

# VALUATION & ADVISORY VALUATION/ PORTFOLIO VALUATION

In today's investment climate, it is crucial that investors, lenders, and occupiers understand the value of their real estate assets in order to make informed business decisions. Cushman & Wakefield's Valuation & Advisory (V&A) group specializes in providing appraisal services for corporations, institutional investors, advisors, and lenders on these critical equity and debt investment determinations.

For more than 35 years, Cushman & Wakefield's V&A group has been one of the largest and most respected real estate valuation practices in the industry. With real-time access to the market data and insights of our Brokerage, Research, and Capital Markets experts, our unique model combines the best of research analytics and real estate consulting expertise.

From one-off engagements to complex, multi-property portfolios, we have extensive appraisal experience and are uniquely qualified to handle the valuation of all types of properties on a national and international basis. Our goal is to understand our clients' business, personnel, and real estate circumstances in order to provide best in class service. We're able to develop appraisal templates to meet client reporting requirements, allowing for uniformity of presentation and ensuring timely delivery of quality reports.

## Major Portfolio Assignments

Client Name	# of Properties	Property Type	Location
Financial institution	1,465	Office, supermarkets, strip retail, fuel centers and industrial	United States
Global industrial REIT	350	Industrial assets	United States
Equity owner	215	Industrial assets	United States
Investment bank	123	Big box retail	United States
Equity owner	110	Industrial, office and vacant land	United States, Europe & Asia
Financial institution	108	Office buildings	United States
Financial institution	82	Strip shopping centers	United States
Sovereign wealth fund	70	Office, multifamily, strip retail, regional malls and industrial	United States & Brazil
Financial institution	66	Cold storage/refrigerated storage warehouses	United States
Equity owner	66	Multifamily rental	United States
Insurance company	65	Self storage	United States
Equity owner	60	Department stores	United States & Puerto Rico

## Capabilities

### Compliance

Our professionals are versed in applicable professional standards including, among others, the Uniform Standards of Professional Appraisal Practice (USPAP) and International Valuation Standards (IVS).

### Focus

With more than 252,900 properties appraised worldwide in 2018, we are experts in our field, and we bring that expertise to our work.

### Market Value

Our professionals will consider the market value of the Fee Simple, Leasehold, or Leased fee interests, as appropriate for each property.

### Research

Our skilled research team will explore any and all aspects of a property's value (infrastructure, mineral, and water rights or energy components).

### Sale

We help determine the value of a property or portfolio for sellers who are entering a transaction and need to protect their investments.

### Specialty

Whether you need to know the ins and outs of valuing a property for a golf course, or you want to look into the self-storage property potential of your real estate, we have a wide variety of specialized valuation experts who can help.

All portfolio assignments are coordinated through a single point of contact in our Portfolio Services Practice, with assistance from our web-based client portal, CW-Hub. This platform enables Cushman & Wakefield staff and clients with on-demand access to track the progress of a project and to work collaboratively to share information and valuable resources such as documents, reference materials, financial analyses, project scheduling, reports, and tasks for specific assignments. It is individually tailored to each client and accessible on a global level. This invitation-only, password protected site is SSL secured and can be accessed around the globe by both clients and staff.

Our professionals also have expertise within specialized asset classes to offer clients the highest level of confidence and market insight. Leveraging the collective experience of our senior staff and world-class resources, our V&A Practice Groups were created to deliver real estate strategies and solutions to clients in industries and sectors with unique operational, technical, and business requirements.

We believe we are only as good as our last assignment, and to ensure the highest caliber of service, we have dedicated quality control managers who report to our senior regional management team. In addition, we have a National Quality Control Manager and Quality Control Committee chaired by former chief and review appraisers who establish stringent quality standards which must be met.

### CUSHMAN & WAKEFIELD ADVANTAGE

- Centralized process
- Client specific report formats
- Comprehensive global coverage
- Custom data tape
- Dedicated portfolio team
- Phased delivery
- Proven track record
- Single point of contact
- Web-based accessibility

### Valuation & Advisory Practice Groups

- Agribusiness, Natural Resources & Energy
- Automobile Dealership
- Data Center
- Gas Station & Convenience Store
- Golf
- Government
- Hospitality & Gaming
- Industrial
- Machinery & Equipment
- Multifamily
- Office
- Residential Development
- Restaurant
- Retail
- Self Storage
- Senior Housing/Healthcare
- Sports & Entertainment

### CUSHMAN & WAKEFIELD VALUATION & ADVISORY GLOBAL LOCATIONS



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