

Creating solutions for land buyers and sellers



The Cushman & Wakefield Land Practice Group has immediate access to key market data, including sales data critical to determining and executing solutions for complex land situations.

BENEFITS OF THE CUSHMAN & WAKEFIELD LAND PRACTICE GROUP

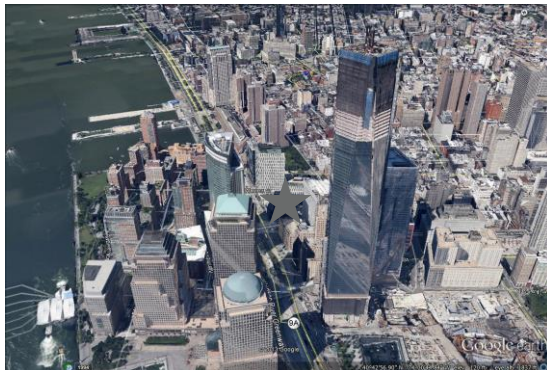
- **Proven approach** – Dealing with firm founded in 1917.
- **Experience** – Experienced land professionals working as an integrated team, with other Cushman & Wakefield disciplines, who have been through prior cycles and have incorporated that knowledge to perfect this multifaceted approach.
- **Access to real time market data** – We offer immediate access to proprietary market statistics, leasing, operating and sales data enabling rapid and accurate decisions.
- **Speed to market** – The Cushman & Wakefield Land Practice Group executes quickly.
- **International coverage** – 43,000 employees in 60 countries.
- **Local expertise** – Skilled professionals implementing strategies locally.

With over 116 locations, Cushman & Wakefield blankets the United States. The Cushman & Wakefield Land Practice Group brings each client a fully-integrated team, providing all required services, directed by a senior professional with strong land brokerage experience.

HISTORIC TRANSACTIONS



UNITED NATIONS
Land Assemblage



101 MURRAY ST, TRIBECA, MANHATTAN
31,028 SF site
Land disposition for St. John's University



CHINA OWNED CHINA TRAVEL SERVICES, FORMER SPLENDID CHINA THEME PARK
Land disposition



SEARS TOWER
Land Assemblage



4,239 ACRES OF INSTITUTIONAL, AGRICULTURAL LAND IN THE SACRAMENTO DELTA
Land disposition

Cushman & Wakefield has a long history of significant land transactions, such as the assemblage for the United Nations and the Sears Tower sites, and the sale of 19,572 acres in southeast Georgia for the Sea Island Company.

Since 2006, Cushman & Wakefield has closed 3,139 land transactions, totaling 254,551 acres, valued at over \$11.636 billion.

In 2015, Cushman & Wakefield closed 1,157 land transactions, totaling 29,015 acres, valued at over \$3.567 billion.

THE CUSHMAN & WAKEFIELD LAND PRACTICE GROUP

brings together teams of seasoned and knowledgeable professionals who have expertise in all aspects of buying and selling. These teams use their substantial experience and proprietary real-time local market information to analyze and develop appropriate strategies for individual sites or portfolios. By capitalizing on various resources within the company, Cushman & Wakefield is uniquely qualified to combine local real estate knowledge with experience in international and domestic capital markets through our Equity, Debt and Structured Finance Group.

POSITION SHORT-TERM

- Short-term asset management strategy
- Due diligence

ASSET STRATEGY

- Valuation
- Hold versus sell analysis and alternatives / recommendations
- Sensitivity analysis

FINANCIAL RESOLUTION

- Sell the asset
- Refinance
- Joint venture

HOLD LONG-TERM

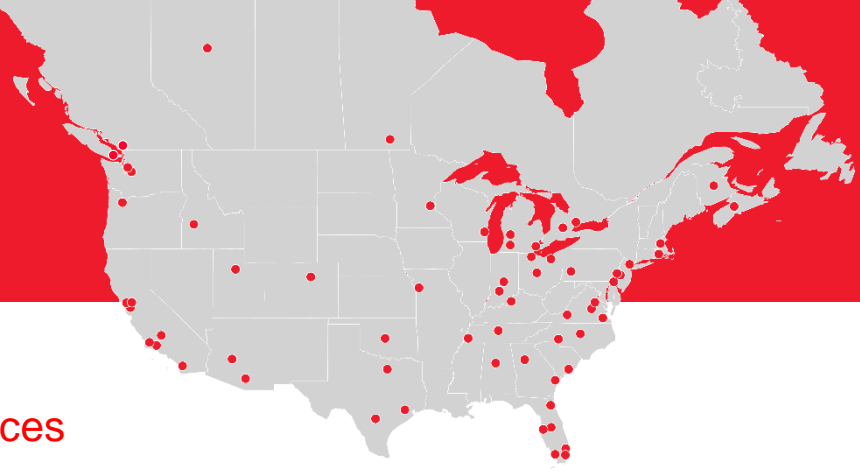
- Perform due diligence
- Create long-term asset management strategy
- Reduce taxes
- Institute property management program
- Determine income potential

SERVICES PROVIDED INCLUDE

- Site Selection / Disposition
- Assemblage
- Auction
- Marketing
- Valuation
- Financial Analysis
- REO / Advisory Services
- Asset Management
- Financing through CWSG
- Port Land Expertise
- CBD to Agricultural Land



Cushman & Wakefield Land Practice Group



The Cushman & Wakefield Land Offices

Atlanta, GA
Austin, TX
Bakersfield, CA
Bellevue, WA
Birmingham, AL
Bloomington, IN
Boca Raton, FL
Boise, ID
Boston, MA
Calgary, Alberta (Canada)
Charleston, SC
Cleveland, OH
Columbia, MD
Denver, CO
E. Rutherford, NJ
Edison, NJ
Edmonton, Alberta, (Canada)
El Paso, TX
Ft. Lauderdale, FL
Ft. Myers / Naples, FL
Fredricksburg, VA
Fresno, CA
Houston, TX
Indianapolis, IN

Jacksonville, FL
Kansas City, MO
Kitchener, Ontario (Canada)
Las Vegas, NV
Los Angeles, CA
Louisville, KY
Memphis, TN
Miami, FL
Milwaukee, WI
Minneapolis, MN
Nashville, TN
New Brunswick (Canada)
New York, NY
Norfolk / Virginia Beach, VA
Nova Scotia (Canada)
Oakland, CA
Oklahoma City, OK
Omaha, NE
Orange County, CA
Orlando, FL
Philadelphia, PA
Phoenix, AZ
Pittsburgh, PA
Portland, OR

Providence, RI
Richmond, VA
Richmond Hill, Ontario (Canada)
Roanoke, VA
Sacramento, CA
Salt Lake City, UT
San Antonio, TX
San Diego, CA
San Francisco, CA
San Jose, CA
San Rafael, CA
Savannah, GA
St. Louis, MO
Tampa, FL
Toronto, Ontario (Canada)
Tucson, AZ
Vancouver, BC (Canada)
Victoria, BC (Canada)
Walnut Creek, CA
Washington, DC
West Palm Beach, FL
Wilmington, DE
Winnipeg, Manitoba (Canada)

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About Cushman & Wakefield

Cushman & Wakefield is a leading global real estate services firm that helps clients transform the way people work, shop, and live. The firm's 43,000 employees in more than 60 countries provide deep local and global insights that create significant value for occupiers and investors around the world. Cushman & Wakefield is among the largest commercial real estate services firms with revenue of \$5 billion across core services of agency leasing, asset services, capital markets, facility services (C&W Services), global occupier services, investment & asset management (DTZ Investors), project & development services, tenant representation, and valuation & advisory. To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.