

WE MAKE IT A SUCCESS

How Cushman & Wakefield's
loan and portfolio sale advisory
practice is focused on serving
the loan disposition needs of
all lender profiles.



**CUSHMAN &
WAKEFIELD**



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OUR **APPROACH**

Boosting Portfolios, Driving Competition. When you've been around as long as we have, you gain a lot of hands-on experience. This experience translates to a seamless process and tailored marketing strategy for our clients. Combined with local market experts, our national and global reach, we are perfectly positioned to provide strategic advice and corresponding services to maximize value for performing, sub performing and classified loans.

Our transaction and client experience is broad and deep. We work across portfolios, covering everything from single credits and property sales to loans. We have represented institutional investors, special servicers and government agencies. This allows us to drive competition and not only create more deals, but seal them.

We deliver the highest proceeds with the **greatest certainty of execution.**



SERVICES & CAPABILITIES

National in scope the loan and portfolio sale advisory practice is unrestricted by geography, product type, or performance profile. By harnessing our sales, leasing, property management, construction, valuation, and financing experts; we provide clients with a single point of contact for all debt advisory needs.

Either balance sheet optimization strategies or resolving special situation credits, we excel at consulting with all our clients on their advisory needs. Our depth of experience with a large variety of client allows us to intimately understand the regulatory framework for all lender types including banks, insurance and mortgage REITS.

- REO, Bank Syndications, Distressed, Assets in Litigation
- UCC Foreclosure Services
- Single Credits or Multiple Properties
- Whole Loans, Mezzanine, B-notes and Participations
- Loan Portfolios (Performing, Sub-performing and Non-performing)
- Real Estate Portfolios
- Excess Corporate Real Estate Holdings
- Valuation Analysis entire Capital Stack
- Note on Note Financing

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\$6.0B+

During the last cycle (GFC), Cushman & Wakefield's loan and portfolio sale advisory practice closed on more than \$6 Billion in Loan Sale Advisory Services to all lender profiles as well as more than 100 assignments for the FDIC.



CUSHMAN & WAKEFIELD

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 52,000 employees in over 400 offices and approximately 60 countries. In 2022, the firm had revenue of \$10.1 billion across core services of Property, facilities and project management, Leasing, Capital markets, and Valuation and other services. To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.

David Dorros

Vice Chair

dave.dorros@cushwake.com

+1 202 463 1364

Sean Hayes

Managing Director

sean.hayes@cushwake.com

+1 202 266 1166

Chris McGlone

Managing Director

chris.mcglone@cushwake.com

+1 202 266 1171

Cushman & Wakefield Capabilities

Service Lines

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

Industries & Specialties

Airports
Automotive
Build-to-Suit
Data Centers
eCommerce
Education
Emerging Technology
Energy (oil & gas)
Financial Services
Flexible Workplace
Food & Beverage
Global Supply Chain
Government
Healthcare
Hospitality
Industrial
Land
Legal/Professional
Life Sciences/Pharma
Multifamily
Net Lease Investment
Not-for-Profit
Office
Ports & Intermodal
Public Sector
Rail
Retail
Sports & Entertainment
Third-Party Logistics (3PL)