

NEW ENGLAND *Multifamily Group*

Q3 2025



CUSHMAN &
WAKEFIELD

CAPABILITIES OVERVIEW

NEW ENGLAND MULTIFAMILY ADVISORY GROUP

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CONFIDENTLY GLOBAL, *Expertly Local*

Cushman & Wakefield's Multifamily Advisory Group creates opportunities for the marketplace. We deliver investment advice, transaction execution, and market information to owners and investors engaged in buying, selling, financing and developing multifamily real estate. Our clients include institutional and private investors, as well as developers.

Our group takes a progressive approach to the strategic services we provide to our clients. Our full-service capabilities combine global and local knowledge to deliver tailored solutions unique to each client. We assist owners, investors, and developers in creating optimal custom strategies, and achieving maximum value for their multifamily assets. Clients get exhaustive bid options from the buying public and investors get far-reaching deal inventory. Spanning the United States allows us to employ a holistic approach, enabling capital to flow from region to region, not just across a single city.

650+

CAPITAL MARKETS TRANSACTIONS*

\$23+ Billion

TRANSACTION VOLUME*

\$5.011 Billion

IN LOAN ORIGINATION

*3-YEAR AVG (2021-2023)



**WE DIDN'T
COME THIS FAR
JUST TO COME
THIS FAR.**

60

COUNTRIES

400

OFFICES

\$9.5B

2023 REVENUE

52,000

EMPLOYEES

6.2B

SF MANAGED

Cushman & Wakefield (NYSE: CWK) is a leading global commercial real estate services firm for property owners and occupiers with approximately 52,000 employees in nearly 400 offices and 60 countries. In 2023, the firm reported revenue of \$9.5 billion across its core services of property, facilities and project management, leasing, capital markets, and valuation and other services. It also receives numerous industry and business accolades for its award-winning culture and commitment to Diversity, Equity and Inclusion (DEI), sustainability and more.

WORLD CLASS *Investment Sales Team*

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 owners and investors throughout every stage of the real estate acquisition, financing, or sales process. Whether you are an investor, developer, 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.

THE CUSHMAN & WAKEFIELD ADVANTAGE

Access to opportunities, product, capital sources, and local market expertise around the world

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

Expertise in every business sector and real estate class

#1

*Our Investment Sales team is a recognized leader and **ONE** of the most **ACTIVE** in the country*

NATIONAL PLATFORM

U.S.. OFFICES

ALABAMA

- Birmingham

ARIZONA

- Peoria
- Phoenix
- Tempe
- Tucson

CALIFORNIA

- Bakersfield
- Burlingame
- Carlsbad
- Costa Mesa
- East Palo Alto
- Diamond Bar
- Fresno
- Inland Empire
- Irvine
- Los Altos
- Los Angeles
- Marin / Sonoma
- Monterey
- Oakland
- Orange County
- Palo Alto
- Pasadena
- Pleasanton
- Sacramento
- Salinas
- San Diego
- San Francisco
- San Jose
- San Rafael
- Santa Cruz
- Santa Rosa
- Walnut Creek
- Woodland Hills

COLORADO

- Colorado Springs
- Denver
- Fort Collins
- Greenwood Village

CONNECTICUT

- East Hartford
- Hartford
- Stamford

DELAWARE

- Wilmington

DISTRICT OF COLUMBIA

- Washington, D.C.

FLORIDA

- Boca Raton
- Ft. Lauderdale
- Ft. Myers
- Jacksonville
- Miami
- Orlando
- Stuart
- Tampa
- West Palm Beach

GEORGIA

- Atlanta
- Savannah

HAWAII

- Honolulu

IDAHO

- Boise

ILLINOIS

- Chicago
- Rosemont

INDIANA

- Bloomington
- Indianapolis

KANSAS

- Overland Park

KENTUCKY

- Louisville

MAINE

- South Portland

MARYLAND

- Baltimore
- Bethesda
- Columbia

MASSACHUSETTS

- Auburndale
- Boston

MICHIGAN

- Detroit

MINNESOTA

- Minneapolis

MISSOURI

- Chesterfield
- Kansas City
- St. Charles
- St. Louis

NEBRASKA

- Omaha

NEVADA

- Las Vegas
- Reno

NEW HAMPSHIRE

- Manchester
- Portsmouth

NEW JERSEY

- Bloomfield
- Chatham
- East Rutherford
- Edison
- Morristown
- Rutherford

NEW YORK

- Albany
- Binghamton
- Brooklyn
- Buffalo
- Corning
- Hudson Valley
- Islandia
- Ithaca
- Melville
- New York City
- Queens
- Rochester
- Syracuse
- Utica
- Watertown
- White Plains

NORTH CAROLINA

- Charlotte
- Raleigh
- Wilson

OHIO

- Cincinnati
- Cleveland
- Columbus
- Dayton



OKLAHOMA

- Oklahoma City
- Tulsa

OREGON

- Portland

PENNSYLVANIA

- Harrisburg
- Philadelphia
- Pittsburgh

PUERTO RICO

- San Juan

RHODE ISLAND

- Providence

SOUTH CAROLINA

- Charleston
- Greenville

TENNESSEE

- Memphis
- Nashville

TEXAS

- Austin
- Dallas
- El Paso
- Houston
- San Antonio

UTAH

- Ogden
- Park City
- Salt Lake City
- St. George

VIRGINIA

- Fredricksburg
- Lynchburg
- Newport News
- Norfolk / Virginia
- Beach
- Richmond
- Roanoke
- Tysons Corner
- Williamsburg

WASHINGTON

- Bellevue
- Seattle



ACCESS TO A DEEP AND DIVERSE POOL OF POTENTIAL INVESTORS

We have cultivated a diverse bench of captive domestic and international investors, providing all assignments with unparalleled visibility and exposure. We also have strong ties to our New York City office, which has completed over 3,150 transactions during the past 10 years.



DEDICATED EQUITY PLACEMENT AND FINANCE GROUP

We are focused on leveraging the most efficient capital for our clients, with core expertise in originating debt and executing/structuring equity investment partnerships for real estate operators across all property types for development, acquisitions and recapitalizations.



ABILITY TO CRAFT A COMPELLING "STORY"

A key advantage is our ability to tap real-time, in-depth market knowledge from our national Capital Markets team as well as our proprietary research, leasing, property management and analytics departments.



SUPERIOR PRICING & RESULTS

The above referenced qualities combined with numerous other strategies allows us to consistently achieve superior pricing for our clients.

NEW ENGLAND *Multifamily Team*

Cushman & Wakefield's New England Multifamily Advisory Group has significant experience selling properties in Primary, Secondary and Tertiary markets with clients ranging from private owners to large institutional investors. We take pride in executing on a diverse array of asset types that range from urban Class A through Secondary and Tertiary value-add deals.



Currently Marketing

\$800,000,000
5,800 UNITS



\$1.7 Billion Sales Volume

7,197 UNITS
SINCE 2019



NEW ENGLAND ADVISORS



CHRIS SOWER

EXECUTIVE MANAGING DIRECTOR



BRUCE LUSA

SENIOR DIRECTOR



RYAN MOWERY

SENIOR FINANCIAL ANALYST



MARY VANNATTA

BROKERAGE SPECIALIST



JULIE REGAN

SENIOR GRAPHIC DESIGNER



AN NGUYEN

FINANCIAL ANALYST

DEBT & EQUITY FINANCE



ALEX BASILE

EXECUTIVE DIRECTOR
AGENCY



HEATHER BROWN

VICE CHAIRMAN
BANK/LIFE CO



ROB BORDEN

VICE CHAIRMAN
BANK/LIFE CO

APARTMENTS

Recent Experience

360 STATE ST

New Haven, CT

500 Units // Built 2010

Sale Price \$160,000,000



KENNEDY FLATS

Danbury, CT

374 Units // Built: 2015 // Sale Price: \$113,000,000



875 ELM STREET

Manchester, NH

91 Units // Built/Reno: 1913/2016 // Sale Price: \$39,000,000



1047 COMMONWEALTH AVENUE

Boston, MA

188 Units // Built: 2016 // Sale Price: \$75,000,000



TANGLEWOOD VILLAGE

West Warwick, RI

176 Units // Built 1972-1973 // Sale Price: \$29,570,000



PARK VILLAGE WEST

Westborough, MA

214 Units // Built: 1982 // Sale Price: \$48,000,000



WAKEFIELD VISTA APARTMENTS

Wakefield, MA

114 Units // Built: 2013 // \$29,500,000

A photograph of the Rising Sun Mills building, a large, multi-story brick structure with many windows. A blue banner with the word "SOLD" in white is in the top left corner.

SOLD

RIISING SUN MILLS

Providence, RI

135 Units // Built/Reno: 1890/2005 // Sale Price: \$26,940,000

An aerial photograph of the Pointe 1620 building, a modern multi-story apartment complex with a central courtyard and parking area. A blue banner with the word "SOLD" in white is in the top left corner.

SOLD

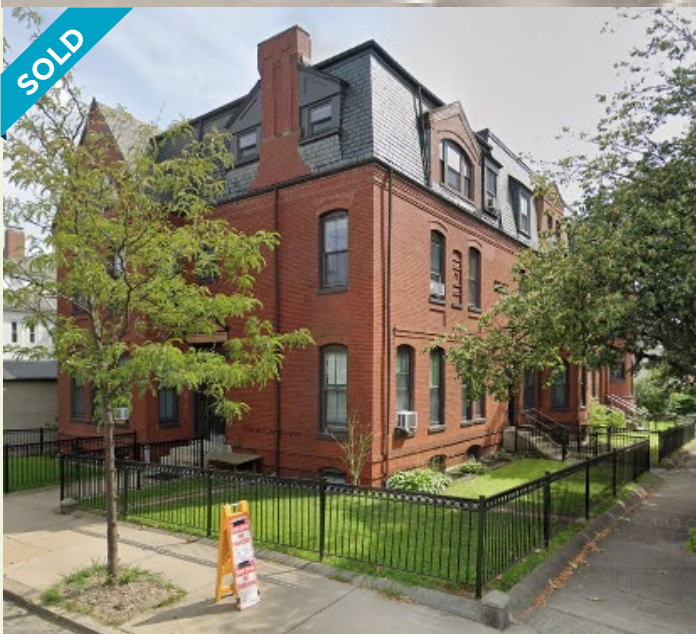
POINTE 1620

Plymouth, MA

56 Units // Built: 2018 // Sale Price: \$21,250,000

A photograph of the 463-473 Broadway building, a three-story brick structure with a prominent entrance. A blue banner with the word "SOLD" in white is in the top left corner.

SOLD

A photograph of the 124 Summer Street building, a three-story brick structure with a gabled roof and dormer windows. A blue banner with the word "SOLD" in white is in the top left corner.

SOLD

463-473 BROADWAY Medford, MA **124 SUMMER STREET** Somerville, MA

76 Units // Built: 1900 // Sale Price: \$23,300,000

A photograph of the Celeste Apartments building, a multi-story brick structure with a modern entrance. A blue banner with the word "SOLD" in white is in the top left corner.

SOLD

CELESTE APARTMENTS

Medford, MA

60 Units // Built: 1965 // \$19,100,000

A photograph of the Cordis Mills building, a large, multi-story brick structure with a prominent chimney. A blue banner with the word "SOLD" in white is in the top left corner.

SOLD

CORDIS MILLS

Millbury, MA

112 Units // Built/Reno: 1870/2004 // Sale Price: \$17,500,000



400 MYSTIC AVENUE

Somerville, MA

30 Units // Built: 2019 // Sale Price: \$15,900,000



THE ENCLAVE AT MANSFIELD

Mansfield, MA

66 Units // Built: 2006 // Sale Price: \$14,650,000



DOVER HEIGHTS APARTMENTS

Acton, MA

71 Units // Built: 1967 // \$15,700,000



IRIS COURT APARTMENTS

Acton, MA

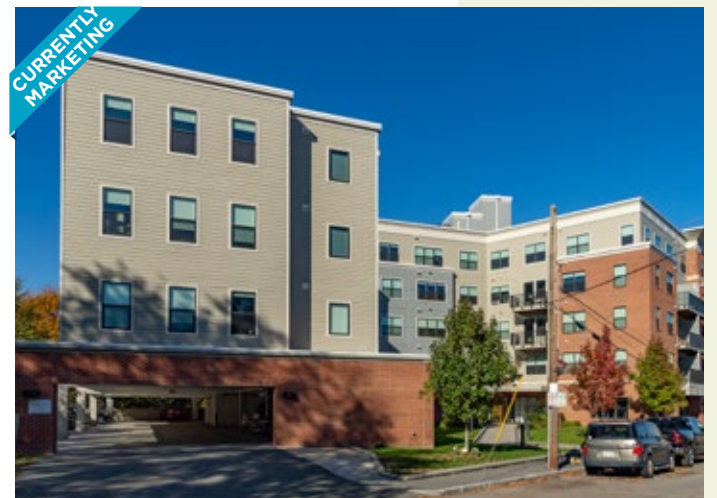
68 Units // Built 1963 // \$13,000,000



WINDJAMMER COVE APARTMENTS

Braintree, MA

72 Units // Built: 1974 // \$15,250,000



HILLSIDE RESIDENCES

Quincy, MA

60 Units // Built: 2019 // Currently Marketing

LAND/PERMITS

Recent Experience

2 wo
5 ive
0 ero

Everett Street
Allston, MA

WESTERN AVENUE

EVERETT STREET

90

ALLSTON YARDS



1690 REVERE BEACH PARKWAY

Everett, MA

741 Units // Sale Price: \$56,000,000



10-16 CONGRESS STREET

Beverly, MA

62 Units // Sale Price: \$3,500,000



270 BAKER STREET

West Roxbury, MA

60 Units // Sale Price: \$5,250,000



BROADWAY VILLAGE

Dracut, MA

278 Units // Sale Price: \$3,425,000



WALK HILL RESIDENCE

Roslindale, MA

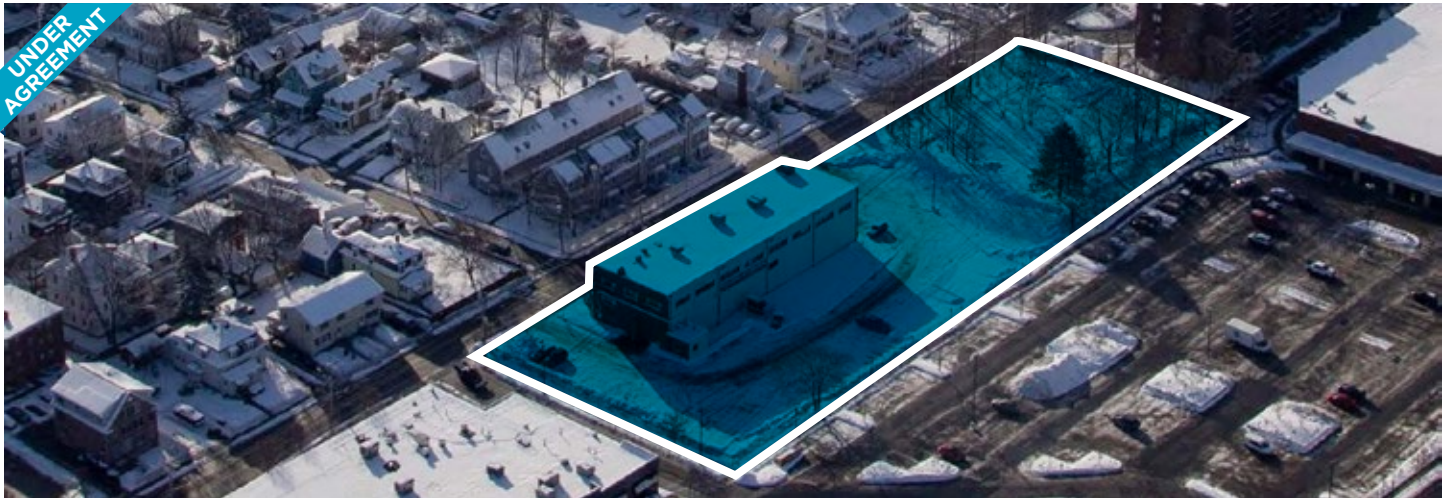
106 Units // Sale Price: \$5,000,000



88 NORTH WASHINGTON ST

Boston, MA

108 Units // Sale Price: \$2,850,000



250 EVERETT STREET

Allston, MA

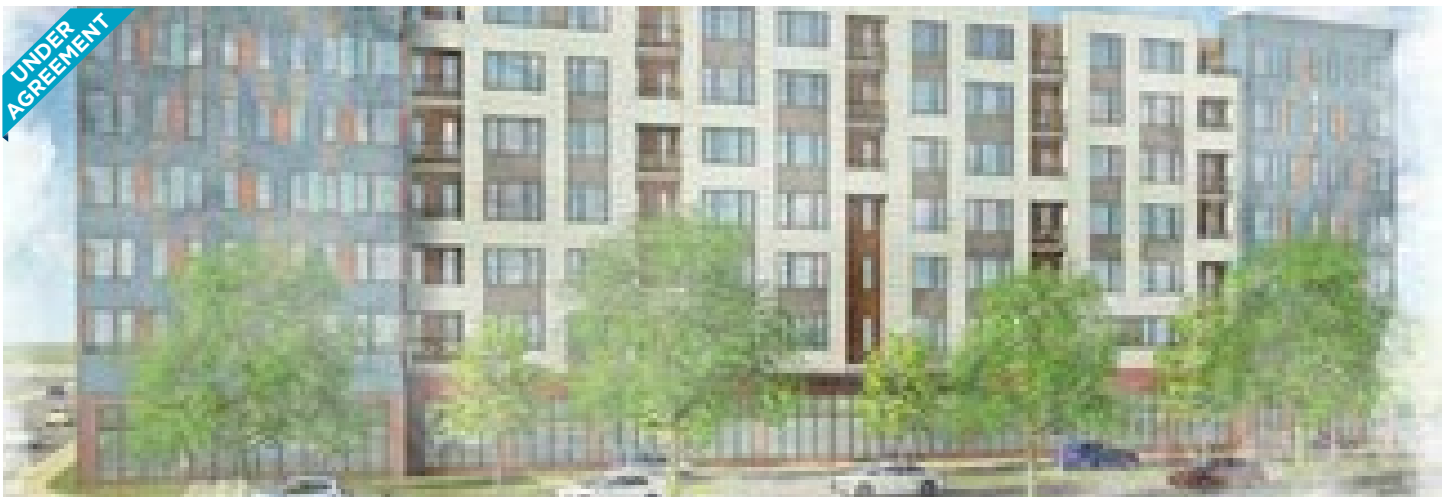
225 Units // Under Agreement



BLOCK ON A

South Boston, MA

120 Units // Under Agreement



4000 MYSTIC VALLEY PARKWAY

Medford, MA

320 Units // Under Agreement

UNDER
AGREEMENT



180 BROAD STREET

Bridgewater, MA

150 Units // Under Agreement

UNDER
AGREEMENT



REDBIRD FARM

Wrentham, MA

100 Units // Under Agreement

CURRENTLY
MARKETING



THE VILLAGE AT GRAFTON WOODS

North Grafton, MA

317 Units // Currently Marketing

JOINT VENTURE/EQUITY

Recent Experience



CLOSED



780 MORRISSEY BOULEVARD

Boston, MA

219 Units // Total Development Costs: \$95,000,000

CLOSED



1 HIGHGATE STREET

Allston, MA

82 Units // Total Development Costs: \$52,000,000

UNDER AGREEMENT

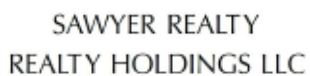


FRANKLIN STREET

Worcester, MA

364 Units // Under Agreement

REPRESENTATIVE *Clients*



340



NEW ENGLAND *Team Bios*



CHRIS SOWER

EXECUTIVE MANAGING DIRECTOR

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PROFESSIONAL EXPERTISE

Chris Sower, Executive Managing Director with Cushman & Wakefield Multifamily Advisory Group is responsible for leading a 7-member team that focuses on institutional multifamily sales, land development sales, joint ventures, and private capital sales throughout New England. Chris has a proven track record for successfully participating in the sale, marketing, consulting and representing over 42,000 multi-housing units and additional land and structured finance transactions, with a value in excess of nearly \$7 billion.

Mr. Sower joined Cushman & Wakefield in 2021 and has sold properties for clients ranging from large institutions to small private family offices. Prior to joining Cushman & Wakefield, Chris served on Capital Markets investment sales teams at Colliers International and CBRE.



BRUCE LUSA

SENIOR DIRECTOR

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PROFESSIONAL EXPERTISE

Bruce Lusa serves as Senior Director of Cushman & Wakefield's Multifamily Advisory Group and specializes in representing institutional and private owners in the sale of multifamily properties, redevelopment sites and developable land throughout New England.

Mr. Lusa joined Cushman & Wakefield in 2021 and has sold properties for clients ranging from large institutions to small private family offices. Over his career, Bruce has led and participated in over \$5 billion of commercial real estate transactions, including the sale of over 5,000 apartment units with an aggregate value of \$1+ billion. Prior to joining Cushman & Wakefield, Bruce served on Capital Markets investment sales teams at Colliers International and CBRE.



RYAN MOWERY

SENIOR FINANCIAL ANALYST

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Ryan.Mowery@cushwake.com

PROFESSIONAL EXPERTISE

Ryan Mowery serves as the Senior Financial Analyst of Cushman & Wakefield's Multifamily Advisory Group. His primary responsibilities include underwriting and preparing financial analysis of multi-family apartment communities and development opportunities.

Ryan joined Cushman & Wakefield in 2025 from Sopris Capital, where he focused on sourcing and underwriting acquisitions across multifamily, retail, industrial, and mixed-use assets. He brings experience raising capital from institutional and family office investors, building financial models, and managing broker relationships in key markets. Before Sopris, Ryan spent four years in trading and operations on the marine fuel desk at Global Partners in Boston and New York City.



MARY VANNATTA

BROKERAGE SPECIALIST

Direct: +1 617 204 4108

Mary.Vannatta@cushwake.com

PROFESSIONAL EXPERTISE

Mary VanNatta serves as Brokerage Specialist for Cushman & Wakefield's Multifamily Advisory Group. Her primary responsibilities include preparing marketing materials for multifamily apartment communities and development opportunities as well as maintaining client databases and communications.

Ms. VanNatta joined Cushman & Wakefield in 2019 and has participated in the sale of properties for clients ranging from large institutions to small private family offices. Prior to joining the Multifamily Advisory group, she worked on the New England Operations team for Cushman & Wakefield. Mary holds a bachelor's degree in marketing and a master's in business administration from Quinnipiac University.



JULIE REGAN

SENIOR GRAPHIC DESIGNER

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Julie.Regan@cushwake.com

PROFESSIONAL EXPERTISE

Julie Regan joined Cushman & Wakefield in 2021 as a Senior Graphic Designer for the Multifamily Advisory Group. She supports the brokers primarily through the creation, development and management of marketing and informational materials for the properties they represent. Her responsibilities range from preparing presentations, proposals, brochures and offering memorandums to facilitating digital property listing campaigns.

Prior to joining the team, Julie worked at The Boston Globe Media Group for 19 years in the Marketing Creative Services Department, developing her skills in both print and web based design projects. Her creative talents then led her to Boston Realty Advisors where she served for six years as a Senior Graphic Designer working primarily with the Capital Markets teams. Julie holds a bachelor's degree in Graphic Design and a minor in Studio Arts from Bethany College, W. VA.



AN NGUYEN

FINANCIAL ANALYST

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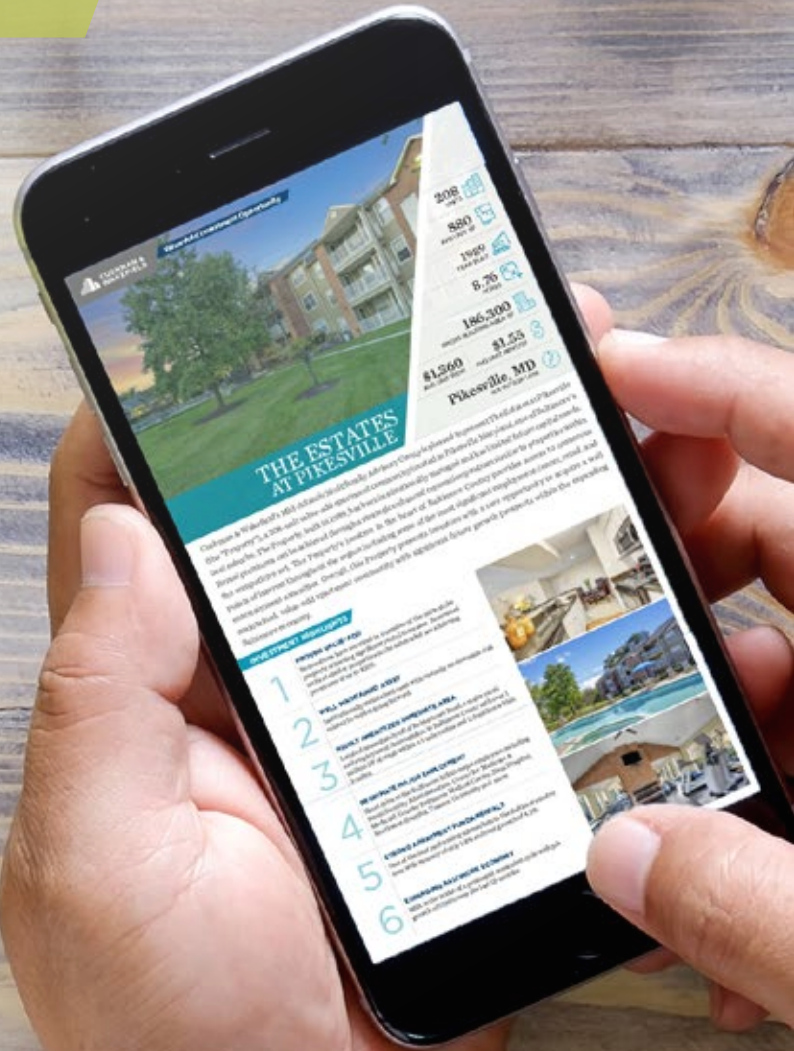
PROFESSIONAL EXPERTISE

An Nguyen serves as the Financial Analyst of Cushman & Wakefield's Multifamily Advisory Group. Her primary responsibilities include underwriting and preparing financial analysis of multi-family apartment communities and development opportunities.

An joined Cushman & Wakefield in January 2024 through the Rotational Associate Brokerage Program, where she gained exposure to multiple service lines before transitioning to the Multifamily Advisory Group. Prior to Cushman & Wakefield, An earned her B.A. in Economics from the University of Massachusetts Amherst and participated in Project Destined, a commercial real estate training program developed in collaboration with AEW. She began as an analyst, presenting investment proposals to industry mentors, and later returned as a Program Manager to lead the Boston program.

INDUSTRY-LEADING *Marketing Materials*

Customized | Illustrative | Innovative



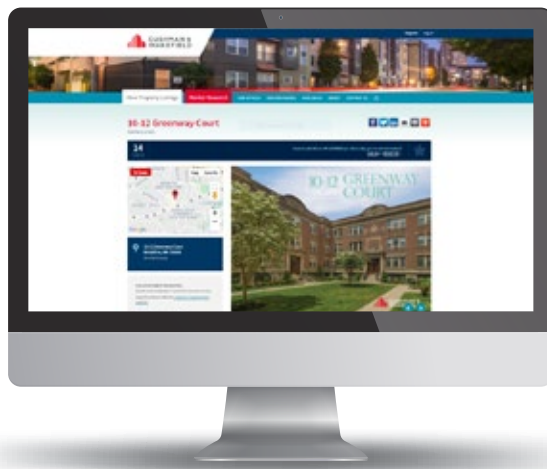
PROPERTY FLYER & OFFERING MEMORANDUM



DATABASE DRIVEN EMAIL BLASTS



CUSTOM ONLINE LISTING





NOTES:





**CUSHMAN &
WAKEFIELD**

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