



SUNBELT MULTIFAMILY ADVISORY GROUP





Highly Trusted & Respected Advisory Approach
Superior Access to Real-Time Market Intel
Truly Seamless Across the Sunbelt



The Cushman & Wakefield Sunbelt Multifamily Advisory Group has built a reputation as one of the most **dynamic, professional, and hands-on** multifamily teams in the industry. With offices located throughout the Sunbelt, our team is strategically positioned to serve clients across the spectrum of multifamily investments.

Our **long-standing super regional approach** to the 15 states ensures the team's coverage and execution platform provides clients greater market intelligence and wider market exposure when selling their assets. The ability to specialize by product type, client profiles, and regional geography, gives our team a much stronger position to add value on each assignment. Connection to the global capital markets network provides clients with a **national and international reach** for buyers and capital.

SUNBELT MULTIFAMILY ADVISORY GROUP

SUNBELT INSTITUTIONAL

ROBERT STICKEL
Executive Vice Chair

ALEX BROWN
Vice Chair

ASHLYN WARREN
Senior Director

MICHAEL KAY
Director

SUNBELT BTR

PARKER CALDWELL
Senior Director

ALEX BROWN
Vice Chair

NELSON ABELS
Exec. Managing Director

TYLER MAYO
Executive Director

GRANT RAYMOND
Senior Director

AUSTIN GREEN
Exec. Managing Director

SUNBELT AFFORDABLE

FRANK MCGOUGH
Associate

NATHAN SWENSON
Executive Director

ATLANTA

MIKE KEMETHER
Executive Vice Chair

TRAVIS PRESNELL
Exec. Managing Director

NATHAN SWENSON
Executive Director

WESLEY KENNEY
Executive Director

WESLEY LACEFIELD
Senior Director

JAMES WILBER
Senior Director

ROBERT YATES
Director

GEORGIA

TAYLOR BIRD
Vice Chair

NELSON ABELS
Exec. Managing Director

AUSTIN WEATHINGTON
Senior Director

HARRISON CHEELEY
Director

LAURA AYLOR
Director

GULF STATES

CRAIG HEY
Vice Chair

ANDREW BROWN
Exec. Managing Director

PARKER CALDWELL
Senior Director

BEN THOMAS
Director

CENTRAL STATES

CRAIG HEY
Vice Chair

MARTIN BYNUM
Executive Director

WHITTAKER POTTS
Exec. Managing Director

MATT STEPHENS
Director

JOSH FINK
Director

STEPHEN PESTINGER
Director
Commercial Oklahoma Inc.

TENNESSEE

TYLER MAYO
Executive Director

TAYLOR BIRD
Vice Chair

NELSON ABELS
Exec. Managing Director

TEXAS

JENNIFER CAMPBELL
Exec. Managing Director

JOHN CARR
Managing Director

BEN FULLER
Managing Director

GRANT RAYMOND
Senior Director

ASHER HALL
Senior Director

JOSHUA HOFFMAN
Senior Director

AVERY KLATT
Director

LOUISIANA

MIKE KEMETHER
Executive Vice Chair

LARRY SCHEDLER
Principal
Larry G. Schedler
& Associates, Inc..

KENTUCKY

MIKE KEMETHER
Executive Vice Chair

CRAIG COLLINS
Senior Director
Commercial Kentucky Inc.

CAROLINAS

PAUL MARLEY
Vice Chair

ALEX MCDERMOTT
Exec. Managing Director

AUSTIN GREEN
Exec. Managing Director

HUNTER BOWLING
Senior Director

SUNBELT LAND

ALEX PHILLIPS
Director

Benefits to Our Clients:

- Collaborative Partnership Structure
- Segmentation for Client Synergies
- Geographic Experts with Market Intel
- Decentralized, yet Highly Synchronized
- No Gaps or Overlaps Across Sunbelt

1

TEAM

15

STATES

51

ADVISORS

90

TEAM MEMBERS



SUNBELT MULTIFAMILY ADVISORY GROUP

Our group takes a progressive approach to the strategic services we provide to our local, regional, and national clients. Our full-service capabilities combine global and local knowledge to deliver tailored solutions unique to each client.

We work hard to build and enhance value by leveraging strong attention to detail, accessing an active investor base, and capitalizing on our vast market knowledge in ways that benefit every aspect of the transaction process.

90

Team Members



8

44

21

17

LEADERSHIP TEAM

DIRECTORS & ASSOCIATES

FINANCIAL ANALYSTS

MARKETING & OPERATIONS



#1

Sunbelt
Market Share*



\$5B

2024 Total
Sales Volume



172

Deals Closed
in 2024



28K

Units Sold
in 2024

* CoStar broker-attributed 2024 sales in AL, AR, FL, GA, KS, KY, LA, MO, MS, NC, OK, SC, TN & TX

Revolutionary Client-Centric Business Model

The Cushman & Wakefield Sunbelt Multifamily Advisory Group operates differently than other brokerage firms. Every broker across our platform gets paid on every deal. This financial commitment to one another motivates everyone to move capital, and puts the client first. Our #1 market share, coupled with our unique team approach, provides access to the largest pool of real-time buyers enabling us to secure the best investment return performance for our clients.

All Firms Have...



Competent
Brokers



Buyer
Database

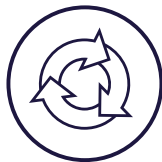


Adequate
Materials

... We Offer Our Clients More



Economically
Aligned Team with
No Internal Conflicts



Financially Incentivized
to Move Capital Between
Markets and Tranches



#1 Market Share =
Access to Real-Time
Buyers (and Backups)



Maximum Exposure
Creates Best Investment
Return Performance



Best-in-Class
Customized
Marketing Collateral

SUNBELT INSTITUTIONAL

**ROBERT STICKEL**

Executive Vice Chair

+1 404 442 5609

robert.stickel@cushwake.com

**ALEX BROWN**

Vice Chair

+1 404 853 5274

alex.brown@cushwake.com

**ASHLYN WARREN**

Senior Director

+1 404 645 7276

ashlyn.warren@cushwake.com

**MICHAEL KAY**

Director

+1 404 682 3439

michael.kay@cushwake.com

**SIM PATRICK**

Senior Associate

+1 404 853 5296

sim.patrick@cushwake.com



Flats at Westshore

Atlanta, Georgia

362 Units // Built 2023

“By being highly specialized with high quality assets, our Sunbelt Institutional Team better serves our clients through extensive knowledge of capital, markets, and trends. We offer our clients a focused experience, while leveraging the resources of the Sunbelt's largest multifamily team, national relationships, and the Cushman & Wakefield global platform.”

- Robert Stickel

”



SOLD

Solis Sugar Hill

Atlanta, Georgia
294 Units // Built 2023



SOLD

Lumen Chamblee

Atlanta, Georgia
318 Units // Built 2024



SOLD

The Tomlin

Atlanta, Georgia
288 Units // Built 2023



SOLD

Story Mundy Mill

Atlanta, Georgia
300 Units // Built 2023



SOLD

Cortland North Druid Hills

Atlanta, Georgia
310 Units // Built 2016



SOLD

WILLIS Avondale Estates

Atlanta, Georgia
197 Units // Built 2018



SOLD

Vickers Roswell

Roswell, Georgia
79 Units // Built 2018



SOLD

Botanic

Savannah, Georgia
391 Units // Built 2023



SOLD

Populus Pooler

Savannah, Georgia
316 Units // Built 2023

ATLANTA PROFESSIONAL EQUITY

**MIKE KEMETHER**

Executive Vice Chair

+1 404 853 5269

mike.kemether@cushwake.com

**TRAVIS PRESNELL**

Executive Managing Director

+1 404 853 5358

travis.presnell@cushwake.com

**WESLEY LACEFIELD**

Senior Director

+1 404 853 5233

wesley.lacefield@cushwake.com

**JAMES WILBER**

Senior Director

+1 470 344 1003

james.wilber@cushwake.com

**Cortland Portico**

Duluth, Georgia

440 Units // Built 2002

“The Atlanta Professional Equity Team works with investors characteristically backed by specialized equity groups. Targeted communities consist of 1980s and newer, primarily associated with a repositioning opportunity. This product profile is typically second generation with a value-add component, but still top quality.”

- Mike Kemether





SOLD

Portico at Lanier
Gainesville, Georgia
150 Units // Built 2004



SOLD

Arlington Park at Wildwood
Atlanta, Georgia
128 Units // Built 1983



SOLD

Villas at Princeton Lakes
Atlanta, Georgia
210 Units // Built 2004



SOLD

The Meadows
Atlanta, Georgia
110 Units // Built 1985



SOLD

Vickers Roswell
Atlanta, Georgia
79 Units // Built 2018



SOLD

Rosemont Cityview
Marietta, Georgia
320 Units // Built 1986



SOLD

The Preston
McDonough, Georgia
334 Units // Built 2002



SOLD

Equinox at Knight
Fayetteville, Georgia
194 Units // Built 1988



SOLD

The Columns at Paxton Lane
Lilburn, Georgia
296 Units // Built 1996

ATLANTA PRIVATE CAPITAL /



NATHAN SWENSON

Executive Director

+1 404 853 5246

nathan.swenson@cushwake.com



WESLEY KENNEY

Executive Director

+1 404 853 5220

wesley.kenney@cushwake.com



ROBERT YATES

Director

+1 404 853 5381

robert.m.yates@cushwake.com



Park at 500

Stone Mountain, Georgia

556 Units // Built 1972

“The Atlanta Private Capital Team serves primarily entrepreneurs and limited partnerships, with the aim of maximizing the financial potential of their assets. Our team adds a sophistication to a dynamic market space consisting of communities built prior to 1995 in Metro Atlanta.”

- Nathan Swenson





SOLD

Fieldstone Glen

Jonesboro, Georgia
216 Units // Built 2003



SOLD

Hidden Valley

Decatur, Georgia
250 Units // Built 1970



SOLD

4100 Glenwood

Decatur, Georgia
150 Units // Built 1963



SOLD

Park Valley

Decatur, Georgia
236 Units // Built 1971



SOLD

Parc at 1875

College Park, Georgia
352 Units // Built 1988



SOLD

Mountain Crest

Stone Mountain, Georgia
280 Units // Built 1967



SOLD

St James Place

College Park, Georgia
159 Units // Built 1970 & 2020



SOLD

Stewart's Mill

Douglasville, Georgia
188 Units // Built 1988



SOLD

Ballantyne Commons

Stockbridge, Georgia
158 Units // Built 2001

GEORGIA /



TAYLOR BIRD

Vice Chair
+1 404 645 7222
taylor.bird@cushwake.com



NELSON ABELS

Executive Managing Director
+1 404 751 2670
nelson.abels@cushwake.com



AUSTIN WEATHINGTON

Senior Director
+1 404 460 8297
austin.weathington@cushwake.com



HARRISON CHEELEY

Director
+1 404 682 3391
harrison.cheeley@cushwake.com



LAURA AYLOR

Director
+1 404 267 0225
laura.aylor@cushwake.com



Populus Pooler
Savannah, Georgia
316 Units // Built 2023

“The Georgia Team specializes on serving the secondary and tertiary markets throughout Georgia, focusing on all asset types within these growing cities. Bolstered by a high-level perspective within this unique regional group, our geographic specialty allows us to provide unmatched market knowledge and superior transfer of capital through our client-driven approach.”

- Taylor Bird





Timber Pointe

Macon, Georgia
152 Units // Built 1983



Madison New Riverside

Bluffton, South Carolina
166 Units // Built 2024



Holiday Cove

Forsyth, Georgia
96 Units // Built 1987



Cottages at Emerald Cove

Savannah, Georgia
290 Units // Built 2017



The Lowe

Savannah, Georgia
135 Units // Built 2022



Rivoli Run

Macon, Georgia
188 Units // Built 1995



Park Northside

Macon, Georgia
192 Units // Built 1975



Pointe Grand Athens

Athens, Georgia
240 Units // Built 2022



Latitude at Richmond Hill

Savannah, Georgia
192 Units // Built 2007-2019

CAROLINAS INSTITUTIONAL

**ALEX MCDERMOTT**

Executive Managing Director
+1 704 620 6004
alex.mcdermott@cushwake.com

**PAUL MARLEY**

Vice Chair
+1 919 439 5155
paul.marley@cushwake.com

**HUNTER BOWLING**

Senior Director
+1 919 645 3396
hunter.bowling@cushwake.com

**AUSTIN GREEN**

Executive Managing Director
+1 704 620 6007
austin.green@cushwake.com



Ardmore at Bryton
Huntersville, North Carolina
288 Units // Built 2022

“With a large team of professionals organized by specialization, to cover both the primary and secondary markets within this region as well as the institutional and non-institutional assets, our Carolinas Team offers the most comprehensive multifamily investment sales platform with extensive investor reach and access to a wide variety of investment opportunities.”

- Alex McDermott





SOLD

Presley Uptown

Charlotte, North Carolina
230 Units // Built 2016



SOLD

South Pointe at Wayside

Raeford, North Carolina
192 Units // Built 2023



SOLD

501 Estates

Durham, North Carolina
270 Units // Built 2001



SOLD

Giddy Hall

Charlotte, North Carolina
171 Units // Built 2023



SOLD

Madison New Riverside

Bluffton, South Carolina
166 Units // Built 2024



SOLD

Riverwood

Wilmington, North Carolina
206 Units // Built 2022



SOLD

Pointe Grand Simpsonville

Simpsonville, South Carolina
288 Units // Built 2021



SOLD

The Lively Victor Park

Greer, South Carolina
318 Units // Built 2022



SOLD

Park Ridge

Myrtle Beach, South Carolina
122 Units // Built 2023

CAROLINAS /

**PAUL MARLEY**

Vice Chair
+1 919 439 5155
paul.marley@cushwake.com

**HUNTER BOWLING**

Senior Director
+1 919 645 3396
hunter.bowling@cushwake.com

**GAVIN CONLON**

Senior Associate
+1 704 802 7281
gavin.conlon@cushwake.com

**RHODES MARLEY**

Senior Associate
+1 919 439 5170
rhodes.marley@cushwake.com

**LANEY ORR**

Associate
+1 919 505 1299
laney.orr@cushwake.com

**BO MCHUGH**

Senior Associate
+1 919 792 6143
bo.mchugh@cushwake.com

**Caledon**

Greenville, South Carolina
350 Units // Built 1996

“Spanning multiple offices across the Carolinas, our team works cohesively to maximize our clients’ investments in the dynamic multifamily market. Our comprehensive platform is able to efficiently reach and service the needs of the multitude of opportunities available throughout the region. In addition to serving the primary markets, we focus on the secondary and tertiary cities, bringing a depth of product and market knowledge while offering a first-class client experiences.”

- Paul Marley





SOLD

150 West

Mooreville, North Carolina
201 Units // Built 1999



SOLD

Park Square & Townhomes @ Spartanburg

Spartanburg, South Carolina
194 Total Units // Built 1966 & 1974



SOLD

The Landings & Villas of Hickory

Chapel Hill, North Carolina
148 Units // Built 2001



SOLD

Westmont Commons

Asheville, North Carolina
252 Units // Built 2000/3



SOLD

Greenwood at Ashley River

North Charleston, South Carolina
280 Units // Built 1974



SOLD

W Flats

Charlotte, North Carolina
247 Units // Built 1986



SOLD

Oaks at Broad River Landing

Beaufort, South Carolina
248 Units // Built 2001



SOLD

Hampton Courts

Columbia, South Carolina
276 Units // Built 1986



SOLD

Colonial Village

Lincolnton, North Carolina
314 Units // Built 1985-2004



CRAIG HEY

Vice Chair
+1 205 518 9283
craig.hey@cushwake.com



ANDREW BROWN

Executive Managing Director
+1 205 518 9282
andrew.h.brown@cushwake.com



PARKER CALDWELL

Senior Director
+1 205 518 9285
parker.caldwell@cushwake.com



BEN THOMAS

Director
+1 205 518 9288
ben.thomas@cushwake.com



TOMMY COLEMAN

Senior Associate
+1 205 518 9284
tommy.coleman@cushwake.com



FRANK MCGOUGH

Associate
+1 205 392 8069
frank.mcough@cushwake.com



Tapestry Park
Birmingham, Alabama
354 Units // Built 2013

“The Gulf States Team provides top quality service to our clients by leveraging the largest professional sales group in the region while leveraging Sunbelt Team’s superior capital transfer abilities. We cover all product types, from Class A Institutional quality assets to Workforce Housing. Having such a large team allows us the ability to execute large portfolios or to cover a singular asset sales process.”

- Craig Hey





Meadows at HomePlace

Prattville, Alabama
240 Units // Built 2014



Marbella

Gulf Shores, Alabama
96 Units // Built 2021



The Grove & The Preserve

Biloxi & Gulfport, Mississippi
484 Units // Built 1995 & 2000



Trails at Alabaster

Alabaster, Alabama
200 Units // Built 1977 & 1986



Fort Walton Beach 3 Portfolio

Fort Walton Beach, Florida
246 Units // Built 1975-1989



Union at Cooper Hill

Birmingham, Alabama
281 Units // Built 1964-1998



Estelle

Birmingham, Alabama
280 Units // Built 2021



FarmHaus by Watermark

Madison, Alabama
324 Units // Built 2021



Gravity at 255

Huntsville, Alabama
334 Units // Built 2008

CENTRAL STATES

Arkansas, Kansas,
Missouri, Oklahoma
& Southern Illinois



CRAIG HEY

Vice Chair (AR, KS, MO, OK)
+1 205 518 9283
craig.hey@cushwake.com



MARTIN BYNUM

Executive Director (AR, KS, MO, OK)
+1 501 240 2289
martin.bynum@cushwake.com



COLE HERGET

Senior Associate (AR, KS, MO, OK)
+1 501 707 4835
cole.herget@cushwake.com



WHITTAKER POTTS

Executive Managing Director (KS & MO)
+1 913 749 7985
whittaker.potts@cushwake.com



JOSH FINK

Director (KS & MO)
+1 816 309 0368
josh.fink@cushwake.com



MATT STEPHENS

Director (MO & IL)
+1 314 802 9405
matt.a.stephens@cushwake.com



STEPHEN PESTINGER

Director (OK & KS)
Commercial Oklahoma, Inc.
+1 405 397 9881
spestinger@commercialoklahoma.com



Altitude 970

Kansas City, Missouri
291 Units // Built 2017



“The Central States Team works with owners and investors on properties across the asset class spectrum and specializes in the importation of capital across our Sunbelt platform. Our primary goal is to leverage the capabilities of the largest sales team in the U.S. to create the best outcomes for our clients here in our markets.”

- Craig Hey





SOLD

The Donovan

Lee's Summit, Missouri
327 Units // Built 2020



SOLD

Summit Ridge

Lee's Summit, Missouri
432 Units // Built 2001



SOLD

Sovereign at Overland Park

Overland Park, Kansas
250 Units // Built 2013



SOLD

Encore

Belton, Missouri
322 Units // Built 2022



SOLD

Landmark II

Little Rock, Arkansas
176 Units // Built 2024



SOLD

The Preserve

Branson, Missouri
184 Units // Built 2012 & 2016



SOLD

Hillcrest Village

Springdale, Arkansas
157 Units // Built 2023



SOLD

North Creekside

Fayetteville, Arkansas
195 Units // Built 1971



SOLD

Savannah Pointe

Oklahoma City, Oklahoma
137 Units // Built 1976

TEXAS /



JENNIFER CAMPBELL

Executive Managing Director
+1 713 260 0209
jennifer.campbell@cushwake.com



JOHN CARR

Managing Director
+1 512 637 5522
john.carr@cushwake.com



BEN FULLER

Managing Director
+1 512 637 5514
ben.fuller@cushwake.com



GRANT RAYMOND

Senior Director
+1 972 663 9946
grant.raymond@cushwake.com



ASHER HALL

Senior Director
+1 972 663 9947
asher.hall@cushwake.com



JOSH HOFFMAN

Senior Director
+1 713 260 0231
josh.hoffman@cushwake.com



SCOTT BISSMEYER

Associate
+1 512 222 0934
scott.bissmeyer@cushwake.com



AVERY KLATT

Director
+1 713 260 0208
avery.klatt@cushwake.com



ROBERT SHIVELY

Associate
+1 713 260 0212
robert.shively@cushwake.com



Cendana District West

Houston, Texas
349 Units // Built 2023

“The Texas Team services clients in one of the country’s most competitive states. We offer cross-market capital trends to clients in a state with an array of employment drivers, varying barriers to entry and yield diversity. Unmatched collaboration amongst the greater Sunbelt platform allows us to provide unique insights and capital fluidity for buyers and sellers across markets.”

- Jennifer Campbell





Resia Hutto Square
Austin, Texas
204 Units // Built 2023



Lux on Main
Dallas, Texas
352 Units // Built 2018



The Duke of Victoria
Victoria, Texas
252 Units // Built 2015



The Riley
Fort Worth, Texas
178 Units // Built 2022



Villas at Huffmeister
Houston, Texas
294 Units // Built 2007



Villas of Kingwood
Houston, Texas
330 Units // Built 2007



Oasis at Plum Creek
Austin, Texas
264 Units // Built 2010



Forum at Grand Prairie
Dallas, Texas
304 Units // Built 2006



Remington Ridge
Fort Worth, Texas
133 Units (Phase I) // Built 2022

TENNESSEE

**TYLER MAYO**

Executive Director
+1 615 301 2999
tyler.mayo@cushwake.com

**JOHN PROPST**

Associate
+1 404 853 5372
john.propst@cushwake.com

**TAYLOR BIRD**

Vice Chair
+1 404 645 7222
taylor.bird@cushwake.com

**NELSON ABELS**

Executive Managing Director
+1 404 751 2670
nelson.abels@cushwake.com

**SOLD**

Arrowood Farms
Clarksville, Tennessee
181 Units // Built 2023

“Our Tennessee Team leverages the vast expertise of the Sunbelt Multifamily Advisory Group to serve clients throughout the state. In addition to serving the primary markets, we focus on the secondary and tertiary cities, across all product types from private capital acquisitions to institutional assets.”

- Tyler Mayo

”



Professional Park
Clarksville, Tennessee
96 Units // Built 2024



18Thirty
Nashville, Tennessee
88 Units // Built 2001



Blackberry Creek
Chattanooga, Tennessee
70 Units // Built 2005



The Dylan
Murfreesboro, Tennessee
152 Units // Built 1985



Midtown Ridge
Chattanooga, Tennessee
193 Units // Built 1986



Overlook at Indian Trail
Kingsport, Tennessee
168 Units // Built 2017



Villas at North Park
Kingsport, Tennessee
87 Units // Built 2022



Gardner Village
Gray, Tennessee
66 Units // Built 2023



Views at West Town
Knoxville, Tennessee
194 Units // Built 1981

KENTUCKY /

**MIKE KEMETHER**

Executive Vice Chair

+1 404 853 5269

mike.kemether@cushwake.com

**CRAIG S. COLLINS**

Senior Director

Commercial Kentucky, Inc.

+1 502 719 3221

ccollins@commercialkentucky.com

**AUSTIN ENGLISH**

Associate

Commercial Kentucky, Inc.

+1 502 719 3258

aenglish@commercialkentucky.com

**JAMES WILBER**

Senior Director

+1 470 344 1003

james.wilber@cushwake.com



Louisville 5 Portfolio

Louisville, Kentucky

1,460 Total Units // Built 1974-1997

“The Kentucky Team continues to set records in markets like Louisville, Lexington, and Bowling Green. Many of these markets provide the quality, higher paying “Eds and Meds” jobs, coupled with the more grey collar manufacturing jobs, to help create a renter profile for various multifamily housing options. The Kentucky Team covers all product types, from Class A to private capital, throughout the state.”

- Craig Collins





SOLD

Veranda at Norton Commons

Louisville, Kentucky
236 Units // Built 2015



SOLD

Shelbyville Place

Shelbyville, Kentucky
89 Units // Built 2004 & 2007



SOLD

Fairways at Hartland

Bowling Green, Kentucky
240 Units // Built 1995



SOLD

Griffin Gate

Hopkinsville, Kentucky
80 Units // Built 2011



SOLD

Elevate at NuLu

Louisville, Kentucky
236 Units // Built 1985



SOLD

The Park at Hurstbourne

Louisville, Kentucky
690 Units // Built 1976 & 2019



SOLD

Paddock Club

Florence, Kentucky
200 Units // Built 1995



SOLD

Axis on Lexington

Louisville, Kentucky
300 Units // Built 2017



SOLD

The Henry at Fritz Farm

Lexington, Kentucky
306 Units // Built 2017

LOUISIANA /

**MIKE KEMETHER**

Executive Vice Chair

+1 404 853 5269

mike.kemether@cushwake.com

**LARRY G. SCHEDLER, CCIM**

Principal - Licensed in LA, AL, MS

Larry G. Schedler & Associates, Inc.

+1 504 836 5222

larry@larryschedler.com

**CHRISTIAN SCHEDLER, CCIM**

Principal - Licensed in LA & MS

Larry G. Schedler & Associates, Inc.

+1 504 236 7038

christian@larryschedler.com

**JAMES WILBER**

Senior Director

+1 470 344 1003

james.wilber@cushwake.com

**Canal 1535**

New Orleans, Louisiana

330 Units // Built 2020

“The Louisiana Team is dedicated to providing top service to our clients, as we cover Louisiana markets as diverse as Louisiana’s culture and heritage. Throughout the state, multifamily investors are treated to growing MSAs with quality, diverse jobs. Further, investors tend to get slightly higher risk-adjusted returns in Louisiana, making the investment a perfect addition to a regional portfolio.”

- Larry Schedler





Local on Severn
Metairie, Louisiana
161 Units // Built 1974



American Can
New Orleans, Louisiana
268 Units // Built 1929 (Converted 2002)



Reflections of Island Park
Shreveport, Louisiana
168 Units // Built 2007



Lumiere
New Orleans, Louisiana
336 Units // Built 1975



Mansions in the Park
Baton Rouge, Louisiana
264 Units // Built 1999



The Green at Northpark
Covington, Louisiana
218 Units // Built 2018



The Addison & The High Grove
Baton Rouge, Louisiana
331 Units // Built 2013 & 2016



Tapestry Long Farm
Baton Rouge, Louisiana
276 Units // Built 2017



The Collins
Covington, Louisiana
272 Units // Built 2020

SUNBELT LAND



ALEX PHILLIPS

Director

+1 864 270 9196

alex.phillips@cushwake.com



PHILIP MARTIN

Senior Associate

+1 205 478 1999

philip.martin@cushwake.com



BATTLE SMITH

Associate

+1 919 439 5147

battle.smith@cushwake.com



BEN THOMPSON

Senior Associate

+1 470 298 3126

ben.k.thompson@cushwake.com



Reserve on Hutchinson Island

Savannah, Georgia

48.00 Acres

“The Sunbelt Land Team provides thorough analysis to landowners, along with dedicated site selection to our trusted developer clients. We achieve each clients’ goals by finding the highest and best use for each unique property. With our holistic approach, our team can leverage the resources of the Sunbelt’s largest multifamily team, immense investor pool, and the Cushman & Wakefield global platform.”

- Alex Phillips





Parkside Multifamily Development Site

Port Wentworth, Georgia
20.42 Acres



Orange Beach Site

Orange Beach, Alabama
6.68 Acres



Reserve at Battery Creek

Beaufort, South Carolina
22.00 Acres



Riverchase at Pathstone

Pensacola, Florida
23.0 Acres



Willard Dairy

High Point, North Carolina
24.96 Acres



Brownstone Cartersville

Cartersville, Georgia
23.0 Acres



Crosspointe Site

Columbia, South Carolina
20.62 Acres



Brigham Road

Greensboro, North Carolina
20.26 Acres



Crofts at Daphne

Daphne, Alabama
17.85 Acres

SUNBELT BTR



PARKER CALDWELL

Senior Director
+1 205 518 9285
parker.caldwell@cushwake.com



ALEX BROWN

Vice Chair
+1 404 853 5274
alex.brown@cushwake.com



NELSON ABELS

Executive Managing Director
+1 404 751 2670
nelson.abels@cushwake.com



TYLER MAYO

Executive Director
+1 615 301 2999
tyler.mayo@cushwake.com



GRANT RAYMOND

Senior Director
+1 972 663 9946
grant.raymond@cushwake.com



AUSTIN GREEN

Executive Managing Director
+1 704 620 6007
austin.green@cushwake.com



Atlanta 4 BTR Portfolio

Atlanta MSA, Georgia
361 Units // Built 2022-2024

“Build-to-Rent is the darling tranche of multifamily right now, and we are seeing widespread capital chase the space as the market builds out. Our Subelt platform is unique in that we can capture the entirety of a materializing buyer pool as most are entering from the conventional market: existing institutional BTR buyers, new institutional BTR buyers, and new private equity BTR buyers.”

- Parker Caldwell





Timber Leaf & Oak Tree
Birmingham, Alabama
147 Units // Built 2022 & 2023



Monarch Place & Boracay Cove
Pensacola, Florida
223 Units // Built 2023



Park Ridge
Myrtle Beach, South Carolina
122 Units // Built 2024



Villas at North Park & Gardner Village
Kingsport, Tennessee
153 Units // Built 2023



Brighton Woodstock
Atlanta, Georgia
100 Units // Built 2022



Myrtle Landing
Wilmington, North Carolina
144 Units // Built 2017



Hillcrest Village
Springdale, Arkansas
157 Units // Built 2023



ACODA Townhomes
Houston, Texas
77 Units // Built 2022-2023



Parallel 36 @ Legacy
Opelika, Alabama
55 Units // Built 2022

SUNBELT AFFORDABLE



FRANK MCGOUGH

Associate
+1 205 392 8069
frank.mcgough@cushwake.com



NATHAN SWENSON

Executive Director
+1 404 853 5246
nathan.swenson@cushwake.com



HUNTER BOWLING

Senior Director
+1 919 645 3396
hunter.bowling@cushwake.com



Hickory Falls

Villa Rica, Georgia
220 Units // Built 2003

“The Sunbelt Affordable Team provides clients with optionality and insight into the intricacies within the affordable housing industry. Our goal is to analyze and determine the highest and best use for each unique asset. The team has vast experience with LIHTC (State and Federal), Rural Development, Section 202, Section 236, & Project-Based Rental Assistance/HAP transactions across the sunbelt. Leveraging the resources of the Sunbelt’s largest multifamily team and Cushman & Wakefield’s global platform, we are bridging the gap between our immense conventional and affordable investor pool.”

- Frank McGough





SOLD

Avondale Gardens

Birmingham, Alabama
64 Units // Built 2003 & 2004



SOLD

Landings at Steele Creek

Charlotte, North Carolina
120 Units // Built 2001



SOLD

Hidden Oaks at Siegen

Baton Rouge, Louisiana
312 Units // Built 1995



SOLD

Berkshire Arms

Mobile, Alabama
100 Units // Built 1955



SOLD

Bessemer Place

Bessemer, Alabama
136 Units // Built 1996



SOLD

Covington Park

Jackson, Mississippi
156 Units // Built 2006



SOLD

Robertsdale Village

Robertsdale, Alabama
40 Units // Built 1996



SOLD

Peaks at Gainesville

Gainesville, Georgia
292 Units // Built 2000



SOLD

Dothan 5 Portfolio

Dothan, Alabama
262 Units // Built 1940-1973

PORTFOLIO
DOMINANCE /

#1

MOST PORTFOLIOS SOLD
IN THE SOUTHEAST

(Each Year: 2017-2024)

161

Portfolios

\$9.5B

Sales Volume

518

Properties

76K

Units

Portfolios with 2+ Assets (2017-2024)



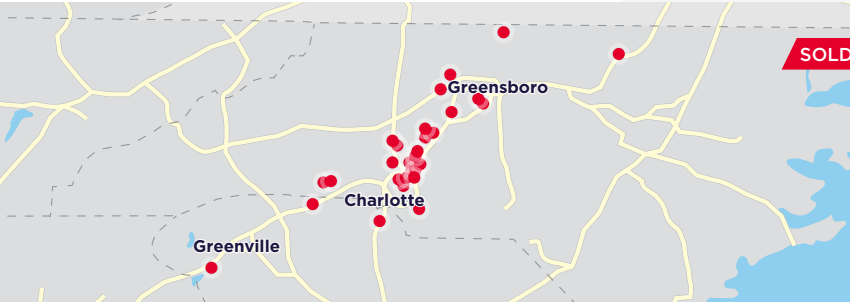
Sunbelt New Development Portfolio

North Carolina, Texas & Colorado
16 Properties // 4,501 Units



Southeast 15 Portfolio

Georgia, Alabama, North Carolina, Florida & Louisiana
15 Properties // 2,663 Units



Carolinas 5,115 Portfolio

North Carolina & South Carolina
31 Properties // 5,115 Units



The AVR Portfolio

Georgia, North Carolina & Florida
9 Properties // 2,752 Units



Southeast 979 Portfolio

Georgia, Alabama & Mississippi
5 Properties // 979 Units



Sterling Southeast Portfolio

Georgia, South Carolina, North Carolina & Virginia
7 Properties // 1,624 Units



Hawthorne Portfolio

North Carolina, Georgia & Tennessee
3 Properties // 903 Units



Southeast 698 Portfolio

Alabama, Georgia & South Carolina
3 Properties // 698 Units



LA/MS Portfolio

Louisiana & Mississippi
3 Properties // 845 Units



Centralized Southeast Portfolio

Tennessee, Kentucky & Mississippi
8 Properties // 1,362 Units



VCP Portfolio

Alabama, Florida, Mississippi, North Carolina, Tennessee & Texas
18 Properties // 1,858 Units

FULL SERVICE TRANSACTION MANAGEMENT

Recognized as one of the only brokerage firms to offer specialized Transaction Management care throughout the Due Diligence & Closing process, our experts provide clients with a **full-service, white glove experience**.

As the market's Due Diligence process has grown in complexity, Cushman & Wakefield's Transaction Management team has continually enhanced their approach to ensure smooth transition execution for their clients.

Cost effective, Cushman & Wakefield serves as a free advisor/facilitator and will coordinate and manage the entire transaction process from PSA execution through closing.



JACQUELYN AARON

Transaction Specialist
+1 704 918 1148
jacquelyn.aaron@cushwake.com



JAIME SLOCUMB

Senior Transaction Manager
+1 404 853 5344
jaime.slocumb@cushwake.com



TONYA CHAFFIN

Senior Transaction Manager
+1 404 290 8003
tonya.chaffin@cushwake.com



SAM WOODRING

Senior Transaction Manager
+1 404 853 5213
sam.woodring@cushwake.com



HANNAH DULEY

Transaction Coordinator
+1 843 576 2197
hannah.duley@cushwake.com



CLAIRE TUCKER

Transaction Coordinator
+1 659 259 1564
claire.tucker@cushwake.com

Benefits Include:



Process managed by individuals with high transaction volume experience



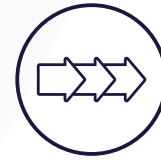
Experienced in walking the fine line of facilitating result-driven communication, yet not acting as an unnecessary link in the chain of correspondence between parties



PSA timeline management



Reconciles, organizes, and coordinates due diligence documentation, site visits, inspections and additional requests



Knowledgeable through transition process when coordinating current management with incoming management team



Escrow process is monitored by both the brokers, and a licensed, designated Transaction Manager, who is adept at ensuring a timely settlement is accomplished

Transaction Management Client Accolades

“

“One of the most impressive team performances that I’ve had the pleasure of experiencing! Your team’s level of detail, service, attention, accuracy and ultimately results are top flight, and have set the bar in my mind for what the sales transaction experience should be.”

“I’m impressed with your ability to keep things straight on all these deals. You do so much behind the scenes that goes unnoticed but your role is very critical. Thank you for all your efforts getting our deals closed!”

“I have nothing but glowing things to say about the Cushman team... I don’t think we could have made it through this without a Transaction Manager!”

“Thank you for your hard work, attention to detail and willingness to go above and beyond in helping us close. You helped the transaction move along efficiently and seemingly effortlessly.”

“You were such a rock star facilitating information on our transaction and made the process work smoothly.”

“Wanted to thank you for outstanding work with our team as we look to close. You’ve always been responsive and always looking to help, we appreciate your support in every way.”

“A special thanks to your Transaction Manager, she really helped with the communications with the buyer on the DD and information flow leading to the closing. Cushman is the only broker I’ve worked with who supplies that valuable role, and she was an excellent facilitator.”

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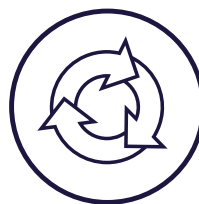
The Cushman & Wakefield Capital Markets team leverages in-depth market knowledge to achieve optimal execution. Our national reach with key connections in the brokerage, investment, and finance communities, helps us to succeed for our clients.

Cushman & Wakefield's commitment to providing a more robust, client-centric experience is critically dependent upon the addition of specialized, industry-leading talent that augments our core expertise. This further enables us to deliver a 360-degree investor services platform with consistent execution and continued innovation across the Americas and the globe.

Cushman & Wakefield's Advantage

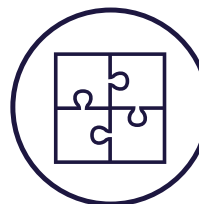
Our professionals offer expertise in every business sector and real estate class, delivering integrated solutions by actively advising, implementing, and managing on behalf of tenants, landlords, and investors throughout every stage of the real estate acquisition, financing, or sales process.

Whether you are an investor, developer, corporate user or owner, a global company or a small business, we provide solutions that fit your strategic, operational, and financial goals and help convert fixed assets into dynamic ones.



Full Service Capital Markets Platform

- Investment Sales
- Corporate Finance & Investment Banking
- Equity, Debt & Structured Finance
- Global Capital Advisory



Integrated Team

- Proven Processes
- Skilled Underwriting
- Deep Market Knowledge
- National & Global Connections



NATIONAL PLATFORM

REGIONAL MARKET

LOCAL FOCUS

ACCESS

to opportunities, product,
capital sources, and local
market expertise

PROPERTY POSITIONING

helps clients achieve their specific
cash flow and financial objectives,
driven by the changing market

EXPERTISE

in every business
sector and real estate
class and environment

Multifamily Platform

 **178,000**
Units

 **1,300+**
Assets Managed

 **4,200**
Team Members

 **200+**
Clients

 **97**
MSAs in 35 States

Project Types

- New Development
- Mixed Use
- Value Add
- Luxury
- Single-Family
- Affordable
- High-Rise
- Mid-Rise
- Garden

Core Services


OPERATIONS


ACCOUNTING & FINANCIAL REPORTING


MARKETING


ENGINEERING MAINTENANCE



CONSTRUCTION MANAGEMENT



CONTRACT & VENDOR MANAGEMENT


REVENUE MANAGEMENT


RISK MANAGEMENT


INFORMATION TECHNOLOGY


TRAINING & DEVELOPMENT


ENERGY & SUSTAINABILITY SERVICES

NMHC 2023 Rankings

2023 RANK	COMPANY NAME	UNITS MANAGED 2022	UNITS MANAGED 2023
1	Greystar Real Estate Partners	698,257	726,826
2	Lincoln Property Company	210,086	213,900
3	Asset Living	159,352	202,748
4	Cushman & Wakefield	172,145	178,105
5	FPI Management	140,210	159,248

Delivering Creative Financial Solutions

Greystone is best known for its creativity and nimbleness in structuring individualized solutions for its clients' needs.

Financing Options

- Fannie Mae
- Freddie Mac
- FHA/HUD
- Bridge/Mezzanine
- CMBS
- Tax Exempt Bond Financing

#1

FHA Multifamily & Healthcare Lender

Top 10

Freddie Mac Optigo® & Frannie Mae DUS® Lender

\$16.1B

Loans Originated in 2022

Top 3

Fannie Mae & Freddie Mac Small Loan Lender

Ranked Strong

by S&P Global Ranking Since 2010 (highest rating category)

\$89.3B

Total Loan Servicing Portfolio

Client Benefit

Through Cushman & Wakefield and Greystone's partnership, C&W and its clients now benefit from direct access to the market's preferred loan execution: Agency loan products and the ability to use its balance sheet as a resource to beat its client's expectations.

EQUITY, DEBT & STRUCTURED FINANCE /

Equity, Debt & Structured Finance (EDSF)

Recognized as one of the world's leading Capital Markets experts when it comes to commercial real estate, Cushman & Wakefield's EDSF team offers both domestic and international clients advisory and capital solutions for all asset classes.

Through active, standing relationships with national, pre-eminent Fannie, Freddie and FHA lenders, our EDSF professionals provide their clients with a variety of strategic financing options for multifamily investors and developers.

GLOBAL CAPITAL ACCESS, LOCAL MARKET EXPERTISE

\$19.5B

FINANCE VOLUME*

140+

PROFESSIONALS

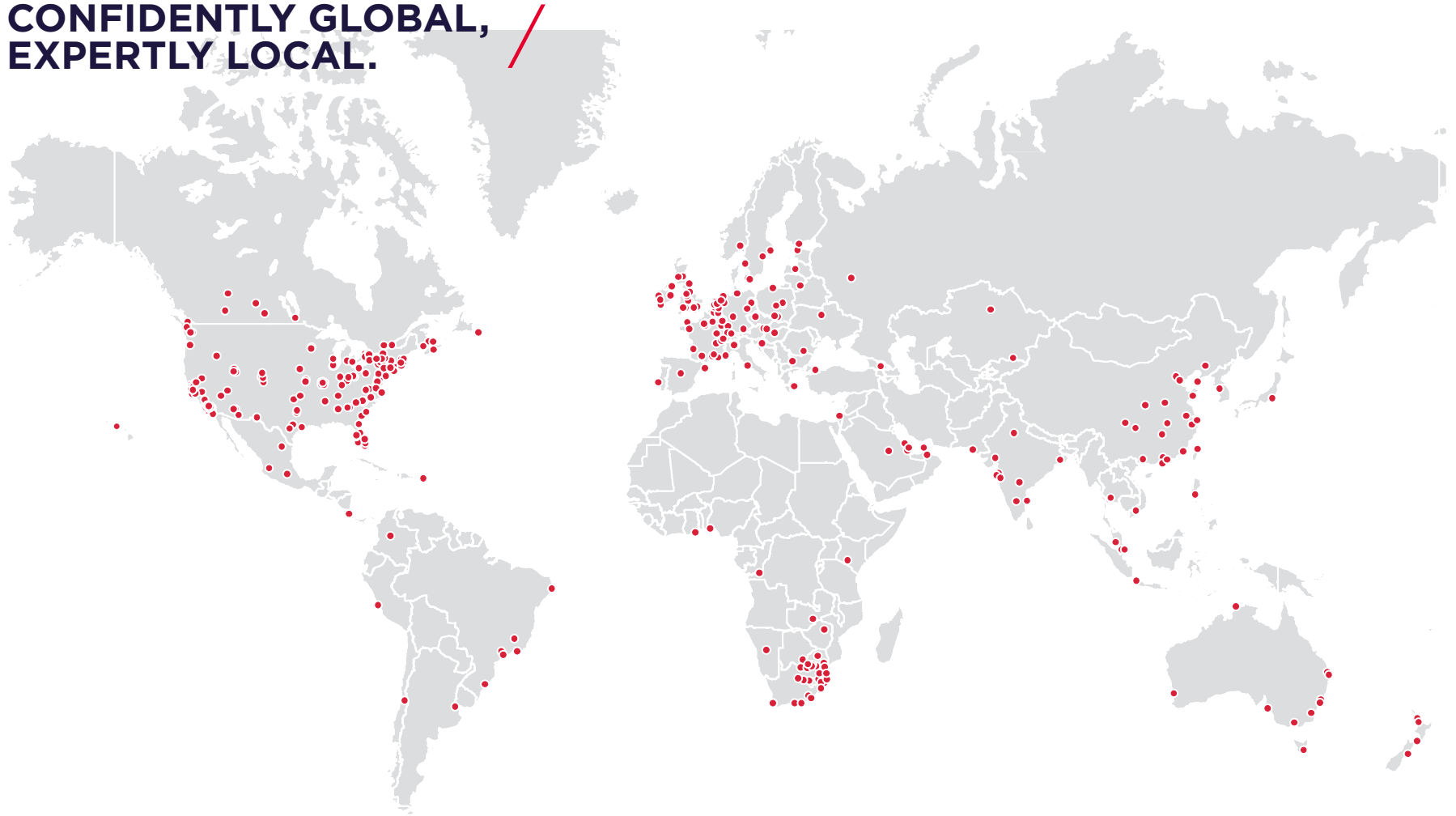
15

U.S. OFFICES

** Americas 3-year 2022 averages*

As the world's Capital Markets have grown in size and complexity, Cushman & Wakefield's EDSF professionals have continually enhanced their approach to ensure ongoing delivery of state-of-the-art financing and equity structuring advice and execution for their clients.

**CONFIDENTLY GLOBAL,
EXPERTLY LOCAL.**



60

COUNTRIES

400

OFFICES

\$9.5B

2023 REVENUE

52K

EMPLOYEES

5.1B

SF MANAGED

Cushman & Wakefield (NYSE: CWK) is a leading global commercial real estate services firm for property owners and occupiers with approximately 52,000 employees in nearly 400 offices and 60 countries. In 2023, the firm reported revenue of \$9.5 billion across its core services of property, facilities and project management, leasing, capital markets, and valuation and other services. It also receives numerous industry and business accolades for its award-winning culture and commitment to Diversity, Equity and Inclusion (DEI), sustainability and more.

To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.

