



LAND ADVISORY GROUP

UNEARTHING OPPORTUNITY, MAXIMIZING PROFIT



**CUSHMAN &
WAKEFIELD**

Cushman & Wakefield Land Advisory Group professionals cultivate strategies for land needs ranging from individual sites to multi-market portfolios.

BENEFITS OF THE CUSHMAN & WAKEFIELD LAND ADVISORY GROUP

- **Depth of Coverage** - 100+ land professionals offering local market intelligence throughout the US and Canada.
- **Speed to Market** - With immediate access to proprietary market statistics including leasing, operating, and sales data, we enable rapid and accurate decision making.
- **Collaborative Approach** - Going beyond brokerage, our experienced land professionals work as an integrated team with our Valuation and Structured Finance Groups to offer unique perspectives on international and domestic capital markets.
- **History of Success** - Our professionals have expertly navigated land transactions through multiple economic cycles, bringing our clients a clear understanding of how to maximize profit regardless of downturn or recovery.

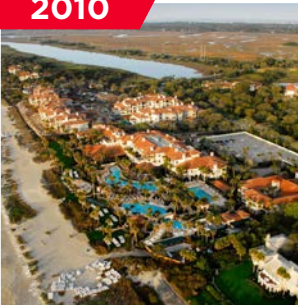
ANNUAL RESULTS*

- 1,320 land transactions
- 402,200 acres
- Value of \$3.38B

**Most recent available annual statistics*

THROUGH THE YEARS: HISTORIC TRANSACTIONS

2010



SEA ISLAND COMPANY
Brunswick, GA
Land Disposition
19,572 acres

2012



SACRAMENTO DELTA
Sacramento, CA
Agricultural Land Disposition
4,239 acres

2014



ST. JOHN'S UNIVERSITY
New York, NY
Land Disposition
0.7 acres

2017



HIGH POINT
Denver, CO
Land Disposition
1,360 acres

2018



VELOCITY CROSSINGS
Austin, TX
Industrial Land Acquisition
50 acres

2019



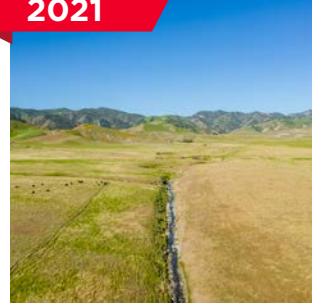
6TH AND OLIVE
San Diego, CA
Multifamily Land Disposition
.59 acres

2020



STEVENS ROAD TRACT
Bend, OR
Master Plan Community Land Disposition
382 Acres

2021



ASHURST RANCH
San Benito & Fresno, CA
Ranch Land Disposition
58,154 Acres

ALIGNING GOALS WITH PROVEN LAND STRATEGIES

Our consultative approach helps our clients first identify financial goals, for which we can then recommend an appropriate and proven land strategy.



ASSET STRATEGY

- Prepare valuation
- Conduct hold versus sell analysis
- Provide alternatives/recommendations



LONG-TERM HOLD VS. SHORT-TERM POSITION

- Perform due diligence
- Create asset management strategy
- Address issues of income potential and tax consequences



FINANCIAL RESOLUTION

- Evaluate financial options
- Disposition
- Refinance
- Structure joint venture



DISPOSITION/ACQUISITION

- Develop bespoke disposition strategies
- Institute marketing campaign designed to achieve maximum results
- Establish multi-market teams
- Leverage international network for increased exposure

SERVICES

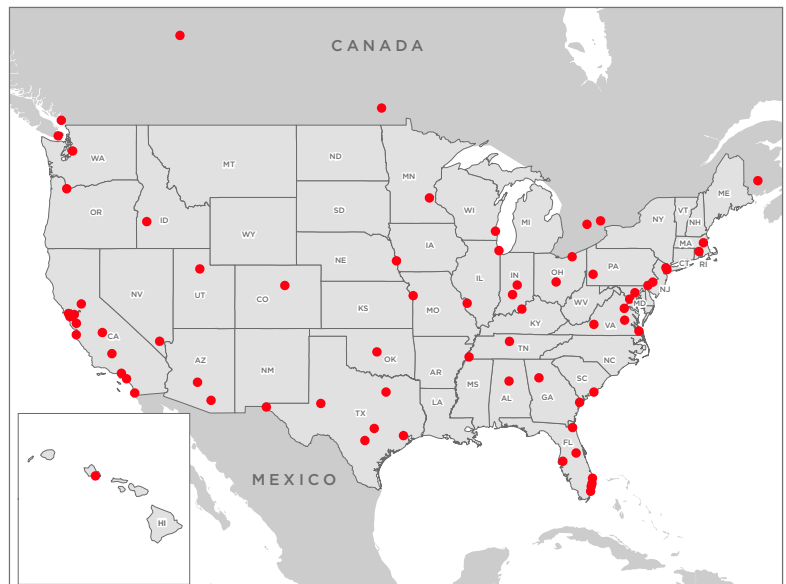
- Acquisition / Disposition
- Asset Management
- Assemblage
- Auction
- Financing
- REO / Advisory Services
- Site Selection
- Valuation

LAND TYPES

- Agricultural
- Hospitality/Resort
- Industrial
- Office
- Residential (Suburban)
- Residential (Urban)
- Retail

THE CUSHMAN & WAKEFIELD LAND OFFICES

- | | |
|------------------------------|------------------------------|
| Atlanta, GA | Kitchener, Ontario (Canada) |
| Austin, TX | Las Vegas, NV |
| Bakersfield, CA | Los Angeles, CA |
| Baltimore, MD | Louisville, KY |
| Bellevue, WA | Memphis, TN |
| Birmingham, AL | Miami, FL |
| Bloomington, IN | Midland / Odessa, TX |
| Boca Raton, FL | Milwaukee, WI |
| Boise, ID | Minneapolis, MN |
| Boston, MA | Monterey/Salinas, CA |
| Charleston, SC | Nashville, TN |
| Chicago, IL | New Brunswick (Canada) |
| Cleveland, OH | New York, NY |
| Columbus, OH | Norfolk / Virginia Beach, VA |
| Dallas, TX | Nova Scotia (Canada) |
| Denver, CO | Oakland, CA |
| E. Rutherford, NJ | Oklahoma City, OK |
| Edmonton, Alberta, (Canada) | Omaha, NE |
| El Paso, TX / Juarez, Mexico | Orange County, CA |
| Ft. Lauderdale, FL | Orlando, FL |
| Fredricksburg, VA | Philadelphia, PA |
| Fresno, CA | Phoenix, AZ |
| Honolulu, HI | Pittsburgh, PA |
| Houston, TX | Portland, OR |
| Indianapolis, IN | Providence, RI |
| Jacksonville, FL | Richmond, VA |
| Kansas City, MO | Roanoke, VA |



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



About Cushman & Wakefield

Cushman & Wakefield (NYSE: CWK) is a leading global real estate services firm that delivers exceptional value for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with approximately 50,000 employees in 400 offices and 60 countries. In 2020, the firm had revenue of \$7.8 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services. To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.

Cushman & Wakefield Capabilities

Service Lines

- Agency Leasing
- Asset Services
- Capital Markets
- Facility Services
- Global Occupier Services
- Project & Development Services
- Tenant Representation
- Valuation & Advisory

Industries & Specialties

- Airports
- Automotive
- Build-to-Suit
- Data Centers
- eCommerce
- Education
- Emerging Technology
- Energy (oil & gas)
- Financial Services
- Flexible Workplace
- Food & Beverage
- Global Supply Chain
- Government
- Healthcare
- Hospitality
- Industrial
- Land
- Legal/Professional
- Life Sciences/Pharma
- Multifamily
- Net Lease Investment
- Not-for-Profit
- Office
- Opportunity Zone
- Ports & Intermodal
- Rail
- Retail
- Sports & Entertainment
- Third-Party Logistics (3PL)