

Cushman & Wakefield

Rocky Mountain Multifamily Advisors

CAPABILITIES OVERVIEW

Investment Sales

MAG

Better never settles



OUR TEAM



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Team Transaction Volume

\$2.1B+



LOCAL EXPERTISE | NATIONAL REACH

**Regional
Synergy**

COLORADO

**National
Platform**



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

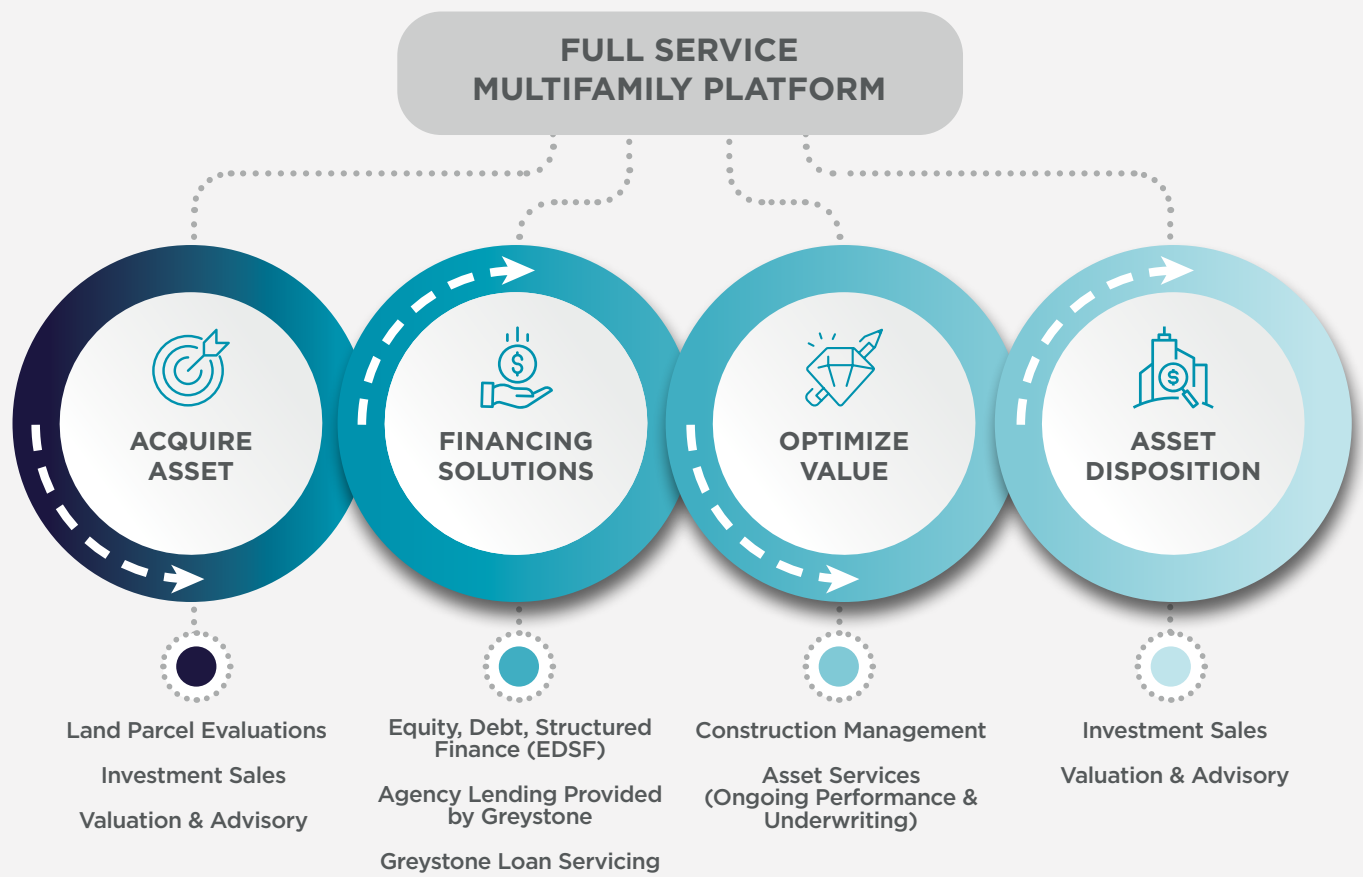
PROPERTY POSITIONING

helps clients achieve their specific cash
flow and financial objectives, driven by the
changing market

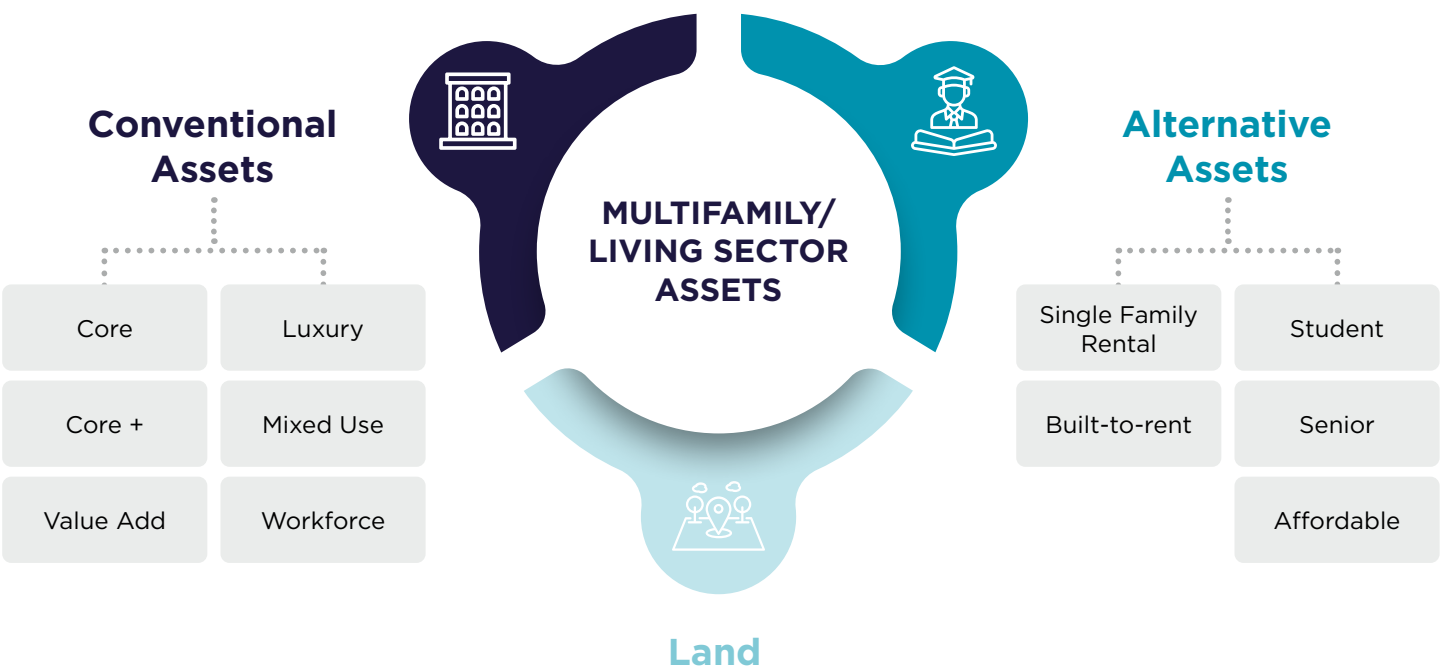
EXPERTISE

in every business sector, real estate class
and environment

CUSHMAN & WAKEFIELD ADVANTAGES



MULTIFAMILY SPECIALIZATIONS





AMERICAS OFFICE LOCATIONS



AMERICAS STATS

10

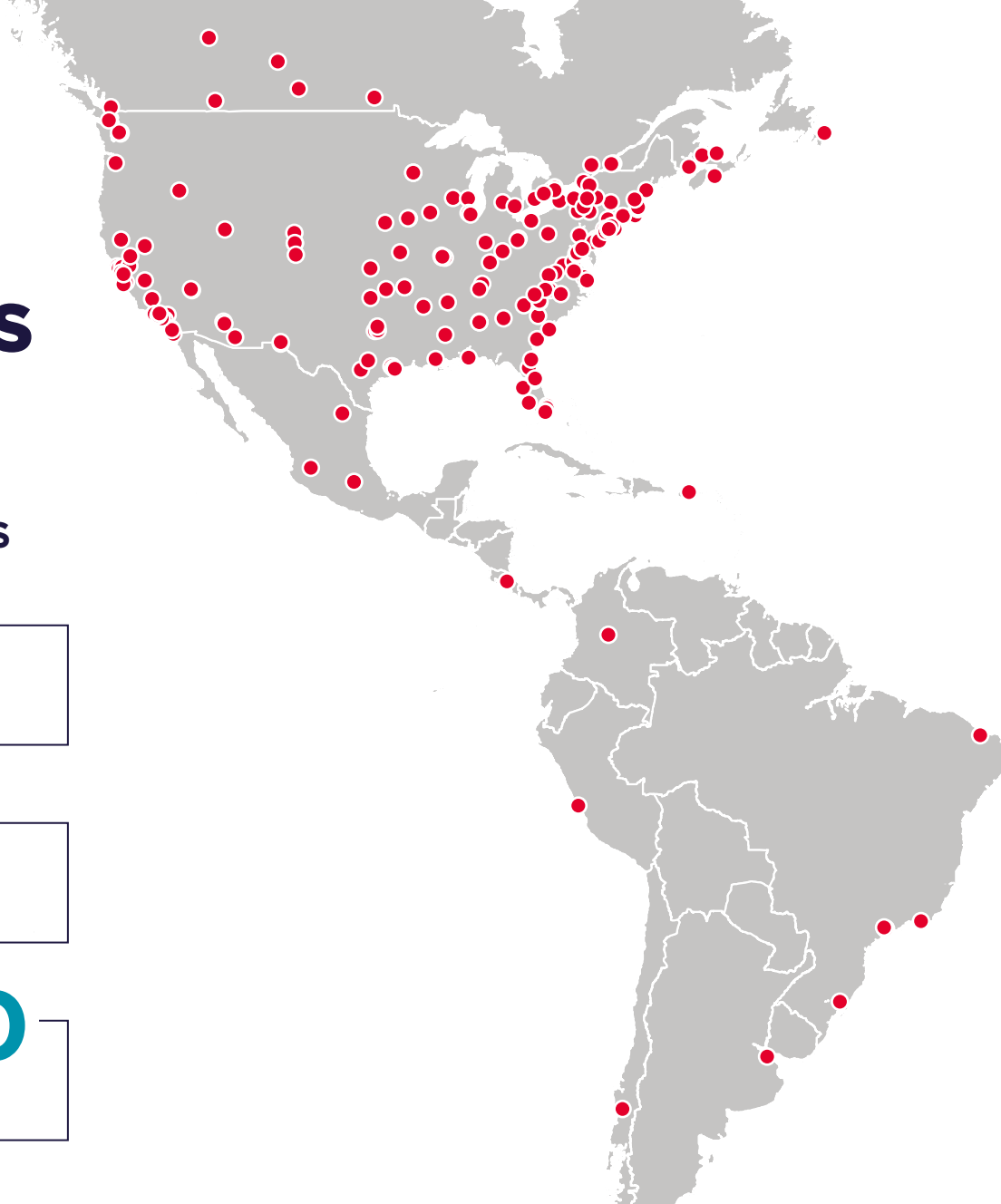
COUNTRIES

214

OFFICES

36,000

EMPLOYEES



CUSHMAN & WAKEFIELD CONFIDENTLY GLOBAL, EXPERTLY LOCAL

GLOBAL STATS

60

COUNTRIES

400

OFFICES

\$9.4B

2024 REVENUE

52,000

EMPLOYEES

Cushman & Wakefield (NYSE: CWK) is a leading global commercial real estate services firm for property owners and occupiers with approximately 52,000 employees in nearly 400 offices and 60 countries. In 2023, the firm reported revenue of \$9.5 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), sustainability and more.

For additional information, visit cushmanwakefield.com



NATIONAL INVESTMENT SALES 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.

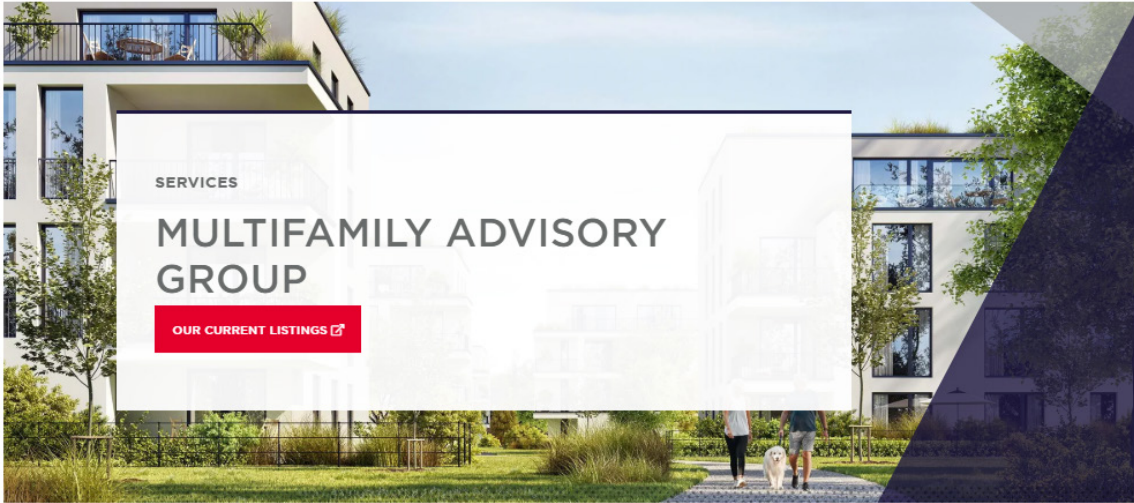


Properties ▾ | Services ▾ | People | Insights ▾ | About Us ▾

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CONTACT

United States | Services | Capital Markets | Multifamily Advisory Group



Cushman & Wakefield's Multifamily Advisory Group supports and empowers investors to make the most of their potential and maximize the value of their multifamily assets.

National Success and Recognition

45+
Markets
\$23+ B
Transaction Volume*
*3-year avg (2021-2023)

250+
Professionals
\$5.011 B
in Loan Origination

650+
Capital Markets Transactions*
Top 3 Firm in 2023
market share (Per RCA)

KEY NATIONAL STATS

275+ PROFESSIONALS	45+ MARKETS	650+ CAPITAL MARKETS TRANSACTIONS*	\$21.B+ TRANSACTION VOLUME*
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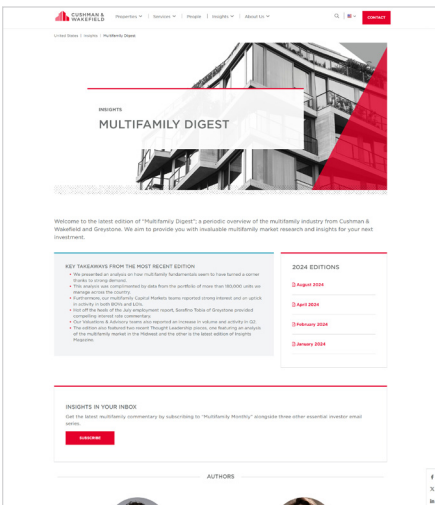
**3-year average (2021-2023)*

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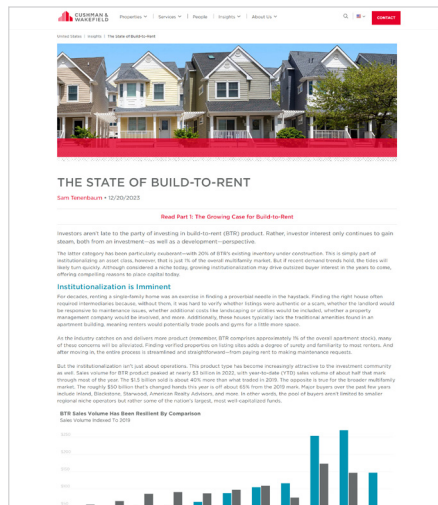
With our proprietary data and research amplified by strategic partnerships, we determine price movement, values, and trends and make accurate predictions of market projections. In all our markets, Cushman & Wakefield's research professionals compile research data into a wide variety of reports, white papers, and presentations.

Our Research professionals produce quarterly market reports on individual markets, regional reports and global trend reports. Publishing industry-leading reports and tracking a variety of sector data, we deliver the best information in the business.

Multifamily Digest



The State of Built-to-Rent



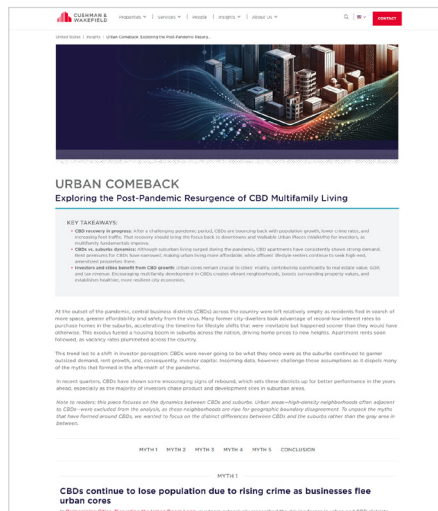
Top Trends Across C&W's Multifamily Portfolio



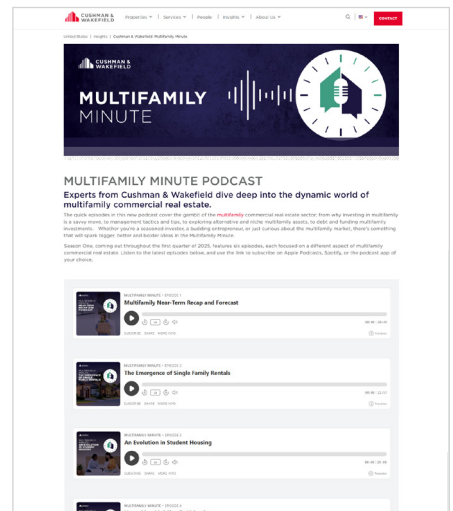
U.S. Multifamily MarketBeat Reports



Urban Comeback: Exploring the Post-Pandemic Resurgence of CBD Multifamily Living



Multifamily Minute Podcast Series





EQUITY, DEBT & STRUCTURED FINANCE

GLOBAL CAPITAL ACCESS, LOCAL MARKET EXPERTISE

100+

Multifamily
Transaction Closed*

\$4B+

In Multifamily
Transaction Volume*

#1

FHA Multifamily Lender
through partnership
with Greystone

45+

Advisors

100+

Dedicated Support

15

Offices Nationwide

**3-year average (2021-2023)*

Cushman & Wakefield offers a full spectrum of financial services that provides our domestic and international clients with custom-built capital solutions for all asset classes. Our team has years of experience under our collective belt as well as long-standing relationships, industry expertise and deep understanding of the entire capital stack to consistently deliver for our clients. We give clients comprehensive advice, structure optimal strategies and negotiate the best terms for each transaction.

Through Cushman & Wakefield and Greystone's newly formed 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





FINANCING OPTIONS

EQUITY ADVISORY

- Equity Placement
- Fund Placement

LOAN SALE ADVISORY

DISTRESSED ASSET ADVISORY

FINANCE ADVISORY

- Fixed-Rate
- Floating-Rate
- Construction
- Forward
- Bridge
- Mezzanine
- ATAX
- CMBS
- Acquisition

AGENCY*

- Fannie Mae
- Freddie Mac
- FHA/HUD

**Agency Financing Provided Through a Strategic Joint Venture With Greystone*

GREYSTONE

KEY PARTNERSHIP STATS

\$3.4B+

Total Closed Transaction volume

135+

Total Transactions

25

States

22,250+

Units

GREYSTONE

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Cushman & Wakefield and Greystone Insights Magazine: 2024 Mid-Year Update

Dive into the top trends shaping the multifamily market.

READ MORE



Today's Rates



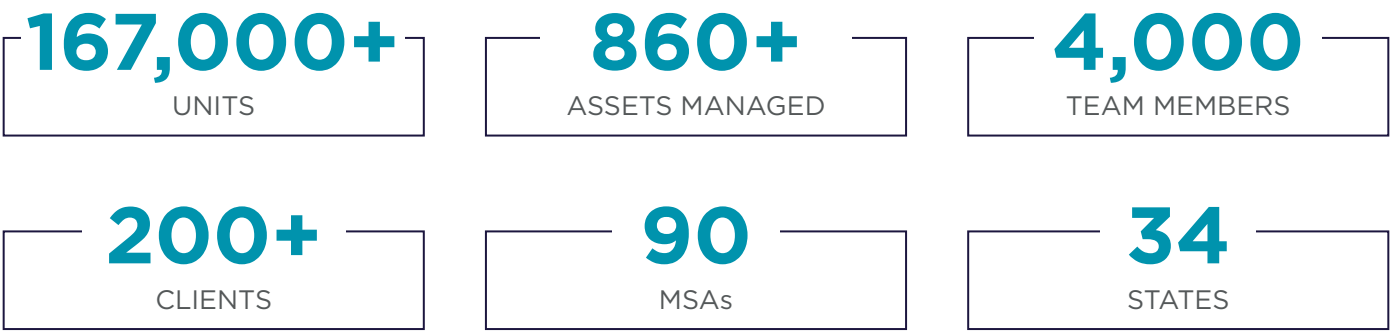


MULTIFAMILY ASSET SERVICES

As one of the largest third-party multifamily property managers in the U.S., Cushman & Wakefield champions each property’s performance to reach its highest potential. Our team of professionals operate interactive communities with an ownership mentality to drive results for clients and deliver the highest level of customer service to residents.

Our continued investment in our multifamily platform positions us to provide services for clients regardless of stage in the project lifecycle.

COMMITMENT TO INVESTMENT & GROWTH





MULTIFAMILY/LIVING VALUATIONS & ADVISORY

Your multifamily assets require acute attention to economic fluctuations, real estate cycles and market trends. Our multifamily practice group stays ahead of what's next in all of these areas to provide you with a full range of valuation and advisory services and strategic insight into your multifamily properties. Our professionals are well versed in all forms of multifamily assets, ranging from high density urban mixed use to garden apartment complexes; additionally, we're experienced with GSE and HUD insured lending requirements. Our experts are extensively involved with assets around the nation, with specialized expertise in affordable housing, age restricted housing, senior living, and student housing.

130+

TEAM MEMBERS

55+

MAI DESIGNATIONS

10,000+

ANNUAL LIVING SECTOR VALUATION AND
MARKET STUDY ASSIGNMENTS

\$330 B+*

AVERAGE ANNUAL VALUATIONS

LIVING SECTOR EXPERTISE

- Apartment buildings
- Affordable housing/LIHTC
- Age-restricted/Active adult
- Co-living
- Manufactured housing communities
- Self storage
- Senior living
- Student housing
- Subdivision analysis & build-to-rent
- USPAP, FIRREA, Fannie Mae, Freddie Mac and HUD-compliant

*three-year average





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CUSHMAN & WAKEFIELD NATIONAL MULTIFAMILY ADVISORY GROUP

Investment Sales

SUNBELT

Atlanta
Augusta
Austin
Birmingham
Charlotte
Charleston
Dallas
Greensboro
Houston
Louisville
Nashville
New Orleans
Oklahoma City
Raleigh
Rogers
San Antonio

WEST

Albuquerque
Boise
Colorado
Springs
Denver
Las Vegas
Los Angeles
Phoenix
Portland
Reno
Sacramento
Salt Lake City
San Diego
San Francisco
Seattle

MIDWEST

Cincinnati
Chicago
Columbus
Detroit
Indianapolis
Kansas City
Minneapolis
St. Louis

NORTHEAST

Baltimore
Boston
Newark
New York
Philadelphia
Pittsburgh
Stamford
Washington, DC

FLORIDA

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Miami
Orlando
Tampa

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Equity, Debt & Structured Finance

Sunbelt West Midwest

Northeast Florida

Agency Financing Made Possible Through
Greystone Servicing, LLC



Disclaimer

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