



ROCKY MOUNTAIN REGION MULTIFAMILY ADVISORY



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

The Cushman & Wakefield Rocky Mountain Region 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 Rocky Mountain Region, our team is strategically positioned to serve clients across the spectrum of multifamily investments.

Our **long-standing super regional approach** to the Rocky Mountain Region 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.

WEST REGION INSTITUTIONAL MULTIFAMILY SALES TEAM

SOUTHERN CA/WEST COAST

MARC D. RENARD
Executive Vice Chair

MANFRED W. SCHAUB
Executive Director

MORGAN T. JACKSON
Senior Director

MICHAEL A. BISSADA
Associate

JOYCE W. BEE
Brokerage Specialist

SAN FRANCISCO BAY AREA

KEITH MANSON
Vice Chair

ZACH GREENWOOD
Managing Director

MAC WATSON
Senior Director

KRISTEN DEMEDUK
Senior Marketing
Specialist

PACIFIC NORTHWEST

JACOB ODEGARD
Director

TIM MCKAY
Managing Director

DAN CHHAN
Managing Director

MATT KEMPER
Senior Director

DYLAN ROETER
Senior Associate

BYRON ROSEN
Associate

EMILY SKADAN
Marketing Specialist

DANIEL HEINLEIN
Project Coordinator

PHOENIX

DAVID FOGLER
Executive Managing
Director

STEVE NICOLUZAKIS
Executive Managing
Director

TAYLOR SHAW
Senior Brokerage
Specialist

LAS VEGAS

ART CARLL
Managing Director

MICHAEL ALBANESE
Director of Multifamily
Investments

BREAH SIMS
Brokerage Specialist

SALT LAKE CITY

KIP PAUL
Vice Chair

MICHAEL KING
Senior Associate

JT REDD
Senior Associate

BRITTANY SUMMERS
Transaction Manager

CHRIS FIANDER-CARR
Financial Analyst

PETE ANDREWS
Senior Marketing
Specialist

COLORADO REGION

PAT KNOWLTON
Executive Director

JEFF DIMMEN
Senior Director

KEVIN PHELAN
Senior Director

LEE WAGNER
Director

BENTON ADAMS
Director

RACHEL EDSON
Transaction Manager

ABBEY MITCHELL
Brokerage Specialist

JOSIE GROSS
Brokerage Specialis

Benefits to Our Clients:

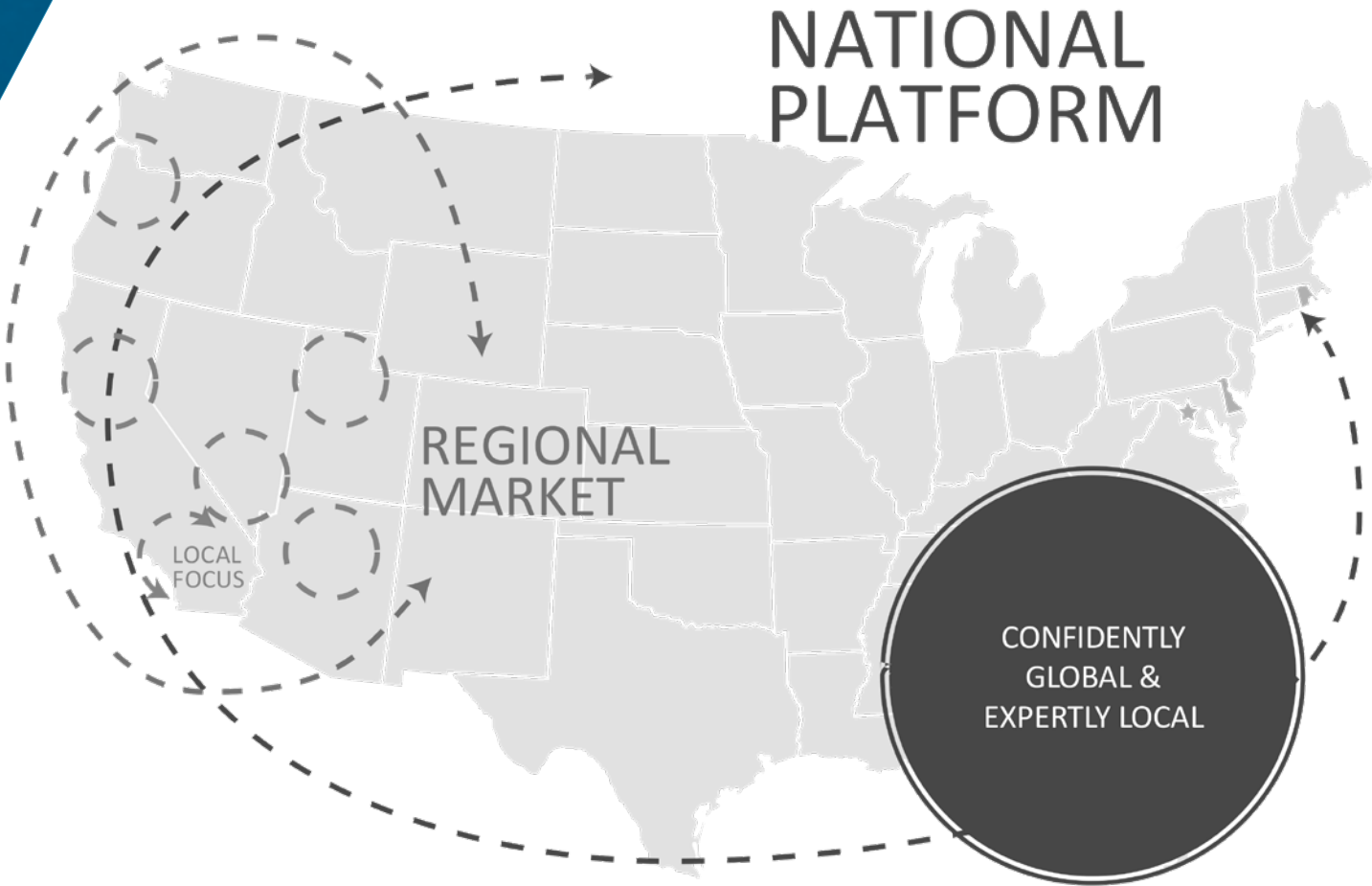
- Collaborative Partnership Structure
- Segmentation for Client Synergies
- Geographic Experts with Market Intel
- Decentralized, yet Highly Synchronized
- No Gaps or Overlaps Across Sunbelt

1
TEAM

9
STATES

18K
UNITS SOLD

\$6.4B+
SALES VOLUME



ROCKY MOUNTAIN 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.

90

Team Members



8

44

21

17

LEADERSHIP TEAM

DIRECTORS & ASSOCIATES

FINANCIAL ANALYSTS

MARKETING & OPERATIONS



800+

Assets Managed



\$6.4B

Sales Volume



114

Deals Closed



18K

Units Sold

* CoStar broker-attributed 2024 sales in AL, AR, FL, GA, KS, KY, LA, MO, MS, NC, OK, SC, TN & TX

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

ROCKY MOUNTAIN REGION



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Kona Kai
Pueblo, CO
154 Units // Built 1972

“The strength of our Rocky Mountain Region Multifamily Team lies in our collaboration. As a group of five experienced brokers, we bring diverse expertise, a proven track record, and a shared commitment to delivering exceptional results. We genuinely enjoy working together, and that teamwork translates into better outcomes for our clients.”

-Patrick Knowlton



Fargo 600
City, State
600 Units //



Bradley Heights
Colorado Springs, CO
336 Units //



Widefield
Colorado Springs, CO
125 Units //



Lincoln Springs
Colorado Springs, CO
180 Units // Built 1976



22 Spruce
Colorado Springs, CO
48 Units //



Fountain Oaks
Colorado Springs, CO
59 Units //



The Nest
Fargo, ND
132 Units // Built 2017



Willowbrook
Colorado Springs, CO
154 Units //



Newport Square
Colorado Springs, CO
118 Units // Built 1973

ROCKY MOUNTAIN REGION



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Mountain Brook
Colorado Springs, CO
321 Units //

“What sets the Rocky Mountain Region Multifamily Team apart is the people behind every assignment. Our brokers bring decades of market expertise, but it’s our collaborative approach—paired with an exceptional transaction management team—that ensures every deal is executed with precision. From the first conversation through closing, clients have an entire team working relentlessly on their behalf, delivering the experience, communication, and results they deserve.”

-Jeff Dimmen



Apex & Haven
Fort Collins, CO
113 Units //



Burlington Apartments
Colorado Springs, CO
84 Units //



Peaks at Ellis View
Bozeman, MT
83 Units //



BELMONT MANOR
Pueblo, CO
167 Units //



Copper Chase
Colorado Springs, CO
190 Units //



Osgood Townsite Apartments
 Fargo, ND
243 Units //



2210 OLD RANCH ROAD
Colorado Springs, CO
170 Units // 11.47 Acres



Eastglen Portfolio
Colorado Springs, CO
250 Units //



Aurora Village Portfolio
Aurora & Englewood, CO
186 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.



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Benefits Include:



Process managed by individuals with high transaction volume experience



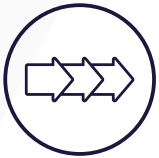
Experienced in walking the fine line of facilitating result-driven communication, yet not acting as an unnecessary link in the chain of correspondence between parties



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

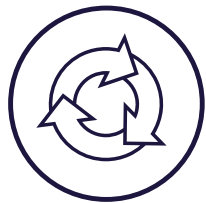
The Cushman & Wakefield Capital Markets team leverages in-depth market knowledge to achieve optimal execution. Our national reach with key connections in the brokerage, investment, and finance communities, helps us to succeed for our clients.

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

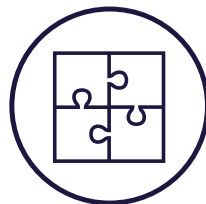
Our professionals offer expertise in every business sector and real estate class, delivering integrated solutions by actively advising, implementing, and managing on behalf of tenants, landlords, and investors throughout every stage of the real estate acquisition, financing, or sales process.

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

ACCESS

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

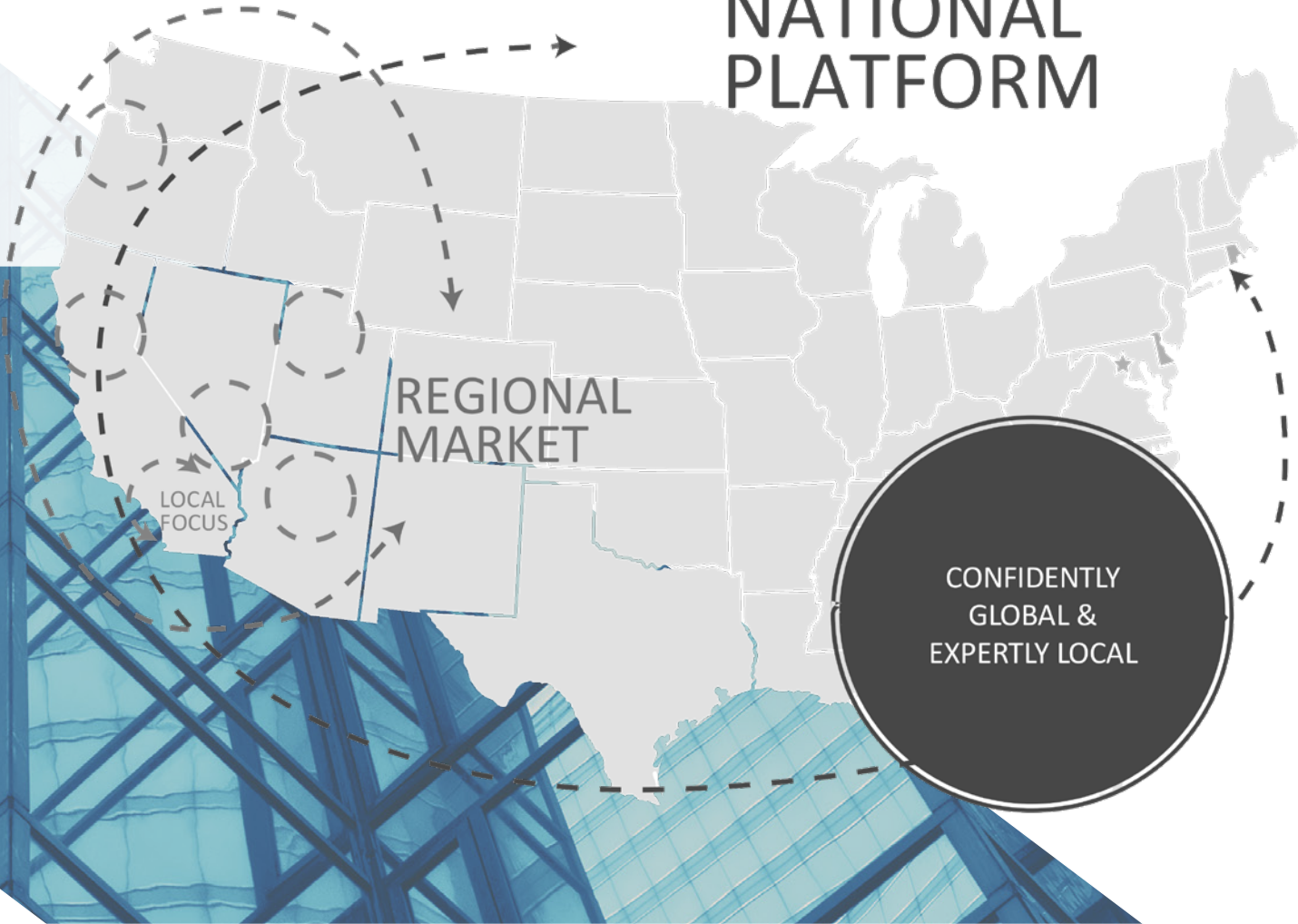
PROPERTY POSITIONING

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

NATIONAL
PLATFORM



CUSHMAN & WAKEFIELD PROPERTY MANAGEMENT

Multifamily Platform

 **172,000**
Units

 **800+**
Assets Managed

 **3,800**
Team Members

 **200+**
Clients

 **97**
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 2023 Rankings

2023 RANK	COMPANY NAME	UNITS MANAGED 2022	UNITS MANAGED 2023
1	Greystar Real Estate Partners	698,257	726,826
2	Lincoln Property Company	210,086	213,900
3	Asset Living	159,352	202,748
4	Cushman & Wakefield	172,145	178,105
5	FPI Management	140,210	159,248

GREYSTONE

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

FHA Multifamily & Healthcare Lender

Top 10

Freddie Mac Optigo® & Frannie Mae DUS® Lender

\$16.1B

Loans Originated in 2022

Top 3

Fannie Mae & Freddie Mac Small Loan Lender

Ranked Strong

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

\$89.3B

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

\$19.5B

FINANCE VOLUME*

140+

PROFESSIONALS

15

U.S. OFFICES

* Americas 3-year 2022 averages

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

400

OFFICES

\$9.5B

2023 REVENUE

52K

EMPLOYEES

5.1B

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.

To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.

