



VALUATION & ADVISORY

# RESIDENTIAL DEVELOPMENT

The Residential Development Practice Group is dedicated first and foremost to our clients. We employ talented professionals and invest in superior resources and technologies to provide our clients with timely valuation and advisory services.

The Residential Development Practice Group is comprised of dedicated professionals throughout the country directed by national leadership that has more than 30 years experience in the industry. The Residential Development Practice Group is uniquely positioned to utilize Cushman & Wakefield's full complement of service lines, coupled with experienced personnel to provide innovative solutions for complex assignments.

We actively work in residential development markets across the nation. Our up to date market analysis aids clients in acquisition, disposition, financing, underwriting and investment decisions. The team stays current on residential development transactions and supply & demand factors at the national and sub-market level. Our methodology often includes an analysis of pertinent transaction activity and sophisticated builder and developer residual cash flow modeling.

## THE CUSHMAN & WAKEFIELD ADVANTAGE

The goal of the Residential Development Practice Group is to understand our clients' business needs, personnel objectives and real estate circumstances to provide best in class service. Our talented professionals utilize an integrated technical appraisal service line platform to maximize communication with clients and to produce logical and supported analyses on complex assignments.

The group combines superior local knowledge with access to a national and international network of data and market participants, which results in identification of emerging trends critical to the valuation process. Our unique combination of research and proprietary technology assists with interpreting market intelligence required to provide excellent service and communication to clients. Our members provide market presentations, expert witness testimony and are invited to engagements as guest speakers. The team attends seminars and conferences and are considered industry thought leaders.

## Residential Development Services

- Acquisition & disposition
- Development advisory
- Feasibility studies
- Financial reporting
- Highest & best use
- Investment strategy
- Litigation support
- Market studies
- Portfolio valuation & counseling
- Rate analyses
- Sensitivity analyses
- Valuation

## Property Types

- Attached for-sale housing
- Condominium conversions
- Detached residential
- Finished lots
- High-rise
- Low-rise
- Master-planned communities
- Mid-rise
- Mixed-use projects
- Raw land
- Subdivisions
- Transitional lands
- Urban redevelopment

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