

# LAND SERVICES

**SOUTH FLORIDA LAND TEAM**

Cushman & Wakefield of Florida, LLC

**METZGER // THOMSON**





# LAND SERVICES

## EXPERIENCE

The South Florida Land Team has a long history of land transactions in Broward and Palm Beach Counties as well as Martin and St. Lucie Counties. The Team has been together for over 30 years and continues to help both buyers and sellers with land dispositions and acquisitions. We provide the best market intelligence and expertise on every aspect of the transaction, including sales price, due diligence and terms to ownership's negotiation patterns.

Although other teams dabble in land sales, we specialize in it. In fact, the car license plates of Chris Metzger and Christopher Thomson read "BUY DIRT" and "SELL DIRT", respectively. The following is a sampling of some of the land transactions our Team has completed, including mixed use, retail, residential, hospitality, office and industrial.

## MEET THE TEAM



**CHRIS METZGER**  
Executive Director

Chris Metzger joined the Cushman & Wakefield Fort Lauderdale office in 1983 to form the industrial and land department. He is now one of South Florida's leading commercial/industrial sales and leasing agents. Mr. Metzger serves as Executive Director and his South Florida Industrial/Land Team including Rick Etner, Christopher Thomson, Matthew McAllister, and J.D. Brussels, dominates the South Florida industrial and land market. He holds an SIOR (Society of Industrial and Office REALTORS) designation, and has been the top producing industrial broker in Cushman & Wakefield's Fort Lauderdale office every year since 1984. He is a founding member of the Tri-County Top Industrial Brokers "Hitter's Group", which meets on a monthly basis to exchange ideas and promote each other's properties.



**CHRISTOPHER THOMSON**  
Executive Director

Christopher Thomson joined Cushman & Wakefield in 1999 after graduating from Florida State University with dual Bachelor of Science degrees in Real Estate and Finance. In 2001, Mr. Thomson found his true calling when he joined Chris Metzger and Rick Etner as a member of the South Florida Industrial/Land Team. During his tenure, he has worked in the three major commercial real estate fields of office, retail, and industrial, while expanding Cushman & Wakefield's industrial and land expertise.

***The Cushman & Wakefield Land Practice Group professionals help clients cultivate strategies for land needs ranging from individual sites to multi-market portfolios.***



## SELECTED LIST OF CLIENTS REPRESENTED

CLIENT REPRESENTED (SELLER "S" / BUYER "B")	ACREAGE	USE
Mitsubishi (S)	2000.00 AC	Mixed Use
Duke Realty (B)	85.00 AC	Industrial
DDR Jupiter Falls, LLC (S)	57.71 AC	Mixed Use
CE, LLC (B)	48.22 AC	Industrial
Duke Realty (B)	45.91 AC	Industrial
TPG Group (S)	40.00 AC	Industrial
United Auto / Ranger Construction (B)	30.00 AC	Retail
PanAmerican (S)	27.03 AC	Industrial
Prologis (S)	26.20 AC	Industrial
Sensormatic Electronics Corp. (B)	27.37 AC	Corp. HQ
CSX Realty (S)	20.97 AC	Corp. HQ
Kraft General Foods (B)	19.00 AC	Distribution
TPA Group (S)	17.36 AC	Industrial
Bridge Port 95, LLC (B)	16.55 AC	Industrial
Pan American (S)	11.13 AC	Industrial
Sensormatic (S)	10.84 AC	Mixed Use
Shell Oil Company (S)	9.80 AC	Industrial
Bridge Port 95, LLC (B)	9.73 AC	Industrial
The Pugliese Company (B)	9.00 AC	Residential
West Miramar ,LLC (S)	8.41 AC	Industrial
Pan American (S)	7.93 AC	Industrial
MSG Dania Beach (B)	7.60 AC	Industrial
Levenger (S)	6.00 AC	Distribution
Hardrives Corporation (S)	5.20 AC	Industrial
Hotel Development Corp. (B)	4.10 AC	Hotel
ANR Hotels (B)	3.50 AC	Hotel
Hillsboro Technology Center, LLC (B)	2.81 AC	Hotel
Seneca (S)	1.40 AC	Bank Site
Tall Pines (S)	1.00 AC	Industrial



### ASSET STRATEGY

- Prepare valuation
- Conduct hold versus sell and sensitivity analyses
- Provide alternatives/ recommendations
- Construction Assistance



### HOLD LONG-TERM

- Perform due diligence
- Create long-term asset management strategy
- Reduce taxes
- Institute property management program
- Determine income potential



### POSITION SHORT-TERM

- Perform due diligence
- Implement short-term asset management strategy



### FINANCIAL RESOLUTION

- Sell the asset
- Refinance
- Structure a joint venture
- Finance Analysis

### SERVICES

- Acquisition / Disposition
- Site Selection
- Assemblage
- Auction
- Marketing
- Valuation / Financial Analysis
- REO / Advisory Services
- Asset Management
- Financing through CWSG

### PRODUCT TYPES

- Residential
- Multifamily
- Industrial
- Agricultural
- High-density / CBD
- Ports

