



## VALUATION & ADVISORY SPORTS & ENTERTAINMENT

Our mission statement: To continually develop and cultivate an environment where Sports & Entertainment challenges are met with focused determination, dynamic collaboration, and ultimately, dependable solutions.

The Sports & Entertainment group offers a full range of valuation and advisory services pertaining to a wide variety of property types within this sector. We combine acute industry expertise with global resources to provide valuation opinions and intuitive solutions for our clients.

The foundation of our success continues to be our sharp focus on client needs, as well as our ability to unlock and apply talent. Our fluid and frequent collaboration with other Cushman & Wakefield service lines allows us to offer an unparalleled product for our clients; this is of particular importance within the Sports & Entertainment industry given the complexity and eccentricity of these types of assets.

### THE CUSHMAN & WAKEFIELD ADVANTAGE

Our talented 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 and communication to clients.

Our team is comprised of industry-leading professionals, each with constant and extensive exposure to investors, property owners, financial institutions, developers, and public entities. 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 Sports & Entertainment group promotes an exchange of intelligence among all Valuation & Advisory's practice groups to discuss best practices, case studies, and enhancement of quality control, and seamlessly interacts with Valuation & Advisory's Portfolio Valuation Practice Group to develop appraisal templates to meet client reporting requirements. This allows for uniformity of presentation and ensures timely delivery of quality reports.

### Sports & Entertainment Services

- Acquisition & disposition due diligence
- Cost segregation
- Financial reporting
- Green advisory
- Property tax
- Portfolio benchmarking
- Valuation & advisory

### Property Types

- Amphitheatres
- Amusement parks
- Aquariums
- Arenas
- Bowling alleys
- Conference, expo and convention centers
- Equestrian centers
- Fairgrounds
- Flexible event complexes
- Gaming facilities
- Golf courses
- Health and fitness centers
- Hunt clubs
- Mega sportsplexes
- Motorsport tracks and facilities
- Movie, concert and live performance theaters
- OTB facilities
- Performing arts centers
- Professional sporting stadiums
- Skating rinks
- Ski resorts
- University sport facilities
- Waterpark resorts

**TREVOR CHAPMAN, MAI**  
Senior Director, Practice Leader  
Valuation & Advisory  
+1 858 558 5662  
trevor.chapman@cushwake.com

**JAMES O'NEIL, MAI**  
Director, Practice Leader  
Valuation & Advisory  
+1 404 460 8666  
james.oneil@cushwake.com