BENEFITS OF THE CUSHMAN & WAKEFIELD LAND ADVISORY GROUP

- **Depth of Coverage** - 100+ land professionals offering local market intelligence throughout the US and Canada.

- **Speed to Market** - With immediate access to proprietary market statistics including leasing, operating, and sales data, we enable rapid and accurate decision making.

- **Collaborative Approach** – Going beyond brokerage, our experienced land professionals work as an integrated team with our Valuation and Structured Finance Groups to offer unique perspectives on international and domestic capital markets.

- **History of Success** – Our professionals have expertly navigated land transactions through several economic cycles, bringing our clients a clear understanding of how to maximize profit regardless of downturn or recovery.

THROUGH THE YEARS: HISTORIC TRANSACTIONS

**1947**
- UNITED NATIONS
  - New York, NY
  - Land Assemblage
  - 15.15 acres

**1969**
- SEARS TOWER
  - Chicago, IL
  - Land Assemblage
  - 2.94 acres

**2005**
- SPLENDID CHINA THEME PARK
  - Orlando, FL
  - Land Disposition
  - 365 acres

**2012**
- SEA ISLAND COMPANY
  - Brunswick, GA
  - Land Disposition
  - 19,572 acres

**2012**
- SACRAMENTO DELTA
  - Sacramento, CA
  - Agricultural Land Disposition
  - 4,239 acres

**2014**
- ST. JOHN’S UNIVERSITY
  - New York, NY
  - Land Disposition
  - 0.7 acres

**2017**
- HIGH POINT
  - Denver, CO
  - Land Disposition
  - 1,360 acres

**2018**
- CITIZEN M HOTEL
  - Los Angeles, CA
  - Land Disposition
  - 0.46 acres

ANNUAL RESULTS*

- 1,285 land transactions
- 296,016 acres
- Value of $3.75B

*Most recent available annual statistics
ALIGNING GOALS WITH PROVEN LAND STRATEGIES

Our consultative approach helps our clients first identify financial goals, for which we can then recommend an appropriate and proven land strategy.

**ASSET STRATEGY**
- Prepare valuation
- Conduct hold versus sell and sensitivity analyses
- Provide alternatives / recommendations

**LONG-TERM HOLD**
- Perform due diligence
- Create long-term asset management strategy
- Reduce taxes
- Institute property management program
- Determine income potential

**SHORT-TERM POSITION**
- Perform due diligence
- Implement short-term asset management strategy

**FINANCIAL RESOLUTION**
- Sell the asset
- Refinance
- Structure a joint venture

**SERVICES**
- Acquisition / Disposition
- Asset Management
- Assemblage
- Auction
- Financing
- REO / Advisory Services
- Site Selection
- Valuation

**LAND TYPES**
- Agricultural
- Hospitality/Resort
- Industrial
- Office
- Residential (Suburban)
- Residential (Urban)
- Retail

**THE CUSHMAN & WAKEFIELD LAND OFFICES**

Atlanta, GA
Austin, TX
Bakersfield, CA
Bellevue, WA
Birmingham, AL
Bloomington, IN
Boca Raton, FL
Boise, ID
Boston, MA
Charleston, SC
Chicago, IL
Cleveland, OH
Columbus, OH
Denver, CO
E. Rutherford, NJ
Edmonton, Alberta (Canada)
Ft. Lauderdale, FL
Ft. Myers / Naples, FL
Fresno, CA
Fort Collins, CO
Indianapolis, IN
Jacksonville, FL
Kansas City, MO
Kitchener, Ontario (Canada)
Las Vegas, NV
Los Angeles, CA
Louisville, KY
Memphis, TN
Miami, FL
Milwaukee, WI
Minneapolis, MN
Nashville, TN
New Brunswick (Canada)
New York, NY
Norfolk / Virginia Beach, VA
Nova Scotia (Canada)
Oakland, CA
Oklahoma City, OK
Omaha, NE
Orange County, CA
Orlando, FL
Philadelphia, PA
Phoenix, AZ
Pittsburgh, PA
Portland, OR
Providence, RI
Richmond, VA
Roanoke, VA
Sacramento, CA
Salt Lake City, UT
San Antonio, TX
San Diego, CA
San Francisco, CA
San Jose, CA
San Rafael, CA
Savannah, GA
St. Louis, MO
Tampa, FL
Toronto, Ontario (Canada)
Tucson, AZ
Vancouver, BC (Canada)
Victoria, BC (Canada)
Walnut Creek, CC
Washington, DC
West Palm Beach, FL
Wilmington, DE
Winnipeg, Manitoba (Canada)
About Cushman & Wakefield

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.

Cushman & Wakefield Capabilities

Service Lines
- Agency Leasing
- Asset Services
- Capital Markets
- Facility Services
- Global Occupier Services
- Project & Development Services
- Tenant Representation
- Valuation & Advisory

Property Types
- Healthcare
- Hospitality
- Industrial
- Land
- Multi-family
- Office
- Retail

Advisory Groups
- Automotive
- Banking & Financial
- Build-to-Suit
- Data Center
- eCommerce & Electronic Fulfillment
- Education
- Emerging Technology
- Food & Beverage
- Global Supply Chain Solutions
- Healthcare
- Land
- Legal Sector
- Life Sciences
- Net Lease
- Not-for-Profit
- Ports & Intermodal
- Public Sector
- Rail
- Sports & Entertainment
- Third-Party Logistics (3PL)