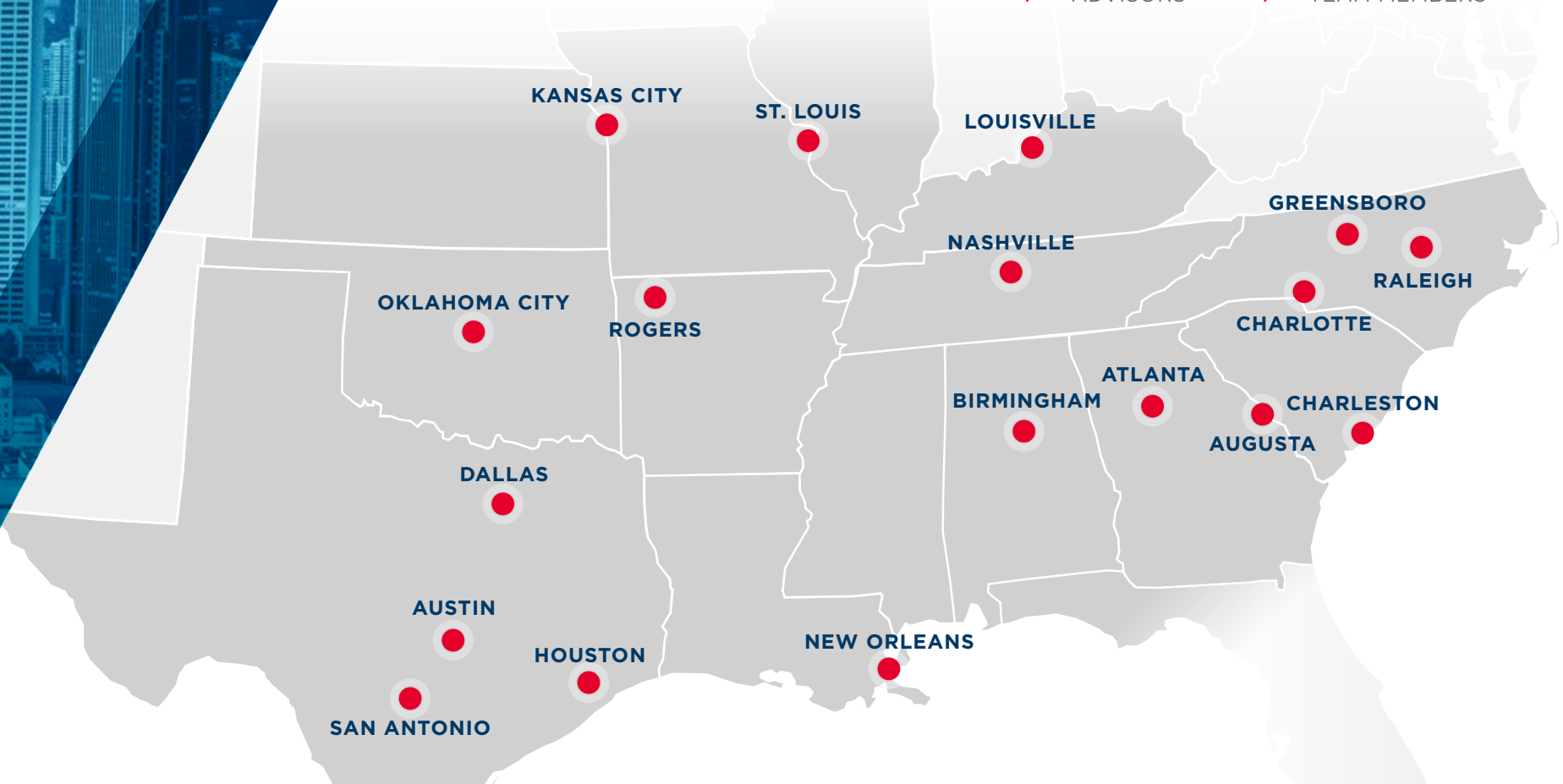
- Collaborative Partnership Structure
- Segmentation for Client Synergies
- Geographic Experts with Market Intel
- Decentralized, yet Highly Synchronized
- No Gaps or Overlaps Across 14 States

1
TEAM

15
STATES

52
ADVISORS

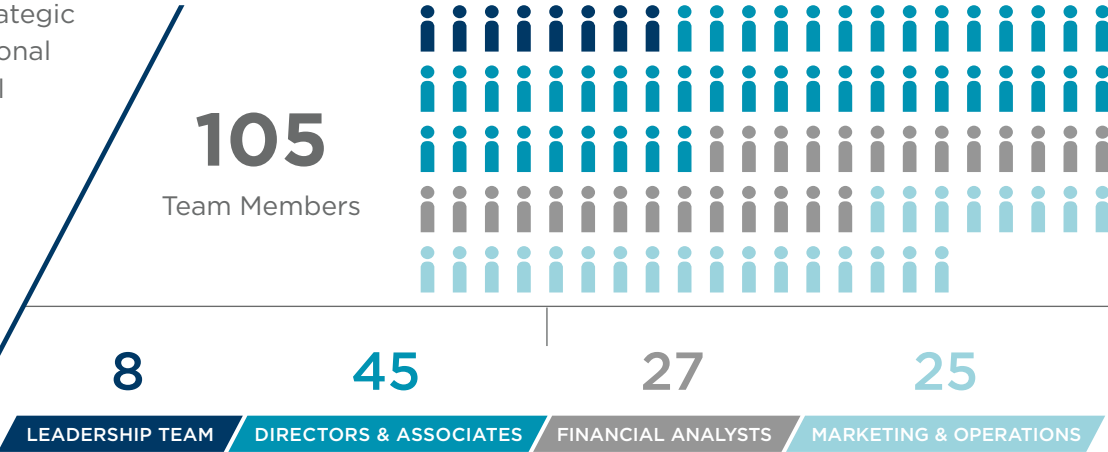
105
TEAM MEMBERS



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.



#1
Sunbelt Market Share*



\$5B
2023 Total Sales Volume



151
Deals Closed in 2023



26K
Units Sold in 2023

* CoStar broker-attributed sales in AL, AR, FL, GA, KY, LA, MS, NC, SC, TN and TX, reported through Nov 2023.



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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Haven at Sugarloaf
Atlanta, Georgia
390 Units // Built 2023

“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





NOVEL Midtown
Atlanta, Georgia
340 Units // Built 2022



Harlow
Atlanta, Georgia
303 Units // Built 2023



Alexan Summerhill
Atlanta, Georgia
315 Units // Built 2022



675 N. Highland
Atlanta, Georgia
164 Units & 26K SF Retail // Built 2016



Gibson Reynoldstown
Atlanta, Georgia
205 Units // Built 2022



Solis Cumming
Atlanta, Georgia
320 Units // Built 2022



Regency at Johns Creek Walk
Atlanta, Georgia
193 Units // Built 2012



Reserve at Sugarloaf
Atlanta, Georgia
333 Units // Built 2002



Brighton Woodstock
Atlanta, Georgia
100 Units // Built 2022

ATLANTA PROFESSIONAL EQUITY



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The Columns at Paxton Lane
Lilburn, 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





Equinox at Knight
Fayetteville, Georgia
194 Units // Built 1988



Spoke
Atlanta, Georgia
224 Units // Built 2018



The Oxford
Lawrenceville, Georgia
300 Units // Built 1984



Avana on Breckinridge
Duluth, Georgia
400 Units // Built 1986



Mandalay Villas
McDonough, Georgia
300 Units // Built 2008



Waldan Pond
Acworth, Georgia
124 Units // Built 1986



Briarhill
Atlanta, Georgia
292 Units // Built 1988



Parkway Vista
Atlanta, Georgia
224 Units // Built 2002



Park at Peachtree Corners
Peachtree Corners, Georgia
460 Units // Built 1985

ATLANTA PRIVATE CAPITAL



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Avenues of North Decatur
Decatur, Georgia
228 Units // Built 1991

“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

Park Value-Add 3 Portfolio
Smyrna, Georgia
533 Total Units // Built 1964-1967



SOLD

4100 Glenwood
Decatur, Georgia
150 Units // Built 1963



SOLD

Park Valley
Decatur, Georgia
236 Units // Built 1971



SOLD

Hickory Falls
Villa Rica, Georgia
220 Units // Built 2003



SOLD

Parc at 1875
College Park, Georgia
352 Units // Built 1988



SOLD

Mountain Crest
Stone Mountain, Georgia
280 Units // Built 1967



SOLD

Flint River
Jonesboro, Georgia
200 Units // Built 1971



SOLD

Stewart's Mill
Douglasville, Georgia
188 Units // Built 1988



SOLD

Ballantyne Commons
Stockbridge, Georgia
158 Units // Built 2001

GEORGIA /



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The Station at Savannah Quarters
Savannah, Georgia
244 Units // Built 2019

“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





SOLD

Ansley at Town Center

Evans, Georgia
358 Units // Built 2009 & 2012



SOLD

Bradley Pointe

Savannah, Georgia
144 Units // Built 2004



SOLD

Brighton Park

Byron, Georgia
200 Units // Built 2001



SOLD

Trotters Run

Aiken, South Carolina
96 Units // Built 2001



SOLD

Manchester at Wesleyan

Macon, Georgia
328 Units // Built 1996



SOLD

Soncel at the Lakes

Kingsland, Georgia
247 Units // Built 1990-2018



SOLD

Castlegate at Windsor Park

Columbus, Georgia
147 Units // Built 1972 & 1980



SOLD

Retreat at Savannah

Savannah, Georgia
112 Units // Built 1979



SOLD

Spanish Mission

Valdosta, Georgia
150 Units // Built 1976

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Chapel View

Chapel Hill, North Carolina
224 Units // Built 1984



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“Spanning multiple offices across North Carolina, our team works cohesively to maximize our clients’ investments in the dynamic Carolinas multifamily market. Our comprehensive platform is able to efficiently reach and service the needs of the multitude of opportunities available throughout the region.”

- Paul Marley





The Weathersby
Charlotte, North Carolina
180 Units // Built 1996



Summerlin Ridge
Winston-Salem, North Carolina
120 Units // Built 2004



The Meadows
Asheville, North Carolina
392 Units // Built 1999



Emery Village
Concord, North Carolina
132 Units // Built 2022



Northcliffe Forest
Winston-Salem, North Carolina
288 Units // Built 1985



Madison Woods
Greensboro, North Carolina
180 Units // Built 1968



3237 East
Greensboro, North Carolina
130 Units // Built 1987



The Grove
Raleigh, North Carolina
178 Units // Built 1972



Sedgefield Square
Greensboro, North Carolina
124 Units // Built 1987

SOUTH CAROLINA /



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Exchange at Windsor Hill
North Charleston, South Carolina
312 Units // Built 2020

“Our South Carolina Team specializes in providing unmatched expertise with unique market insights to serve clients throughout this growing 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.”

- John Phoenix





SOLD

Jasmine Cove

Simpsonville, South Carolina
184 Units // Built 2007



SOLD

Ashland Commons

Columbia, South Carolina
112 Units // Built 1972



SOLD

The Ivy

Greenville, South Carolina
212 Units // Built 1974



SOLD

Villages at Mills Gap

Boiling Springs, South Carolina
208 Units // Built 2014



SOLD

Columbia Value-Add 3 Portfolio

Columbia, South Carolina
434 Total Units // Built 1970-1974



SOLD

2207 North

Greenville, South Carolina
130 Units // Built 1972



SOLD

Victor Verdae

Greenville, South Carolina
160 Units // Built 1997



SOLD

Alta Surf

Myrtle Beach, South Carolina
216 Units // Built 2007



SOLD

Retreat at Palm Pointe

North Charleston, South Carolina
112 Units // Built 1991

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Presley Uptown

Charlotte, North Carolina
230 Units // Built 2016

“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.”

- Alex McDermott





Cortland Mooresville
Mooresville, North Carolina
203 Units // Built 2017



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



501 Estates
Durham, North Carolina
270 Units // Built 2001



Giddy Hall
Charlotte, North Carolina
171 Units // Built 2023



Station at Poplar Tent
Charlotte, North Carolina
212 Units // Built 2017



Riverwood
Wilmington, North Carolina
206 Units // Built 2022



Pointe Grand Simpsonville
Simpsonville, South Carolina
288 Units // Built 2021



The Lively Victor Park
Greer, South Carolina
318 Units // Built 2022



Park Ridge
Myrtle Beach, South Carolina
122 Units // Built 2023



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Fort Walton Beach 3 Portfolio
Fort Walton Beach, Florida
246 Units // Built 1975-1989

“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





SOLD

Estelle
Birmingham, Alabama
280 Units // Built 2021



SOLD

FarmHaus by Watermark
Madison, Alabama
324 Units // Built 2021



SOLD

Colony Woods
Birmingham, Alabama
414 Units // Built 1995



SOLD

Gravity at 255
Huntsville, Alabama
334 Units // Built 2008



SOLD

Gates at South Bend
Tuscaloosa, Alabama
147 Units // Built 1980 & 2020-2021



SOLD

Boracay Cove
Pace, Florida
86 Units // Built 2023



SOLD

Jennings Place
Pensacola, Florida
237 Units // Built 2022



SOLD

Reserve at Byram
Byram, Mississippi
392 Units // Built 2000



SOLD

Avondale Gardens
Birmingham, Alabama
64 Units // Built 2003-2004

CENTRAL STATES

Arkansas, Kansas,
Missouri, Oklahoma
& Southern Illinois



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The Fitzroy Grove
Rogers, Arkansas
250 Units // Built 2021



“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





Uptown Terrace
Rogers, Arkansas
260 Units // Built 2021



The Fitzroy Chenal
Little Rock, Arkansas
294 Units // Built 2018



Legend Park
Lawton, Oklahoma
360 Units // Built 2010-2012



Landmark
Little Rock, Arkansas
196 Units // Built 2018



The Aviator
Bentonville, Arkansas
290 Units // Built 2022-2023



Pinnacle Park at Chenal Valley
Little Rock, Arkansas
216 Units // Built 1998



Towne Park at Har-Ber
Springdale, Arkansas
237 Units // Built 2016



The Ridges at Bentonville
Bentonville, Arkansas
96 Units // Built 2006



Arbor Pointe at Hillcrest
Little Rock, Arkansas
218 Units // Built 1973

TEXAS



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Brea Frisco

Dallas, Texas
353 Units // Built 2023

“The Texas Team services clients in one of the most competitive states in the country. We offer cross-market capital trends to clients in a state with an array of employment drivers, varying barriers to entry and yield diversity. Unmatched collaboration amongst the greater Sunbelt platform allows us to provide unique insights and capital fluidity for buyers and sellers across markets.”

- Jennifer Campbell





Amalfi at Tuscan Lakes

League City, Texas
328 Units // Built 2008



Sorrento at Tuscan Lakes

League City, Texas
204 Units // Built 2008



Fidelis Grand Central

Conroe, Texas
217 Units // Built 2022



Dolce Midtown

Houston, Texas
201 Units // Built 2019



Main Street Lofts

Mansfield, Texas
266 Units // Built 2022



The Monroe

Austin, Texas
223 Units // Built 2021



The Heights at Converse

San Antonio, Texas
200 Units // Built 2015



Wilder

Austin, Texas
381 Units // Built 2021



Thayer Point

Killeen, Texas
266 Units // Built 2019

TENNESSEE



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Ridge at Hamilton Crossing
Knoxville, Tennessee
353 Units // Built 2015

“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





Stonewater Place
Jackson, Tennessee
120 Units // Built 2013



Lullwater at Big Ridge
Hixson, Tennessee
250 Units // Built 2020



Village at Apison Pike
Ooltewah, Tennessee
248 Units // Built 2015



Village at Westland Cove
Knoxville, Tennessee
240 Units // Built 2019



Villas at Cordova
Shelby, Tennessee
256 Units // Built 2003



One Riverside
Chattanooga, Tennessee
280 Units // Built 2020



Accent Glassworks
Nashville, Tennessee
282 Units // Built 2020



Autumn Brook
Hixson, Tennessee
156 Units // Built 1989



Freeman Webb 5 Portfolio
Tennessee
667 Units // Built 1966-1995

KENTUCKY /



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SOLD

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

“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





Griffin Gate
Hopkinsville, Kentucky
80 Units // Built 2011



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



800 Tower City Club
Louisville, Kentucky
286 Units // Built 1974



Fairways at Hartland
Bowling Green, Kentucky
240 Units // Built 1995



The Park at Hurstbourne
Louisville, Kentucky
690 Units // Built 1976 & 2019



The Reserves of Thomas Glen
Shepherdsville, Kentucky
192 Units // Built 2013



Paddock Club
Florence, Kentucky
200 Units // Built 1995



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



The Henry at Fritz Farm
Lexington, Kentucky
306 Units // Built 2017

LOUISIANA



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Canal 1535

New Orleans, Louisiana
330 Units // Built 2020

“The Louisiana Team is dedicated to providing top service to our clients, as we cover Louisiana markets as diverse as Louisiana’s culture and heritage. Throughout the state, multifamily investors are treated to growing MSAs with quality, diverse jobs. Further, investors tend to get slightly higher risk-adjusted returns in Louisiana, making the investment a perfect addition to a regional portfolio.”

- Larry Schedler





Highlands of Grand Pointe

Lafayette, Louisiana
116 Units // Built 2008



American Can

New Orleans, Louisiana
268 Units // Built 1929 (Converted 2002)



Reflections of Island Park

Shreveport, Louisiana
168 Units // Built 2007



Lumiere

New Orleans, Louisiana
336 Units // Built 1975



Mansions in the Park

Baton Rouge, Louisiana
264 Units // Built 1999



The Green at Northpark

Covington, Louisiana
218 Units // Built 2018



The Addison & The High Grove

Baton Rouge, Louisiana
331 Units // Built 2013 & 2016



Tapestry Long Farm

Baton Rouge, Louisiana
276 Units // Built 2017



The Collins

Covington, Louisiana
272 Units // Built 2020

SUNBELT LAND



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Overlook at Intracoastal

Santa Rosa Beach, Florida

24.36 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 Flats at General Time

Athens, Georgia
5.27 Acres



Nixon Development Site

Wilmington, North Carolina
10.9 Acres



Reserve at Battery Creek

Beaufort, South Carolina
22.00 Acres



3738 Wheeler Road

Augusta, Georgia
14.70 Acres



2525 Turtle Creek

Dallas, Texas
4.44 Acres



Brownstone Cartersville

Cartersville, Georgia
23.0 Acres



Fitzroy Huntsville

Huntsville, Alabama
8.21 Acres



Brigham Road

Greensboro, North Carolina
20.26 Acres



4444 South Blvd

Charlotte, North Carolina
12.5 Acres

SUNBELT BTR



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Florida 4 BTR Portfolio

Crestview, Gulf Breeze & Panama City, Florida
466 Units // Built 2020-2022

“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.”

- Craig Hey





Cottages on Weaver Avenue

Birmingham, Alabama
63 Units // Built 2021



Monarch Place & Boracay Cove

Pensacola, Florida
223 Units // Built 2023



Anker Haus

Charlotte, North Carolina
49 Units // Built 2020



Cottages at Celebration Village

Suwanee, Georgia
32 Units // Built 2022



Brighton Woodstock

Atlanta, Georgia
100 Units // Built 2022



Myrtle Landing

Wilmington, North Carolina
144 Units // Built 2017



Towne Park at Har-ber

Springdale, Arkansas
237 Units // Built 2016



Castle Hills Townhomes

San Antonio, Texas
148 Units // Built 1998



Canebrake Landing

Lafayette, Louisiana
96 Units // Built 2022

PORTFOLIO DOMINANCE /

#1

MOST PORTFOLIOS SOLD IN THE SOUTHEAST

(Each Year: 2017-2023)

147
Portfolios

\$8.9B
Sales Volume

480
Properties

71K
Units

Portfolios with 2+ Assets (Jan 2017-Dec 2023)



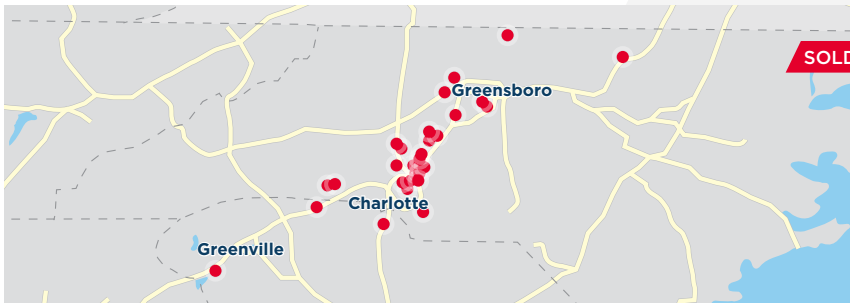
Sunbelt New Development Portfolio

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.



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Benefits Include:



Process managed by individuals with high transaction volume experience



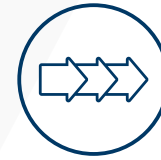
Experienced in walking the fine line of facilitating result-driven communication, yet not acting as an unnecessary link in the chain of correspondence between parties



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.”

”

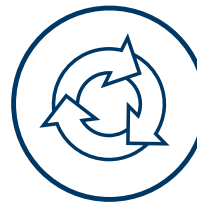
The Cushman & Wakefield Capital Markets team leverages in-depth market knowledge to achieve optimal execution. Our national reach with key connections in the brokerage, investment, and finance communities, helps us to succeed for our clients.

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

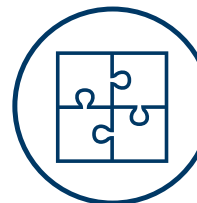
Our professionals offer expertise in every business sector and real estate class, delivering integrated solutions by actively advising, implementing, and managing on behalf of tenants, landlords, and investors throughout every stage of the real estate acquisition, financing, or sales process.

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



NATIONAL PLATFORM

REGIONAL MARKET

LOCAL FOCUS

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



178,000

Units



1,300+

Assets Managed



4,200

Team Members



200+

Clients



97

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 2023 Rankings

2023 RANK	COMPANY NAME	UNITS MANAGED 2022	UNITS MANAGED 2023
1	Greystar Real Estate Partners	698,257	726,826
2	Lincoln Property Company	210,086	213,900
3	Asset Living	159,352	202,748
4	Cushman & Wakefield	172,145	178,105
5	FPI Management	140,210	159,248

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

\$16.1B

Loans Originated in 2022

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

\$19.5B

FINANCE VOLUME*

140+

PROFESSIONALS

15

U.S. OFFICES

** Americas 3-year 2022 averages*

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

\$10.1B

2022 REVENUE

52K

EMPLOYEES

5.1B

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 approximately 400 offices and 60 countries. In 2022, the firm reported revenue of \$10.1 billion across its core services of property, facilities and project management, leasing, capital markets, and valuation and other services. It also receives numerous industry and business accolades for its award-winning culture and commitment to Diversity, Equity and Inclusion (DEI), Environmental, Social and Governance (ESG) and more.

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

