

## C&W Land Practice Group

### THE CW LAND OFFICES



ATLANTA, GA  
AUSTIN, TX  
BAKERSFIELD, CA  
BELLEVUE, WA  
BIRMINGHAM, AL  
BLOOMINGTON, IN  
BOISE, ID  
BOSTON, MA  
CHARLESTON, SC  
CHARLOTTE, NC  
CLEVELAND, OH  
COLUMBUS, OH  
DENVER, CO  
DETROIT, MI  
EAST RUTHERFORD, NJ  
EDMONTON, ALBERTA, (CANADA)  
FT. LAUDERDALE, FL  
FT. MYERS / NAPLES, FL  
FREDRICKSBURG, VA  
FRESNO, CA  
GRAND RAPIDS, MI  
HOUSTON, TX  
INDIANAPOLIS, IN  
KALAMAZOO, MI

KANSAS CITY, MO  
KITCHENER, ONTARIO (CANADA)  
LAS VEGAS, NV  
LOS ANGELES, CA  
LOUISVILLE, KY  
MEMPHIS, TN  
MIAMI, FL  
MILWAUKEE, WI  
MINNEAPOLIS, MN  
NASHVILLE, TN  
NEW BRUNSWICK (CANADA)  
NEW YORK, NY  
NORFOLK / VIRGINIA BEACH, VA  
NOVA SCOTIA (CANADA)  
OAKLAND, CA  
OKLAHOMA CITY, OK  
OMAHA, NE  
ORANGE COUNTY, CA  
ORLANDO, FL  
PHILADELPHIA, PA  
PHOENIX, AZ  
PITTSBURGH, PA  
PORTLAND, OR

PROVIDENCE, RI  
RALEIGH, NC  
RICHMOND, VA  
ROANOKE, VA  
SALT LAKE CITY, UT  
SAN ANTONIO, TX  
SAN DIEGO, CA  
SAN FRANCISCO, CA  
SAN JOSE, CA  
SAN RAFAEL, CA  
SAVANNAH, GA  
TAMPA, FL  
TOLEDO, OH  
TORONTO, ONTARIO (CANADA)  
TUCSON, AZ  
WALNUT CREEK, CA  
WASHINGTON, DC  
WEST PALM BEACH, FL  
WILMINGTON, DE  
WINNIPEG, MANITOBA (CANADA)

# LAND PRACTICE GROUP



Creating solutions for land buyers and sellers



[CLICK HERE TO VIEW LAND PRACTICE GROUP CONTACT INFORMATION](#)

Cushman & Wakefield, Inc.  
cushmanwakefield.com

Cushman & Wakefield (C&W) is known the world-over as an industry knowledge leader. Through the delivery of timely, accurate, high-quality research reports on the leading trends, markets around the world and business issues of the day, we aim to assist our clients in making property decisions that meet their objectives and enhance their competitive position.

In addition to producing regular reports such as global rankings and local quarterly updates available on a regular basis, C&W also provides customized studies to meet specific information needs of owners, occupiers and investors.

Cushman & Wakefield is the world's largest privately-held commercial real estate services firm. The company advises and represents clients on all aspects of property occupancy and investment, and has established a preeminent position in the world's major markets, as evidenced by its frequent involvement in many of the most significant property leases, sales and assignments. Founded in 1917 it has 250 offices in 59 countries and more than 14,000 employees. It offers a complete range of services for all property types, fully-integrated on a global basis, including leasing, sales and acquisitions, debt and equity financing, investment banking, corporate services, property management, facilities management, project management, consulting and appraisal. The firm has more than \$5.5 billion in assets under management through its wholly-owned subsidiary Cushman & Wakefield Investors. A recognized leader in local and global real estate research, the firm publishes its market information and studies online at [www.cushmanwakefield.com/knowledge](http://www.cushmanwakefield.com/knowledge).

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## THE TEAM

The CWLAND team has immediate access to key market data, including sales data critical to determining and executing solutions for complex land situations.

### BENEFITS OF THE CWLAND TEAM

- **Proven approach** – Dealing with firm founded in 1917.
- **Experience** – Experienced land professionals working as an integrated team, with other C&W disciplines, who have been through prior cycles and have incorporated that knowledge to perfect this multifaceted approach.
- **Access to real time market data** – We offer immediate access to proprietary market statistics, leasing, operating and sales data enabling rapid and accurate decisions.
- **Speed to market** – CWLAND executes quickly.
- **International coverage** – 250 Offices in 59 countries.
- **Local expertise** – Skilled professionals implementing strategies locally.

With over 116 locations, C&W blankets the United States. CWLAND brings each client a fully-integrated team, providing all required services, directed by a senior professional with strong land brokerage experience.

### HISTORIC TRANSACTIONS



UNITED NATIONS  
Land Assemblage



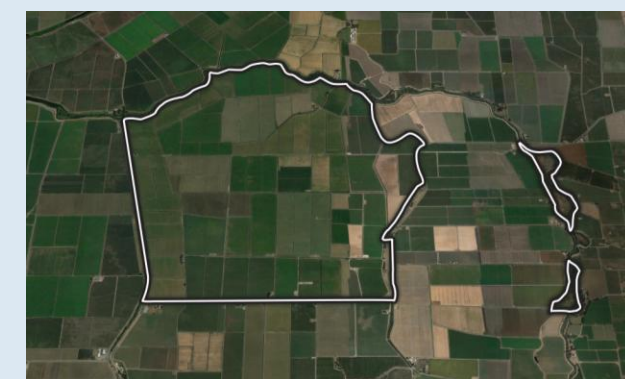
101 MURRAY ST, TRIBECA, MANHATTAN  
31,028 SF site, land disposition for St. John's University.



CHINA OWNED CHINA TRAVEL SERVICES, FORMER SPLENDID CHINA THEME PARK  
Land disposition



SEARS TOWER  
Land Assemblage



4,239 ACRES OF INSTITUTIONAL, AGRICULTURAL LAND IN THE SACRAMENTO DELTA  
Land disposition

C&W has a long history of significant land transactions, such as the assemblage for the United Nations and the Sears Tower sites, and the sale of 19,572 acres in southeast Georgia for the Sea Island Company.

Since 2006, C&W has closed 2,289 land transactions, totaling 195,420 acres, valued at over \$9.281 billion.

In 2013, C&W closed 284 land transactions, totaling 32,467 acres, valued at over \$2.136 billion.

## FOR LAND OWNERS, BUYER & DEVELOPERS

# THE CUSHMAN & WAKEFIELD LAND PRACTICE GROUP (CWLAND)

brings together teams of seasoned and knowledgeable professionals who have expertise in all aspects of buying and selling. These teams use their substantial experience and proprietary real-time local market information to analyze and develop appropriate strategies for individual sites or portfolios. By capitalizing on various resources within the company, C&W is uniquely qualified to combine local real estate knowledge with experience in international and domestic capital markets through our Equity, Debt and Structured Finance Group.

### POSITION SHORT-TERM

- Short-term asset management strategy
- Due diligence

### ASSET STRATEGY

- Valuation
- Hold versus sell analysis and alternatives / recommendations
- Sensitivity analysis

### FINANCIAL RESOLUTION

- Sell the asset
- Refinance
- Joint venture

### HOLD LONG-TERM

- Perform due diligence
- Create long-term asset management strategy
- Reduce taxes
- Institute property management program
- Determine income potential

### SERVICES PROVIDED INCLUDE

- Site Selection / Disposition
- Assemblage
- Auction
- Marketing
- Valuation
- Financial Analysis
- REO / Advisory Services
- Asset Management
- Financing through CWSG
- Port Land Expertise
- CBD to Agricultural Land

