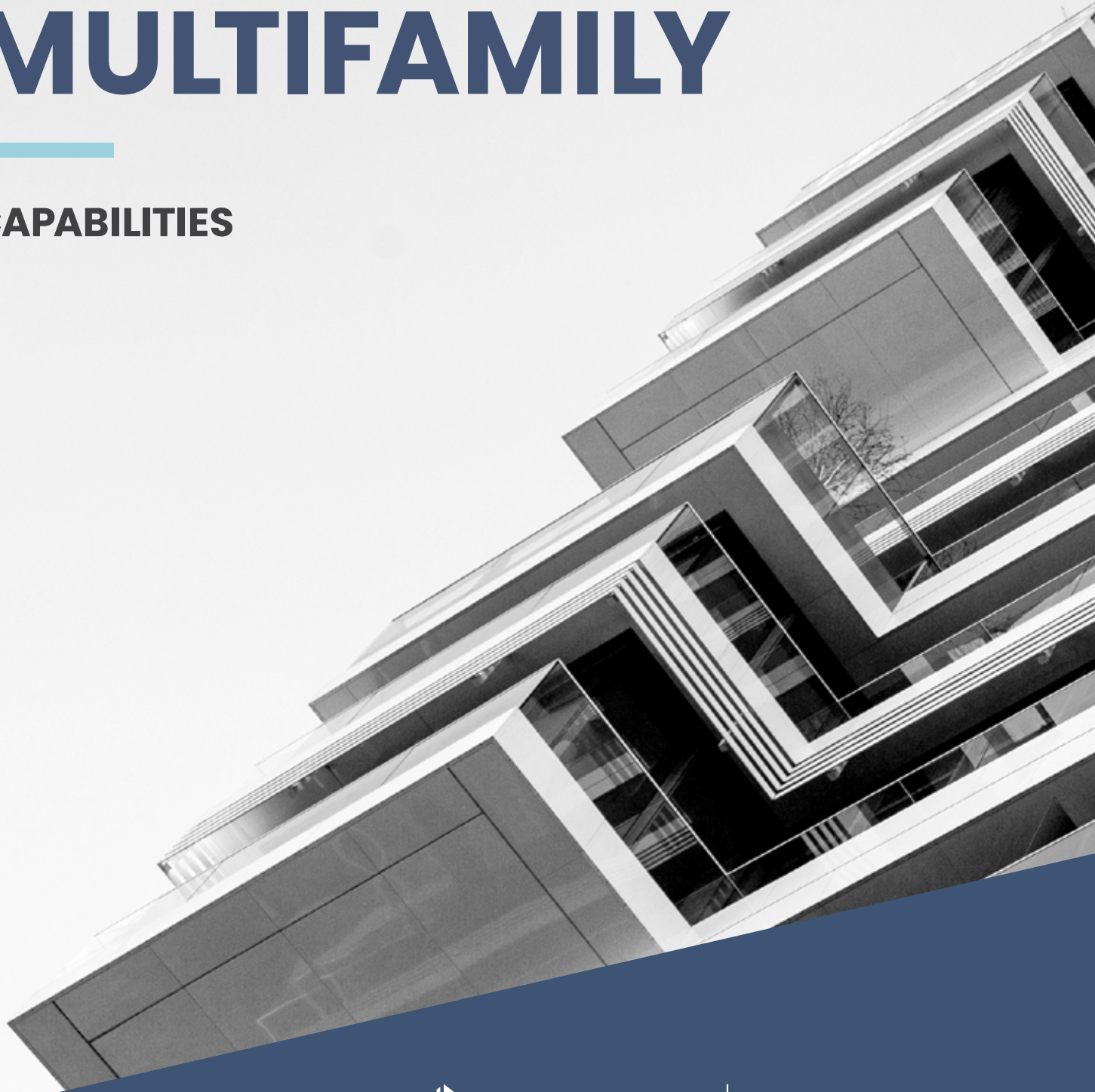


# MULTIFAMILY

CAPABILITIES



CUSHMAN &  
WAKEFIELD

GREYSTONE

# WHAT'S NEXT IN MULTIFAMILY

The Cushman & Wakefield | Greystone Multifamily platform takes a progressive approach to the strategic services we provide to our clients. Our full-service capabilities combine global and local knowledge to deliver tailored solutions unique to each client.

Our Investment Sales and Debt Teams will develop custom investment strategies to help our clients achieve maximum value for their multifamily and single-family assets. The Cushman & Wakefield | Greystone joint venture provides clients direct access to a range of multifamily debt products for property acquisition, refinancing, or substantial rehab and new construction.

Along with our leading Multifamily Asset Services and Valuation and Advisory Group we are more than a complete platform for multifamily investors; we are truly advisory at every step of the way.



**593+**

Investment Sales  
Transactions\*



**\$15.5B**

in Transaction  
Volume\*



**\$18B+**

Loan Origination\*\*



**\$70B+**

Loan Servicing  
Portfolio\*\*



**800+**

Properties  
Managed



**169,000**

Units Managed



**5,900+**

Multifamily Property  
Appraisals

\*Represents 3-year avg (2018-2020)

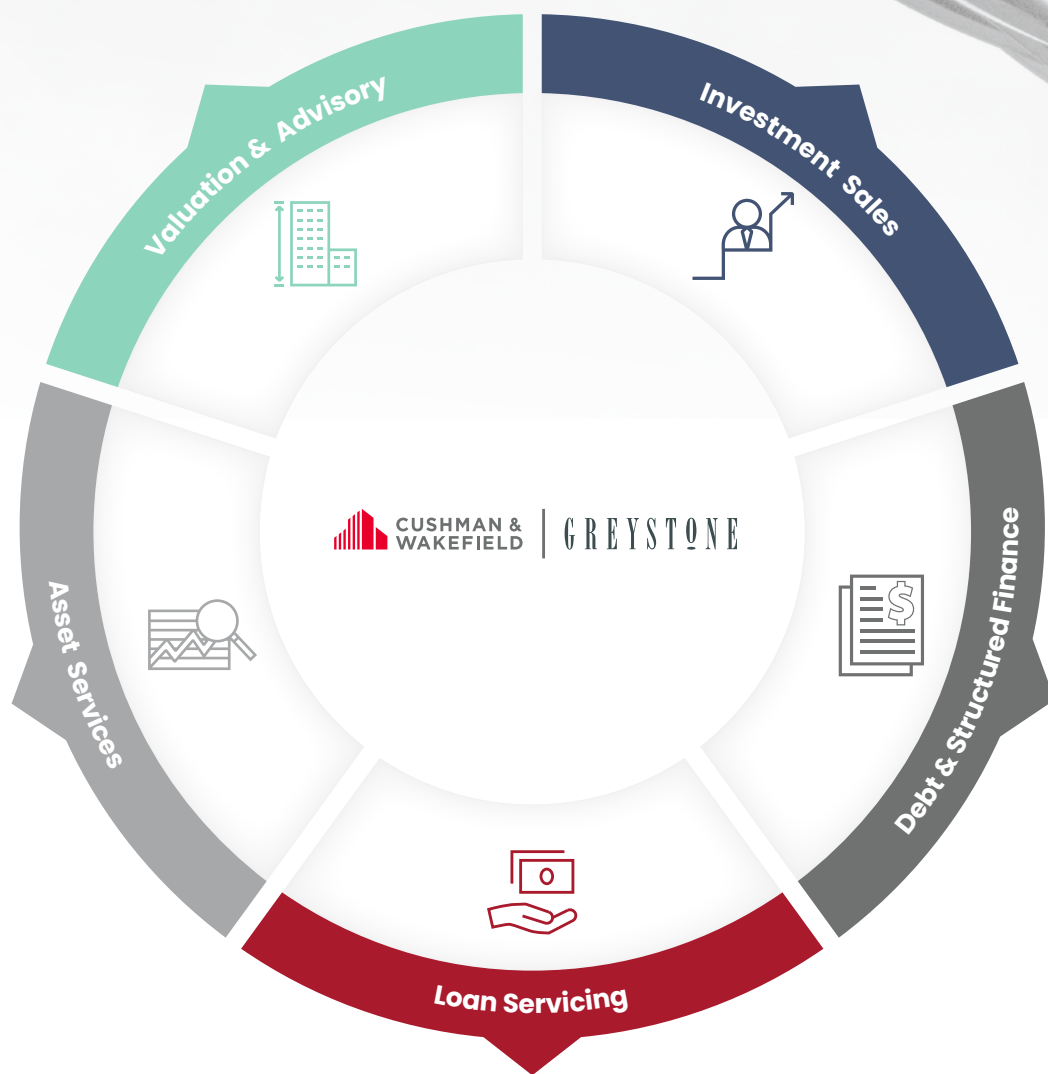
\*\* 2021 Greystone volume

# WE POSITION OUR CLIENTS FOR WHAT'S NEXT

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The Cushman & Wakefield | Greystone team of experts offers investors dedicated buy-side and sell-side representation for the acquisition of direct and indirect residential and commercial property. We provide our clients unrivaled access to global capital sources through our diverse network and fully integrated suite of services including strategy development and investment planning, identification and sourcing, independent investment analysis, negotiation and due diligence, and ongoing investment oversight.





# SERVICES & CAPABILITIES

We support our clients through all stages of the ownership lifecycle, including due diligence, underwriting, market research, financial analysis, marketing strategy and campaigns, placement strategy, transaction negotiations and closings. Our extensive experience completing diverse and complex transactions is a testament to our platform and ability to meet the needs of our clients through a variety of services and capabilities.

## INVESTMENT SALES

Global real estate owners and investors look to Cushman & Wakefield | Greystone's expertise to help them meet strategic, operational, and financial goals for their investments. We deliver customized strategies and solutions, experience in all property types, and offer unparalleled resources for investor targeting through our global footprint and access to both local and international capital. With an enhanced ability to identify and articulate exclusive opportunities, we provide creative investment ideas that maximize returns.

## DEBT & STRUCTURED FINANCE

Cushman & Wakefield | Greystone's full-spectrum financial services platform provides domestic and international clients with customized capital solutions for all asset classes. Our experienced professionals employ their long-standing relationships, industry expertise and deep understanding of the entire capital stack to deliver comprehensive advice, structure optimal strategies and negotiate the best terms for each transaction. As a top multifamily lender, Cushman & Wakefield | Greystone offers a wide range of financing solutions including Fannie Mae, Freddie Mac and FHA/HUD loan programs, as well as bridge, mezzanine, commercial bank, life insurance and CMBS loans.

## VALUATION & 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 and student housing.

## LOAN AND PORTFOLIO SALES

Our multi-disciplinary loan and portfolio sale advisory practice represents lenders, institutional investors, special servicers, and government agencies in the sale of portfolios of mortgages and real estate assets. We deliver sales and advisory solutions through access to Cushman & Wakefield | Greystone's industry leading experts – integrating sales, leasing, and finance professionals from our offices across the globe. Our transaction experience covers a broad spectrum from single credits and property sales to portfolios of loans that allow us to drive competition and provide desired execution strategies for our clients.



## LOAN SERVICING

When it comes to loan servicing and asset management, clients want a third party who they can depend on and trust. As a top multifamily finance company managing a primary and special loan servicing portfolio of \$70+ billion, we offer a holistic, one-stop approach that is consistently ranked Strong by S&P, the highest category for a commercial loan servicer.

## PROPERTY MANAGEMENT

We take a client-centric management approach and provide tailored solutions to achieve the unique objectives of each property or portfolio. From our established management operating process, which allows us to increase asset revenue and reduce expenses, to our top-of-the-line technology, our clients trust us to enhance the overall performance of their portfolio. Our team of talented professionals has the knowledge and training to create meaningful resident experiences and connections to drive satisfaction and retention.

Our property management scope of services includes day-to-day operations, marketing, accounting and financial reporting, construction management and maintenance, contract and vendor services, risk management, training and development, and a full platform of services available through the Cushman & Wakefield platform.

## RESEARCH

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, we have research professionals who compile research data into a wide variety of reports, white papers, and presentations. Our Research Services 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.



# CREATING VALUE THROUGH INVESTMENT SALES



**265-275 Cherry Street**  
490 Units  
Manhattan, NY



**Altis Boca**  
398 Units  
Boca Raton, FL



**Hanover Midtown**  
342 Units  
Atlanta, GA



**Midtown 5**  
400 Units  
Miami, FL



**Prisma**  
182 Units  
Orange County, CA



**The Bishop**  
425 Units  
Atlanta, GA



**The Boulevard on Santa Monica**  
337 Units  
West Los Angeles, CA



**The Villas on Fir**  
290 Units  
Grander, IN



**Osprey**  
320 Units  
Atlanta, GA





**Solis City Park**  
272 Units  
Charlotte, NC



**The Conley**  
259 Units  
Austin, TX



**The Station at Town Madison**  
274 Units  
Huntsville, AL



**The Collins**  
272 Units  
New Orleans, LA



**The Rey on Reynolds**  
286 Units  
Atlanta, GA



**Waterleaf at Battery Creek**  
212 Units  
Beaufort, SC



**Spring Creek Towers**  
5,881 Units  
Brooklyn, NY



**AIMCO Portfolio**  
360 Units  
New York, NY



**The Residences Uptown Boca**  
456 Units  
Boca Raton, FL

# DELIVERING CUSTOMIZED PROPERTY MANAGEMENT SERVICES



**Rock Ridge Estates**  
69 Single-Family Homes  
Pensacola, FL



**Astoria at Central Park West**  
240 units  
Irvine, CA



**Yorktown**  
226 units  
Dallas, TX



**Artisan Living Green Creek**  
85 Townhomes  
Boiling Springs, SC



**Nic on Fifth**  
258 units  
Minneapolis, MN



**The Kessler**  
282 units  
Kansas City, KS



**111 Harbor Point**  
228 units  
Stamford, CT



**Aspira**  
325 units  
Seattle, WA



**63 Wall Street**  
476 units  
New York City, NY

# TOP MULTIFAMILY LENDING CAPABILITIES



## **4-Property Portfolio**

200 units  
Seattle, WA  
Fannie Mae



## **Heather Glenn**

168 units  
Fort Walton Beach, FL  
Freddie Mac Affordable



## **Kailani Village**

185 units  
Lompoc, CA  
HUD Affordable



## **Lipoma Firs**

56 units  
Puyallup, WA  
Fannie Mae



## **Port View Apartments**

239 units  
Boardman, OR  
HUD



## **Residency at the Mayer**

79 Units  
Los Angeles, CA  
ATAX Tax-Exempt Bond Construction Financing



## **Seaview Estates**

316 units  
Staten Island NYC  
Bridge Loan



## **Sendero Townhomes**

197 units  
Santa Rosa, CA  
Freddie Mac



## **Vista Azul**

248 units  
Dallas, TX  
Bridge Loan



# GREYSTONE

## 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 50,000 employees in over 400 offices and 60 countries. In 2020, the firm had revenue of \$7.8 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services. To learn more, visit [www.cushmanwakefield.com](http://www.cushmanwakefield.com) or follow @CushWake on Twitter.

### John O'Neill

President

U.S. Multifamily Capital Markets

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## About Greystone

Greystone is a private national commercial real estate finance company with an established reputation as a leader in multifamily and healthcare finance, having ranked as a top FHA, Fannie Mae, and Freddie Mac lender in these sectors. Loans are offered through Greystone Servicing Company LLC, Greystone Funding Company LLC and/or other Greystone affiliates. For more information, visit [www.greystone.com](http://www.greystone.com).

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