

C&W LAND ADVISORY TEAM

STRATEGIC LAND TRANSITIONS



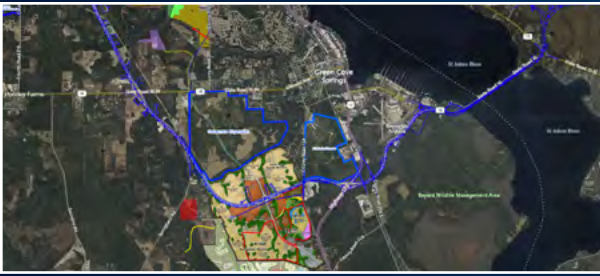
THE LAND ADVISORY TEAM BRINGS THEIR BLEND OF RELATIONSHIPS, EXPERIENCE, AND SKILLSETS TO PROVIDE EXCEPTIONAL SERVICE TO THEIR CLIENTS.

The Team offers innovative acquisition and disposition services for every property type and size—with a coverage area that spans the continental U.S.. Using a proprietary, systematic “path of growth” process to identify progress in advance, the C&W Land Advisory team has proven invaluable to institutional clients.

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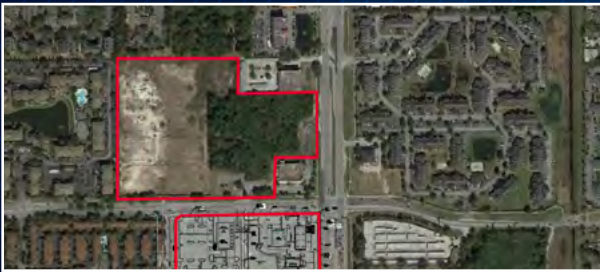
Representative Experience



Acquisition Strategy for Bulk Purchase of MPC: C&W Land Team used financial modeling to help the Buyer evaluate current and future opportunities, especially for commercial development. The property consists of 1,949 acres in Clay County, Florida. C&W represented the Buyer, BTI.



Portfolio Strategy for Healthcare Institution: The C&W Land team is assisting an institutional healthcare system, with 1,200+ sites in nine states, on their strategic portfolio expansion across Florida. To date, the effort has yielded eight successful acquisitions with another ten in the pipeline.



Sell Retail & MF Sites Synergistically: The seller owned both sides of the entrance to one of Orlando's first Master Planned Communities that had not only one corner, but land entitled for retail and a multifamily development. A national developer acquired the retail and one local multifamily developer the other.



Hospitality Experience for M-U Center: Used extensive hospitality experience in the tourist market, the lead team brought together a mixture of uses including multifamily, retail, and restaurants to create a lively new mixed-use center.

We Are Active Members of:



Association of Florida Community Developers



National Association of Office and Industrial Parks



Orlando Economic Development Commission



Commercial Real Estate Women



Regional Economic Development Initiative



International Council of Shopping Centers

Certifications:



Accredited Land Consultant



Certified Commercial Investment Member



Certified International Property Specialist

C&W LAND ADVISORY TEAM



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Brings financial acumen and creative thinking; also co-leads national land team
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Has owner's perspective after 8 years of institutional asset management; FIU graduate;
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He shares over 14 years of diverse commercial real estate experience; UCF Graduate
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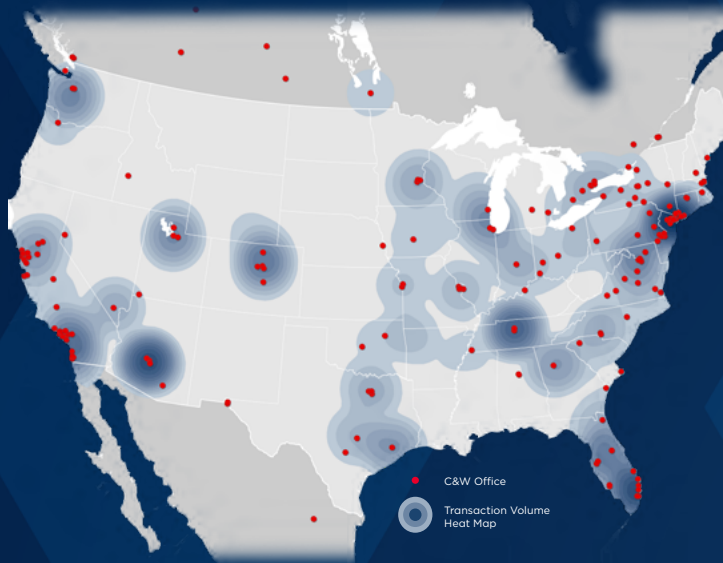
Supported by:

Trevor Allen, marketing & graphic design

Megan Madrid, all things administrative

Jon Griffin, research analyst

Josh Parker, research analyst



C&W NATIONAL LAND ADVISORY GROUP

Dedicated land brokers across North America bring specific information and understanding as well as collegial collaboration to transactions across the continent. There is a national subgroup devoted to master planned communities



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