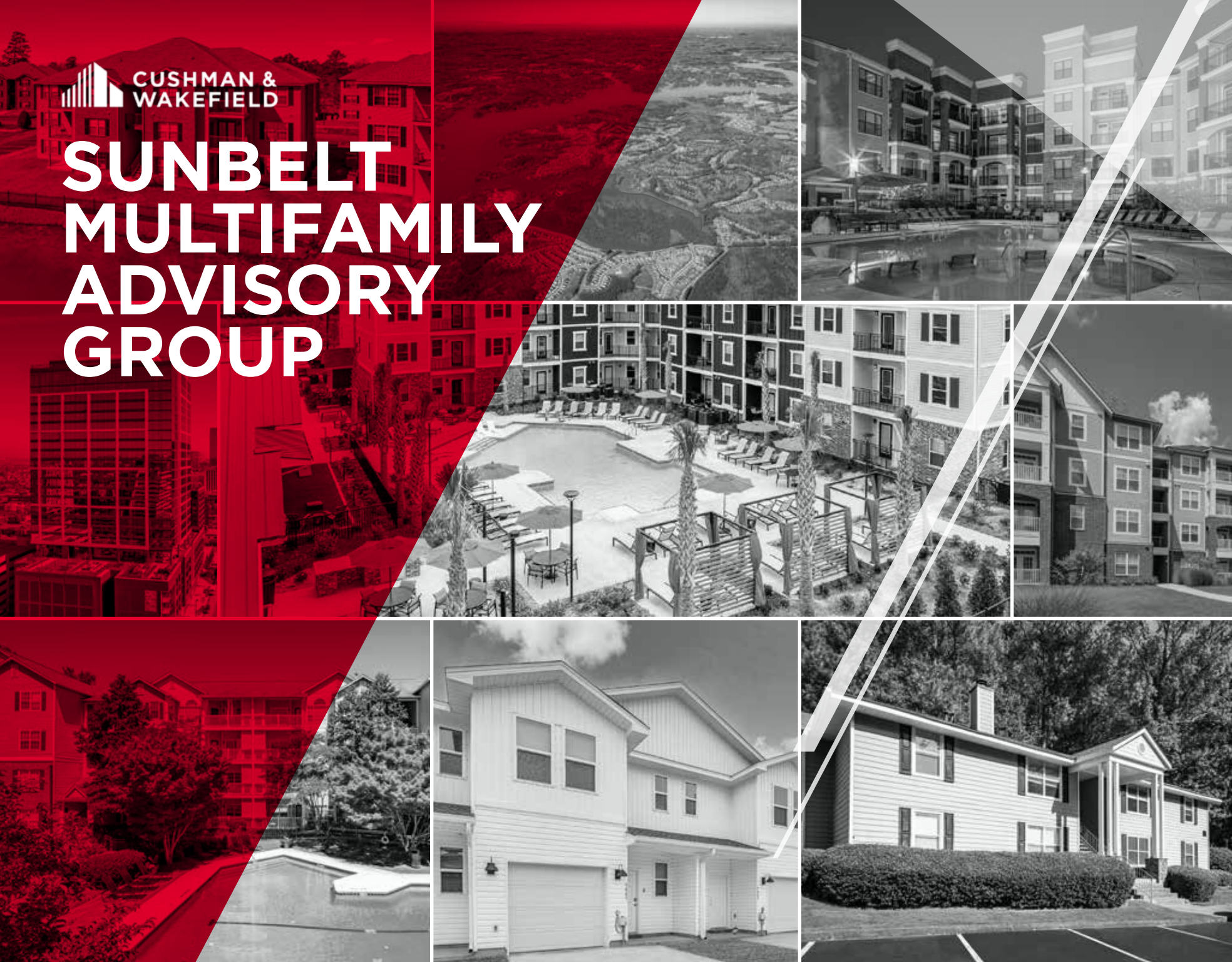




# SUNBELT MULTIFAMILY ADVISORY GROUP





Highly Trusted & Respected Advisory Approach  
Superior Access to Real-Time Market Intel  
Truly Seamless Across the Sunbelt



The Cushman & Wakefield Sunbelt Multifamily Advisory Group has built a reputation as one of the most **dynamic, professional, and hands-on** multifamily teams in the industry. With offices located throughout the Sunbelt, our team is strategically positioned to serve clients across the spectrum of multifamily investments.

Our **long-standing super regional approach** to the 13 states ensures the team's coverage and execution platform provides clients greater market intelligence and wider market exposure when selling their assets. The ability to specialize by product type, client profiles, and regional geography, gives our team a much stronger position to add value on each assignment. Connection to the global capital markets network provides clients with a **national and international reach** for buyers and capital.

# SUNBELT MULTIFAMILY ADVISORY GROUP

## SUNBELT INSTITUTIONAL

**ROBERT STICKEL**  
Executive Vice Chair

**ALEX BROWN**  
Vice Chair

**ASHLYN WARREN**  
Senior Director

**MICHAEL KAY**  
Director

## SUNBELT BTR

**PARKER CALDWELL**  
Senior Director

**ALEX BROWN**  
Vice Chair

**ROBERT YATES**  
Director

**TYLER MAYO**  
Executive Director

## SUNBELT LAND

**ALEX PHILLIPS**  
Senior Director

## ATLANTA

**MIKE KEMETHER**  
Executive Vice Chair

**TRAVIS PRESNELL**  
Exec. Managing Director

**NATHAN SWENSON**  
Executive Director

**WESLEY KENNEY**  
Executive Director

**WESLEY LACEFIELD**  
Senior Director

**ROBERT YATES**  
Director

## GEORGIA

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Vice Chair

**NELSON ABELS**  
Exec. Managing Director

**AUSTIN WEATHINGTON**  
Senior Director

**HARRISON CHEELEY**  
Director

**LAURA AYLOR**  
Director

## TENNESSEE

**TYLER MAYO**  
Executive Director

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Executive Vice Chair

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Senior Director

**BEN THOMAS**  
Director

## CENTRAL STATES

**CRAIG HEY**  
Vice Chair

**MARTIN BYNUM**  
Executive Director

**STEPHEN PESTINGER**  
Managing Director

## KENTUCKY

**MIKE KEMETHER**  
Executive Vice Chair

**CRAIG COLLINS**  
Senior Director  
Commercial Kentucky Inc.

## LOUISIANA

**MIKE KEMETHER**  
Executive Vice Chair

**LARRY SCHEDLER**  
Principal,  
Larry G. Schedler  
& Associates, Inc.

## CAROLINAS

**JORDAN MCCARLEY**  
Executive Vice Chair

**PAUL MARLEY**  
Vice Chair

**ALEX MCDERMOTT**  
Exec. Managing Director

**HUNTER BOWLING**  
Senior Director

### Benefits to Our Clients:

- Collaborative Partnership Structure
- Segmentation for Client Synergies
- Geographic Experts with Market Intel
- Decentralized, yet Highly Synchronized
- No Gaps or Overlaps Across Sunbelt

**1**

TEAM

**13**

STATES

**40**

ADVISORS

**80**

TEAM MEMBERS



# SUNBELT MULTIFAMILY ADVISORY GROUP

Our group takes a progressive approach to the strategic services we provide to our local, regional, and national clients. Our full-service capabilities combine global and local knowledge to deliver tailored solutions unique to each client.

We work hard to build and enhance value by leveraging strong attention to detail, accessing an active investor base, and capitalizing on our vast market knowledge in ways that benefit every aspect of the transaction process.

80

Team Members



9

32

24

15

LEADERSHIP TEAM

DIRECTORS & ASSOCIATES

FINANCIAL ANALYSTS

MARKETING & OPERATIONS



#1

Sunbelt  
Market Share\*



\$6B

2025 Total  
Sales Volume



175

Deals Closed  
in 2025



32K

Units Sold  
in 2025

\* CoStar broker-attributed 2025 sales in AL, AR, FL, GA, KS, KY, LA, MO, MS, NC, OK, SC & TN

## Revolutionary Client-Centric Business Model

The Cushman & Wakefield Sunbelt Multifamily Advisory Group operates differently than other brokerage firms. Every broker across our platform gets paid on every deal. This financial commitment to one another motivates everyone to move capital, and puts the client first. Our #1 market share, coupled with our unique team approach, provides access to the largest pool of real-time buyers enabling us to secure the best investment return performance for our clients.

### All Firms Have...



Competent  
Brokers



Buyer  
Database

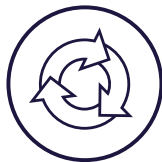


Adequate  
Materials

### ... We Offer Our Clients More



Economically  
Aligned Team with  
No Internal Conflicts



Financially Incentivized  
to Move Capital Between  
Markets and Tranches



#1 Market Share =  
Access to Real-Time  
Buyers (and Backups)



Maximum Exposure  
Creates Best Investment  
Return Performance



Best-in-Class  
Customized  
Marketing Collateral

# SUNBELT INSTITUTIONAL

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**Eden at Lakeview**

Alpharetta, Georgia

255 Units // Built 2024

“By being highly specialized with high quality assets, our Sunbelt Institutional Team better serves our clients through extensive knowledge of capital, markets, and trends. We offer our clients a focused experience, while leveraging the resources of the Sunbelt’s largest multifamily team, national relationships, and the Cushman & Wakefield global platform.”

- Robert Stickel

”



SOLD

### 3005 Buckhead

Atlanta, Georgia  
399 Units // Built 2019



SOLD

### Trace Midtown

Atlanta, Georgia  
290 Units // Built 2016



SOLD

### The Vivian

Atlanta, Georgia  
325 Units // Built 2023



SOLD

### The Rocca

Atlanta, Georgia  
314 Units // Built 2002 & 2014



SOLD

### Notion Decatur

Atlanta, Georgia  
290 Units // Built 2023



SOLD

### Jade at Avondale

Atlanta, Georgia  
270 Units // Built 2020



SOLD

### Marquis Midtown District

Atlanta, Georgia  
372 Units // Built 2008



SOLD

### Skye Suwanee

Suwanee, Georgia  
233 Units // Built 2020



SOLD

### Perimeter Gardens at Georgetown

Atlanta, Georgia  
245 Units // Built 2006

# ATLANTA PROFESSIONAL EQUITY

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**Aspire Perimeter**  
Atlanta, Georgia  
296 Units // Built 1996

“The Atlanta Professional Equity Team works with investors characteristically backed by specialized equity groups. Targeted communities consist of 1980s and newer, primarily associated with a repositioning opportunity. This product profile is typically second generation with a value-add component, but still top quality.”

- Mike Kemether





SOLD

### Canterbury Ridge

Canton, Georgia  
212 Units // Built 1999



SOLD

### Berkeley Landing

Duluth, Georgia  
240 Units // Built 1985



SOLD

### Rosemont Peachtree Corners

Peachtree Corners, Georgia  
440 Units // Built 1982



SOLD

### Chroma Park

Austell, Georgia  
365 Units // Built 1996 & 1999



SOLD

### 60 Jane

Newnan, Georgia  
114 Units // Built 1986 & 1998



SOLD

### Grove Parkview

Gwinnett County, Georgia  
268 Units // Built 1989



SOLD

### 260 Woodstock

Woodstock, Georgia  
23 Units // 8,620 SF Retail // Built 2008



SOLD

### Cortland Portico

Duluth, Georgia  
440 Units // Built 2002



SOLD

### Villas at Princeton Lakes

Atlanta, Georgia  
210 Units // Built 2004

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**Riverstone Powers Ferry**

Marietta, Georgia

192 Units // Built 1981

“The Atlanta Private Capital Team serves primarily entrepreneurs and limited partnerships, with the aim of maximizing the financial potential of their assets. Our team adds a sophistication to a dynamic market space consisting of communities built prior to 1995 in Metro Atlanta.”

- Nathan Swenson





SOLD

### Kenridge

Decatur, Georgia  
326 Units // Built 1987



SOLD

### One Sovereign Place

Sandy Springs, Georgia  
172 Units // Built 1965



SOLD

### Reserve at Brookhaven

Atlanta, Georgia  
192 Units // Built 1971



SOLD

### Eastlake Gardens

Decatur, Georgia  
304 Units // Built 1965



SOLD

### Park at 500

Stone Mountain, Georgia  
556 Units // Built 1972



SOLD

### Fieldstone Glen

Jonesboro, Georgia  
216 Units // Built 2003



SOLD

### Hidden Valley

Decatur, Georgia  
250 Units // Built 1970



SOLD

### Spoke at Peachtree Corners

Norcross, Georgia  
92 Units // Built 2022



SOLD

### Premier Club

Union City, Georgia  
88 Units // Built 1971

# GEORGIA /



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**EmmaJames**

Savannah, Georgia  
280 Units // Built 2023

“The Georgia Team specializes on serving the secondary and tertiary markets throughout Georgia, focusing on all asset types within these growing cities. Bolstered by a high-level perspective within this unique regional group, our geographic specialty allows us to provide unmatched market knowledge and superior transfer of capital through our client-driven approach.”

- Taylor Bird





SOLD

### Ironwood

North Augusta, South Carolina  
280 Units // Built 2019



SOLD

### Riverchase Vista

Savannah, Georgia  
300 Units // Built 2024



SOLD

### Club Villas

Warner Robins, Georgia  
188 Units // Built 2007-2023



SOLD

### Canalside

Augusta, Georgia  
106 Units // Built 2015



SOLD

### Brant Creek

Saint Marys, Georgia  
196 Units // Built 2009



SOLD

### Trails at Flat Rock

Columbus, Georgia  
224 Units // Built 2007



SOLD

### The Belmont

Augusta, Georgia  
192 Units // Built 2003



SOLD

### Amelia & Amelia West

Valdosta, Georgia  
106 Units // Built 1972 & 1983



SOLD

### Carrollwood

Carrollton, Georgia  
97 Units // Built 1973

# CAROLINAS INSTITUTIONAL



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SOLD

**Ardmore at Flowers**  
Clayton, North Carolina  
396 Units // Built 2023

“With a large team of professionals organized by specialization, to cover both the primary and secondary markets within this region as well as the institutional and non-institutional assets, our Carolinas Team offers the most comprehensive multifamily investment sales platform with extensive investor reach and access to a wide variety of investment opportunities.”

- Jordan McCarley

”



SOLD

**Palms at Edgewater**  
Summerville, South Carolina  
288 Units // Built 2023



SOLD

**South Pointe at Wayside**  
Raeford, North Carolina  
192 Units // Built 2023



SOLD

**Broadstone Optimist Park**  
Charlotte, North Carolina  
323 Units // Built 2023



SOLD

**Village at Hunter's Run**  
Pembroke, North Carolina  
144 Units // Built 2021



SOLD

**Madison New Riverside**  
Bluffton, South Carolina  
166 Units // Built 2024



SOLD

**Willows at Grande Dunes**  
Myrtle Beach, South Carolina  
321 Units // Built 2023



SOLD

**Satori West Ashley**  
Charleston, South Carolina  
297 Units // Built 2023



SOLD

**Ardmore at Bryton**  
Huntersville, North Carolina  
288 Units // Built 2022



SOLD

**Park Circle Village**  
North Charleston, South Carolina  
200 Units // Built 2021

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**200 East**  
Durham, North Carolina  
330 Units // Built 1999

“Spanning multiple offices across the Carolinas, our team works cohesively to maximize our clients’ investments in the dynamic multifamily market. Our comprehensive platform is able to efficiently reach and service the needs of the multitude of opportunities available throughout the region. In addition to serving the primary markets, we focus on the secondary and tertiary cities, bringing a depth of product and market knowledge while offering a first-class client experiences.”

- Paul Marley





### The Paddock Club & The Fairways

Columbia, South Carolina  
576 Total Units // Built 1989 & 1992



### The Summit on 401

Fayetteville, North Carolina  
291 Units // Built 2012



### The Avalon

Charlotte, North Carolina  
240 Units // Built 1999



### The Cole

Fayetteville, North Carolina  
288 Units // Built 2006



### The Kelston

Charlotte, North Carolina  
310 Units // Built 1986



### Willington Lakes

Orangeburg, South Carolina  
216 Units // Built 2002



### Cedar Trace

Greensboro, North Carolina  
222 Units // Built 1998



### Universal at Pine Ridge

Lyman, South Carolina  
210 Units // Built 2023



### Stone Ridge & Parcstone

Fayetteville, North Carolina  
616 Total Units // Built 2008 & 2011



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**Vestavia Reserve**  
Birmingham, Alabama  
272 Units // Built 2016

“The Gulf States Team provides top quality service to our clients by leveraging the largest professional sales group in the region while leveraging Sunbelt Team’s superior capital transfer abilities. We cover all product types, from Class A Institutional quality assets to Workforce Housing. Having such a large team allows us the ability to execute large portfolios or to cover a singular asset sales process.”

- Craig Hey





**Flats at East Bay**  
Fairhope, Alabama  
240 Units // Built 2024



**Walker Heights**  
Pensacola, Florida  
77 Units // Built 2024



**Ridge Crossings**  
Hoover, Alabama  
720 Units // Built 1991 & 2015



**Manor on County Line**  
Madison, Alabama  
316 Units // Built 2024



**Stonegate**  
Birmingham, Alabama  
260 Units // Built 2008



**Grande View**  
Biloxi, Mississippi  
240 Units // Built 2003



**Magnolia Preserve**  
Dothan, Alabama  
173 Units // Built 2014



**Lodge at Johns Road**  
Huntsville, Alabama  
83 Units // Built 2015



**Waters at Ransley**  
Pensacola, Florida  
336 Units // Built 2023 & 2024

# CENTRAL STATES

Arkansas,  
Oklahoma,  
Kansas & Missouri



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### Altitude 970

Kansas City, Missouri  
291 Units // Built 2017



“The Central States Team works with owners and investors on properties across the asset class spectrum and specializes in the importation of capital across our Sunbelt platform. Our primary goal is to leverage the capabilities of the largest sales team in the U.S. to create the best outcomes for our clients here in our markets.”

- Craig Hey





**Life at Elmwood Grove**  
Springdale, Arkansas  
192 Units // Built 2001 (Ren. 2024)



**Summit Ridge**  
Lee's Summit, Missouri  
432 Units // Built 2001



**The Benton**  
Pea Ridge, Arkansas  
150 Units // Built 2024



**Kansas City 3 BTR Portfolio**  
Kansas City, Missouri  
251 Units // Built 2022-2024



**Landmark II**  
Little Rock, Arkansas  
176 Units // Built 2024



**The Preserve**  
Branson, Missouri  
184 Units // Built 2012 & 2016



**Hillcrest Village**  
Springdale, Arkansas  
157 Units // Built 2023



**North Creekside**  
Fayetteville, Arkansas  
195 Units // Built 1971



**Savannah Pointe**  
Oklahoma City, Oklahoma  
137 Units // Built 1976

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**2010 West End**

Nashville, Tennessee  
358 Units // Built 2021

“Our Tennessee Team leverages the vast expertise of the Sunbelt Multifamily Advisory Group to serve clients throughout the state. In addition to serving the primary markets, we focus on the secondary and tertiary cities, across all product types from private capital acquisitions to institutional assets.”

- Tyler Mayo





### Mockingbird Meadows

Knoxville, Tennessee  
60 Units // Built 2024



### Morningside of Belmont

Nashville, Tennessee  
132 Units // Built 1977



### Ardmore Topside

Knoxville, Tennessee  
282 Units // Built 2024



### Martin Square

Johnson City, Tennessee  
120 Units // Built 2024



### Professional Park

Clarksville, Tennessee  
96 Units // Built 2024



### 18Thirty

Nashville, Tennessee  
88 Units // Built 2001



### Blackberry Creek

Chattanooga, Tennessee  
70 Units // Built 2005



### Arrowood Farms

Clarksville, Tennessee  
181 Units // Built 2023



### The Dylan

Murfreesboro, Tennessee  
152 Units // Built 1985

# KENTUCKY /

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**Louisville 5 Portfolio**

Louisville, Kentucky

1,460 Total Units // Built 1974-1997

“The Kentucky Team continues to set records in markets like Louisville, Lexington, and Bowling Green. Many of these markets provide the quality, higher paying “Eds and Meds” jobs, coupled with the more grey collar manufacturing jobs, to help create a renter profile for various multifamily housing options. The Kentucky Team covers all product types, from Class A to private capital, throughout the state.”

- Craig Collins





SOLD

### Blankenbaker Crossings

Louisville, Kentucky  
236 Units // Built 2005-2006



SOLD

### Veranda at Norton Commons

Louisville, Kentucky  
236 Units // Built 2015



SOLD

### Carrington Place

Louisville MSA (Jeffersonville, Indiana)  
88 Units // Built 1995



SOLD

### Griffin Gate

Hopkinsville, Kentucky  
80 Units // Built 2011



SOLD

### Elevate at NuLu

Louisville, Kentucky  
236 Units // Built 1985



SOLD

### Lakeview

Louisville MSA (Sellersburg, Indiana)  
144 Units // Built 1999



SOLD

### Shelbyville Place

Shelbyville, Kentucky  
89 Units // Built 2004 & 2007



SOLD

### Axis on Lexington

Louisville, Kentucky  
300 Units // Built 2017



SOLD

### Ashby

Louisville MSA (Sellersburg, Indiana)  
80 Units // Built 1996

# LOUISIANA

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**Arden Park**

Denham Springs, Louisiana

264 Units // Built 2005

“The Louisiana Team specializes in serving all multifamily asset types throughout the entire state, from institutional to affordable. We are deeply committed to providing our clients with superior market knowledge and advisory services. With over four decades of consistent performance and trusted relationships, we have earned and maintained a leading share of the market. This enduring presence reflects not only our experience, but our unwavering focus on delivering value across every cycle.”

- Larry Schedler





SOLD

### Hibernia Tower

New Orleans, Louisiana

175 Units // 44K SF Retail/Office // Built 1921 (Ren 2012)



SOLD

### The Bradford

Lafayette, Louisiana

300 Units // Built 1995



SOLD

### Chateau Cleary

Metairie, Louisiana

104 Units // Built 1970



SOLD

### Houma Highlands

Houma, Louisiana

378 Units // Built 2004 & 2012



SOLD

### Teakwood Village

Baton Rouge, Louisiana

134 Units // Built 1975



SOLD

### Carmel Brook

New Orleans, Louisiana

548 Units // Built 1984



SOLD

### Carmel Spring

New Orleans, Louisiana

400 Units // Built 1984



SOLD

### Laguna Creek

New Orleans, Louisiana

216 Units // Built 1981



SOLD

### Laguna Reserve

New Orleans, Louisiana

348 Units // Built 1982

# SUNBELT LAND



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**Coves at Lake Wylie**  
Charlotte, North Carolina  
499 Lots // 139 Acres

“The Sunbelt Land Team provides thorough analysis to landowners, along with dedicated site selection to our trusted developer clients. We achieve each clients’ goals by finding the highest and best use for each unique property. With our holistic approach, our team can leverage the resources of the Sunbelt’s largest multifamily team, immense investor pool, and the Cushman & Wakefield global platform.”

- Alex Phillips

”



**The Views at Bryton**  
Huntersville, North Carolina  
318 Units // 35.62 Acres



**Green Level Mixed Use**  
Cary, North Carolina  
35.31 Acres



**Boals Farm**  
Charleston, South Carolina  
105 Lots // 31.51 Acres



**Riverchase at Pathstone**  
Pensacola, Florida  
213 Units // 23.0 Acres



**Parkside**  
Port Wentworth, Georgia  
235 Units // 20.42 Acres



**Brownstone Cartersville**  
Cartersville, Georgia  
200 Units // 28.94 Acres



**Overlook at Asheville**  
Asheville, North Carolina  
210 Units // 10 Acres



**Lofts at Alma**  
McKinney, Texas  
224 Units // 10.96 Acres



**Crofts at Daphne**  
Daphne, Alabama  
139 Units // 17.85 Acres

# SUNBELT BTR



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## Atlanta 4 BTR Portfolio

Atlanta MSA, Georgia  
361 Units // Built 2022-2024

“Build-to-Rent is the darling tranche of multifamily right now, and we are seeing widespread capital chase the space as the market builds out. Our Subelt platform is unique in that we can capture the entirety of a materializing buyer pool as most are entering from the conventional market: existing institutional BTR buyers, new institutional BTR buyers, and new private equity BTR buyers.”

- Parker Caldwell





**Timber Leaf & Oak Tree**  
Birmingham, Alabama  
147 Units // Built 2022 & 2023



**Walker Heights**  
Pensacola, Florida  
77 Units // Built 2024



**The Enclave & Grove at Ridgefield**  
Myrtle Beach, South Carolina  
97 Units // Built 2024



**Mockingbird Meadows**  
Knoxville, Tennessee  
60 Units // Built 2024



**Brighton Woodstock**  
Atlanta, Georgia  
100 Units // Built 2022



**Myrtle Landing**  
Wilmington, North Carolina  
144 Units // Built 2017



**Hawthorne Heights**  
Bentonville, Arkansas  
54 Units // Built 2023



**Arbor at Riverstone**  
San Antonio, Texas  
83 Units // Built 2024



**Kansas City 3 BTR Portfolio**  
Kansas City, Missouri  
251 Units // Built 2022-2024

PORTFOLIO  
DOMINANCE /

#1

MOST PORTFOLIOS SOLD  
IN THE SOUTHEAST

(Each Year: 2017-2025)

168

Portfolios

\$9.9B

Sales Volume

535

Properties

79K

Units

Portfolios with 2+ Assets (2017-2025)



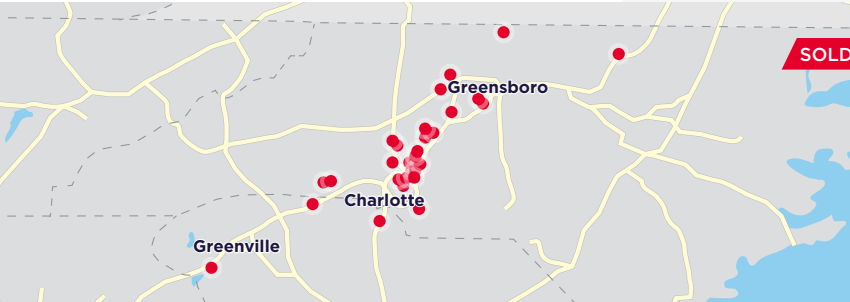
Sunbelt New Development Portfolio

North Carolina, Texas & Colorado  
16 Properties // 4,501 Units



Southeast 15 Portfolio

Georgia, Alabama, North Carolina, Florida & Louisiana  
15 Properties // 2,663 Units



Carolinas 5,115 Portfolio

North Carolina & South Carolina  
31 Properties // 5,115 Units



The AVR Portfolio

Georgia, North Carolina & Florida  
9 Properties // 2,752 Units



### Southeast 979 Portfolio

Georgia, Alabama & Mississippi  
5 Properties // 979 Units



### Sterling Southeast Portfolio

Georgia, South Carolina, North Carolina & Virginia  
7 Properties // 1,624 Units



### Hawthorne Portfolio

North Carolina, Georgia & Tennessee  
3 Properties // 903 Units



### Southeast 698 Portfolio

Alabama, Georgia & South Carolina  
3 Properties // 698 Units



### LA/MS Portfolio

Louisiana & Mississippi  
3 Properties // 845 Units



### Centralized Southeast Portfolio

Tennessee, Kentucky & Mississippi  
8 Properties // 1,362 Units



### VCP Portfolio

Alabama, Florida, Mississippi, North Carolina, Tennessee & Texas  
18 Properties // 1,858 Units

# FULL SERVICE TRANSACTION MANAGEMENT

Recognized as one of the only brokerage firms to offer specialized Transaction Management care throughout the Due Diligence & Closing process, our experts provide clients with a **full-service, white glove experience**.

As the market's Due Diligence process has grown in complexity, Cushman & Wakefield's Transaction Management team has continually enhanced their approach to ensure smooth transition execution for their clients.

Cost effective, Cushman & Wakefield serves as a free advisor/facilitator and will coordinate and manage the entire transaction process from PSA execution through closing.



**JAIME SLOCUMB**

Director, Transaction Management  
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**SAM WOODRING**

Senior Transaction Manager  
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sam.woodring@cushwake.com



**SKYLAR LOLISCIO**

Transaction Coordinator  
+1 704 916 1555  
skylar.loliscio@cushwake.com

## Benefits Include:



Process managed by individuals with high transaction volume experience



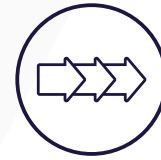
Experienced in walking the fine line of facilitating result-driven communication, yet not acting as an unnecessary link in the chain of correspondence between parties



PSA timeline management



Reconciles, organizes, and coordinates due diligence documentation, site visits, inspections and additional requests



Knowledgeable through transition process when coordinating current management with incoming management team



Escrow process is monitored by both the brokers, and a licensed, designated Transaction Manager, who is adept at ensuring a timely settlement is accomplished

## Transaction Management Client Accolades

“

“One of the most impressive team performances that I’ve had the pleasure of experiencing! Your team’s level of detail, service, attention, accuracy and ultimately results are top flight, and have set the bar in my mind for what the sales transaction experience should be.”

“I’m impressed with your ability to keep things straight on all these deals. You do so much behind the scenes that goes unnoticed but your role is very critical. Thank you for all your efforts getting our deals closed!”

“I have nothing but glowing things to say about the Cushman team... I don’t think we could have made it through this without a Transaction Manager!”

“Thank you for your hard work, attention to detail and willingness to go above and beyond in helping us close. You helped the transaction move along efficiently and seemingly effortlessly.”

“You were such a rock star facilitating information on our transaction and made the process work smoothly.”

“Wanted to thank you for outstanding work with our team as we look to close. You’ve always been responsive and always looking to help, we appreciate your support in every way.”

“A special thanks to your Transaction Manager, she really helped with the communications with the buyer on the DD and information flow leading to the closing. Cushman is the only broker I’ve worked with who supplies that valuable role, and she was an excellent facilitator.”

”

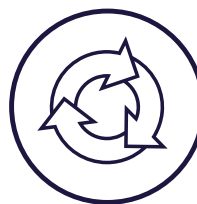
The Cushman & Wakefield Capital Markets team leverages in-depth market knowledge to achieve optimal execution. Our national reach with key connections in the brokerage, investment, and finance communities, helps us to succeed for our clients.

Cushman & Wakefield's commitment to providing a more robust, client-centric experience is critically dependent upon the addition of specialized, industry-leading talent that augments our core expertise. This further enables us to deliver a 360-degree investor services platform with consistent execution and continued innovation across the Americas and the globe.

## Cushman & Wakefield's Advantage

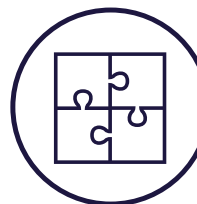
Our professionals offer expertise in every business sector and real estate class, delivering integrated solutions by actively advising, implementing, and managing on behalf of tenants, landlords, and investors throughout every stage of the real estate acquisition, financing, or sales process.

Whether you are an investor, developer, corporate user or owner, a global company or a small business, we provide solutions that fit your strategic, operational, and financial goals and help convert fixed assets into dynamic ones.



### Full Service Capital Markets Platform

- Investment Sales
- Corporate Finance & Investment Banking
- Equity, Debt & Structured Finance
- Global Capital Advisory



### Integrated Team

- Proven Processes
- Skilled Underwriting
- Deep Market Knowledge
- National & Global Connections



# NATIONAL PLATFORM

## REGIONAL MARKET

### LOCAL FOCUS

#### ACCESS

to opportunities, product,  
capital sources, and local  
market expertise

#### PROPERTY POSITIONING

helps clients achieve their specific  
cash flow and financial objectives,  
driven by the changing market

#### EXPERTISE

in every business  
sector and real estate  
class and environment

## Multifamily Platform

 **167,000**  
Units

 **860+**  
Assets Managed

 **4,000**  
Team Members

 **200+**  
Clients

 **90**  
MSAs in 35 States

## Project Types

- New Development
- Mixed Use
- Value Add
- Luxury
- Single-Family
- Affordable
- High-Rise
- Mid-Rise
- Garden

## Core Services

  
OPERATIONS

  
ACCOUNTING & FINANCIAL REPORTING

  
MARKETING

  
ENGINEERING MAINTENANCE

  
CONSTRUCTION MANAGEMENT

  
CONTRACT & VENDOR MANAGEMENT

  
REVENUE MANAGEMENT

  
RISK MANAGEMENT

  
INFORMATION TECHNOLOGY

  
TRAINING & DEVELOPMENT

  
ENERGY & SUSTAINABILITY SERVICES

## NMHC 2025 Rankings

| 2025 RANK | COMPANY NAME        | UNITS MANAGED 2024 | UNITS MANAGED 2025 |
|-----------|---------------------|--------------------|--------------------|
| 1         | Greystar            | 814,313            | 946,742            |
| 2         | Asset Living        | 291,322            | 288,665            |
| 3         | Willow Bridge       | 201,472            | 220,676            |
| 4         | RPM Living          | 226,169            | 281,661            |
| 5         | Cushman & Wakefield | 182,000            | 167,000            |

## Delivering Creative Financial Solutions

Greystone is best known for its creativity and nimbleness in structuring individualized solutions for its clients' needs.

## Financing Options

- Fannie Mae
- Freddie Mac
- FHA/HUD
- Bridge/Mezzanine
- CMBS
- Tax Exempt Bond Financing

# #1

Overall HUD Multifamily  
& Healthcare Lender

# Top 10

Freddie Mac Optigo® &  
Frannie Mae DUS® Lender

# \$13B

Loans Originated  
in 2025

# Top 3

Fannie Mae & Freddie  
Mac Small Loan Lender

# Ranked Strong

by S&P Global Ranking Since 2010  
(highest rating category)

# \$100B

Total Loan Servicing  
Portfolio

## Client Benefit

Through Cushman & Wakefield and Greystone's partnership, C&W and its clients now benefit from direct access to the market's preferred loan execution: Agency loan products and the ability to use its balance sheet as a resource to beat its client's expectations.

# EQUITY, DEBT & STRUCTURED FINANCE /

## Equity, Debt & Structured Finance (EDSF)

Recognized as one of the world's leading Capital Markets experts when it comes to commercial real estate, Cushman & Wakefield's EDSF team offers both domestic and international clients advisory and capital solutions for all asset classes.

Through active, standing relationships with national, pre-eminent Fannie, Freddie and FHA lenders, our EDSF professionals provide their clients with a variety of strategic financing options for multifamily investors and developers.

### GLOBAL CAPITAL ACCESS, LOCAL MARKET EXPERTISE

**\$14.1B**

FINANCE VOLUME\*

**140+**

PROFESSIONALS

**15**

U.S. OFFICES

*\*3 Year Average (2022-2024)*

As the world's Capital Markets have grown in size and complexity, Cushman & Wakefield's EDSF professionals have continually enhanced their approach to ensure ongoing delivery of state-of-the-art financing and equity structuring advice and execution for their clients.

# CONFIDENTLY GLOBAL, EXPERTLY LOCAL.



**60**

COUNTRIES

**350**

OFFICES

**\$10.3B**

2025 REVENUE

**53K**

EMPLOYEES

**6.2B**

SF MANAGED

Cushman & Wakefield (NYSE: CWK) is a leading global commercial real estate services firm for occupiers and investors with approximately 53,000 employees in over 350 offices and nearly 60 countries. In 2025, the firm reported revenue of \$10.3 billion across its core service lines of Services, Leasing, Capital markets, and Valuation and other. Built around the belief that *Better never settles*, the firm receives numerous industry and business accolades for its award-winning culture. For additional information, visit [www.cushmanwakefield.com](http://www.cushmanwakefield.com).

