

MULTIFAMILY

INVESTMENT PROPERTIES

Qualifications & Capabilities

**#1 APARTMENT SALES TEAM
IN SOUTH FLORIDA**



Specializing in the Sale & Financing of Apartment
Buildings on Behalf of Private Investors in South Florida



THE MARKET LEADER IN THE SALE OF MULTIFAMILY PROPERTIES IN SOUTH FLORIDA

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TEAM CREDENTIALS



#1 IN
APARTMENT
SALES IN
SOUTH FLORIDA

250,000+

APARTMENT UNITS SOLD
IN SOUTH FLORIDA



\$18B

SOUTH FLORIDA
MULTIFAMILY SALES

**AWARD
WINNING**

MARKETING



**MORE
OFFERS**

HIGHER PRICING



GLOBAL
CAPITAL

REACH

MULTIFAMILY INVESTMENT PROPERTIES

EXPERIENCE WHEN IT MATTERS

When it comes to apartment sales volume, our team is the acknowledged market leader, with more than \$18 billion in completed sales transactions. What we value most is our reputation as the go-to choice of sophisticated owners “when it matters.”

Hiring Cushman & Wakefield - the market leader - means that you are hiring the firm with the most far reaching capital access and experience.



MULTIFAMILY: IT'S WHAT WE DO.

The Cushman & Wakefield Multifamily Team specializes in the sale and financing of multifamily properties on behalf of private investors in South Florida. Simply stated, we sell more apartment buildings in South Florida than anyone else. **In the past three years we have sold over \$4.5 billion in South Florida.** Why does this matter? Our experience provides clients unparalleled market knowledge, access to buyers, resources, leverage, credibility and market coverage.

With local offices in Downtown Miami, Ft Lauderdale, Boca Raton and West Palm Beach, our multifamily team consists of 10 members that have unrivaled qualifications amassing over **\$18 billion in multifamily sales**, representing over **900 apartments and 250,000 units** in South Florida.

PRIVATE CAPITAL MEETS INSTITUTIONAL SERVICE.

Whether you have a \$1 million or \$100 million property, each client receives the same quality of service, marketing exposure and deliverable results. Our clients are typically individuals and partnerships who have their own capital at risk for the purpose of building personal wealth. Their investment goals are met by maximizing value in every assignment and by providing them a level of service previously only available to institutional clients.

LOCAL EXPERTISE, WORLDWIDE EXPOSURE.

With **43,000 employees in over 250 offices** in more than **60 countries**, the Cushman & Wakefield platform provides global access to the most local, national and international investors in the industry.

MULTIFAMILY THE DIFFERENCE



GLOBAL CAPITAL REACH



- Outstanding track record of sourcing anomaly capital with strong motivation. Our network extends across the globe so that your specific investment carries the power of our full platform.

MARKET KNOWLEDGE



- Market dominant performance offers unrivaled market knowledge to our clients. We have the most accurate and in-depth market analysis to help you make informed decisions.

EXPERIENCE AND CREDIBILITY



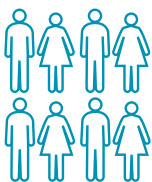
- We sell more Multifamily properties in South Florida than anyone else. We have sold over \$18 billion in apartment sales, of which, over \$4.5 billion in the last three years. Our proven and successful disposition methodology achieves top-of-the market pricing and deliverable results.

SEAMLESS TEAM APPROACH



- Seamless twelve member team with over 125 years of combined experience. Brokers within the firm do not compete on assignments, we work collaboratively. This ensures our clients objectives are best served from consultation to close.

LOCAL EXPERTISE, WORLDWIDE EXPOSURE



- Detailed information on every owner over 10 units in South Florida. Our local database of owners and investors has over 27,000 contacts.
- Cushman & Wakefield's nationally populated, proprietary database has 110,000+ investors including active 1031 exchange buyers.
- Our global reach of 43,000 employees in over 250 offices in more than 60 countries provides a shared database of investors in the industry that is without equal.

NEW DEBT OR REFI SOLUTIONS



- Whether you are looking to sell, finance or refinance your Multifamily property, we provide our clients strategic alternative analysis so they can the most informed sale or refinance investment strategy.

FULL IN-HOUSE SUPPORT SERVICES



- A more efficient and effective service with a full range of investment services including: financial analysis, marketing, production of offering materials, websites, and graphics.

RECENT SOUTH FLORIDA PRIVATE CAPITAL SALE ACTIVITY



LAKE WORTH TOWNHOMES

Marketing | 2008 | 16 Units
Lake Worth, Florida



VALENCIA DORAL

Marketing | 2007 | 170 Units
Doral, Florida



1319 MERIDIAN

Marketing | 23 Units
Miami Beach, Florida



OCEAN POINTE

Marketing | 200 Units
Stuart Florida



SOUTH BEACH COLLECTION

Sold 2016 | 240 Units
Miami Beach, Florida



PALM BEACH COLLECTION

Sold 2016 | 155 Units
Palm Beach County, Florida



RIVERSIDE TOWER

Sold 2015 | 1,588 Acres
Miami, Florida



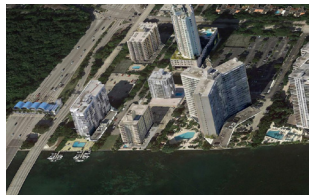
DEAN'S GOLD

Sold 2015 | 2.02 Acres
North Miami Beach, Florida



4101 LAGUNA

Sold 2015 | .99 Acres
Coral Gables, Florida



25 BRICKELL BAY CONDO

Sold 2015 | 61 Units
Miami, Florida



VERANDA

Sold 2015 | 240 Units
Homestead, Florida



LUNA AT HOLLYWOOD

Sold 2015 | 1968 | 145 Units
Hollywood, Florida



NOLA LOFTS II

Sold 2015 | .63 Acres
Fort Lauderdale, Florida



730 NE 128TH ST

Sold 2015 | 16 Units
North Miami, Florida



FLAGLER VIEW

Sold 2015 | 1925 | 18 Units
Miami, Florida



ESSEX HOUSE

Sold 2015 | 1969 | 156 Units
West Palm Beach, Florida



427 ANASTASIA AVE

Sold 2015 | 1963 | 24 Units
Coral Gables | Florida



SUNSET HARBOUR

Sold 2015 | 10 Units
Hollywood, Florida



PARAGON PLANTATION

Sold 2014 | 1997 | 74 Units
Plantation, Florida



SIDONIA & SANTILLANE

Sold 2014 | Varies | 36 Units
Coral Gables, Florida



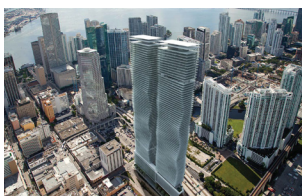
EMERALD PLACE

Sold 2014 | 1985 | 300 Units
Hollywood, Florida



BAY HARBOR ISLAND II

Sold 2014 | 1950's | 70 Units
Bay Harbor Island, Florida



200 SOUTH MIAMI AVENUE

Sold 2014 | 1.22 Acres | 1,221 Units
Miami, Florida



PALM CLUB

Sold 2014 | 1993 | 160 Units
Lake Worth, Florida



SOUTH BEACH PORTFOLIO III

Sold 2014 | 113 Units
South Beach, Florida



VISTA POINTE

Sold 2014 | 1971 | 314 Units
Palm Springs, Florida



MIAMI BEACH PORTFOLIO

Sold 2014 | 1949/1951 | 24 Units
Miami Beach, Florida



PRESIDENTIAL HOUSE

Sold 2014 | 1963 | 200 Units
North Miami, Florida



SOUTH BEACH II - PORTFOLIO

Sold 2014 | 1937 | 26 Units
South Beach, Florida



HERON POND

Sold 2014 | 1989 | 79 Units
Palm Springs, Florida



WILTON MANORS APARTMENTS

Sold 2014 | 1970 | 26 Units
Wilton Manors, Florida



MIRAMAR GARDENS

Sold 2014 | 1975 | 25 Units
Miramar, Florida



CARD SOUND

Sold 2014 | 1970 | 105 Units
Homestead, Florida



CARIBBEAN ISLE VILLAS

Sold 2014 | 2006 | 79 Units
Homestead, Florida



BAY HARBOR ISLAND

Sold 2014 | 1950 | 32 and 70 Units
Bay Harbor Island, Florida



MAJESTIC COVE

Sold 2013 | 2010 | 56 out of 69 Units
Sebring, Florida



1110 PENNSYLVANIA

Sold 2013 | 1951 | 12 Units
Miami Beach, Florida



THE BOUTIQUE

Sold 2013 | 1956/2008 | 43 Units
Miami, Florida



COLONIAL SUNSET

Sold 2013 | 1963 | 82 Units
Miami, Florida



DEVONAIRE

Sold 2013 | 2000 | 69 Units
Pembroke Pines, Florida



BOYNTON VILLAGE WRI & WR2

Sold 2013 | 13.44 Acres
Boynton Beach, Florida



RIVERWALK II

Sold 2013 | 1994 | 112 Units
Homestead, Florida



SOUTH BEACH I PORTFOLIO

Sold 2013 | 1950 | 39 Units
South Beach, Florida



MID BEACH PORTFOLIO

Sold 2013 | 1941-1951 | 31 Units
Miami Beach, Florida



ORCHID GROVE

Sold 2013 | 2007 | 54 Units
Pompano Beach, Florida



700 EUCLID

Sold 2013 | 1935 | 54 Units
Miami Beach, Florida



16851 NE 18TH AVE

Sold 2013 | 1964 | 36 Units
North Miami Beach, Florida



BELLA APARTMENTS

Sold 2013 | 2007 | 17 Units
Sunny Isles, Florida

RECENT SOUTH FLORIDA PRIVATE CAPITAL SALE ACTIVITY



1010 PENNSYLVANIA

Sold 2013 | 1960/2008 | 12 Units
Miami Beach, Florida



ATLANTIS COVE

Sold 2013 | 1987 | 120 Units
Fort Pierce, Florida



STARWOOD JUPITER PORTFOLIO

Sold 2013 | 1973 | 20 Units
Jupiter, Florida



HOLLYWOOD CENTRAL BEACH

Sold 2013 | 1.33 Acres
Hollywood, Florida



GALLOWOOD

Sold 2013 | 1968 | 37 Units
Kendall, Florida



RUE VENDOME

Sold 2012 | 1958 | 30 Units
Miami Beach, Florida



625 SANTANDER

Sold 2012 | 1948 | 16 Units
Coral Gables, Florida



925-965 MARSEILLE

Sold 2012 | 1950 | 27 Units
Miami Beach, Florida



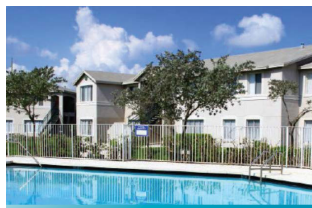
NASSAU VILLAGE

Sold 2012 | 1959 | 60 Units
North Miami, Florida



PARK PLACE

Sold 2012 | 1928 | 23 Units
West Palm Beach, Florida



PHOENIX APARTMENTS

Sold 2012 | 1994 | 164 Units
Homestead, Florida



DRIFTWOOD

Sold 2012 | .955 Acres
Hollywood, Florida



PARC CENTRAL

Sold 2012 | 1990 | 51 Units
Aventura, Florida



501-525 VALENCIA AVENUE

Sold 2012 | 1948 | 34 units
Coral Gables, Florida



8TH FAIRWAY

Sold 2012 | 1985 | 22 Units
Deerfield Beach, Florida



APARTMENTS AT CRYSTAL LAKE

Sold 2012 | 1985 | 89 Units
Deerfield Beach, Florida



CRYSTAL PINES

Sold 2012 | 1985 | 28 Units
Deerfield Beach, Florida



CARD SOUND

Sold 2012 | 1970 | 105 Units
Homestead, Florida



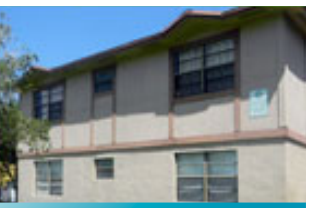
ANCHOR BAY

Sold 2012 | 1964 | 25 Units
Fort Lauderdale, Florida



BAYSHORE LAND

Sold 2012 | 3.34 Acres
Miami, Florida



7609 TAM O'SHANTER BLVD

Sold 2012 | 8 Units
North Lauderdale, Florida



UNION SQUARE

Sold 2012 | 1974 | 542 Units
Palm Beach Gardens, Florida



335 GEORGIA STREET

Sold 2012 | 1955 | 12 Units
Hollywood Beach, Florida



7985-7995 CRESPI BLVD

Sold 2011 | 1953 | 8 Units
Miami Beach, Florida



CAMINO WOODS/PALMS

Sold 2011 | 1991 | 102 Units
Boca Raton, Florida



1818 MERIDIAN

Sold 2011 | 1956 | 28 Units
Miami Beach, Florida



PALM CLUB

Sold 2011 | 1993 | 160 Units
Lake Worth, Florida



SEGOVIA APARTMENTS

Sold 2011 | 1951 | 20 Units
North Miami, Florida



7710 HARDING AVENUE

Sold 2011 | 1950 | 16 Units
Miami Beach, Florida



3000 OCEAN

Sold 2011 | 2010 | 12 Units
Jupiter, Florida



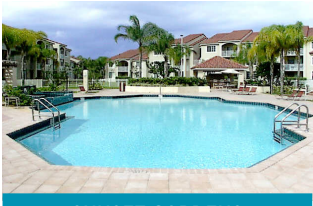
HILLSBORO BAY CLUB

Sold 2010 | 1998 | 366 Units
Coconut Creek, Florida



TURTLE CREEK

Sold 2010 | 1997 | 268 Units
Naples, Florida



SUNSET GARDENS

Sold 2010 | 1997 | 208 Units
Kendall, Florida



SANDPIPER COVE

Sold 2010 | 1989 | 416 Units
Boynton Beach, Florida



BERMUDA CAY

Sold 2010 | 1970 | 106 Units
Boynton Beach, Florida



625 SANTANDER

Sold 2010 | 1948 | 16 Units
Coral Gables, Florida



BOUTIQUE

Sold 2010 | 1956-2007 | 43 Units
Miami, Florida



TERRAZAS

Sold 2010 | 2009 | 324 Units
Miami, Florida



925 NW 30TH COURT

Sold 2010 | 1960 | 16 Units
Wilton Manors, Florida



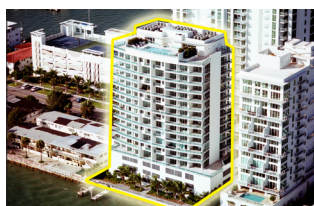
1009 NW 30TH AVENUE

Sold 2010 | 11962 | 10 Units
Wilton Manors, Florida



1499 NE 32ND AVENUE

Sold 2010 | 1961 | 13 Units
Wilton Manors, Florida



CIELO

Sold 2009 | 32 of 35 Units
North Bay Village, Florida



DOWNTOWN DADELAND

Sold 2009 | 2009 | 156 Units
Kendall, Florida



HARBOR TOWN

Sold 2009 | 1987 | 280 Units
Plantation, Florida



ISLAND CLUB

Sold 2009 | 1988 | 260 Units
Miami Beach, Florida



MURANO DELRAY

Sold 2009 | 2002 | 93 Units
Delray Beach, Florida



PORTOFINO

Sold 2009 | 2006 | 118 of 384 Units
Jensen Beach, Florida



6495 INDIAN CREEK

Sold 2009 | 1959 | 45 Units
Miami Beach, Florida

RECENT SOUTH FLORIDA INSTITUTIONAL SALES



THE MARK AT CITYSCAPE

Sold 2015 | 2015 | 208 Units
Boca Raton, Florida



MODERA TOWN CENTER

Sold 2015 | 2014 | 487 Units
Miramar, Florida



THE ASHLAR

Sold 2016 | 1988 | 480 Units
Miramar, Florida



ALTA MIRA

Sold 2016 | 2013 | 240 Units
North Miami, Florida



BROADSTONE CLEMATIS

Sold 2016 | 2016 | 335 Units
West Palm Beach, Florida



CASA PALMA

Sold 2015 | 2014 | 350 Units
Coconut Creek, Florida



AMLI AT IBIS

Sold 2015 | 2001 | 234 Units
West Palm Beach, Florida



PORT ROYALE

Sold 2015 | 1990 | 553 Units
Fort Lauderdale, Florida



SOLERO PLANTATION

Sold 2016 | 2010 | 481 Units
Plantation, Florida



DORAL WHITE

Sold 2015 | 130 Acres
Doral, Florida



ST. TROPEZ

Sold 2015 | 1994 | 376 Units
Plantation, Florida



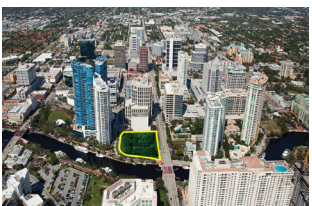
ALTIS PEMBROKE GARDENS

Sold 2015 | 5.8 Acres
Pembroke Gardens, Florida



JEFFERSON MONTERRA

Sold 2015 | 2014 | 252 Units
Cooper City, Florida



200 E LAS OLAS

Sold 2015 | 1.41 Acres
Fort Lauderdale, Florida



ALTIS SHERIDAN VILLAGE

Sold 2015 | 2014 | 300 Units
Pembroke Pines, Florida



CYPRESS LEGENDS

Sold 2015 | 2006 | 332 Units
Fort Myers, Florida



163RD & BISCAYNE

Sold 2015 | 2.02 Acres
North Miami Beach, Florida



CITYVIEW

Sold 2015 | 1970 | 217 Units
West Palm Beach, Florida



ENCLAVE AT PALM BEACH

Sold 2015 | 4.48 Acres
West Palm Beach, Florida



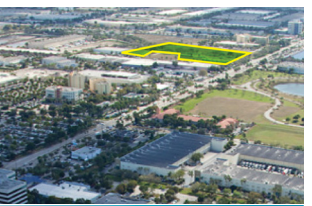
4101 LAGUNA

Sold 2015 | 1 Acre
Coral Gables, Florida



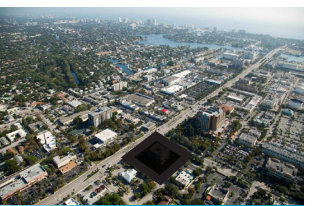
FASHION MALL PLANTATION

Sold 2015 | 31.6 Acres
Plantation, Florida



POMA DEVELOPMENT SITE

Sold 2015 | 323-Unit Development
Doral, Florida



910 SE 17TH STREET

Sold 2015 | 2.1 Acres
Fort Lauderdale, Florida



ALTIS COCONUT CREEK

Sold 2015 | 2013 | 270 Units
Coconut Creek, Florida



LA COSTA

Sold 2015 | 1986 | 328 Units
Boynton Beach, Florida



MODERA DADELAND

Sold 2015 | 2015 | 350 Units
Miami, Florida



LAKETOWN WHARF

Sold 2015 | 2006 | 699 Units
Panama City Beach, Florida



BDB MIAMI

Sold 2015 | 7.35 Acres
Miami, Florida



DORAL GATEWAY

Sold 2015 | 11.9 Acres
Doral, Florida



ALTIS FAIRWAY COMMONS

Sold 2015 | 398-Unit Development
Boca Raton, Florida



MARQUESA

Sold 2014 | 1997 | 251 Units
Pembroke Pines, Florida



CAPITAL AT BRICKELL

Sold 2014 | 2.78 Acres
Miami, Florida



VILLAGE PLACE

Sold 2014 | 1986 | 202 Units
West Palm Beach, Florida



CYPRESS SHORES

Sold 2014 | 1991 | 300 Units
Coconut Creek, Florida



ALTIS CYPRESS CREEK

Sold 2014 | 2009 | 220 Units
North Lauderdale, Florida



THE MANOR IN PLANTATION

Sold 2014 | 2013 | 197 Units
Plantation, Florida



CROWNTREE LAKES

Sold 2014 | 2002 | 672 Units
Orlando, Florida



BANYAN LAKE

Sold 2014 | 1986 | 287 Units
Boynton Beach, Florida



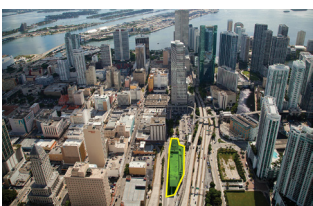
W FORT LAUDERDALE

Sold 2014 | 2009 | 394 Units
Fort Lauderdale, Florida



300 EAST

Sold 2014 | 1.25 Acres
Miami, Florida



200 S MIAMI AVE

Sold 2014 | 1.22 Acre
Miami, Florida



ELAN 33 WEST

Sold 2014 | 2013 | 376 Units
Davie, Florida



WELLINGTON CLUB

Sold 2014 | 204 Units
Wellington, Florida



GOLDEN SANDS SITE

Sold 2014 | 40 Units
Miami Beach, Florida



RUNAWAY BAY

Sold 2014 | 1986 | 404 Units
Lantana, Florida



SARATOGA PLACE

Sold 2014 | 2001 | 248 Units
Sarasota, Florida



ARCHON PORTFOLIO

Sold 2014 | 934-Unit Portfolio
Boynton Beach, Florida



PENINSULA AT INTRACOASTAL

Sold 2013 | 2012 | 70 Units
Boynton Beach, Florida

RECENT SOUTH FLORIDA SALE ACTIVITY

MIAMI-DADE

ADDRESS	CITY	UNITS	SALE DATE	SALES PRICE	PER UNIT
334 20th St	Miami Beach	30	May-16	\$12,975,000	\$432,500
SoBe 240-unit Portfolio	Miami Beach	240	Feb-16	\$59,000,000	\$245,833
425 NE 30th St	Miami	22	Jun-16	\$6,200,000	\$281,818
640 85th St	Miami Beach	20	Mar-16	\$5,500,000	\$275,000
7320 Byron Ave	Miami Beach	16	Jan-16	\$3,810,000	\$238,125
1443 West Ave	Miami Beach	10	May-16	\$2,182,500	\$218,250
612 15th St	Miami Beach	16	Apr-16	\$3,450,000	\$215,625
219-223 Antilla Ave	Coral Gables	12	Apr-16	\$2,500,000	\$208,333
8101 Crespi Blvd	Miami Beach	24	Feb-16	\$4,800,000	\$200,000
7311 Byron Ave	Miami Beach	12	Feb-16	\$2,200,000	\$183,333
1430 SW 1st St	Miami	60	Feb-16	\$10,800,000	\$180,000
7821-7829 Carlyle Ave	Miami Beach	12	Feb-16	\$2,055,000	\$171,250
734 Jefferson Ave	Miami Beach	12	Apr-16	\$2,050,000	\$170,833
1025-1029 94th St	Miami Beach	12	Feb-16	\$2,021,300	\$168,442
2890 Virginia St	Coconut Grove	90	Jun-16	\$11,100,000	\$168,182
7315 Harding Ave	Miami Beach	18	Jun-16	\$2,940,000	\$163,333
7610-7620 Harding Ave	Miami Beach	12	Apr-16	\$1,930,000	\$160,833
1000 7th St	Miami Beach	10	Jul-16	\$1,603,000	\$160,300
6755-6765 Harding Ave	Miami Beach	30	Apr-16	\$4,800,000	\$160,000
218 Santillane Ave	Coral Gables	22	Apr-16	\$3,425,000	\$155,682
6930 Rue Vendome	Miami	12	Feb-16	\$1,830,000	\$152,500
7911 Abbott Ave	Miami Beach	10	Feb-16	\$1,525,000	\$152,500
6910-6920 Byron Ave	Miami Beach	24	Mar-16	\$3,550,000	\$147,917
6971 Carlyle Ave	Miami Beach	12	May-16	\$1,735,000	\$144,583
5036 W Flagler St	Miami	18	Mar-16	\$2,600,000	\$144,444
920 Pennsylvania Ave	Miami Beach	12	Feb-16	\$1,725,000	\$143,750
1621 SW 3rd St	Miami	10	Jan-16	\$1,400,000	\$140,000
7345 Byron Ave	Miami	16	Feb-16	\$2,200,000	\$137,500
19640 W Dixie Hwy	Miami	62	Jul-16	\$8,500,000	\$137,097
519 NE 83rd St	Miami	12	Mar-16	\$1,500,000	\$125,000
924 Marseille Dr	Miami Beach	18	Apr-16	\$2,225,000	\$123,611
790 NE 128th St	North Miami	24	Jul-16	\$2,800,000	\$116,667
3171-3173 SW 14th St	Miami	24	Jan-16	\$2,780,000	\$115,833
8260 Byron Ave	Miami Beach	19	Apr-16	\$2,175,000	\$114,474
221 NW 47th Ave	Miami	32	May-16	\$3,600,000	\$112,500
905 W 29th St	Hialeah	22	Feb-16	\$2,350,000	\$106,818
1495 NE 167th St & 2350 NE 173rd St	Miami	110	May-16	\$11,000,000	\$100,000
16030 NE 19 Ct	Miami	27	Jun-16	\$2,450,000	\$90,741
1505-1525 NE 135th St	North Miami	56	Jan-16	\$4,900,000	\$87,500
500 NE 78th St	Miami	22	Jun-16	\$1,900,000	\$86,364
15005 NE 6th Ave	North Miami	48	Jul-16	\$4,000,000	\$83,333
1528 NW 3rd St	Miami	24	May-16	\$1,920,000	\$80,000
14425 NE 6th Ave	North Miami	51	Feb-16	\$3,700,000	\$72,549
18665 NW 37th Ave	Miami Gardens	331	May-16	\$24,000,000	\$72,508
13875 NE 22nd Ave	Opa Locka	175	Jun-16	\$11,872,200	\$67,841
1554 NE 8th St	Homestead	164	Apr-16	\$9,900,000	\$60,366
15451 SW 288th St (Part of Portfolio)	Homestead	150	Jun-16	\$8,500,000	\$56,667
9150 NW 7th Ave	Miami	48	Jan-16	\$2,348,400	\$48,925

BROWARD

ADDRESS	CITY	UNITS	SALE DATE	SALES PRICE	PER UNIT
2201 Mariner Dr	Fort Lauderdale	34	Jul-16	\$11,000,000	\$323,529
623 NE 5th Ave	Fort Lauderdale	10	Jul-16	\$2,770,000	\$277,000
600-616 NE 4th Ave	Fort Lauderdale	25	Apr-16	\$5,800,000	\$232,000
2908 Bayshore Dr	Fort Lauderdale	14	May-16	\$3,230,000	\$230,714
2605 SE 1st Ct	Pompano Beach	22	Apr-16	\$3,600,000	\$163,636
140 SW 8th St	Pompano Beach	10	Jan-16	\$1,528,800	\$152,880
4305 NE 21st Ave	Fort Lauderdale	13	Apr-16	\$1,900,000	\$146,154
5515 Plunkett St	Hollywood	22	Jun-16	\$3,028,000	\$137,636
7790 NW 78th Ave	Tamarac	199	Jul-16	\$27,200,000	\$136,683
824 NE 17th Ter	Fort Lauderdale	10	Mar-16	\$1,356,000	\$135,600
8203 W Sample Rd	Coral Springs	30	Jul-16	\$3,750,000	\$125,000
8140 SW 22nd St	Pompano Beach	252	Mar-16	\$29,500,000	\$121,901
5420 NE 22nd Ter	Fort Lauderdale	26	Apr-16	\$3,200,000	\$118,519
835-837 NE 18th Ct	Fort Lauderdale	12	Mar-16	\$1,400,000	\$116,667
645 NE 10th Ave	Fort Lauderdale	10	May-16	\$1,142,500	\$114,250
1500 NE 50th Ct	Fort Lauderdale	10	May-16	\$1,135,000	\$113,500
4431 NE 20th Ave	Oakland Park	14	May-16	\$1,440,000	\$102,857
1715 N 16th Ave	Hollywood	44	Apr-16	\$4,350,000	\$98,864
1711 Fillmore St	Hollywood	12	Mar-16	\$1,180,000	\$98,333
1856 Sherman St	Hollywood	12	Mar-16	\$1,180,000	\$98,333
111 SE 1st St	Dania	40	Jun-16	\$3,905,000	\$97,625
1621 Van Buren St	Hollywood	11	Jan-16	\$1,050,000	\$95,455
6095 NW 8th St	Margate	31	Jan-16	\$2,775,000	\$89,516
335 SW 20th St	Fort Lauderdale	14	Apr-16	\$1,250,000	\$89,286
2201 N University Dr	Pembroke Pines	100	Jun-16	\$8,850,000	\$88,500
21 Kentucky Ave	Fort Lauderdale	26	Feb-16	\$2,275,000	\$87,500
615 NE 10th St	Hallandale Beach	14	Jun-16	\$1,200,000	\$85,714
2510 Pierce St	Hollywood	13	Mar-16	\$1,100,000	\$84,615
1639 Madison St	Hollywood	12	Mar-16	\$1,000,000	\$83,333
5941 NW 16th Pl	Fort Lauderdale	24	Jun-16	\$1,950,000	\$81,250
6911-6931 SW 19th St	Pembroke Pines	24	Jan-16	\$1,930,000	\$80,417
1656 Polk St	Hollywood	16	Jan-16	\$1,280,000	\$80,000

PALM BEACH

ADDRESS	CITY	UNITS	SALE DATE	SALES PRICE	PER UNIT
264 Seminole Ave	Palm Beach	16	May-16	\$4,350,000	\$271,875
2282 Lantana Rd	Lake Worth	108	Apr-16	\$24,000,000	\$222,222
2500 N Federal Hwy	Boca Raton	85	Aug-16	\$13,500,000	\$158,824
10492 Boynton Dr	Boynton Beach	192	Jan-16	\$26,688,000	\$139,000
6010 Sherwood Glen Way	West Palm Beach	192	Jun-16	\$25,950,000	\$135,156
1605-1613 NE 3rd Ave	Delray Beach	18	Apr-16	\$2,250,000	\$125,000
1919 Doffer Ln	North Palm Beach	12	Mar-16	\$1,470,000	\$122,500
1441 Brandywine Rd	West Palm Beach	196	Mar-16	\$23,700,000	\$120,918
268 NE 14th St	Delray Beach	12	Jun-16	\$1,450,000	\$120,833
4562 Haverhill Rd	Lake Worth	12	Jan-16	\$1,430,000	\$119,167
500 N Congress Ave	West Palm Beach	217	Jul-16	\$22,420,000	\$103,318
330 W Camino Real	Boca Raton	17	Jun-16	\$1,485,000	\$87,353
4819-4921 Wedgewood Way	West Palm Beach	88	Jun-16	\$6,642,000	\$75,477
625 Auburn Circle W	Delray Beach	152	Feb-16	\$11,300,000	\$74,342
2185 54th Trl S	West Palm Beach	15	Apr-16	\$2,170,000	\$70,000
5500 Haverhill Rd N	West Palm Beach	144	Jan-16	\$7,900,000	\$54,861
123 Erie St	Lake Worth	22	Jun-16	\$1,160,000	\$52,727

CUSHMAN & WAKEFIELD'S GLOBAL PRESENCE

Cushman & Wakefield is a leading global real estate services firm that helps clients transform the way people work, shop, and live. The firm's **43,000 employees** in more than **60 countries** provide deep local and global insights that create significant value for investors around the world.

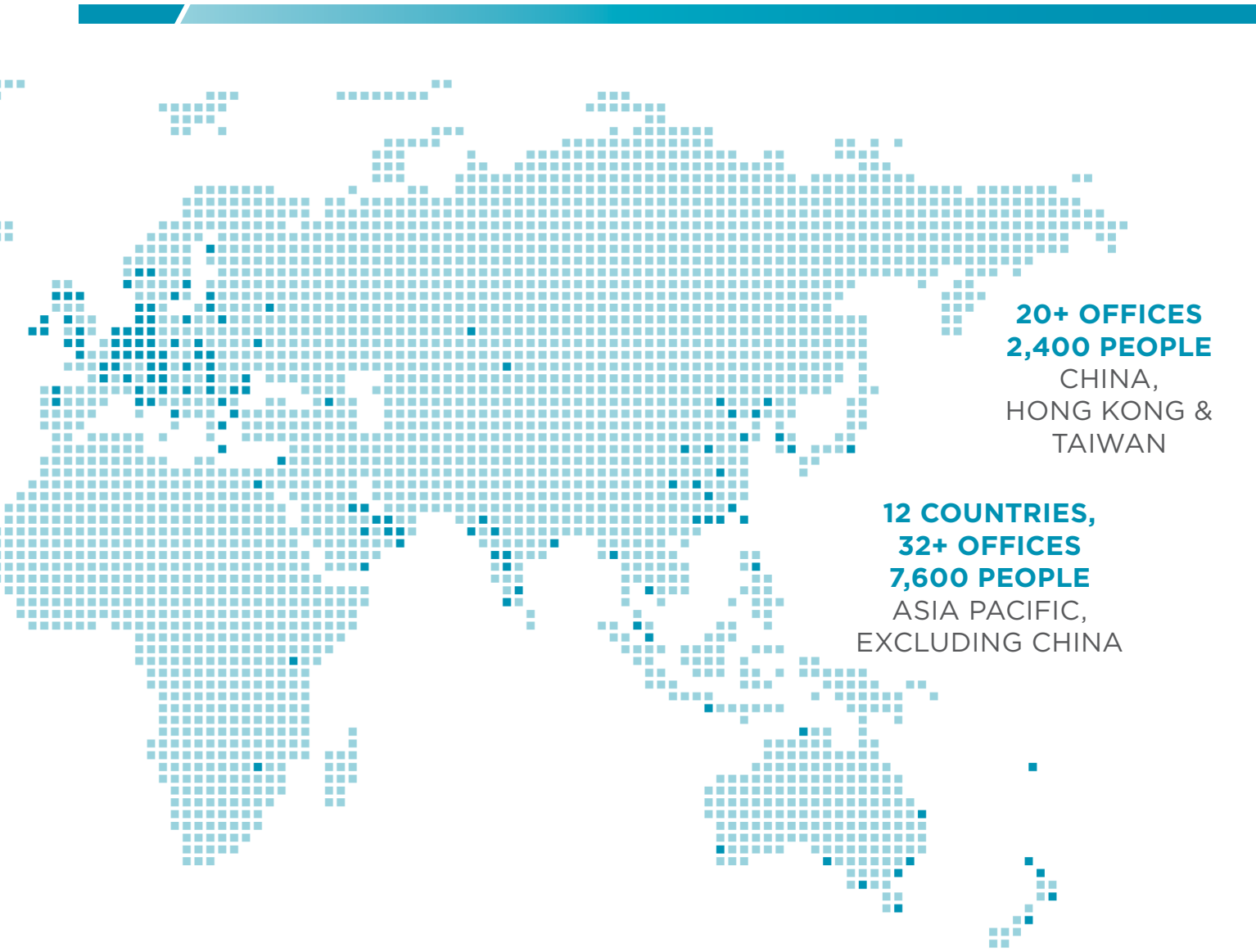


IN THE LAST
THREE YEARS,
OVER 60%
OF THE CUSHMAN &
WAKEFIELD
MULTIFAMILY INVESTMENT
PROPERTIES SALES
IN SOUTH FLORIDA
WERE TO
FOREIGN
BUYERS.



THE POWER OF THE PLATFORM

We offer an outstanding track record in sourcing anomaly capital with strong motivation. Deals such as the SOBE Collection, 240-units on South Beach; 25 Brickell Bay, 37-units on Brickell; 300 East in Downtown Miami (\$125 million land sale); along with smaller deals such as Sidonia/Santillane in Coral Gables - 36-units; 700 Euclid Avenue -54-units Miami Beach; Bella Apartments 17-units on Sunny Isles were all sold to foreign buyers through our network. Our network extends across the globe so that your specific investment carries the power of our full platform. This network of investor contacts creates client leverage, competitive bidding, and transaction value.



20+ OFFICES
2,400 PEOPLE
 CHINA,
 HONG KONG &
 TAIWAN

12 COUNTRIES,
32+ OFFICES
7,600 PEOPLE
 ASIA PACIFIC,
 EXCLUDING CHINA

COUNTRY COVERAGE

Argentina	Fiji	Macedonia	Russia
Australia	Finland	Malaysia	Singapore
Bahrain	France	Mexico	Slovakia
Belgium	Georgia	Netherlands	South Africa
Brazil	Germany	New Zealand	South Korea
Bulgaria	Greece	Nigeria	Spain
Canada	Hungary	Norway	Sweden
Channel Islands	India	Oman	Switzerland
Chile	Indonesia	Pakistan	Taiwan
China (including Hong Kong)	Ireland	Peru	Thailand
Colombia	Israel	Philippines	Turkey
Costa Rica	Italy	Poland	United Arab Emirates
Czech Republic	Japan	Portugal	United Kingdom
Denmark	Kazakhstan	Qatar	United States
	Luxembourg	Romania	Vietnam

CUSHMAN & WAKEFIELD CORPORATE OVERVIEW

Welcome to CUSHMAN & WAKEFIELD

Cushman & Wakefield is a leader in the global real estate marketplace, putting the client at the center of everything we do.

43,000 
EMPLOYEES

 OFFICES IN MORE THAN **60** COUNTRIES

 **\$5**
Billion
IN REVENUE

 **4.3**
Billion
SF MANAGED

Confidently
Global,
Expertly
Local.



\$191
Billion
IN TRANSACTION VALUE

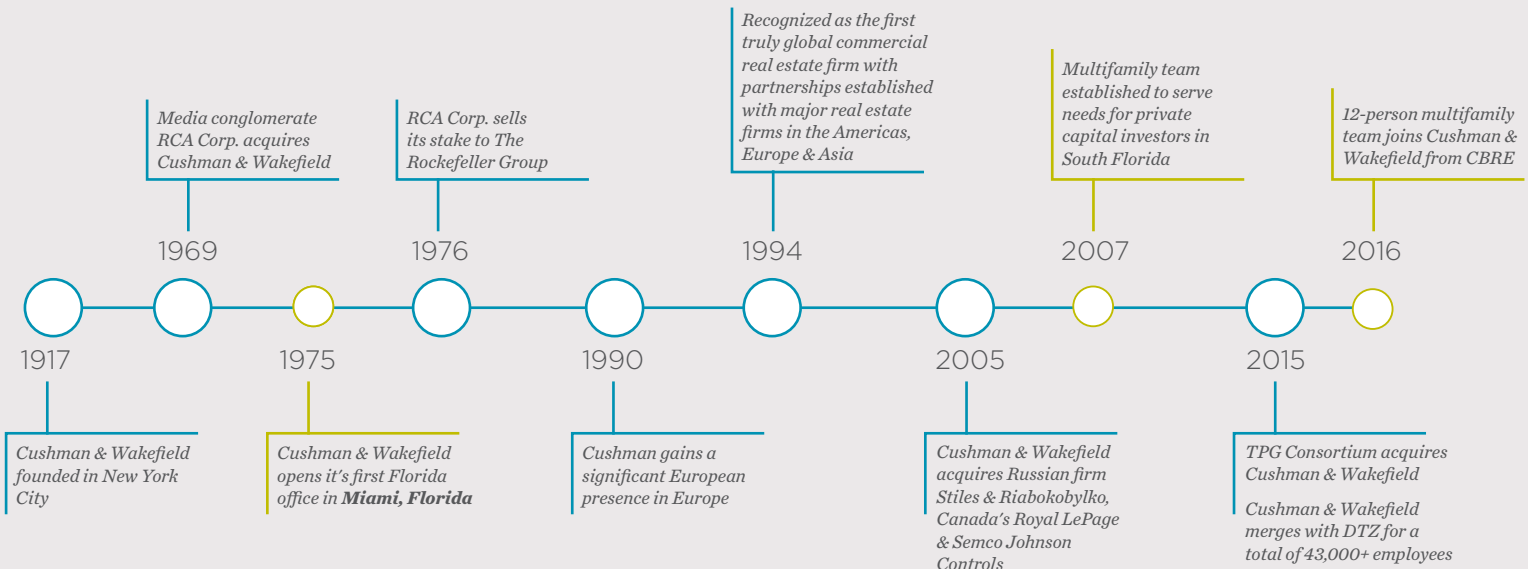


Cushman & Wakefield was founded in 1917. Almost 100 years later, the company is a leading global real estate services firm with over 43,000 employees in 60 countries.

By combining our global perspective, deep local knowledge, and impressive platform of real estate solutions, we help investors maximize the value of their real estate.

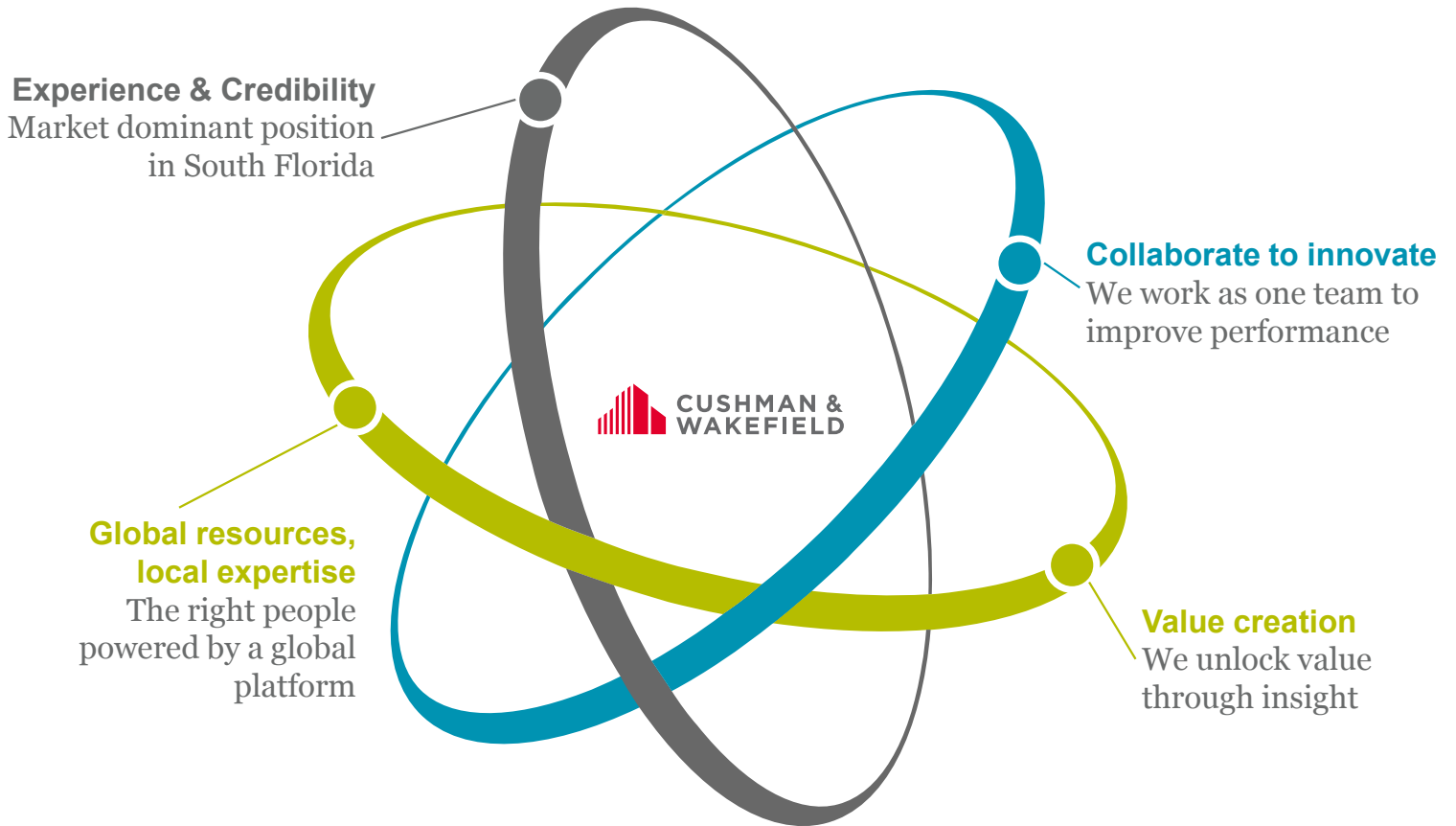
Cushman & Wakefield is among the largest commercial real estate services firms with revenue of \$5 billion across our core services of agency leasing, asset services, capital markets, facility services (C&W Services), global occupier services, investment and asset management (DTZ Investors), project and development services, tenant representation, and valuation and advisory.

THE HISTORY OF CUSHMAN & WAKEFIELD



CUSHMAN & WAKEFIELD IN SOUTH FLORIDA

WHY USE CUSHMAN & WAKEFIELD IN SOUTH FLORIDA



CUSHMAN & WAKEFIELD OFFICES IN SOUTH FLORIDA

Cushman & Wakefield has eight offices in Florida, four of which are in South Florida. Located in Downtown Miami, Downtown Ft Lauderdale, Boca Raton and West Palm Beach.



MIAMI

200 S. Biscayne Blvd. #2800
Miami, FL 33131



FORT LAUDERDALE

515 E. Las Olas Blvd, Suite 860
Fort Lauderdale, FL 33301



BOCA RATON

225 NE Mizner Blvd., Suite 300
Boca Raton, Florida 33432



PALM BEACH

303 Banyan Blvd. Suite 301
West Palm Beach, FL 33401

Our other offices include **Tampa, Jacksonville, Orlando** and an affiliate office in **Fort Meyers**.

Cushman & Wakefield **EMPLOYS OVER 675** in the State of Florida & **OVER 255** in the **South Florida** market.

CUSHMAN & WAKEFIELD IN SOUTH FLORIDA

2003 - PRESENT
TRANSACTIONS

In South Florida, the Cushman & Wakefield team has sold over \$18 billion in transactions, representing over 900 apartments and 250,000 units. This market dominance and established track record results in unrivaled market knowledge for our clients.

APARTMENT DISPOSITIONS

PALM BEACH COUNTY

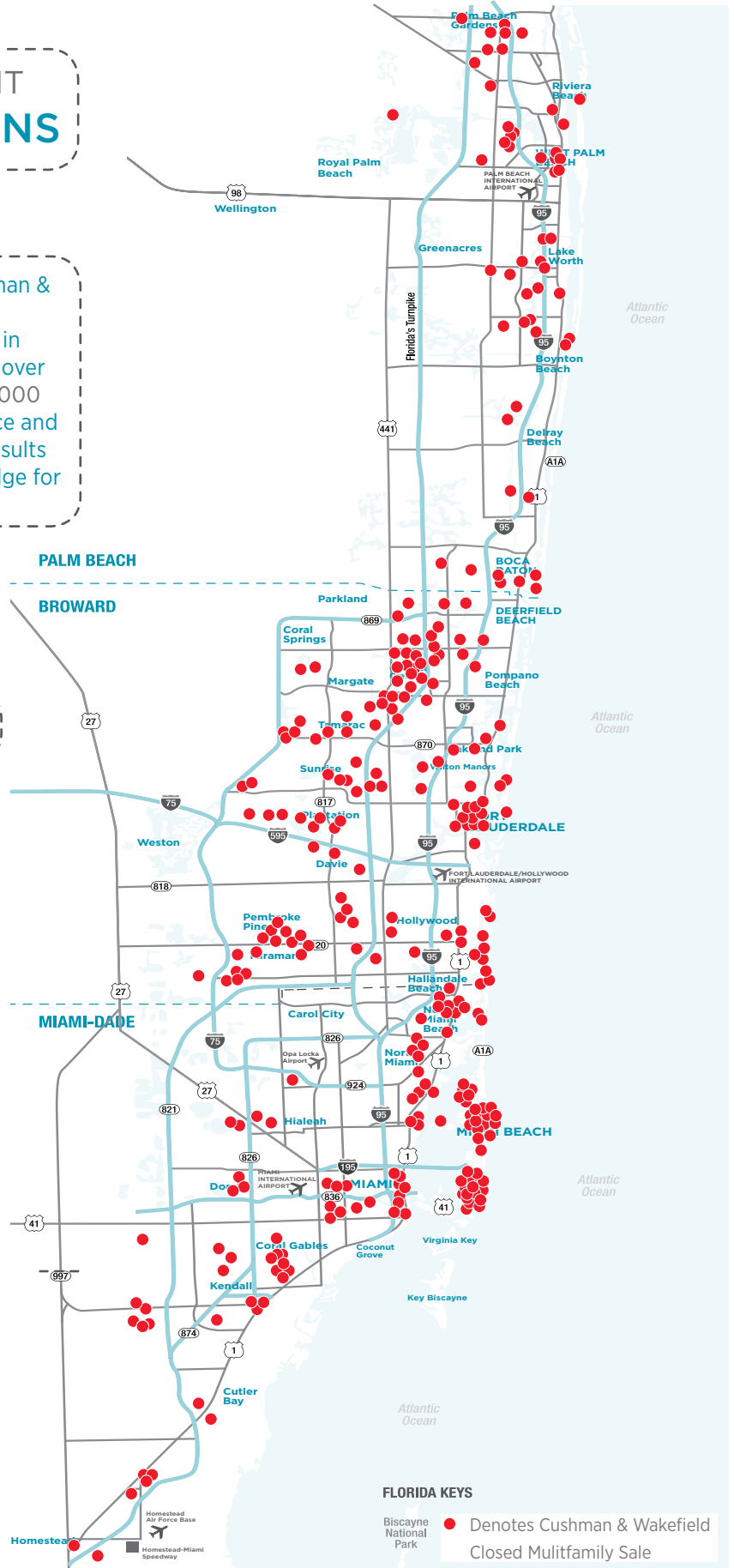
\$5B

BROWARD COUNTY

\$7B

MIAMI-DADE COUNTY

\$6B



MEET THE MULTIFAMILY TEAM



CALUM WEAVER Executive Managing Director

PROFESSIONAL EXPERIENCE

Calum is a Executive Managing Director for Cushman & Wakefields Multifamily Group in Florida. He leads the firms private capital group which is a team dedicated to serving the needs of private capital investors throughout South Florida. Calum has sold over 120 apartment properties totaling over \$1 billion on behalf of his clients. Transaction experience includes institutional quality apartment communities, tax-exempt bond deals, fractured condominiums, and land sales.

Calum's clients are typically individuals or partnerships who have their own capital at risk for the purpose of building personal wealth, and their investment goals are met by maximizing value in every assignment. Calum is involved in all aspects of the marketing process including new business development, valuation/underwriting, property marketing and tours, contract negotiation and closing. Locally, he has created a propriety Multi-Family database of over 15,000 private investors and owners in South Florida, which includes ownership information on every Multi-Family property between 10 and 200 units in Miami-Dade, Broward and Palm Beach counties

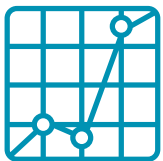
Calum is part of a 10 person team that provides a fully integrated platform for selling and financing multifamily properties. Based in Miami and Ft. Lauderdale, the Cushman & Wakefield team has completed in excess of \$18 billion in transactions, representing over 900 apartment buildings and 250,000 units throughout South Florida. By any metric, the Cushman & Wakefield Multifamily team is consistently ranked #1 in multifamily sales in South Florida and nationally.

Office: 954 377 0517
Cell: 786 443 3105
calum.weaver@cushwake.com
cushwakesouthfl.com/multifamily

Cushman & Wakefield of Florida, Inc.
Licensed Real Estate Broker



100+
TRANSACTIONS



TOTALING
\$1b+

RECENT SALES

- SOBE Collection Portfolio :: 240-units :: Miami Beach :: \$59,000,000
- 25 Brickell Bay :: 61-units :: Miami :: \$47,600,000
- Emerald Place :: 300-units :: Hollywood :: \$31,500,000
- South Beach Portfolio :: 113-units :: Miami Beach :: \$22,150,000
- Palm Beach Collection :: 155-units :: Palm Beach Gardens :: \$16,750,000
- Luna Hollywood :: 145-units :: Hollywood :: \$13,175,000
- Palm Club :: 160-units :: Lake Worth :: \$12,900,000
- Bay Harbor Island II :: 70-units :: Bay Harbor Island :: \$11,600,000
- Paragon Plantation :: 74-units :: Plantation :: \$9,350,000
- Heron Pond :: Pembroke Pines :: 79-units :: \$8,025,000
- Devonaire :: Pembroke Pines :: 69-units :: \$7,631,000
- Sidonia/Santillane :: 36-units :: Coral Gables :: \$6,000,000
- Bay Harbor Island I :: 32-units :: Bay Harbor Island :: \$5,175,000

PAST EXPERIENCE

Calum previously worked at CBRE as a Senior Vice President and was responsible for leading the firms multifamily private capital practice in South Florida. In 2013, he was recognized as the #1 multifamily private capital broker in the U.S.

EDUCATION

- University of North Carolina Greensboro, Master of Business Administration (Magna Cum Laude)
- Tusculum College, Bachelor of Arts; Triple Major: Management, Accounting, and Entrepreneurship (Magna Cum Laude)

Our **PROCESS** offers **MAXIMUM EXPOSURE** creating **MULTIPLE OFFERS** & driving a **HIGHER VALUE** for the owner



FASTER
**MARKET
SPEED**

Streamlined marketing materials allows us to take your property "to market" in less than two weeks.

**TARGET
INVESTORS**



Our Team establishes a list of key "targeted investors, which based upon our experience and knowledge within the market, we believe would be strong candidates for the property.

On average, our Team calls approximately 400 calls per listing to key investors.

HIGHER
**VALUE &
PRICING**



Our proven process offers maximum exposure, creating multiple offers and thus driving a "higher" value for the owner.

Unequaled access to "top tier" buyers.



THE POWER OF OUR
PLATFORM

The Cushman & Wakefield brand is recognized throughout the globe.

Listing a property with Cushman & Wakefield provides instant credibility in the marketplace and gets the attention of top tier investors.

**MARKETING
ADVANTAGE**



- Institutional-quality marketing materials.
- Access to the most comprehensive buyers database in the industry, including detailed information on every apartment owner with 10 or more units in south Florida.
- Unparalleled access to investment capital both locally and around the world.
- National exposure and comprehensive marketing infrastructure.

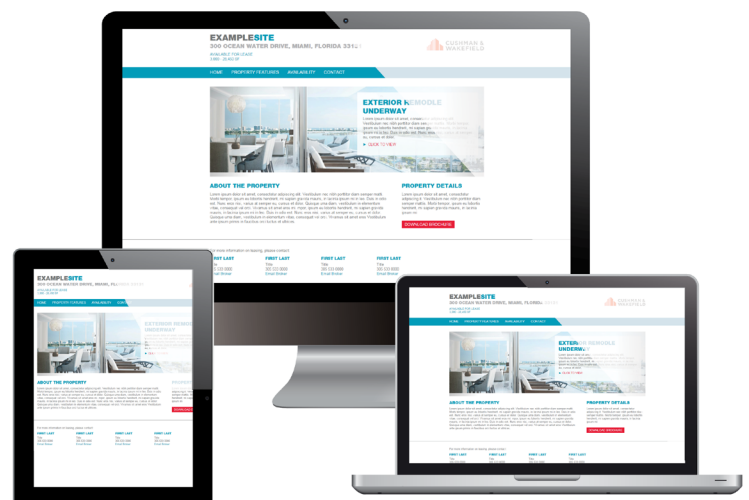
IN-HOUSE MARKETING SUPPORT

Cushman & Wakefield produces the following marketing materials in-house with our dedicated, award winning support staff:

- Websites
- Offering Memorandums
- Brochures
- Postcards
- Graphics
- Financial Analysis
- Google Earth presentations highlighting the area, comps, points of interest and upside potential



NORTH BAY VILLAGE
7938 - 7940 West Drive, Harbor Island, Florida



To include the brokerage community we add our listings to **loopnet.com** and **costar.com**



CLIENT TESTIMONIALS

"Calum and his team did an outstanding job representing us in the sale of 2 properties during the last year. Thanks to Calum's attention to detail and his persistence, both transactions closed without retrade and with prices at or above our expectation. I would certainly recommend Calum and his team and plan to work with them again in the future."

Scott Ferguson, Managing Member | GFI Capital

"Calum and his team were persistent and aggressive throughout the marketing of the property. They provided me weekly updates and kept me informed throughout the process. Im very pleased with the results."

Ted Perrin | Coast Capital Partners

"Thank you for all your help and expertise on the sale of Crystal Pines. This was owned by the Rosemurgy Family for over 25 years. We were reluctant to sell, however, we were very pleased with the marketing, service and professionalism."
Alex Rosemurgy,
CEO Rosemurgy
Properties

"Calum and his team delivered as they promised. It was a excellent experience and we would recommend them to anyone who is considering selling or buying a property."

Jose Duarte | Mercantil Bank

"We are delighted with the results and the solutions they have delivered. Calum and his team were very responsive and aggressive in sourcing potential buyers. The marketing materials were spot on and reflected the property in the best light possible. They delivered a solution which not only met our requirements, but surpassed them. We are very pleased with their high level of service - they are always at the end of the phone."

Yoni Benimetzky, Partner
Bleu Lion

"Thank you for all your efforts in a successful closing. You delivered as promised."

George Lindermann, Owner

"Calum was a pleasure to work with. He was professional, efficient, and most importantly, delivered the result we were looking for."

Sharon Gumpel, Manager
- Florida

"Calum and his associates worked seamlessly with our group. Their responsiveness, input and visits to the property during the market process resulted in an excellent sales execution. Straight forward, on time, at the price."

Neil Schimmel, Partner | Investors Management Group

"The access to domestic and foreign buyers were instrumental to a successful closing. The marketing materials were exceptional and positioned the property in the best light possible. Consequently, we were able to sell the property to a foreign all-cash buyer who closed quickly."

Jacob Gadala-Maria, Jr.,
Managing Member

"Calum and his team delivered as promised and provided me regular updates throughout the marketing process. The buyers (both foreign) that were selected performed exemplary. From start to finish, the level of service and results were above my expectations."

Harold Kessler,
Partner
Kessler Holdings

"It was truly a pleasure working with you on the Bay Harbor sale. Your team did an excellent job marketing the asset, bringing highly qualified buyers to the table, and ultimately leading the transaction to a close. The process was executed extremely well and put us in an ideal position to sell the north parcels in an expedited manner."

Michael Nunziata, Principal | 13 Floor Investments

"Very pleased with the process from start to finish. Delivered results, provided regular status updates and also gave recommendations on how to improve the property to maximize price. Not just a broker, a complete consultant throughout the process."

Larry Mulligan, Vice President | Ambit Funding

"Calum and his team were persistent and aggressive throughout the marketing of the property. They provided me weekly updates and kept me informed throughout the process. The successful marketing campaign resulted in the second highest per square foot sale on South Beach. I'm very pleased with the results."

Paul Varnava,
Managing Member

"The team did a great job in marketing the property. They performed over 20 tours and were available at anytime to provide us insightful feedback. I would definitely recommend using Calum for your multi-housing disposition needs in the future."

Joseph Poveromo | Manager - Florida | Dizengoff Group

SUMMARY

The South Florida Multifamily market is one of the most dynamic markets in the world. Sourcing aggressive and qualified buyers involves a cutting edge and proven marketing approach. We have a successful disposition methodology providing an established track record for achieving top-of-the market pricing. This includes fully understanding the property specifics and developing a comprehensive marketing plan including offering memorandum, property specific website, email and mail campaign and proactive phone calls to targeted local, national and foreign investors. Our database, marketing strategy and market leading performance allow our clients to present their property to the top tier investors in the best light possible.

As you analyze your Multifamily investment strategies, please consider that we have built our reputation, brand and market dominant performance not by being driven by a single transaction. We pride ourselves on being your trusted advisor in the disposition of your Multifamily property. Our primary goals are to secure the highest possible price in the shortest amount of time for your asset. Invariably, when we look at a property, we consider different alternatives for our clients. For example, on many potential assignments we analyze a property from a disposition and a refinance perspective.

We expect 2016 to be an even better year and look forward to the opportunity to work with you. If you have any Multifamily questions or comments, we welcome the opportunity to meet with you.

Regards,



Executive Managing Director
Cushman & Wakefield of Florida, Inc.
Licensed Real Estate Broker



REAL ESTATE VALUATION

WHETHER YOU'RE
LOOKING TO **SELL**,
FINANCE OR
REFINANCE YOUR
MULTIFAMILY
PROPERTY, WE
OFFER THE
BROADEST SCOPE
OF SERVICES TO
PROVIDE YOU WITH
THE **MOST**
COMPREHENSIVE
DISPOSITION
SOLUTIONS
IN **SOUTH FLORIDA**
AND ANYWHERE
AROUND
THE **GLOBE.**



TO FIND OUT
WHAT YOUR
PROPERTY
IS WORTH,
CONTACT



CALUM WEAVER

T. 954.377.0517

C. 786.443.3105

calum.weaver@cushwake.com

CUSHMAN & WAKEFIELD MULTIFAMILY INVESTMENT PROPERTIES



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Executive Managing Director
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MULTIFAMILY INVESTMENT TEAM CONTACTS



ROBERT GIVEN
Vice Chairman



ZACHARY SACKLEY
Executive Managing Director



TROY BALLARD
Senior Managing Director



NEAL VICTOR
Director



PERRY SYNANIDIS
Senior Financial Analyst



JAMES QUINN
Senior Financial Analyst



AARON MANDEL
Financial Analyst



BRANT LONG
Client Services Team Lead



ELIZABETH ROGERIO
Client Services Coordinator