



CUSHMAN &  
WAKEFIELD

# WE DRIVE INTELLIGENCE INTO ACTION

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VALUATION & ADVISORY

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Better never settles



## WE MAKE VALUE MATTER

Cushman & Wakefield's Valuation & Advisory is at the heart of decisions that impact where, what, and how we build the workplaces, living spaces, and experiences of tomorrow. What we offer is unmatched intelligence, a team of experienced, expert, and dedicated partners, and a commitment to the people behind the real estate. What we deliver are solutions to our clients' most complex questions and valuation issues. We provide guidance to help you navigate uncertainty, look beyond the obvious to uncover possibilities, and deliver the insights and expertise that help drive the world of real estate into action.

**500+**

U.S. V&A Professionals

**190+**

U.S. Offices

**37,075\***

Properties evaluated

**\$1 trillion\***

Total asset value

*\*three year average*



# SPECIALTY PRACTICE GROUPS & ADVISORY SERVICES

We have the right experts where you need them most. We cover the full spectrum of property types and combine the strength of highly specialized expertise with the expansive resources of Cushman & Wakefield to help you navigate an ever-evolving real estate landscape. From one-off appraisals to complex real estate advisory and business valuation assignments, we answer your most challenging valuation questions with unmatched market intelligence, analysis, and service.

## PRACTICE GROUPS / PROPERTY TYPES

- » Data Center
- » Energy, Agriculture & Natural Resources
- » Healthcare
- » Hospitality & Leisure
- » Infrastructure
- » Life Sciences
- » Living Sectors
  - *Multifamily*
  - *Senior Housing*
  - *Residential Development*
  - *Affordable Housing*
  - *Manufactured Housing*
  - *Self Storage*
- » Logistics & Industrial
- » Office
- » Retail
- » Self Storage

## ADVISORY SERVICES

- » Appraisal Management
- » Business Valuation
- » Diligence Advisory
- » Dispute Analysis & Litigation Support
- » Institutional Client Services
- » Machinery & Equipment
- » Property Tax Services
- » Right-of-Way & Eminent Domain
- » Trusts & Estates
- » Valuation for Financial Reporting

# HOW WE DELIVER



## WE ARE SOLUTION DRIVEN

We look beyond the obvious to uncover the right answers. We combine highly specialized expertise and global resources to solve your most complex valuation issues.



## WE ARE TRUE PARTNERS

We are responsive, collaborative, and take pride in working with you. Our communication and dedication to service make our clients' lives easier, no matter the challenges of the assignment.



## WE DELIVER INSIGHTS THAT MAKE A DIFFERENCE

We help you make sense of uncertainty and provide a forward-looking perspective to prepare you for what's next. We are committed to industry leadership and being your go-to resource to make sense of a complex environment.



## OUR EXPERTISE AND OUR PEOPLE ARE UNMATCHED

We deliver an exceptional experience through the industry's best talent and client service. Most of our professionals maintain our industry's most valued designations and certifications.

# WE MAKE AN IMPACT

## WE BRING VALUE TO LIFE

In a world driven by data, it can seem easy to crunch the numbers. But real value lies not just in the how much, but the why. A loan provider needed to understand if underperforming loans were due to prevailing market conditions, or if something else was at work. Using not just data, but our in-house expertise and local market knowledge, we helped our client evaluate its loans and identify areas to optimize value. We prepared a rich story backed by detailed analysis, allowing our client to understand that why behind its challenge. With the help of our recommendations, our client retained its highest potential loans, drove them to optimal performance, and disposed of troubled assets.

## DELIVERING A SEAMLESS EXPERIENCE

For many of our clients, complexity is the product of detailed compliance requirements and their large, diverse portfolios. What clients don't need is additional complexity from their service providers. Cushman & Wakefield's Valuation & Advisory seamlessly integrated into an existing team to support our client's compliance, valuation, and lease negotiation needs. Not only have we helped our client benchmark individual assets to the market, we have established processes and controls that create a seamless experience, ensure regulatory compliance, and deliver exceptional results.

## IMMEDIATE VALUE, LONG-TERM COMMITMENT

We are problem solvers and service providers. When a major open-air center and mall owner filed for bankruptcy protection, they needed to not only navigate the legal process, but deliver long term value. In a tough market for lending, we worked with a group of major lenders for 15 months before securing a \$1 billion loan backed by our client's retail portfolio. We continue to support our client with property tax work, having resolved over 45 tax assessment appeals that have culminated in tens of millions of dollars in savings. Our client sees us as part of their team, and knows that their goals are our goals. We wouldn't have it any other way.





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