

# CUSHMAN & WAKEFIELD'S SOUTHEAST MULTIFAMILY ADVISORY GROUP

## CONFIDENTLY GLOBAL, EXPERTLY LOCAL.

The Cushman & Wakefield Southeast 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 Southeast, our team is strategically positioned to serve clients across the spectrum of multifamily investments, from institutional to professional equity to private capital investors. Our long-standing super regional approach to the 9 states and 33 markets ensures the team's coverage and execution model provides clients greater market intelligence and wider market exposure when selling their assets.

**31.6%**  
#1 MARKET SHARE  
SOUTHEAST 2018-YE

**\$5.4 BILLION**  
CLOSED IN 2018  
**\$17 BILLION**  
IN LAST 4 YEARS

**+12.8%**  
YOY GROWTH  
IN SALES VOLUME

**#1** MOST ACTIVE  
SOUTHEAST  
FIRM 2014-2018\*

*\*Market share reflects property count percent of broker-attributed sales reported to CoStar for AL, Northwest FL, GA, KY, LA, MS, NC, SC and TN*

## REGIONAL LEADERS

### SOUTHEAST INSTITUTIONAL

**MARC ROBINSON**  
VICE CHAIR  
**CHRIS SPAIN**  
VICE CHAIR  
**ROBERT STICKEL**  
EXECUTIVE MANAGING DIRECTOR  
**ALEX BROWN**  
SENIOR DIRECTOR

### NORTH & SOUTH CAROLINAS

**JORDAN MCCARLEY**  
EXECUTIVE MANAGING DIRECTOR  
**WATSON BRYANT**  
EXECUTIVE DIRECTOR  
**TAI COHEN**  
DIRECTOR

### ATLANTA PROFESSIONAL EQUITY

**MIKE KEMETHER**  
VICE CHAIR  
**JOSHUA GOLDFARB**  
VICE CHAIR  
**TRAVIS PRESNELL**  
DIRECTOR

### ATLANTA PRIVATE CAPITAL

**TYLER AVERITT**  
EXECUTIVE MANAGING DIRECTOR  
**NATHAN SWENSON**  
SENIOR DIRECTOR

### GEORGIA

**TAYLOR BIRD**  
SENIOR ASSOCIATE

### TENNESSEE

**ROBBIE O'BRYAN**  
DIRECTOR

### GULF STATES

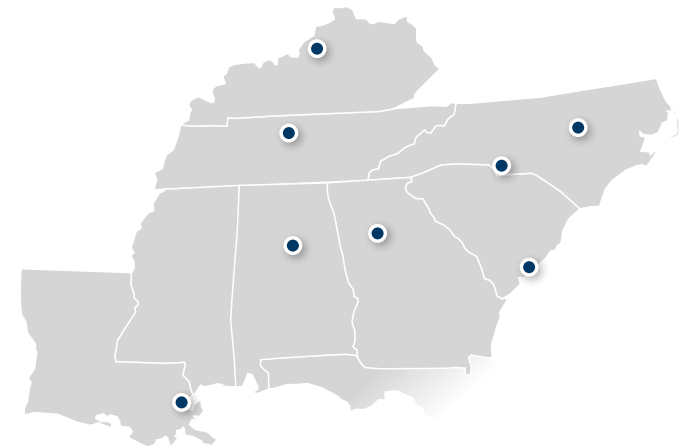
**JIMMY ADAMS**  
EXECUTIVE MANAGING DIRECTOR  
**CRAIG HEY**  
DIRECTOR  
**JOSH JACOBS**  
DIRECTOR

### KENTUCKY

**MIKE KEMETHER**  
VICE CHAIR  
**CRAIG COLLINS**  
EXECUTIVE VICE PRESIDENT  
COMMERCIAL KENTUCKY, INC.

### LOUISIANA

**MIKE KEMETHER**  
VICE CHAIR  
**LARRY SCHEDLER**  
PRINCIPAL  
LARRY G. SCHEDLER & ASSOCIATES, INC.



### REGIONAL LOCATIONS

ATLANTA • BIRMINGHAM • CHARLOTTE  
CHARLESTON • LOUISVILLE • NASHVILLE • NEW ORLEANS • RALEIGH

