CUSHMAN & WAKEFIELD

RESIDENTIAL SERVICES

INDIA

Cushman & Wakefield's residential services team is strategically posed to service the varied needs of clients and to create best results through tailor-made solutions.

The firm delivers customised services in specialised areas of primary and secondary sale transactions, corporate residential divestment, developer project marketing and residential leasing assisting expatriates, diplomats and corporates.

The team is well equipped to provide advisory to high-net worth individuals on a portfolio level based on market dynamics and their in-depth knowledge. The focus of the team is to ensure that client's financial goals are met through structured solutions.

The residential team also works on strategic partnerships with developers focussing on marketing their projects. Go to market strategies are created for specific projects through digital marketing campaigns, international outreach for global clients, events, conferences and print media campaigns.

RESIDENTIAL SERVICES

- Brokerage: acquisition and disposal
- Joint venture partnerships
- Corporate residential divestment and acquisition
- Portfolio management and asset analysis
- Developer project marketing
- Advice on both multi-family and single-family properties
- Market and demographic research
- Residential leasing

260 MILLION USD
RESIDENTIAL SALES SINCE 2000

30+ TRANSACTION MANAGEMENT PROFESSIONALS

50 LEADING CORPORATES IN INDIA TRUST OUR ADVICE

OPERATING ACROSS INDIA IN 6 KEY LOCATIONS

CASE STUDIES

USL
Sardar Patel Marg, New Delhi

- Proposed the closed bid process for the disposition of an exclusive 1045 sq.mtr house in Lutyens Delhi. Undertook marketing activities and ensured a smooth facilitation of the entire process. The entire bid process resulted in successful disposition of the asset within specified time limits.

GLAXOSMITHKLINE
Mumbai

- GSK sought to monetize its residential assets at the earliest and obtain the best value possible. The team defined the sale process in collaboration with GSK and prepared the necessary sale process documents and marketing collaterals. Through a sealed bid process the highest value was achieved and transaction concluded smoothly.

INDEPENDENT HOUSE
Hauz Khas Enclave, New Delhi

- Ensured the transaction was handled in a transparent manner while ensuring the client's payment terms were fulfilled, and optimum price achieved. The team organized a marketing strategy and delivered the best values within specified time addressing the identified objective but also facilitated maximum flexibility for execution of the transaction.

SI GROUP INDIA
Mumbai

- SI group sought to monetize its residential assets. Cushman & Wakefield defined the bid process and facilitated the sale of 8 apartments within 25 days and achieved the right market price for the company within a short span of time.

OPPO
DLF Phase – II, Gurugram

- A solution-oriented approach saw the team retained as the preferred service provider for expatriate leasing requirements. In addition to providing guidance in various other transaction factors, the team completed the transaction within the stipulated time frame.

ABBOT INDIA LIMITED
Thane & Mumbai

- Abbott sought monetize its assets, a first for them, within a very tight timeline of 90 days. The team defined the sale process and facilitated site visits, buyer selection and closure of legal documentation within this deadline and managed to sell 6 apartments within 71 days with stringent adherence to Abbotts compliance requirements.

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About Cushman & Wakefield India
With over two decades experience in the Indian market, Cushman & Wakefield currently has over 2,900 employees across 8 Indian offices and provides estate services to an additional 200+ cities India-wide.

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 53,000 employees in 400 offices and 60 countries. In 2019, the firm had revenue of $8.8 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.

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