

## VALUATION & ADVISORY INDUSTRIAL

The Industrial Practice Group strives to understand our clients' business needs, personnel objectives and real estate circumstances in order to provide best-in-class service. Industrial V&A professionals have extensive industrial property experience and are strategically located in all U.S. major markets. Powered by the Cushman & Wakefield platform, we offer robust client service. Our integrated approach combines superior local knowledge with access to a national and international network of data and market participants, allowing us to identify emerging trends critical to the valuation process. We have appraised more than 9,000 industrial assets in the last three years and can handle large portfolios, appraising up to 400 assets at a time.

### THE CUSHMAN & WAKEFIELD ADVANTAGE

Our research and technology capabilities help us bring market intelligence to clients. Our talented professionals produce logical and supported analyses on complex assignments and communicate clearly with clients. We offer market presentations and expert witness testimony and are invited to engagements as guest speakers. The professionals attend seminars and conferences and are considered industry thought leaders. The group promotes an exchange of intelligence among all Valuation & Advisory practice groups regarding best practices, case studies and enhancement of quality control.

### PROPERTY TYPES

- Air cargo facilities
- Business parks
- Cold storage/warehouse
- Flex spaces
- Heavy manufacturing
- High tech facilities
- Intermodal facilities
- Light manufacturing facilities
- Life sciences facilities and conversions
- Office/showrooms
- Office/warehouses
- Processing facilities
- Refineries
- Refrigerated/cold storage
- Research and development facilities
- Truck terminals
- Warehouses/distribution

### Industrial Services

#### Property Appraisals & Review

- Appraisal services for corporations, institutional investors, advisors and lenders
- Expense analysis, feasibility studies and impact studies
- Multi-property portfolio valuation capabilities

#### Machinery & Equipment

- Financial reporting
- Tax services
- Additional appraisal services

#### Financial Reporting

- Agreed Upon Procedures (AUP)
- ASC 820, fair value measurements
- ASC 805, business combinations
- Debt valuation

#### Dispute Analysis & Litigation

- Dispute analysis
- Expert testimony
- Arbitration
- Litigation/trial support and consulting

#### Property Tax Services

- Assessment appeals
- Business and personal property tax compliance and audit support
- Proprietary software
- Full outsourcing capabilities

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