

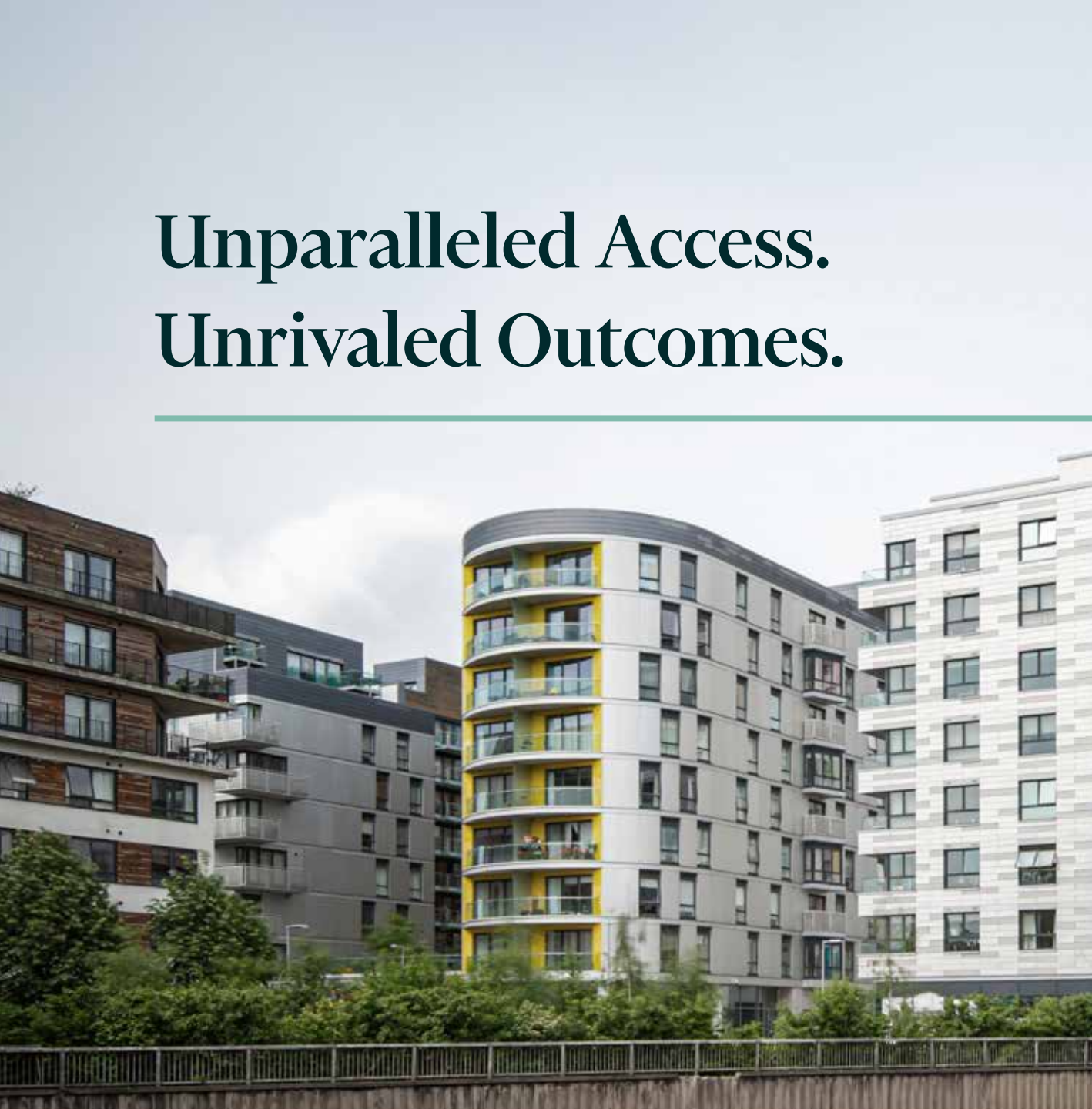


Capabilities Overview

CBRE

CBRE Capital Markets

2024



Unparalleled Access. Unrivalled Outcomes.

#1 Ranked Brokerage Firm

CBRE Capital Markets is the **#1 ranked brokerage firm globally with 23.5% market share**. We provide proactive insights and executable strategies to unlock hidden value, drive returns and enhance outcomes for our clients' real estate investments.

Source: MSCI Real Assets

CBRE Capital Markets

Our trusted, tenured experts seamlessly collaborate to help clients connect to global capital and opportunities through a cohesive, cross-disciplinary service offering. We unlock hidden value, drive returns and enhance outcomes for your real estate investments, in all geographies and across all asset classes.

Investment Properties

Offers customized investment dispositions, acquisition and recapitalization services, together with industry-leading, proprietary intelligence, to connect investors to the right properties at the right time.

Debt & Structured Finance

Synthesizes a global ecosystem of lenders and capital sources to provide debt and equity financing to developers and owners for all property types, achieving the best financing terms for our clients.

Investment Banking

Solves critical business problems for clients by providing investor access and strategic advice across the spectrum of real estate investment banking activities, including M&A advisory, equity placement, secondary LP trading and investment advisory.

Loan Services & Asset Management

Serves a global commercial mortgage loan portfolio exceeding \$410 billion, offering primary and master servicing and asset management to lender clients worldwide.

Loan & Portfolio Sales

Creates and executes client-driven, multidisciplinary disposition and risk management strategies for commercial mortgage loans and real estate portfolios.

Key Differentiators

ACCESS TO CAPITAL

Offering undisputed leadership in commanding global capital.

POWERFUL INSIGHTS

Accelerating performance with executable insights into industries, economies, market sectors and occupiers.

SPECIALIZED EXPERTISE

Navigating extraordinary disruption to future-proof investment strategies.

INNOVATIVE TECHNOLOGY

Providing access to global inventory and meaningful, actionable data.

INTEGRATED INVESTOR PLATFORM

Unlocking the power and potential of real estate across its entire lifecycle.

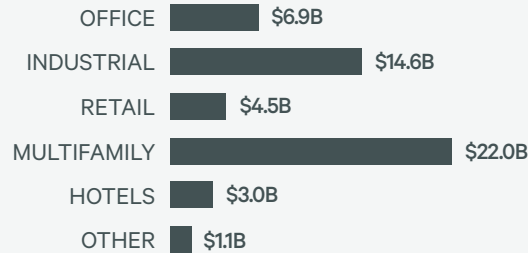
CONNECTED GLOBAL SCALE

Linking clients to capital and opportunity in every market across the globe.

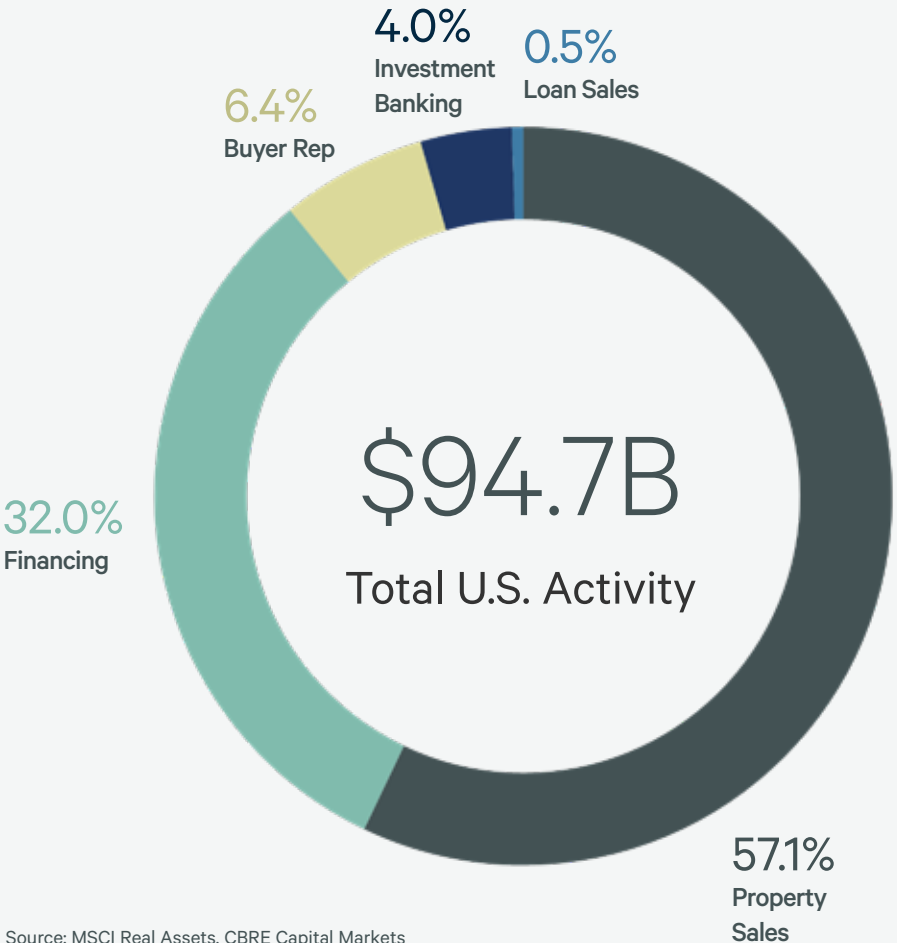
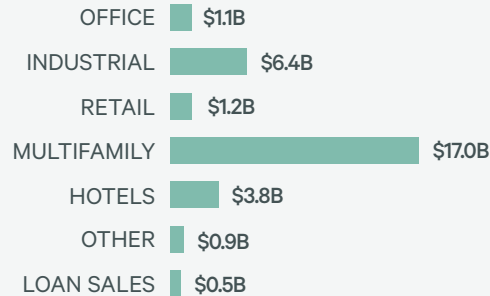
U.S. Capital Markets Activity

2023

\$54.1B
Property Sales



\$30.8B
Financing Volume



Source: MSCI Real Assets, CBRE Capital Markets

#1

U.S. Investment Sales Firm
18 Years in a Row

919

U.S. Capital Markets Professionals

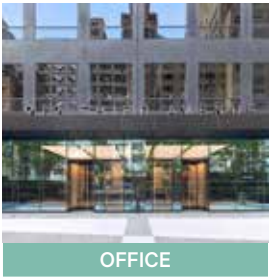
2,401

Properties Sold

1,143

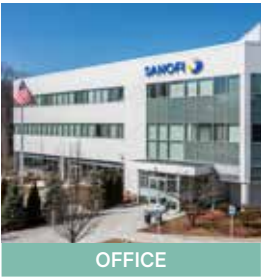
Deals Financed

Notable U.S. Transactions



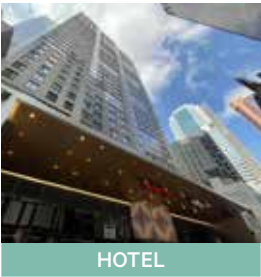
OFFICE

919 Third Avenue
New York, NY
1.6 MSF
Refinancing | \$500M Loan



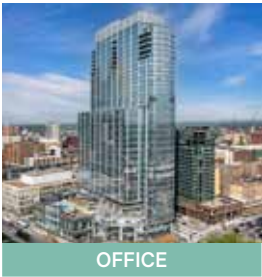
OFFICE

225 2nd Avenue
Waltham, MA
424,393 SF
\$366M Sale



HOTEL

Home2 Suites & Hampton
Inn Times Square
New York, NY | 1,046 Keys
\$300M Sale + Refinancing



OFFICE

RBC Gateway
Minneapolis, MN
524,480 SF
\$225M Sale



RETAIL

Westfield Brandon
Brandon, FL
658,889 SF
\$220M Sale



MULTIFAMILY

North Water Tower
Chicago, IL | 398 Units
**\$173M Sale +
Acquisition Financing**



MULTIFAMILY

Sentio
Phoenix, AZ | 325 Units
**\$108M Sale +
Acquisition Financing**



INDUSTRIAL

Urban Logistics
& ISF Portfolio
NY, NJ, PA, IL
2.6 MSF + 84.5 AC (ISF)
Confidential Sale



MULTIFAMILY

The Montgomery
Allen, TX
370 Units
Confidential Sale



INDUSTRIAL

Twinbridge NJ Light
Industrial Portfolio
Pennsauken, NJ | 1.3 MSF
**Confidential Sale +
Acquisition Financing**

2023 U.S. CAPITAL MARKETS ACTIVITY

Sales, Financings, Investment Banking, Loan Sales

\$94.7B

**TOTAL TRANSACTION
VOLUME**

\$9.8B

OFFICE TOTAL

\$24.8B

INDUSTRIAL TOTAL

\$6.8B

RETAIL TOTAL

\$41.6B

MULTIFAMILY TOTAL

\$7.0B

HOTELS TOTAL

\$2.1B

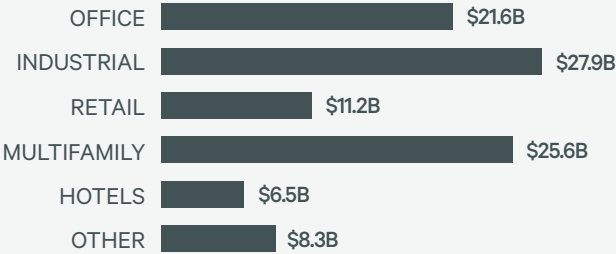
OTHER TOTAL

Source: MSCI Real Assets, CBRE Capital Markets

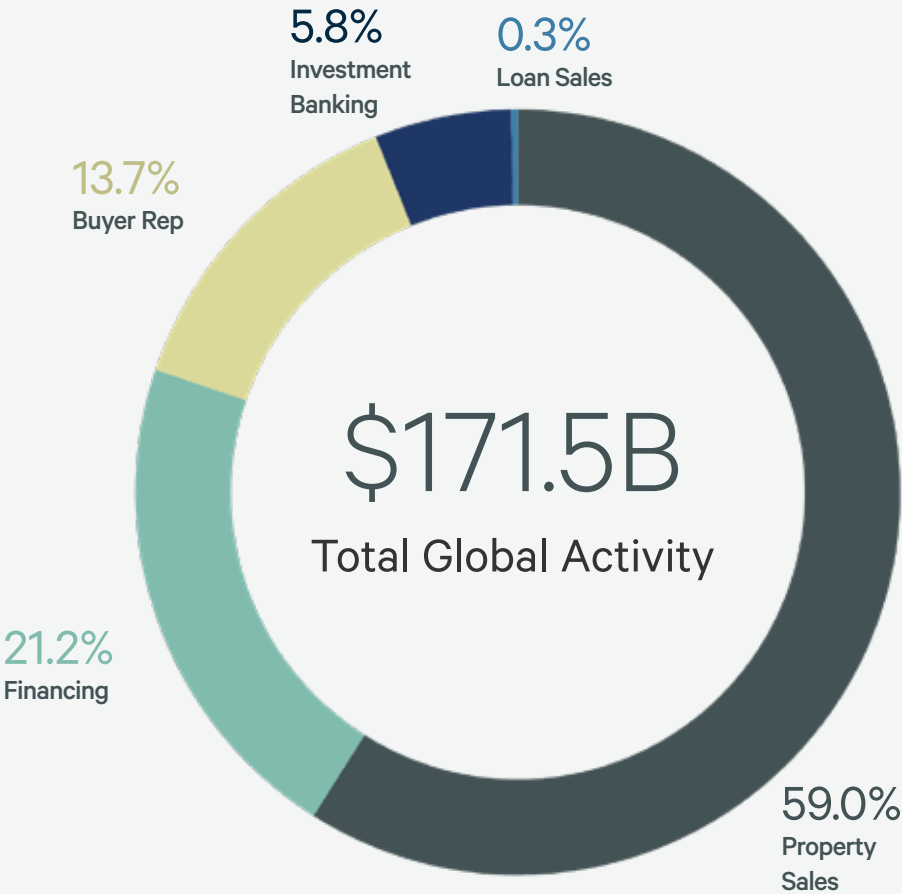
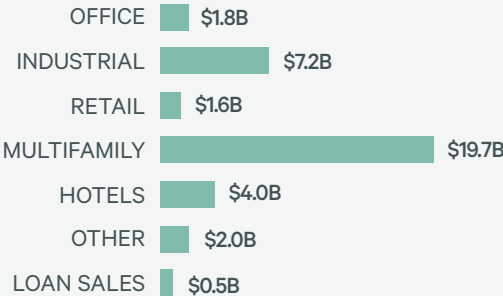
Global Capital Markets Activity

2023

\$101.2B
Property Sales



\$36.9B
Financing Volume



Source: MSCI Real Assets, CBRE Capital Markets

#1

Global Investment Sales Firm

2,604

Global Capital Markets Professionals

4,041

Properties Sold

1,399

Deals Financed

Notable Inbound Capital Transactions



 Canada
Church Park
Boston, MA
508 Units
\$439M Sale



 Spain
Bridgepoint Cold
Logistics Center
Hialeah, FL
313,492 SF
\$113M Sale



 Bahrain
West 22
Kennesaw, GA
245 Units
850 Beds
\$89.7M Sale



 Hong Kong
SAR, China
Hotel Monaco
Seattle, WA
189 Keys
\$63.3M Sale



 United
Kingdom
155 Mercer ST
New York, NY
15,418 SF
\$60M Sale



 Singapore
Berry Global
Monroe
Township, NJ
203,404 SF
\$53.8M Sale



 Israel
Charlotte Infill
Industrial Portfolio
Charlotte, NC
474,837 SF
\$52.9M Sale



 Singapore
Home2 Suites
by Hilton
Col Springs, CO
119 Keys
\$29M Sale



 Canada
I-10 Logistics
Inland Empire, CA
1,823,760 SF
Confidential
Sale & Leasing



 Japan
Onyx183
Austin, TX
390 Units
Confidential
Sale

2023 GLOBAL CAPITAL MARKETS ACTIVITY

Sales, Financings, Investment Banking, Loan Sales

\$171.5B

TOTAL TRANSACTION
VOLUME

\$30.1B

OFFICE TOTAL

\$45.0B

INDUSTRIAL TOTAL

\$15.2B

RETAIL TOTAL

\$52.0B

MULTIFAMILY TOTAL

\$11.5B

HOTELS TOTAL

\$17.7B

OTHER TOTAL

Source: MSCI Real Assets, CBRE Capital Markets

Access to Global Capital

CBRE migrates more global capital in investment sales transactions than any other firm.

Offering undisputed leadership in commanding global capital.

CBRE’s network, culture of collaboration, world-class reputation and long-standing relationships with global investors and capital sources ensures speed to market and higher probability of success.

Our Proven Process

Connected Global Scale

- + Linking clients to capital and opportunity in every market across the globe

Direct Investor Outreach

- + Increasing speed and precision for every transaction

Powerful Buyer Intelligence

- + Accessing our local expertise, unsurpassed deal volume and proprietary technology

Executive Leadership Involvement

- + Leveraging long-standing relationships to personally market opportunities

2023 CBRE HIGHLIGHTS

#1

Global investment sales firm

23.5%

Global market share

\$23.5B

Global cross-border investment activity

\$3.4B

Inbound capital placement into the U.S.

↳ 39.4%

More than our closest competitor

↳ 20.8%

More than our closest competitor

Source: MSCI Real Assets, CBRE Capital Markets

Connected Global Scale

Linking clients to capital and opportunity in every market across the globe.

We are **the world's largest commercial real estate services and investment firm**, with the #1 global market position in investment sales, leasing, property management, occupier outsourcing and valuation.

500+

Offices

130,000+

Employees

100+

Countries

WHY SCALE MATTERS

- Investment in technology, talent, innovation and resources
- Holistic approach and services that go beyond brokerage
- Specialists for every sector, industry and challenge
- Centralized, actionable data
- Intelligent insight and research

FORTUNE

Most Admired Real Estate Company; 14 years in a row

FORTUNE

One of America's Most Innovative Companies

FORBES

One of America's Best Large Employers; 4th consecutive year

FORTUNE 500

#135 in 2023; ranked since 2008

LIPSEY

#1 Real Estate Brand; 23 consecutive years

Specialized Advisors

Navigating extraordinary disruption to future-proof investment strategies.

CBRE's deep bench of trusted advisors are specialists in their property type, with long track records of successfully guiding clients through every market cycle. We move in lockstep with colleagues to escort capital to products and markets that meet our clients' investment goals.

Property Type Specialties

- Office
- Industrial
- Retail
- Multifamily
- Hotels
- Affordable Housing
- Auto Dealership
- Aviation
- Build-to-Rent Housing
- Corporate Capital Markets
- Data Centers
- Gaming
- Golf & Resorts
- Government
- Healthcare
- Land Services
- Life Sciences
- Manufactured Housing
- Net Lease
- Parking
- Self Storage
- Senior Housing
- Student Housing

Integrated Investor-Occupier Platform

In addition to **Capital Markets**, CBRE offers a full suite of investor services to attract tenants and fill space, manage properties, and value, assess and appraise assets.

2023 CBRE GLOBAL ACTIVITY

Advisory & Transaction Services – Investor Leasing

We empower occupiers and owners to anticipate opportunities and execute successful real estate strategies that drive results.

\$131.6B Leasing Volume
60,600 Transactions

Valuation & Advisory Services

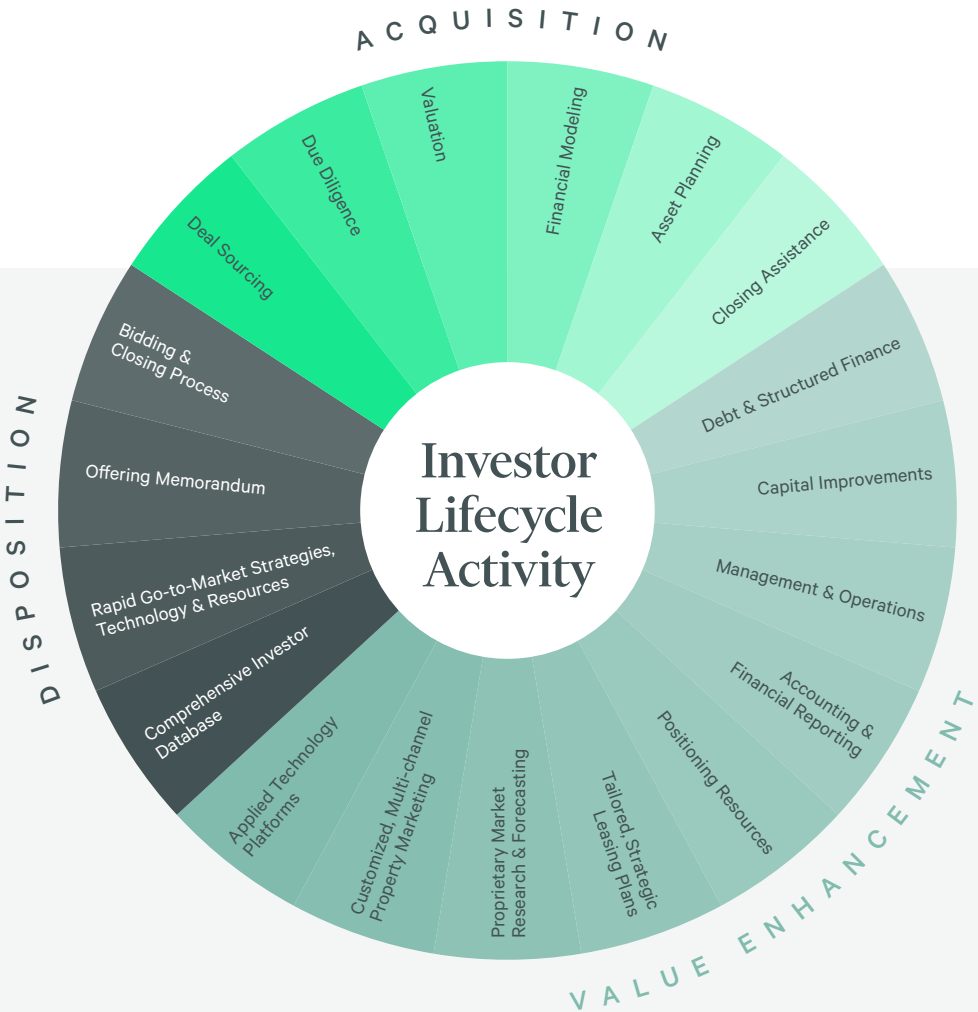
We provide comprehensive valuation, advisory and consulting services for real estate owners, investors and lenders.

653,050 Valuation Assignments

Property & Facilities Management

We maximize property performance with innovative management solutions, cutting-edge technology and unique amenities

3.1B SF Properties Managed
4.2B SF Facilities Managed



Powerful Insights

Accelerating performance with executable insights into industries, economies, market sectors and occupiers.

CBRE’s professionals quickly extract and synthesize privileged data on market conditions worldwide, connecting the dots and crafting thought-leading perspectives to drive measurable outcomes for clients.

246

U.S. Authored Thought Leadership Deliverables in 2023

Reports | Viewpoints | Articles | Briefs



CBRE Deal Flow

Commercial Real Estate’s Global Gateway

CBRE Deal Flow is our proprietary digital marketplace and global listing platform for all property and portfolio sales. This all-in-one toolset streamlines the entire transaction process by providing property marketing capabilities, full-coverage tracking, a secure virtual deal room and sophisticated reporting that offers meaningful, actionable data.

KEY DIFFERENTIATORS

Search

through the industry's largest, most-diverse for-sale inventory

Customize

with real-time alerts based on specific acquisition criteria

Accelerate

transactions efficiently with a virtual deal room

Analyze

past contractual details and explore forward-looking insights

1.5M

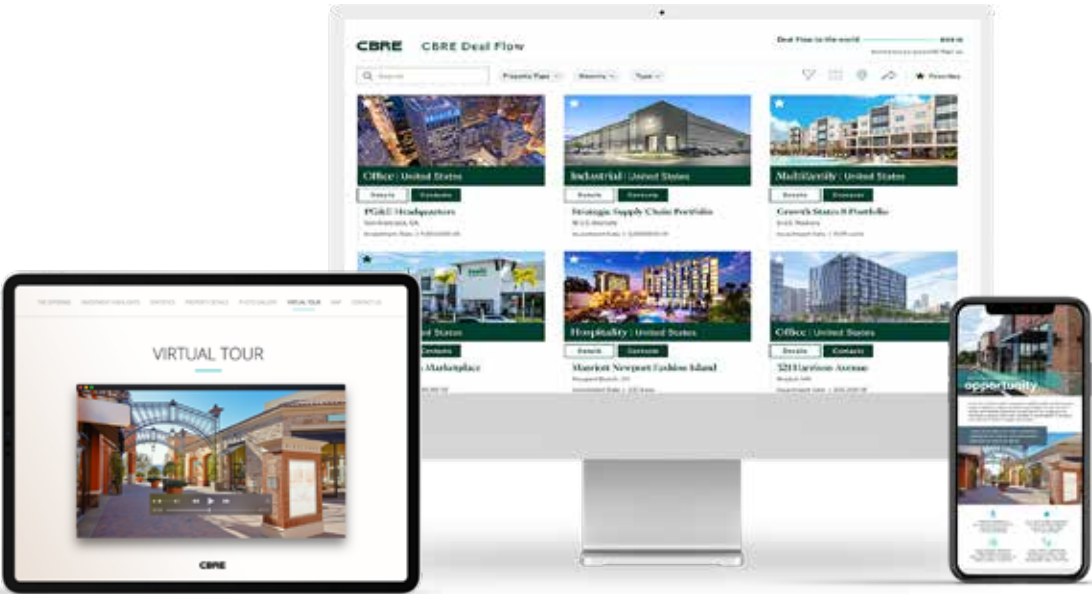
Investors in Our Database

4,000

New Deals Brought to Market in 2023

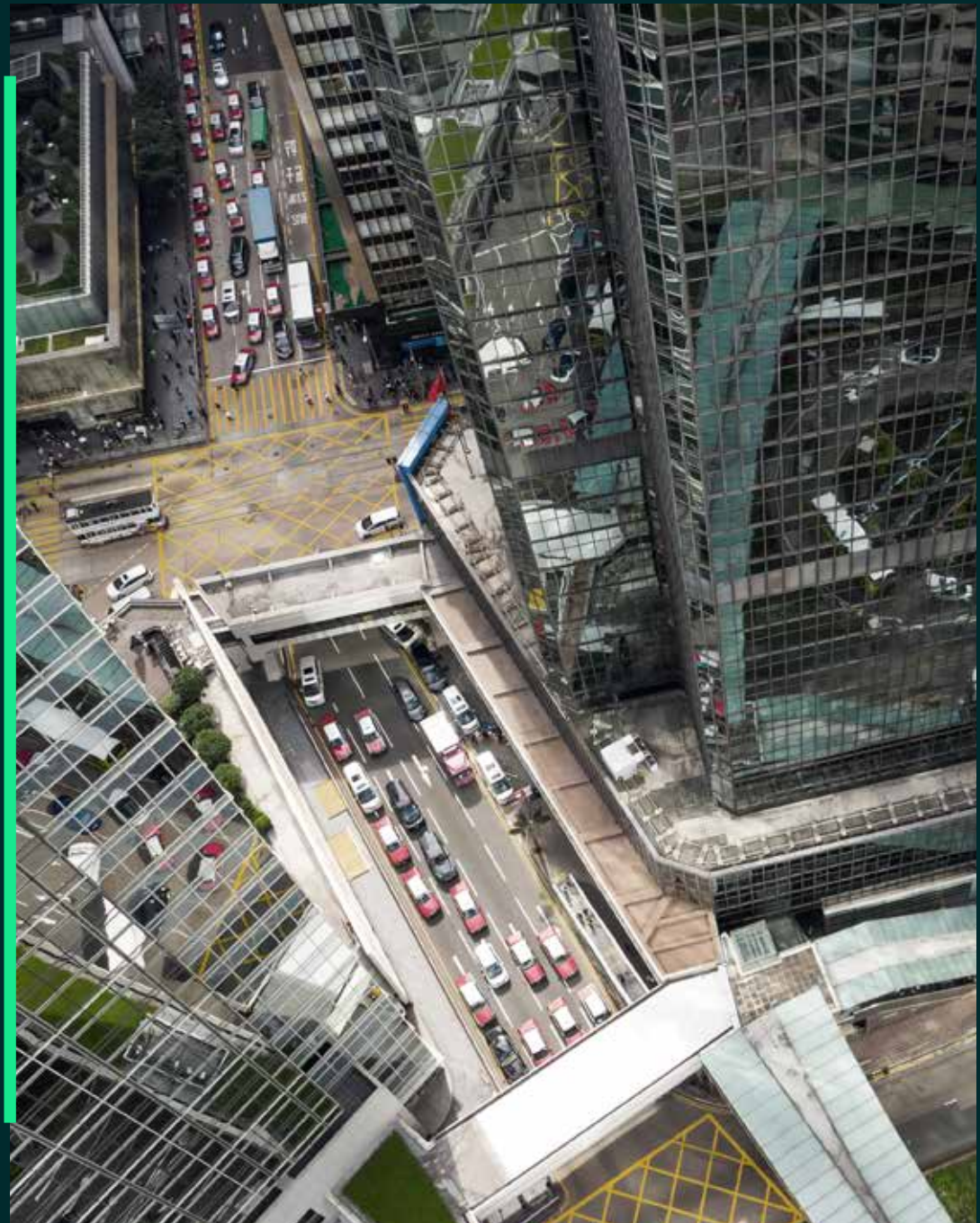
542

Confidentiality Agreements Signed per Business Day in 2023



CBRE Capital Markets

Services



Investment Properties

CBRE is the world leader in the acquisition and disposition of income-producing properties for third-party owners and corporate occupiers. By utilizing deep market intelligence, transaction expertise, a seamless execution process and deep relationships, our professionals can anticipate trends and command capital globally.

The integration of property sales with lending capabilities, along with our unparalleled speed to market through CBRE Deal Flow, exceeds the diverse needs of today’s buyers and heightens the probability of close.



Source: MSCI Real Assets

2023 GLOBAL SALES ACTIVITY



2023 U.S. SALES ACTIVITY



Source: MSCI Real Assets, CBRE Capital Markets

Debt & Structured Finance

The world’s leading developers and commercial property owners turn to CBRE to provide creative financial solutions for their commercial real estate investment needs.

CBRE has long-term, established relationships with industry’s premier international lenders, including banks, pension funds, life insurance and credit companies, conduits/CMBS entities, government-sponsored enterprises and offshore investors.

Structured Finance

CBRE specializes in procuring equity and high-leverage capital solutions for requirements that exceed the parameters of conventional debt structures. Structured financing often enables attractive risk-diversification and enhanced return-on-equity benchmarks for a variety of client requirements.

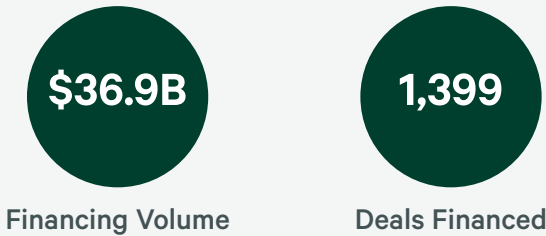
Private Client Lending

Focused on providing investors with commercial real estate financing options in amounts ranging from **\$1 million to \$20 million**, CBRE Private Client Lending leverages CBRE’s lender network and its best-in-class underwriting and closing capabilities to find solutions for smaller properties not typically served by conventional loans. We have special expertise in multifamily small balance financing through Freddie Mac and Fannie Mae, and owner-user loans through the Small Business Administration.

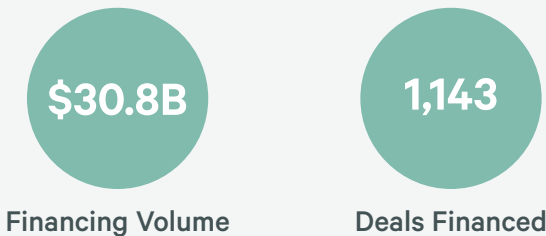
Dedicated Multifamily Lending

As a Freddie Mac Optigo lender, approved Fannie Mae Delegated Underwriting and Servicing (DUS®) lender, FHA approved direct lender and correspondent life company lender, the CBRE lending platform provides a dedicated source of multifamily financing to clients nationwide.

2023 GLOBAL FINANCING ACTIVITY



2023 U.S. FINANCING ACTIVITY



Source: CBRE Capital Markets

Investment Banking

CBRE is the leading provider of real estate advisory and financing in the private and public markets.

As a **FINRA-registered broker/dealer**, CBRE offers clients a unique combination of deep real estate knowledge, global institutional investor distribution and advisory expertise across the spectrum of real estate investment banking activities.

With a dedicated group for Private Placement Bonds and gaming transactions, our trusted, tenured experts seamlessly collaborate to help clients connect to global capital and opportunities through a cohesive, specialized service offering.

Full Integration

We are fully integrated within CBRE, allowing us to leverage expertise encompassing all aspects of real estate and infrastructure and to evaluate, underwrite and position assets and industry fundamentals to optimize outcomes.

Global Distribution

We have access to providers of real estate and infrastructure capital with a physical presence in all the major markets globally. This is enhanced by constant investor dialogue that enables us to utilize live market intelligence to match equity with the right investment proposition.

Experienced Team

We are an experienced senior investment banking team with expertise in all forms of capital raising and advisory. Our knowledge base provides the background to structure an opportunity properly and react to change.

Debt Capital Markets

Credit Tenant Lease
Bonds & Real Estate
Finance Restructuring

Public Equity

Research
Equity Underwriting
Consulting



Private Equity

Fund Placement
Joint Ventures
Secondaries

Advisors

Recapitalizations
Mergers & Acquisitions
Valuation/Fairness
Opinions

\$11.9B

in global investment banking
transactions in 2023

Source: CBRE Investment Banking

Loan Services & Asset Management

CBRE Loan Services provides expert and efficient loan administration services tailored to the specific needs of our clients worldwide. We maximize their income while minimizing investment risk and reducing overhead expenses.

CBRE Loan Services is among the world’s largest commercial loan servicers, with offices in the United States, Europe and Asia Pacific. Our clients include GSE’s, portfolio lenders, insurance companies, CMBS lenders, investment banks, opportunity funds and foreign banks. Our portfolio consists of construction, bridge, bilateral and structured debt instruments of multiple asset types.

\$410B

Global Unpaid
Principal Balance*

15,500

Loans*

100+

Investors

Strong

S&P Rating
(U.S. Operations)

*As of 12/2023

Select Services Offered

Service Operations

- Loan Boarding
- Billing
- Cash Management
- Investor Reporting
- Tax, Insurance and UCCs
- Document Management

Portfolio Management

- Site Inspections
- Financial Statement Analysis
- Market Analysis
- Covenant Tracking
- Reserve Administration
- Borrower Request Analysis
- Delinquency Management

Asset Management

- Asset Reporting
- Syndication Administration
- Construction Draw Administration
- Condominium/Lot Administration

Technology

- Business Analytics
- Data Feeds
- Borrower and Lender Portals

Loan & Portfolio Sales

CBRE Loan & Portfolio Sales curate portfolio management solutions that maximizes results for loan sales and real estate portfolio disposition opportunities.

We have established relationships with a wide spectrum of institutional lender and owner profiles as we advise across the capital stack and are unrestricted by product type or geography.

Our bespoke advisory tactics apply to individual assets or broad portfolios regardless of their investment purpose or profile—performing, sub, nonperforming loans or owned real estate. We have **closed more than \$35 billion in loan and portfolio sales in our more than 23 years of transaction experience.**

Performing Loan Sale

Opportunistic monetization of loans that are paying as agreed often achieving recoveries at or in excess of par.

Sub/Nonperforming Loan Sale

Part of a prudent and thoughtful asset management strategy providing lenders the opportunity to divest of certain loans—whether classified or otherwise—and efficiently reduce exposures.

Owned Real Estate Asset Sale (Deed-in-Lieu/REO/Consensual Short Sales)

Monetize assets that are either moving through the foreclosure process on the way to assuming title or that have been foreclosed upon with title in hand.

UCC Foreclosure/Public Auction Sale

Lenders' remedies option under the Uniform Commercial Code (UCC), whereby a pledge or security instrument details lender's rights and procedures to UCC foreclose or publicly sell/auction the secured collateral of a defaulted loan.

\$2.3B

of UPB in Loan Sales
& executed UCC Sales
in 2023

Core Services

- Development of Prospective Sale Strategies
- Transaction Structuring
- Capital Markets Implementation
- Valuation & Analysis
- Detailed Underwriting
- Proven Marketing Process
- Bid Administration
- Contract Negotiation & Closing

Client Profiles

- Institutional Lenders
- Domestic Banks
- International Banks
- Credit Unions
- Special Servicers
- CMBS & CLO Issuers
- Private Equity Funds
- Debt Funds
- Insurance Companies
- Institutional Owners & Operators
- Corporate Users
- Government Agencies

CBRE Capital Markets

Property Types & Alternatives



Office

CBRE Office Capital Markets offers a combined approach spanning investment sales, advisory, debt and structured finance and investment banking solutions for office properties—ranging from suburban office to the most iconic high-rises and everything in between—in all major markets across the U.S. and the globe.

With more professionals focused on the office sector than any other firm globally, CBRE’s office specialty delivers innovative real estate solutions to suit the specific needs of owners and investors. Fortified with industry-leading econometric forecasting, proprietary databases and full-service research and marketing capabilities, our office professionals collaborate across geographic borders and service lines to offer significant value to our clients.

Flawless Execution, No Matter the Location

The most in-depth asset analysis, marketing, comparables, pricing and property marketing, whether it’s a local or global requirement.

Unrivaled Office Research

Our in-house proprietary research is the most comprehensive of its kind in the industry, providing knowledge of what drives occupiers of office properties, current market conditions, emerging industries and future trends.

2023 GLOBAL OFFICE ACTIVITY



#1 GLOBAL OFFICE SALES FIRM
with a leading 23.1% market share

2023 U.S. OFFICE ACTIVITY



#1 U.S. OFFICE SALES FIRM
with a leading 12.3% market share

Source: MSCI Real Assets, CBRE Capital Markets

Industrial

Powered by robust data analytics and a deep understanding of emerging technologies, production processes and global business practices, CBRE industrial professionals offer seamlessly integrated services spanning investment sales, advisory, debt and structured finance and investment banking solutions for industrial properties in all major markets across the U.S. and the globe.

We offer expertise in supply chain logistics, manufacturing, assembly, research and development, distribution and warehouse facilities, and land assignments. Our clients consistently turn to CBRE for market trend analysis, deal flow intelligence and actionable insights that drive powerful outcomes.

National Network

National Partners, a group of market-leading industrial investment professionals located in six key U.S. logistics hubs, pool their collective intelligence, resources and relationships to provide clients with the most comprehensive sales approach possible.

Niche Specialists

Focused areas of expertise include E-Commerce, Port Logistics, Food Facilities, Infrastructure, Global Supply Chain, Land Services, Life Sciences and Special Properties.

2023 GLOBAL INDUSTRIAL ACTIVITY



#1 GLOBAL INDUSTRIAL SALES FIRM
with a leading 28.5% market share

2023 U.S. INDUSTRIAL ACTIVITY



#1 U.S. INDUSTRIAL SALES FIRM
with a leading 16.3% market share

Source: MSCI Real Assets, CBRE Capital Markets

Retail

CBRE Retail specializes in the sale, debt and structured finance placement and recapitalization of retail properties throughout the globe and the U.S. As the leader in retail capital markets, CBRE has the expertise to deliver a consistent, professional approach on the ground, wherever that may be.

CBRE has deep roots in the cities and towns where retail thrives and has experience with open-air, lifestyle, urban, outlet and mall formats, single assets and large portfolios. We offer a personalized approach, delivered by professionals who understand every aspect of the business of retail, backed by industry-leading research to drive better business outcomes.

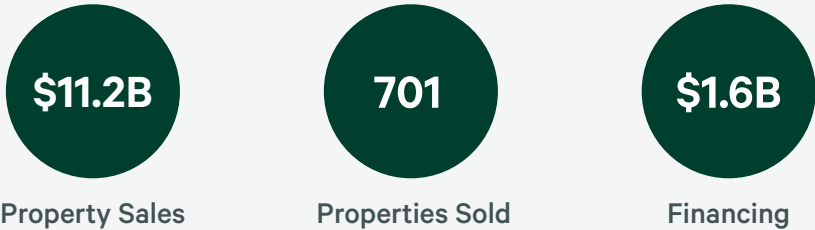
National Network

National Retail Partners, a group of market-leading retail capital markets professionals, leverage collective team experience and relationships, and share proprietary real-time market information to provide best-in-class service to CBRE clients.

Powerful Insights

Through our robust real estate services platform, industry-leading thought leadership and research, we uncover the powerful combination of analytics and consumer insight needed to predict and analyze changes in the dynamic retail landscape.

2023 GLOBAL RETAIL ACTIVITY



#1 GLOBAL RETAIL SALES FIRM
with a leading 22.2% market share

2023 U.S. RETAIL ACTIVITY



#1 U.S. RETAIL SALES FIRM
with a leading 9.9% market share

Source: MSCI Real Assets, CBRE Capital Markets

Multifamily

CBRE Multifamily continues to set the bar as the industry leader. With the most powerful platform, covering all facets of the apartment industry, CBRE Multifamily provides clients access to the most experienced and highly specialized professionals in every market throughout the U.S. and the globe.

CBRE Multifamily has specialists in all facets of the multifamily industry with over 300 dedicated multifamily professionals in 65 U.S. offices. Our clients consistently turn to CBRE for our proven ability to execute on any multifamily deal, from large complex portfolios to small private capital assignments.

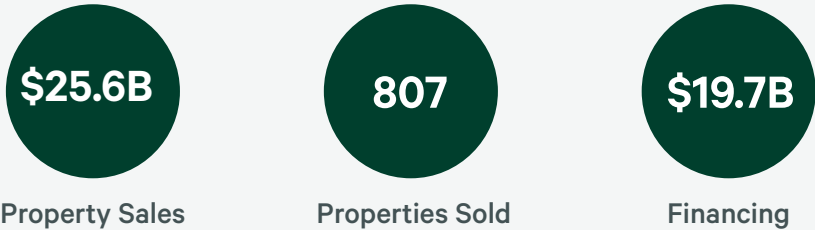
Global Reach

Our vast network provides direct lines of communication to our global counterparts and expertise in global capital. This global reach ensures CBRE has unrivaled access to key international decision makers, allowing our best-in-class professionals to deliver the most effective client solutions at a local level.

Fully Integrated Platform

Our integrated platform provides a dedicated source of multifamily financing to clients nationwide. In addition to our relationships with correspondent life companies and institutional lenders, CBRE is a licensed Freddie Mac Optigo lender, approved Fannie Mae Delegated Underwriting and Servicing (DUS®) lender and FHA-approved direct lender.

2023 GLOBAL MULTIFAMILY ACTIVITY



#1 GLOBAL MULTIFAMILY SALES FIRM
with a leading 22.4% market share

2023 U.S. MULTIFAMILY ACTIVITY



#1 U.S. MULTIFAMILY SALES FIRM
with a leading 18.2% market share

Source: MSCI Real Assets, CBRE Capital Markets

Multifamily Lending

CBRE Capital Markets is the premier provider of commercial and multifamily financing and investment sales. In addition to our relationships with correspondent life companies and institutional lenders, our fully integrated platform provides seamless access to Fannie Mae, Freddie Mac and FHA financing programs.

With access to diverse capital sources around the globe and experience across all loan types, **CBRE provides clients with the greatest number of financing options** and helps them identify the best partners for their asset and capital stack strategy.

Unmatched Freddie Mac Access

CBRE'S Freddie Mac Optigo lending platform was named one of the top multifamily originators in 2023, with a total of over \$4.7 billion in Freddie Mac transactions. CBRE issues loans in all national markets across all Freddie Mac product types.

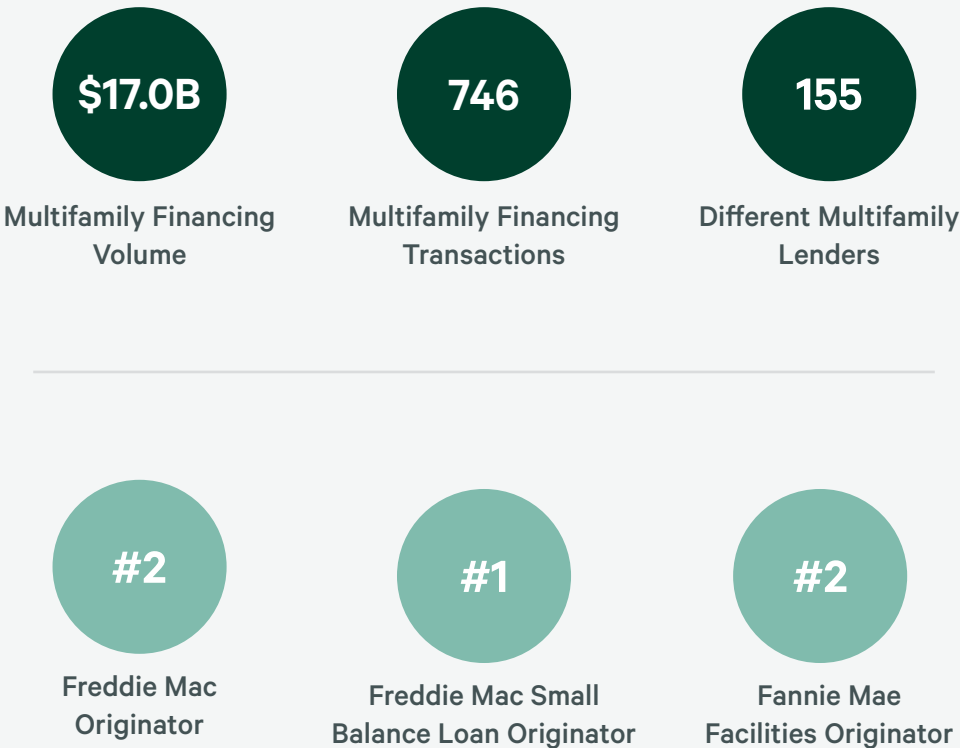
Unrivaed Fannie Mae Relationships

CBRE Multifamily Capital, Inc. is an approved lender under Fannie Mae's Delegated Underwriting and Servicing (DUS®) program. Through the DUS® program, CBRE can provide flexible and attractive multifamily financing nationally.

FHA Approved Direct Lender

CBRE is an FHA-approved direct lender offering the full array of FHA multifamily mortgage insurance programs.

2023 U.S. MULTIFAMILY FINANCING ACTIVITY



Sources: CBRE Capital Markets , Freddie Mac & Fannie Mae

Hotels

We know it because we’ve worked it—hotels, resorts, casinos and every aspect of the hospitality sector. That’s why the professionals of CBRE Hotels can give clients the meaningful, relevant insight that elevates ideas and adds value.

Through experiences as principals, operators and developers, our seasoned experts know how to mitigate risks, find the best solutions and unlock the opportunities.

Strategic Advisors

CBRE Hotels can deftly juggle continuously shifting global market trends, location analytics, amenity innovation and technology advances to find success for clients in today’s market.

Global Reach

With dedicated teams in the Americas, EMEA and Asia Pacific, CBRE Hotels is able to respond quickly and seamlessly on cross-border global assignments.

Powerful Intelligence

Our extensive international network enables us to access a broad range of owners, buyers and financial resources to offer unmatched industry intelligence.

Flawless Execution

Armed with a dynamic understanding of economic, operational and regional factors, our team of senior experts is well equipped to bring clients safely through even the most complex transactions.

2023 GLOBAL HOTELS ACTIVITY



2023 U.S. HOTELS ACTIVITY



Source: MSCI Real Assets, CBRE Capital Markets

Affordable Housing

At CBRE Affordable Housing, our sole focus is affordable housing. Our fully integrated platform, consisting of investment sales, debt and structured finance and capital markets advisory services, allow us to build a long-term relationship with each client—working with them throughout all stages of an affordable housing property’s lifecycle.

CBRE Affordable Housing believes that service and execution make all the difference to our clients, and we strive to meet our clients wherever their needs are. We care about delivering great results—whether you are a long-time owner of affordable housing, a non-profit or brand new to affordable housing, we are here to help you navigate the intricacies of the affordable housing market.

Investment Properties

By utilizing in-depth relationships and experience, our professionals anticipate trends and prevent problems before they happen. These unique benefits cement us as the best choice for results in the industry.

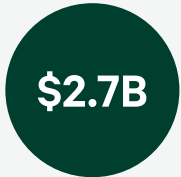
Debt & Structured Finance

Our integrated financing platform enables seamless execution with Freddie Mac, Fannie Mae, FHA and bridge financing. Our ability to develop and leverage market intelligence consistently results in the best terms and fastest financing for our clients.

Capital Markets Advisory

Our capital markets advisory team focuses on connecting our affordable housing clients to a variety of capital solutions. Through our integrated platform with CBRE Investment Banking, we offer services including equity capital placement for acquisitions and recapitalizations, entity level transactions and buy-side engagements.

2023 U.S. AFFORDABLE HOUSING ACTIVITY



Property Sales



Properties Sold



Financing



Properties Financed

Source: CBRE Capital Markets

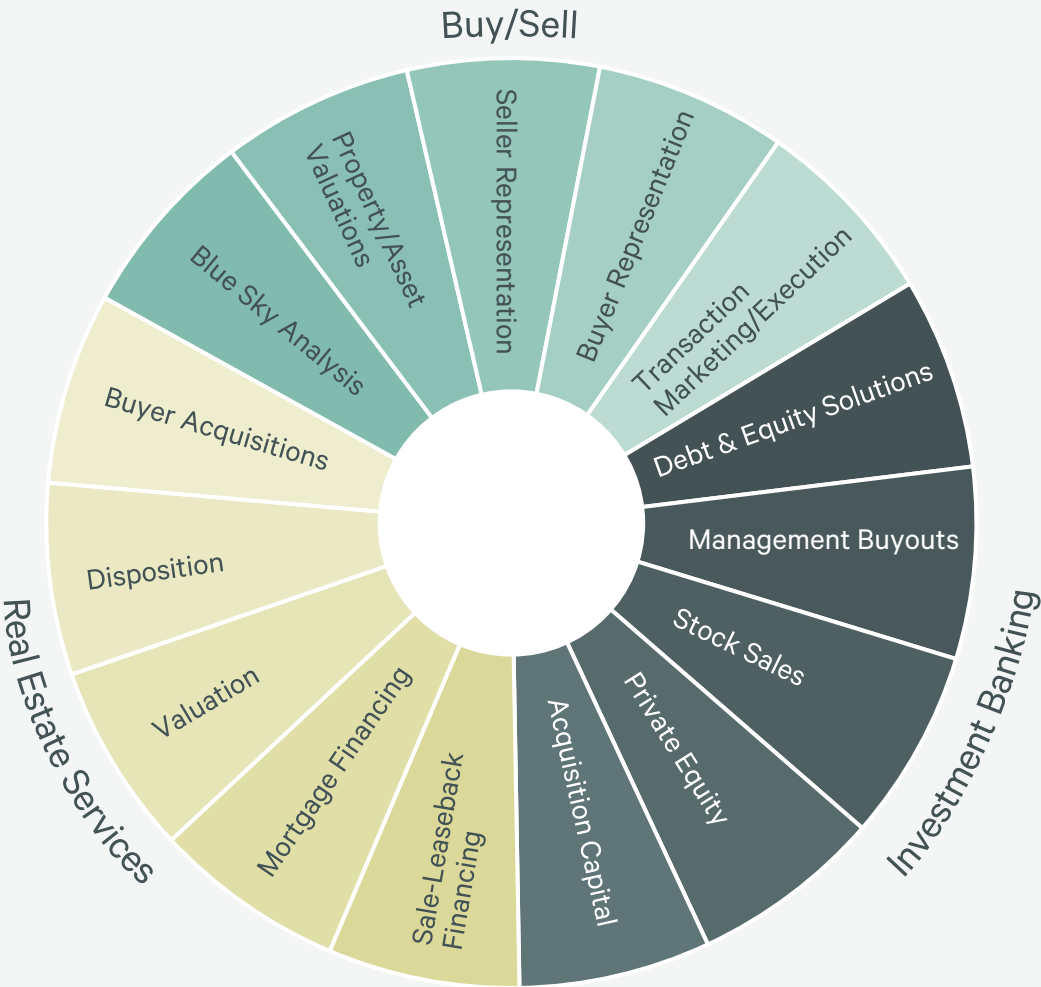
Auto Dealership

CBRE Auto Dealership Capital Markets delivers full-wheel investor services for dealership owners.

Car dealerships cover a lot of ground—blue sky, real estate and assets. When it comes time to sell, buy or finance, others focus only on the blue sky and overlook the real estate. Auto Dealership Capital Markets handles the whole package. We bring a seasoned team and the resources of the world’s largest real estate company to realize the greatest value across every dimension. And we have the track record to prove it.

We connect dealers, banks, investors, capital sources and original equipment manufacturers through the full asset cycle.

- Seller Representation
- Buyer Representation
- Property/Asset Valuations
- Blue Sky Analysis
- Transaction Marketing/Execution
- Buyer Acquisitions
- Disposition
- Valuation
- Mortgage Financing
- Sale-Leaseback Financing
- Debt & Equity Solutions
- Management Buyouts
- Stock Sales
- Private Equity
- Acquisition Capital



Aviation

As the national industry leader, CBRE Aviation Capital Markets offers buyers, sellers and operators an unparalleled level of aviation experience advising on runway-accessible properties.

Areas of Expertise

- Airports
- Corporate, Commercial, & MRO Aircraft Hangars
- 'Through the Fence' Properties
- Air Freight, Cargo & Distribution Facilities
- Airside Industrial/Office Parks
- Airport Vacant Land
- FBO Property Transactions
- MRO Property Transactions

Services Provided

- Acquisitions and Dispositions
- Debt & Structured Financing
- Equity Raising
- Recapitalizations
- Deal Sourcing
- Property Leasing
- Repositioning
- Property Accounting
- Valuations, including FBO
- Appraisals
- Airport Development Project Consulting
- Land Development Consulting
- FBO/GA/Airport Business Plan Consulting
- FBO/Airport Consulting



Build-to-Rent

We answer the growing call for build-to-rent housing with expert solutions that support the success of owners and developers as well as buyers, lenders and capital sources.

Build-to-rent is gaining traction not just as a housing option but as an asset class. Our Capital Markets specialists bring the relationships and experience to open doors and close deals, plus solutions that cover the full investment lifecycle.

- Investment Sales
- Forward Takeouts
- Debt & Structured Finance
- Equity Raises
- Land Sourcing
- Appraisal

CBRE's institutional approach benefits both sellers and buyers. For owners, developers and builders, our superior capital reach and seller advocacy generate better pricing at favorable terms. At every step, we smooth your path, lower your risk and speed up closing. When the moment is right to sell, we are where you are, with strong market coverage nationwide.

For buyers, lenders and capital providers, we screen each opportunity against your investment objectives. As the project moves forward, we look for the best ways to structure capital and streamline deal flow. And wherever the next opportunity appears, our team is already there, working across markets to reach your strategic goals.



Corporate Capital Markets

CBRE Corporate Capital Markets provides unbiased advice, analysis and execution capabilities for corporately owned and occupied real estate.

We look critically at all capital markets solutions and ultimately uncover value for commercial real estate occupiers. By leveraging collaboration between CBRE's Capital Markets and various occupier practices, and focusing on the specific needs of our clients, we ensure corporate occupiers receive the maximum benefit from the value created by their leasehold and credit.

Services & Solutions

- Sale/leasebacks
- Single-tenant net lease sales
- Build-to-suit financing
- Large lease advisory
- Purchase/leasebacks
- Credit tenant lease financing
- Surplus real estate repositioning and sale
- Synthetic leases
- Real estate mortgage financing
- Economic development finance
- Alternative capital sourcing



Data Centers

CBRE is the market leader in data center capital markets with an unparalleled level of transactional experience and technical expertise to support underwriting and investment decision making around the globe. We combine data center real estate investments, advisory, financing and investment banking into a single, global offering.

By leveraging collaboration between CBRE Capital Markets and our advisory services, we offer a deep understanding of global capital requirements, occupational and financial markets and investment trends. By combining expertise and market-leading business intelligence from across our suite of data center solutions, we're uniquely positioned to deliver meaningful value and outcomes to our clients.

Full-Suite of Capital Markets Services

- Acquisition, disposition, and recapitalization of income producing properties
- Debt and equity placement
- Capital raising, pre-IPO advisory & corporate level strategic valuations
- Entity-level mergers and acquisitions

\$5.7B

**in data center assets
closed globally in 2023**

Source: CBRE Capital Markets; Includes acquisitions and dispositions of data center assets and land

Fully Integrated Platform

Data Center Occupier Leasing

CBRE Data Center Solutions provides end-to-end services—powered by industry-leading market intelligence—to optimize data center leasing strategies. We align IT and real estate objectives to deliver a flexible, scalable solution that is operationally and financially optimal.

Data Center Operations

As the world's only management-led, fully integrated data center real estate practice, we unlock maximum value and performance for our clients' portfolios, incorporating assets into a single operational and financial model.

Data Center Project Services

From new builds to whitespace fit-outs, our global team of dedicated projects experts—supported by our integrated model and market-leading technology platforms—is built to deliver your projects on time and on budget, anywhere in the world.

Gaming

With the most comprehensive portfolio of services in the real estate industry, CBRE Gaming delivers reliable and measurable results for gaming clients worldwide.

CBRE Gaming is comprised of dedicated professionals exclusive to the gaming sector and focused on the specific needs of the worldwide gaming community.

GAMING VALUATION

CBRE Hotels' Valuation and Advisory Services is a nationally recognized and organized platform with strong quality control and format oversight. The group completes appraisal and advisory work led by MAI, RICS or appropriately qualified valuers with specialized hotel sector knowledge.

Services & Expertise

- Disposition services
- Feasibility and market studies
- Negotiating gaming contracts
- Buy-side advisory
- Project and development management
- Retail services
- Joint-venture formation
- Valuation
- Consulting and advisory services
- Land for hotel and casino development

Golf & Resorts

CBRE Golf & Resort provides a full spectrum of real estate services designed for highly amenitized leisure properties. Since our inception in 1990, we have provided advisory, brokerage, appraisal and financing, executing on successful marketing strategies for our clients across the globe.

With our extensive transaction experience, a seamless execution process and our deep relationships, our professionals bring a unique perspective to recreation and leisure real estate transactions.

We are the market leader in effectively marketing **leisure properties including golf, resort, ski and marinas, plus developable land** associated with those property types. With our long-term, established relationships with the industry’s premiere professionals and companies, we deftly handle both traditional transactions and confidential offerings, as well as section 363 bankruptcies.

2023 GLOBAL GOLF & RESORT ACTIVITY



Property Sales



Properties Sold

Source: CBRE Capital Markets

Government

CBRE Government Investment Properties works with owners and lessors of commercial real estate with a majority government tenancy. As the most experienced government real estate advisory group in the country, we offer unique insight and solutions into the sale and financing of properties occupied by government tenants.

Drawing from a wide range of transactional experience spanning nearly four decades, we provide technical expertise in the government sector to investors and lenders in the ever-changing capital markets environment.

Government Investment Properties offers unparalleled breadth and depth of government sector expertise to their investor clients.

Services & Expertise

- Broad range of expertise spanning core to opportunistic profiles
- Unparalleled national transaction experience
- Deep knowledge of the intricacies of government-leased buildings
- Superior relationships with private and institutional government investors
- Market-leading intelligence and research
- Full resources of CBRE's national platform

\$7.0B

**in government assets closed
in the U.S. since 2016**

Source: CBRE Capital Markets

Healthcare

CBRE Healthcare Capital Markets specializes in providing real estate investors with acquisition, disposition and debt & equity recapitalization strategies across all healthcare commercial real estate, including medical office, long-term care facilities, skilled nursing and other post-acute care operations.

As one of the first to form a specialty practice focused on the healthcare investment sector, we have become the leading real estate advisor to the healthcare industry with more healthcare capital markets transactions than any other company.

Services

- Assisting health systems, investors and developers in the monetization of their owned real estate
- Structuring equity (co-GP, preferred equity and LP capital) for new development projects through a strategic partnership with BlackBirch Capital
- Providing innovative financing solutions through deeply rooted lender relationships
- Direct hospital lender through the HUD Section 242 Mortgage Insurance Program
- Conduit financing structures for not-for-profits through the tax-exempt bond market

2023 U.S. HEALTHCARE ACTIVITY

\$1.1B

Property Sales &
Financing Volume

29

Property Sales &
Financing Transactions

3.3MSF

Properties Sold &
Financed

Source: CBRE Capital Markets

Land Services

CBRE Land Services provides unified solutions throughout the investment lifecycle, ensuring our clients get the greatest value from their real estate holdings. We have over 100 land entitlement and sales experts globally who focus exclusively on land holdings, providing a depth of expertise found only at CBRE.

Backed by the full-spectrum of the CBRE platform, we bring the experience—and the solutions—to deliver powerful outcomes driven by our clients’ investment goals.

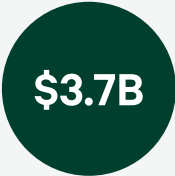
Services

- Dispositions and acquisitions
- Property marketing
- Due diligence support
- Market analysis and research
- Site selection
- Financial analysis
- Financing and equity sourcing
- Foreclosure sales
- Short and note sales
- Development consulting
- Feasibility studies
- Highest-and-best-use studies
- Review of strategic alternatives
- Valuations and appraisals
- Right-of-way and eminent domain
- Property assessments
- Zoning compliance support

Property Types

- Urban infill and redevelopment
- Master-planned residential and resorts
- Raw, entitled and vacant residential lots
- Retail, office and industrial sites
- Resource land

2023 U.S. LAND ACTIVITY



Land Sales



Parcels Sold

Source: CBRE Capital Markets

Life Sciences

We have real estate solutions down to a science. With focused experience, proven practices and real-time data, CBRE Life Sciences Capital Markets help our clients build value for assets from labs to manufacturing spaces, controlled environments and more.

Life Sciences Capital Markets connects clients with opportunity. We command global capital through relationships with key institutional decision makers, private capital and high-net-worth individuals. Our services cover the full scope of advisory, acquisition, recapitalization, disposition, debt & structured finance solutions and investment banking.

CBRE dominates life sciences leasing. We are connected to all key life sciences players from startups to industry leaders, food processing to big pharma. Because CBRE represents the occupiers you want to attract, we know what draws them, what deals they're offered, what keeps them in place—and what's on their horizon.

National Team of Market Leaders

Our life sciences dealmakers define the market.

Full Spectrum of Life Sciences Investment

Our experts are wired into the field to navigate the nuances of life sciences.

Deep Data & Top Technology

Real-time data backed by next-gen tech.

Relationships Across the Capital Stack

We connect you with capital sources you couldn't otherwise reach.

Clear Optics on Key Occupiers

We offer the inside intel on where tenants want to be.

Forward Thinking for Optimal ROI

We help you activate the full potential of your assets and investments.

Manufactured Housing & Recreational Vehicle

CBRE Manufactured Housing & Recreational Vehicle encompasses investment sales, debt & structured finance, and appraisal services globally for both manufactured housing and the closely related RV resort sector.

The unique combination of multiple capital markets service lines specializing in the manufactured housing & RV (MHRV) sectors, coupled with the expansive CBRE presence and intimate understanding of local markets, brings unparalleled capabilities to the sector. From individual and private clients, to portfolio and institutional assets, we deliver highly specialized execution of manufactured housing brokerage, debt & structured finance, valuation and appraisal services assignments across the globe.

Acquisitions and Dispositions

We represents sellers of single assets and portfolios with the common goal of maximizing sellers' profits. We also selectively represents buyers looking to acquire specific MHRV communities throughout the U.S and Canada.

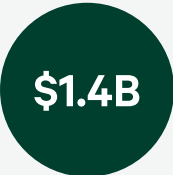
Debt & Structured Finance

Through the combination of strong correspondent lender relationships, direct lending through Fannie Mae and Freddie Mac, and extensive experience, we satisfy the unique needs of borrowers in acquiring and refinancing MHRV assets while providing consistent results with unsurpassed service.

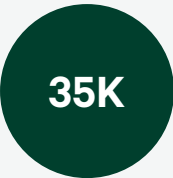
Broad Experience/ Local Expertise

We have seasoned MHRV professionals with hands-on operational experience and specialized expertise strategically located in markets throughout the United States, Canada and Europe.

U.S. MANUFACTURED HOUSING & RV ACTIVITY



Property Sales
Since 2013



Properties/Sites Sold
Since 2013

Source: CBRE Capital Markets

Net Lease Properties

We have specialized professionals focusing solely on single-tenant, net lease real estate in markets across the U.S.

CBRE offers real-time market information and proprietary technology for clients looking to sell, purchase, recapitalize or update the value of their single-tenant, net leased properties.

Our unified network of net lease professionals across the country have an in-depth knowledge of local markets and submarkets. We leverage our long-standing relationships, as well as CBRE's global scale to reach a database of millions and find the right match for every transaction.

Specialized National Network

Collaboration and communication across the national network of single-tenant net lease professionals.

Investor Access

Unsurpassed proprietary principal and broker database of over 1.5 million contacts.

Global Reach

Unrivaled access to global capital through our extensive market knowledge and transaction expertise.

DSF Integration

Partnership with dedicated debt and structured finance professionals with access to over 300 capital sources.



Parking

CBRE is the market leader in parking capital markets, with an unrivaled level of transactional experience and knowledge that supports underwriting and decision making for parking investors and operators across the U.S.

- Proprietary access to capital sources for parking garages
- Extensive expertise in parking garage underwriting and cash flow analysis
- Unrivaled experience identifying ways to increase parking rates/ROI
- Most comprehensive list of active parking investors
- Unparalleled knowledge of demand drivers for parking assets

Expertise

- | | |
|------------------------|--------------------------------|
| - Medical Parking | - Urban Parking Garages |
| - Off-Airport Parking | - Public Institution Parking |
| - Surface Parking Lots | - Educational Facility Parking |

U.S. PARKING ACTIVITY



Property Sales
Since 2014



Sales Transactions
Since 2014

Source: CBRE Capital Markets

Self Storage

Whether it is an individual investor with a single self storage facility or an institutional investor with a portfolio of properties, CBRE Self Storage has the knowledge, experience and resources to fulfill the client’s requirements. We offer complete brokerage/sales services, fair market value assessments and financing.

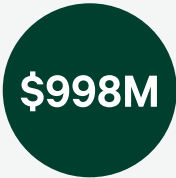
CBRE combines global reach with local market expertise and provides a custom mix of services that deliver significant results. With specialized experience in the acquisition, disposition and financing of self storage facilities, as well as complete appraisal services, our dedicated CBRE professionals assist clients on a local, regional and national level.

Services & Expertise

CBRE Self Storage Capital Markets offers customized investment sales, acquisition and recapitalization services, together with industry-leading market intelligence, to provide unmatched exposure to buyers across the country.

By leveraging the strength of CBRE’s Self Storage valuation team, in conjunction with market research, a seamless execution process and long-standing relationships, we can anticipate trends and command capital globally, validating CBRE as the safest and best choice for results in the global investment property capital markets.

2023 U.S. SELF STORAGE ACTIVITY



Property Sales



Properties Sold

Source: CBRE Capital Markets

Senior Housing

CBRE Senior Housing focuses exclusively on senior housing, offering a fully integrated platform of dedicated investment sales, debt and structured finance, investment banking and valuation service professionals.

We offer a depth of expertise rarely found in the senior housing sector. With extensive experience working as an advisor to buyers, sellers, investors and borrowers in various transactions uniquely provides us with an intimate familiarity and perspective of a transaction from all sides.

Property Types

- Age-Restricted Multifamily
- Independent Living
- Rental CCRC Communities
- Assisted Living
- Alzheimer's/Memory Care
- Active Adult
- Skilled Nursing and Continuum of Care
- Entry Fee CCRC Communities
- Post-Acute/Sub-Acute Care
- Land for Senior Housing Development

\$22.8B

Closed in senior housing sales, debt financings and capital raising assignments since 2014

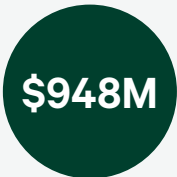
2023 U.S. SENIOR HOUSING ACTIVITY



Property Sales



Properties Sold



Financing



Properties Financed

Source: CBRE Capital Markets

Student Housing

CBRE Student Housing specializes in the acquisition, disposition and valuation of institutional and private capital student housing assets. Powered by a unique set of complementary experience, we offer a seamless experience for investors by providing unmatched access to capital and a coordinated execution for maximized value.

With niche market expertise and custom-tailored solutions, we assist sellers and buyers—universities, owners and operators, landowners, developers and investors—to maximize opportunities within the student housing sector.

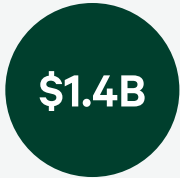
Execution

Extensive experience has allowed CBRE to develop a time and market-tested process for the sale of student housing assets. Our coordinated marketing program ensures speed to market and timely execution for maximized value. This tightly controlled marketing campaign is designed to elevate targeted investor interest by creating a sense of competitive urgency and driving market momentum.

Access to Capital

CBRE has the largest database of student housing investors and has sourced more new capital for student housing properties than any of our competitors. Our active engagement with the market allows us to access a broad range of capital sources including institutional investors, private, exchange and first-time student housing buyers, as well as global capital.

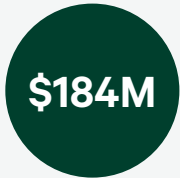
2023 U.S. SENIOR HOUSING ACTIVITY



Property Sales



Properties Sold



Financing



Properties Financed

Source: CBRE Capital Markets



**Kevin
Aussef**

Americas President,
Investment Properties
+1 949 809 3798
kevin.aussef@cbre.com



**James
Millon**

U.S. President,
Debt & Structured Finance
+1 212 984 8041
james.millon@cbre.com



**Leo
van den Thillart**

Global Head,
Investment Banking
+1 917 288 3025
leo.vandenthillart@cbre.com



**James
Scott**

Americas Co-Head,
Investment Banking
+1 212 656 0556
james.scott@cbre.com



**Bill
Lerner**

Americas Co-Head,
Investment Banking
+1 702 866 0747
bill.lerner@cbre.com



**Chris
Ludeman**

Senior Advisor,
Capital Markets
+1 212 984 8330
chris.ludeman@cbre.com



**Matt
Carlson**

Managing Director,
Co-Head U.S. Office
Capital Markets, West
+1 858 735 2905
matt.carlson@cbre.com



**Patrick
Gildea**

Vice Chair | Managing Director
Co-Head U.S. Office
Capital Markets, East
+1 404 923 1541
patrick.gildea@cbre.com



**Chris
Riley**

President,
U.S. Industrial & Logistics
+1 404 923 1541
chris.riley@cbre.com



**Kelli
Carhart**

Executive Managing Director,
Capital Markets Multifamily
+1 512 482 5588
kelli.carhart@cbre.com



**Chris
Decoufle**

Managing Director,
U.S. Retail Capital Markets
+1 404 923 1224
chris.decoufle@cbre.com



**Bill
Grice**

President,
Hotels Americas
+1 678 431 1909
bill.grice@cbre.com

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