

## VALUATION & ADVISORY

# MULTIFAMILY

The Multifamily Practice Group offers a full range of valuation and advisory services. The group has a broad base of senior professionals who are well versed in all forms of multifamily assets, ranging from suburban, garden-style properties to urban high-rise complexes. Our professionals are extensively involved with assets around the nation, with specialized expertise in affordable housing, age-restricted housing and student housing.

The Multifamily Practice Group benefits from its interactive relationship with members of Cushman & Wakefield's Apartment Brokerage Services, which evaluates economic and real estate cycles and identifies trends impacting multifamily assets. Through this internal relationship and by incorporating proprietary research services, we provide the best market data with strategic insight into current and emerging trends for local and national markets.

### THE CUSHMAN & WAKEFIELD ADVANTAGE

Our group is uniquely positioned to provide innovative solutions for complex assignments by coupling our experienced personnel with Cushman & Wakefield's full complement of service lines. Our goal is to understand our clients' business needs, personnel objectives and real estate circumstances in order to provide best in class service. Our professionals utilize an integrated technical appraisal service line platform to maximize communication with clients and to produce logical and supported analyses on complex assignments.

Our unique combination of research and proprietary technology assists with interpreting market intelligence required to provide excellent service to clients. Our members provide market presentations, expert witness testimony and are invited to engagements as guest speakers. The team attends seminars and conferences and are considered industry thought leaders. The group promotes an exchange of intelligence among all Valuation & Advisory's practice groups to discuss best practices, case studies and enhancement of quality control.

### PROPERTY TYPES

- Affordable/low-income housing
- Age-restricted housing
- Garden-style properties
- High-rise buildings/mixed-use assets
- Institutional staff housing
- Renovations/value added properties
- Student and faculty housing
- Sponsor owned condominiums/conversion

### Multifamily Services

#### Property Appraisals & Review

- Appraisal services for corporations, institutional investors, advisors and lenders
- Expense analysis, feasibility studies and impact studies
- Multi-property portfolio valuation capabilities

#### Diligence Advisory

- CMBS underwriting
- Due diligence for acquisition/financing
- B-piece underwriting
- Loan portfolio underwriting and due diligence
- Cash flow modeling

#### Financial Reporting

- Agreed Upon Procedures (AUP)
- ASC 820, fair value measurements
- ASC 805, business combinations
- Debt valuation

#### Dispute Analysis & Litigation

- Dispute analysis
- Expert testimony
- Arbitration
- Litigation/trial support & consulting

#### Property Tax Services

- Assessment appeals
- Business and personal property tax compliance & audit support
- Proprietary software
- Full outsourcing capabilities