

# CAPITAL MARKETS

## RETAIL SERVICES

# WHAT'S NEXT IN RETAIL

Cushman & Wakefield's Retail Capital Markets platform advises institutional and private owners of real estate executing significant transactions across the Americas. Dedicated to delivering superior value to our clients, we leverage our integrated suite of investor services to deliver industry-leading capital deployment strategies to solve the most complex real estate challenges.

We provide investors with an individual approach to the coverage of market-wide transactions, leveraging our extensive relationships with owners and investment agents. Our global network is built on established local market relationships, ensuring that the right capital is sourced for the right product in the right place.



**700+**

*Retail Properties Sold*

**22B**

*SF In Transactions*

**\$4.2B**

*In Transaction  
Volume\**

\*FY 2018



## WE POSITION OUR CLIENTS FOR WHAT'S NEXT

Cushman & Wakefield's team of experts offers investors dedicated buy-side and sell-side representation for the acquisition of direct and indirect 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 sales cycle, 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'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.

### ***Equity, Debt and Structured Finance***

Cushman & Wakefield facilitates state-of-the-art financing and equity structuring as well as exceptional transaction terms. Our full-spectrum financial services platform provides domestic and international clients with customized and integrated capital solutions for all asset classes. A deep understanding of the entire capital stack allows us to structure optimal strategies and negotiate the best terms for each transaction. Through long-standing relationships and industry expertise, we provide comprehensive advice and execution services to meet clients' needs.

### ***Corporate Capital Markets***

Cushman & Wakefield provides corporate occupiers and owners with real estate solutions created and executed to yield optimum results by arbitraging corporate credit and real estate market underwriting. Our customized advisory services and financing solutions provide our clients with key advantages to meet their objectives.

### ***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'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.

# WE CREATE VALUE FOR OUR CLIENTS

Global trends are changing the way commercial real estate is leveraged in business today. Our clients depend on Cushman & Wakefield's Retail platform and capabilities, research and insights, and expert leadership across major markets worldwide. We believe increased business complexities generate fresh opportunities for innovation and new ideas to create what's next for our investors.



**Westfork Plaza & Paraiso Parc**  
388,557 sf | Pembroke Pines, FL



**10 Madison Square West**  
20,676 sf | New York, NY



**Carriage Place**  
280,910 sf | Columbus, OH



**Doral Commons**  
138,091 sf | Miami, FL



**Peachtree Station**  
106,864 sf | Atlanta, GA



**Montecito Marketplace**  
190,434 sf | Las Vegas, NV



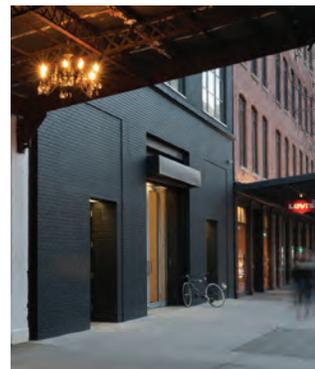
**Northpointe Shopping Center**  
179,887 sf | Modesto, CA



**Kearny Square**  
138,895 sf | Kearny, NJ



**36 South State Street**  
18,799 sf | Chicago, IL



**412 West 14th Street**  
42,614 sf | New York, NY



**Valley Bend Shopping Center**  
425, 432 sf | Huntsville, AL



**Superstition Gateway**  
495,506 sf | Mesa, AZ





## 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](http://www.cushmanwakefield.com) or follow @CushWake on Twitter.

### Carlo Barel di Sant'Albano

Chief Executive,  
Global Capital Markets & Investor Services  
+1 212 841 7882  
[carlo.santalbano@cushwake.com](mailto:carlo.santalbano@cushwake.com)

## 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)