



**Data Center
Practice Group**



DATA CENTER PRACTICE GROUP

Our Data Center Practice Group understands the valuation needs of data center market participants, including lenders, developers, owners/operators, and investors. We operate as an elite and collaborative unit, valuing approximately 350 properties in the past three years. We understand the complexity of data center assets and the nuanced interplay of variables required for an effective comparison of space.



DATA CENTER SPECIALIZATION

Through our extensive experience in this asset class, we have a deep understanding of what is required to operate and maintain data center facilities. In choosing an appraisal firm, you want someone who is familiar with the specialized nature of this industry. The industry data we have assembled from our years of experience, coupled with our nationwide research and local market knowledge, gives us an advantage in helping you make sound business decisions.



CLIENT INDUSTRIES

- Banks
- Cable companies
- Content providers
- Education institutions
- Financial services providers
- Fortune 500 leaders
- Hosting companies
- IT services firms
- Managed service providers
- Network providers
- Real Estate Investment Trusts (REITs)
- Technology companies
- Telecommunications firms

OUR SERVICES

- Appraisal
- Appraisal review
- Appraisal management
- Asset impairment analysis
- Bankruptcy support
- Corporate planning
- Cost benefit analysis
- Debt valuation
- Development advisory
- Due diligence
- Expert testimony
- Expense analysis
- Fair value measurements
- Feasibility analysis
- Highest and best use analysis
- Impact studies
- Litigation support
- Market studies
- Mergers and acquisitions support
- Operation reviews
- Portfolio valuation
- Proforma reviews
- Property tax consulting
- Purchase price allocation
- Rent arbitrations
- Rent studies
- Valuation for financial reporting

CLIENT ASSETS

- Carrier-neutral hotels
- Control centers
- Colocation facilities
- Network operations centers
- Powered shell data centers
- Telecommunication facilities
- Trading floors
- Wholesale data centers (fully conditioned)

The Cushman & Wakefield Edge

Data Center Database

Our property database includes existing data centers for sale or lease, colocation facilities, powered shells, and proposed developments. This wealth of knowledge in multiple markets gives you insight for intelligent decision-making.

Facilities Management Expertise

We draw on the practical experience of our in-house management and engineering personnel to deepen our knowledge of these facilities.

Incentives Optimization

Our in-house incentives specialists can ensure you make the most of state and local incentive and tax abatement opportunities. Our approach is comprehensive, exploring and negotiating discretionary cash grants, real estate tax abatements, utility costs reductions, employment and investment tax credits, enterprise zone benefits, and more.

Build-Out and Project Management Expertise

Our project management professionals are experts on construction and build-out scope development. Their advanced understanding of technical and design requirements can be leveraged during site selection and negotiations.



About Cushman & Wakefield

Cushman & Wakefield is a leading global real estate services firm with 45,000 employees in more than 70 countries helping occupiers and investors optimize the value of their real estate. Cushman & Wakefield is among the largest commercial real estate services firms with revenue of \$6 billion across core services of agency leasing, asset services, capital markets, facility services (C&W Services), global occupier services, investment & asset management (DTZ Investors), project & development services, tenant representation, and valuation & advisory. To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.

To learn how you can achieve a real estate solution that supports your firm's goals, visit cushmanwakefield.com, or contact:



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Cushman & Wakefield Capabilities

Primary Services

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Asset Services
Capital Markets
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Global Occupier Services
Investment & Asset Management
Project & Development Services
Tenant Representation
Valuation & Advisory

Sectors

Airports & Ports
Automotive
Banking/Financial Services
Data Centers
Education
Energy (oil & gas)
Food & Beverage
Government
Healthcare
Higher Education
Hospitality
Industrial
Land
Legal/Professional Services
Life Sciences/Pharma
Multi-family
Net Lease Investment Services
Not-for-Profit
Residential
Retail
Technology