

An Overview of  
**TEAM CAPABILITIES**

A **selection** of Cushman & Wakefield's South Florida Equity, Debt & Structured Finance team's **resumes** and **financing** transactions







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Cushman & Wakefield's **Equity, Debt & Structured Finance Group (EDSF)** is a leading advisor of state-of-the-art financing and equity structuring, with a demonstrated track record completing mid-market and large, complex transactions at exceptional terms.

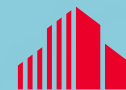




ANCE CUSHMAN & WAKEFIELD EQUITY, DEB

1.

**EDSF TEAM  
ORGANIZATION**



**CUSHMAN &  
WAKEFIELD**

# TEAM OVERVIEW

**OUR TEAM** provides “institutional” quality service to real estate investors. Clients enjoy our experience, lender contacts and ingenuity in creating solutions for their financing needs. We place our clients first and provide personalized service to ensure they get the best loan terms for their investments.

Our professionals have the experience, contacts, and ingenuity to create solutions for complex capital structures and circumstances. With specific experience in the office, industrial, multi-housing, retail and hotel sectors, our team is able to provide underwriting and funding for all asset types including those mentioned below:



## PROPERTY TYPES

- Multi-Family/Apartments
- Office
- Industrial
- Retail
- Hospitality/Hotels



## LOAN TYPES

- Permanent
  - Life companies
  - Conduit (CMBS)
  - Banks
- Bridge Loans
- Mezzanine Loans
- Construction/Development
- Preferred and Joint Venture Equity



## FEATURES

- Non-recourse (no guaranties)
- Flexible Prepayment
- Fixed Low Rates for up to 30 years
- Amortization Options including interest only

## EDSF LEADERSHIP FLORIDA



### **ROBERT KAPLAN** | Executive Managing Director

Robert is an Executive Managing Director at Cushman & Wakefield with over 25 years of experience in commercial real estate investment banking, sales, leasing, management, and law. Prior to joining Cushman & Wakefield, Robert was a Principal of The Ackman-Ziff Real Estate Group, LLC and head of the firm's Miami office.



### **CHRIS LENTZ** | Senior Director

Chris is a Senior Director at Cushman & Wakefield with over 11 years of experience in investment banking and commercial real estate. Prior to joining Cushman & Wakefield, Chris focused on financing and investment sales as part of Ackman Ziff's Miami office. At Cushman & Wakefield Chris will focus on originating and executing debt and equity financing transactions.



### **JASON HOCHMAN** | Senior Director

Jason has over 17 years of banking and commercial real estate finance and is a part of Cushman & Wakefield's Equity, Debt & Structured Finance Group. Jason is responsible for securing debt and equity financing, assisting our clients with procurement of permanent, bridge and mezzanine financing as well as joint venture equity investments.

# TEAM STRUCTURE

## ORGANIZATIONAL CHART



**Steven Kohn, President**  
Equity, Debt & Structured Finance

**Robert Kaplan**  
Executive Managing Director

**Chris Lentz**  
Senior Director

**Jason Hochman**  
Senior Director

### Financial Analyst

**Mark Rutherford**  
Senior Financial Analyst

**Mike Ciadella**  
Financial Analyst

### Client Services/Brokerage Support

**Suzanna Blaskovic**  
Brokerage Coordinator

**Heidi Peckhaus**  
Brokerage Coordinator

**Dina Kreutter**  
Brokerage Coordinator

### Research Support

**Chris Owen**  
Research Manager

**Shanna Naseery**  
Research Analyst

**Valerie Tatum**  
Research Analyst

### Marketing & Communications

**Jose Sime**  
Marketing Specialist

**Jim McAleese**  
Marketing Specialist



# COMBINED TRANSACTIONS (PARTIAL LIST)

PROPERTY	LOCATION	PROPERTY TYPE	SQ. FT.	FINANCED	LOAN TYPE
Waterford at Blue Lagoon	Miami, FL	Office	357,466	\$50,500,000	Bridge Loan
Conrad Hilton (former Trump)	Ft. Lauderdale, FL	Hotel	290 Rooms	\$120,000,000	Bridge Loan
Aventura ParkSquare	Aventura, FL	Mixed Use (office, retail, residential)	336,445 SF	\$105,200,000	Construction Loan
Centergate at Gratigny	Miami, FL	Industrial	978,164 SF	\$92,040,000	Bridge Loan
Lincoln Road Portfolio	Miami Beach, FL	Retail	54,365 SF	\$84,000,000	Bridge Loan
1031 Exchange Portfolio	Florida & Louisiana	Mixed Use (office, retail, residential)	142,351 SF	\$49,198,338	Bank/Permanent
Int'l Park & Blue Lake Center	Birmingham, AL	Office	377,921	\$41,190,000	CMBS
Haddon Hall	Miami Beach, FL	Hotel	168 Rooms	\$37,000,000	Bridge Loan
Jupiter Medical/Tech Park	Jupiter, FL	Office	185,000	\$27,000,000	Bridge Loan
Shores of Panama	Panama City Beach, FL	Hotel	285 Rooms	\$26,000,000	Bridge Loan
Seaside	Seaside, FL	Retail	37,976 SF	\$21,500,000	CMBS
Corporate Center at the Gardens	Palm Beach Gardens, FL	Office	113,565	\$21,000,000	Life Insurance/Permanent
Flagler West Corp Park	Miami, FL	Office/Retail	126,004	\$20,750,000	CMBS & Mezzanine
MCSS Self Storage Portfolio	Miami, FL	Self Storage	1,682 Units	\$19,510,000	Construction Loan
915-943 & 947-955 Washington Avenue	Miami Beach, FL	Retail	31,265 SF	\$19,000,000	Bridge Loan
The Arbors Office Park	Delray Beach, FL	Office	174,856	\$17,200,000	Bridge Loan
Riviera Plaza	Miami, FL	Retail	44,265 SF	\$15,800,000	Bridge Loan
Heron Bay	Coral Springs, FL	Office	89,043	\$15,250,000	Bank/Permanent
2000 Glades Road	Boca Raton, FL	Office	59,371 SF	\$15,000,000	CMBS
Southwinds Apartments	Atlanta, CA	Multifamily	240-units	\$13,750,000	CMBS
Miami Ironside	Miami, FL	Mixed Use (retail, industrial)	67,596 SF	\$13,500,000	Bridge Loan
Londontowne	Jacksonville, FL	Apartment	693 Units	\$13,500,000	Bridge Loan
Airport East Warehouse	Miami, FL	Industrial	397,585 SF	\$10,500,000	Bridge Loan
Riverwalk Center	Jupiter, FL	Office	35,342	\$9,100,000	CMBS
Show Management	Fort Lauderdale, FL	Industrial	89,950	\$8,800,000	Life Company/Permanent
Horizons Office Center	West Palm Beach, FL	Office	64,247	\$7,950,000	CMBS
Metrocentre Corp Center	West Palm Beach, FL	Office	105,159	\$7,000,000	Bridge Loan
Hollywood Medical Building	Hollywood, FL	Office	57,815	\$6,350,000	CMBS
College Square Apartments	Davie, FL	Multifamily	64-units	\$6,200,000	Life Company/Bridge Loan
Oakland Park Industrial	Oakland Park, FL	Industrial	145,260	\$6,100,000	CMBS
Gardens Industrial	Miami, FL	Industrial	111,100	\$5,500,000	Life Company/Permanent
Congress Office Park	Delray Beach, FL	Office	53,843	\$5,500,000	Life Company/Permanent
Brandywine Center I	West Palm Beach, FL	Office	69,715	\$5,039,000	Bridge Loan
AT&T Regional	Fort Lauderdale, FL	Office	79,412	\$4,900,000	Bridge Loan
Walgreens Kings Point	Delray Beach, FL	Retail	Ground lease	\$3,500,000	Bank/Permanent
Executive Airport Business Center	Fort Lauderdale, FL	Industrial	73,216	\$3,220,000	Bank/Bridge
J3 Executive Center	Delray Beach, FL	Office	30,250	\$3,000,000	Bank/Permanent

Our deep experience with financing allows us to structure the best possible transaction and terms for our clients. We can assist in arranging highly structured financing utilizing senior and subordinate/mezzanine components, as well as traditional acquisition and renovation financing, construction financing and permanent financing for all property types.



2.

TRANSACTION  
EXPERIENCE





# SIGNIFICANT ASSIGNMENTS







# WATERFORD AT BLUE LAGOON

Miami, Florida

Five Building Office Portfolio

**\$50,500,000 Bridge Loan**



# SIGNIFICANT ASSIGNMENTS



JUPITER MEDICAL &  
TECHNOLOGY PARK  
Jupiter, Florida  
185,000 SF  
\$27,000,000 Bridge Loan



FLAGLER WEST  
CORPORATE PARK  
Miami, Florida  
126,004 SF  
\$20,750,000 CMBS & Mezzaine



THE ARBORS  
OFFICE PARK  
Delray Beach, Florida  
174,856 SF  
\$17,200,000 Bridge Loan



HERON BAY  
CORPORATE CENTER I & II  
Coral Springs, Florida  
89,043 SF  
\$15,250,000 Bank/Permanent



SOUTHWINDS  
STOCKBRIDGE APARTMENTS  
Atlanta, Georgia  
240-units  
\$13,750,000 CMBS



RIVERWALK CENTER  
AT JUPITER YACHT CLUB  
Jupiter, Florida  
35,342 SF  
\$9,100,000 CMBS



# INTERNATIONAL PARK & BLUE LAKE CENTER

Birmingham, Alabama

Financing of two office buildings for South Florida based client who was expanding portfolio

**\$41,190,000 CMBS**



# SIGNIFICANT ASSIGNMENTS





# 2000 GLADES ROAD

Boca Raton, Florida

Class A Office Building

**\$15,000,000 CMBS**





# SIGNIFICANT ASSIGNMENTS



CONRAD  
HILTON  
Fort Lauderdale, Florida  
290-Rooms  
\$120,000,000 Bridge Loan



LINCOLN ROAD  
PORTFOLIO  
Miami, Beach Florida  
54,365 SF  
\$84,000,000 Bridge Loan



HADDON  
HALL  
Miami Beach, Florida  
168-Rooms  
\$37,000,000 Bridge Loan



SHORES OF  
PANAMA  
Panama City Beach, Florida  
285-Rooms  
\$26,000,000 Bridge Loan



SEASIDE  
Seaside, Florida  
37,976 SF  
Retail Center  
\$21,500,000 CMBS



915-943 & 947-955  
WASHINGTON AVENUE  
Miami Beach, Florida  
31,265 SF  
\$19,000,000 Bridge Loan



**HORIZON**  
**OFFICE CENTER**  
West Palm Beach, Florida  
64,247 SF  
\$7,950,000 CMBS

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**METROCENTER**  
**CORPORATE CENTER**  
West Palm Beach, Florida  
105,159 SF  
\$7,000,000 Bridge Loan

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**HOLLYWOOD**  
**MEDICAL BUILDING**  
Hollywood, Florida  
57,815 SF  
\$6,350,000 CMBS

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**COLLEGE SQUARE**  
**APARTMENTS**  
Davie, Florida  
64-units  
\$6,200,000 Life Company/Bridge

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**OAKLAND PARK**  
**INDUSTRIAL**  
Oakland Park, Florida  
145,260 SF  
\$6,100,000 CMBS

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**GARDENS**  
**INDUSTRIAL**  
Miami, Florida  
111,100 SF  
\$5,500,000 Life Company/Perm

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# SIGNIFICANT ASSIGNMENTS





## SHOW MANAGEMENT

Fort Lauderdale, Florida

Financing of industrial warehouse on  
10± acres fronting I-95 with local tenant

**\$8,800,000 Life Company/Permanent**





# SIGNIFICANT ASSIGNMENTS



**MCSS SELF  
STORAGE PORTFOLIO**  
Miami, Florida  
1,682-Units  
\$19,510,000 Construction Loan



**RIVIERA  
PLAZA**  
Miami, Florida  
44,265 SF  
\$15,800,000 Bridge Loan



**MIAMI IRONSIDE  
RETAIL & INDUSTRIAL**  
Miami, Florida  
67,596 SF  
\$13,500,000 Bridge Loan



**1031 EXCHANGE  
PORTFOLIO**  
Louisiana & Florida  
142,351 SF Mixed-Use  
\$49,198,338 Bank/Permanent



**LONDONTOWNE  
APARTMENTS**  
Jacksonville, Florida  
693-Units  
\$13,500,000 Bridge Loan



**AIRPORT EAST  
DISTRIBUTION CENTER**  
Miami, Florida  
397,585 SF  
\$10,500,000 Bridge Loan



**BRANDYWINE  
CENTER I**  
West Palm Beach, Florida  
69,715 SF  
\$5,039,000 Bridge Loan

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**AT&T  
REGIONAL**  
Fort Lauderdale, Florida  
79,412 SF  
\$4,900,000 Bridge Loan

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**WALGREENS  
KINGS POINT**  
Delray Beach, Florida  
Ground Lease  
\$3,500,000 Bank/Permanent

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**EXECUTIVE AIRPORT  
BUSINESS CENTER**  
Fort Lauderdale, Florida  
73,216 SF  
\$3,220,000 Bank/Bridge

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**J3  
EXECUTIVE CENTER**  
Delray Beach, Florida  
30,250 SF  
\$3,000,000 Bank/Permanent

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**WELLS FARGO  
BANK BUILDING**  
Delray Beach, Florida  
15,890 SF  
\$1,775,000 Permanent Loan

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# SIGNIFICANT ASSIGNMENTS





An aerial architectural rendering of the Aventura Parksquare development. The image shows several modern, multi-story buildings with light-colored facades and large glass windows. One building features a prominent curved facade. In the foreground, there is a large, landscaped plaza with numerous palm trees and a central fountain. A swimming pool is visible near the base of one of the buildings. The surrounding area includes parking lots with cars and a marina with many sailboats in the background. The sky is clear and blue.

# AVENTURA PARKSQUARE

Aventura, Florida

336,445 SF of Live, Work & Play

**\$105.200.000 Construction Loan**



# SIGNIFICANT ASSIGNMENTS





# CONGRESS OFFICE PARK

Delray Beach, Florida

Three-story, Class B office  
building with 97% occupancy

**\$5,500,000 Life Company/Perm**



# SIGNIFICANT ASSIGNMENTS






# CENTERGATE AT GRATIGNY

Miami, Florida

978,164 SF Distribution/Warehouse

**\$\$92,010,000 Bridge Loan**





Cushman & Wakefield is a world-leading provider of real estate Capital Markets expertise. Our professionals offer expertise in every business sector and real estate class, delivering integrated solutions by actively advising, implementing, and managing on behalf of tenants, landlords, and investors throughout every stage of the real estate acquisition, financing, or sales process. Whether you are an investor, developer, corporate user or owner, a global company or a small business, Cushman & Wakefield provides solutions that fit your strategic, operational, and financial goals and help convert fixed assets into dynamic ones.







ANCE CUSHMAN & WAKEFIELD EQUITY, DEB

*C.*

**POWER OF  
THE PLATFORM**



**CUSHMAN &  
WAKEFIELD**

# CAPITAL MARKETS PLATFORM

## Investment Sales & Acquisitions

As one of the leading building sales firms in the world, global real estate owners and investors look to Cushman & Wakefield to sell investment-grade properties or portfolios. With comprehensive, research-driven global transaction solutions, we deliver outstanding results by seamlessly combining capital markets expertise with our wealth of neighborhood-based knowledge. Our investment professionals have specialized knowledge in all property types with advisors deployed on the ground in all major markets around the world. We advise all types of investors ranging from private individuals to institutions.

- Market research and financial analysis
- Single asset and portfolio transactions
- Expertise in office, industrial, retail, multifamily, healthcare, and more
- Advisory and consulting services

## Corporate Finance & Investment Banking

Our comprehensive financial services platform provides both domestic and international clients advisory and capital solutions for all asset classes including office, multifamily, retail, lodging and leisure, healthcare and senior housing facilities, industrial, and land. These services include the structuring and arranging/placement of debt and equity for new acquisitions and recapitalizations, repositioning strategies, note sales, and hotel investment sales.

- Investor finance and investor banking
- Structured finance and loan sales
- Specialized industry services
- Strategy development & advisory services
- Property-level, portfolio-level, entity-level financing
- Securities advisory

## Equity, Debt & Structured Finance (EDSF)

Our comprehensive financial services platform provides both domestic and international clients advisory and capital solutions for all asset classes including office, multifamily, retail, lodging and leisure, healthcare and senior housing facilities, industrial, and land. These services include the structuring and arranging/placement of debt and equity for new acquisitions and recapitalizations, repositioning strategies, note sales, and hotel investment sales.

- Investor finance and investor banking
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- Specialized industry services
- Strategy development & advisory services
- Property-level, portfolio-level, entity-level financing
- Securities advisory



## The National “EDSF” Team

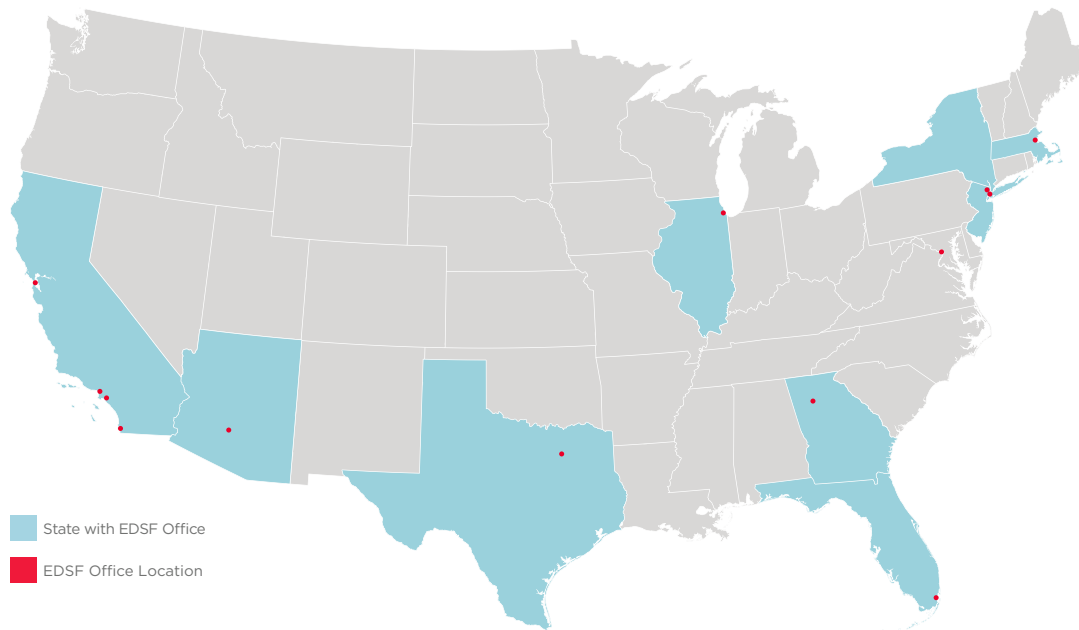
Cushman & Wakefield Equity, Debt & Structured Finance incorporates capital markets knowledge with local real estate expertise to successfully complete any type of real estate transaction. Formerly known as Sonnenblick Goldman, the firm was founded more than 120 years ago. Today, the team is headquartered in New York City and has additional offices located throughout the country. Cushman & Wakefield Equity, Debt & Structured Finance is a leading commercial real estate capital intermediary and the team has executed capital markets transactions for every type of real estate asset.

The firm provides a full range of real estate financial services, including: senior and subordinate financing, construction financing, recapitalizations, joint venture and programmatic venture equity, and loan sale advisory.



## Equity, Debt & Structured Finance Offices

New York, NY	Atlanta, GA	Boston, MA	Chicago, IL	Dallas, TX
East Rutherford, NJ	Irvine, CA	Los Angeles, CA	Miami, FL	Phoenix, AZ
San Diego, CA	San Francisco, CA	Washington, D.C.		



# EDSF OUTREACH

## New York

### STEVEN KOHN

President  
steven.kohn@cushwake.com

### DAVE KARSON

Executive Managing Director  
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### GIDEON GIL

Managing Director  
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### JOHN ALASCIO (NY & NJ)

Managing Director  
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### ALEX HERNANDEZ

Managing Director  
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### MARK EHLINGER

Managing Director  
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## Atlanta

### MIKE RYAN

Senior Managing Director  
michael.ryan@cushwake.com

### BRIAN LINNIHAN

Managing Director  
brian.linnihan@cushwake.com

### TELLY FATHALY

Senior Director  
telly.fathaly@cushwake.com

## Boston

### TOM SULLIVAN

Executive Director  
tom.sullivan@cushwake.com

## Chicago

### JEFFREY COHEN

Director  
js.cohen@cushwake.com

## Dallas

### BETH LAMBERT

Executive Managing Director  
beth.lambert@cushwake.com

### JASON PUMPELLY

Managing Director  
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### DIEGO ARROYAVE

Senior Vice President  
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### JUSTIN SHUART

Director  
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### BRIAN PARK

Director  
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## Miami

### ROBERT KAPLAN

Executive Managing Director  
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### CHRIS LENTZ

Senior Director  
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### JASON HOCHMAN

Senior Director  
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## Phoenix

### ANN MCCARTHY

Managing Director  
ann.mccartney@cushwake.com

### GREG VALLADAO

Managing Director  
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## San Diego

### GARY GOSS

Senior Vice President  
gary.goss@cushwake.com

### BEN SCHWARTZ

Capital Markets  
ben.schwartz@cushwake.com



A light blue map of the United States is overlaid with white state boundaries. The map is used as a background for regional contact information. A teal triangle is in the top-left corner.

## San Francisco

### **TERRY DALY**

Executive Managing Director  
terry.daly@cushwake.com

### **KURT SCHEIDT**

Managing Director  
kurt.scheidt@cushwake.com

### **MARK ROOT**

Managing Director  
mark.root@cushwake.com

## Washington, D.C.

### **JOHN CAMPANELLA**

Executive Managing Director  
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### **PHILIP MUDD**

Executive Managing Director  
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### **BRADLEY GEIGER**

Senior Vice President  
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### **JUSTIN GLASGOW**

Senior Managing Director  
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## Senior Housing

### **RICHARD B. SWARTZ**

Executive Managing Director  
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### **JAY WAGNER**

Managing Director  
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### **AARON ROSENZWEIG**

Senior Director  
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## Global Hospitality

### **TOM MCCONNELL**

Executive Managing Director  
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### **JARED KELSO**

Executive Director  
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### **DANIEL MACDONNELL**

Managing Director  
daniel.macdonnell@cushwake.com



Our people make the difference. With more than 45,000 employees in 70 countries, we realize innovation through our diversity. As an organization, we create a supportive environment where we cultivate our employees' professional interests and aspirations, and help them channel that passion into outstanding client service.





*A.*

APPENDIX

## Robert Kaplan, Executive Managing Director

### Professional Expertise

Robert is an Executive Managing Director at Cushman & Wakefield, with over 25 years of experience in commercial real estate investment banking, sales, leasing, management, and law. Robert and his team are the newest members of Cushman & Wakefield's growing Equity, Debt & Structured Finance group, which provides a full-spectrum financial services platform to both domestic and international clients offering unsurpassed customized advisory and integrated capital solutions for all asset classes. Prior to joining Cushman & Wakefield, Robert was a Principal of Ackman-Ziff Real Estate Group, LLC ("AZ"), and head of the firm's Miami office.

### Mortgage Banking/ Investment Sales

Olympian Capital Group ("Olympian") (2006 - 2011) | Holliday Fenoglio Fowler LP ("HFF") (1998 - 2006): During his tenure at HFF, Olympian, and AZ, Mr. Kaplan arranged approximately \$7 billion in senior debt, mezzanine financing, and equity, as well as investment sales. Mr. Kaplan has worked on many of the largest and most complex sale and finance transactions in the southeast US. He was a top grossing producer at HFF nationally. After forming Olympian, Mr. Kaplan expanded his team's services to include consulting and advisory work related to distressed real estate, including receiverships, bankruptcy, expert testimony, workouts, and restructurings.

### Acquisitions & Finance Executive

Continental Real Estate Company ("CREC") (1993 - 1998): Mr. Kaplan was a partner at CREC in charge of real estate acquisitions and finance. He was also a senior member of the firm's executive committee involved in the firm's third-party property management, construction management, and leasing activities for a portfolio of over four million square feet of office buildings and retail centers. Mr. Kaplan eventually became the head of the firm's third-party sale brokerage and finance group.

### Real Estate Attorney

Terranova Corporation (1988 - 1993) | Greenberg Traurig (1983 - 1988): Mr. Kaplan began his real estate career in the Miami office of the law firm of Greenberg Traurig. His practice involved primarily zoning, land use, environmental law, and complex real estate equity and debt transactions. Mr. Kaplan then joined Terranova Corporation as Executive Vice President and General Counsel. Mr. Kaplan was instrumental in the firm's workout and restructuring activities, which involved a five million square foot retail and office portfolio.

### Education

- JD, University of Florida
- BA, Georgetown University



## Chris Lentz, Senior Director

### Professional Expertise

Chris is a Senior Director at Cushman & Wakefield with over 11 years of experience in Investment Banking and Commercial Real Estate. Chris' team are the newest members of Cushman & Wakefield's growing Equity, Debt & Structured Finance group, which provides a full-spectrum financial services platform to both domestic and international clients offering unsurpassed customized advisory and integrated capital solutions for all asset classes. Prior to joining Cushman & Wakefield, Chris focused on financing and investment sales as part of Ackman Ziff's Miami office. At Cushman & Wakefield, Chris will focus on originating and executing debt and equity financing transactions.

Chris previously worked in the Restructuring and Mergers and Acquisitions groups at Evercore Partners in New York. Prior to Evercore, Mr. Lentz worked at Lazard Freres & Co., after starting his career in the Global Real Estate Group at Lehman Brothers. While at Evercore, Chris worked on several high profile restructurings and recapitalizations, including the Delta Petroleum Corporation bankruptcy, the Seitel recapitalization, and the restructuring of Readers Digest. At Lazard Freres, Chris provided capital structure advisory to Oil and Gas Exploration and Production companies, as well as the syndication of equity and debt offerings for alternative energy companies. Selected clients include Harvest Natural Resources, Capstone Turbine, Comverge, Verenium, Ballard Power, FuelCell Energy, and Beacon Power. At Lehman Brothers, Chris underwrote and was part of the team that securitized well over \$10 billion of commercial real estate loans. He oversaw the securitization of the TIAA loan portfolio. Chris remained with Lehman/Barclays through the bankruptcy, and was part of the team marketing the real estate portfolio throughout 2008, working with B piece buyers to ensure the success of LBUBS 2008 C-1 and C-2 securitizations to alleviate the burden on Lehman's balance sheet and arranging financing for discounted/distressed loan sales as the firm approached insolvency.

### Clients Served

Fifteen Group, Morgan Group, 13th Floor Investments, AJC Ventures, Gadinsky Real Estate, Trifecta Partners, IBF Investment, JMH Development, O'Connor Capital, Queensfort Capital, The Simpson Organization

### Education

- MBA, New York University, Stern School of Business, Beta Gamma Sigma Honors
- Real Estate Finance & Investing Certification, Shack Institute of Real Estate, New York University
- BA, Dartmouth College, Computer Science & Earth Science

## Jason Hochman, Senior Director

### Professional Expertise

Jason Hochman has 18 years of experience in commercial real estate finance and has participated in more than nine million square feet of acquisition, development and other financing transactions during his career. His responsibilities on the team include business development and assisting clients with procurement of permanent, bridge and construction financing as well as joint venture equity investments.

Jason is part of Cushman & Wakefield's international Equity, Debt and Structured Finance (EDSF) platform. He provides financing and capital solutions for all asset classes for Florida-based investors and/or properties.

Jason is a NAIOP member, International Council of Shopping Centers (ICSC) member, and member of the Leadership Broward Foundation Class XXV. He earned a Bachelor of Science degree from the University of Pennsylvania's Wharton School with dual concentrations in Finance and Accounting.

### Professional Affiliations

- Licensed Real Estate Broker, State of Florida
- Member, NAIOP
- Member, ICSC
- Member, Leadership Broward Foundation Class XXV

### Education

- Bachelors of Science, University of Pennsylvania's Wharton Business School (Dual concentrations in Finance and Accounting)





# EQUITY, DEBT & STRUCTURED FINANCE

WAKEFIELD EQUITY, DEBT & STRUCTURED FINANCE  
CUSHMAN & WAKEFIELD

## EXCLUSIVE CONTACTS:

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