

VALUATION & ADVISORY DILIGENCE ADVISORY

CAPITAL ADVISORY

The Capital Advisory Group specializes in acquisition due diligence, underwriting for debt and equity investments, internal credit/risk management analysis, and an array of services specifically designed to meet the investment strategies of our clients. Our projects encompass underwriting and transaction management for CRE participants across the spectrum and up and down the capital stack. Our seasoned professionals leverage the larger Cushman & Wakefield knowledge capital when advising clients on complex debt and equity investment decisions. With access to real time market data and global insights, our Diligence Advisory Group (DAG) professionals are equipped with boots-on-the-ground knowledge allowing us to identify emerging trends and surface potential risks for lenders and investors.

PROJECTS INCLUDE

- Securitization, balance sheet, and GSE lenders
- Commercial mortgage backed securities investors
- Subordinate debt - mezzanine/b-note/pref equity
- Equity investors
- Banks, insurance companies, REITs, funds, fund advisors, asset managers
- Foreign investors for equity or debt
- Governmental agencies/economic development corporations

CAPABILITIES INCLUDE

- Acquisition/disposition diligence
- Asset surveillance
- B-piece diligence
- Collateral evaluations
- Credit risk management analysis
- Data benchmarking
- Desktop “second opinion”
- Feasibility/market studies
- Financial/Argus modeling and lease abstraction
- Market reconnaissance

Recent Assignments

\$1 trillion+ global financial institution

- Collateral evaluation of 27 transitional assets valued at more than \$7.2 billion
- All major asset classes represented, located both in the U.S. and Europe

\$100 billion+ global conglomerate

- \$3 billion purchase of 19 properties including office, retail, and lodging
- Performed due diligence, market analysis, Argus model review, and lease abstracting

A national transportation company

- Collateral evaluation of a historic train station for acquisition
- Generated redevelopment options, historical designation analysis, and cash flow forecasting

Sovereign wealth fund with \$36 billion+ AUM

- Acquisition of a \$300 million student housing portfolio located in TX, FL, SC, and ME
- Due diligence, market analysis, and analysis of cash flow projections

\$7 billion+ real estate finance company

- \$95 million loan with future advances secured by a transitional mixed-use property
- Due diligence, market analysis, underwriting, and credit memo