

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

ABOUT CUSHMAN & WAKEFIELD

Cushman & Wakefield is a leading global real estate services firm that helps clients transform the way people work, shop, and live. Our 45,000 employees in more than 70 countries help occupiers and investors optimize the value of their real estate by combining our global perspective and deep local knowledge with an impressive platform of real estate solutions. Cushman & Wakefield is among the largest commercial real estate services firms with revenue of \$6 billion across core services of agency leasing, asset services, capital markets, facility services (C&W Services), global occupier services, investment & asset management (DTZ Investors), project & development services, tenant representation, and valuation & advisory. 2017 marks the 100-year anniversary of the Cushman & Wakefield brand. 100 years of taking our clients' ideas and putting them into action.

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



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Utica*</p> <p>NORTH CAROLINA Charlotte Raleigh</p> <p>NEBRASKA Omaha*</p> <p>NEW HAMPSHIRE Manchester Portsmouth</p> <p>NEW JERSEY Chatham East Rutherford Edison Iselin Morristown</p> <p>NEVADA Las Vegas* Reno*</p> <p>NEW YORK Albany Binghamton* Brooklyn Buffalo* Corning* Forest Hills Hudson Valley* Ithaca* Long Island Melville New York Rochester* Syracuse* Utica*</p> <p>OHIO Cincinnati Cleveland* Columbus Dayton Toledo</p> <p>OKLAHOMA Oklahoma City*</p> <p>OREGON Portland</p> <p>PENNSYLVANIA Conshohocken Harrisburg Philadelphia Pittsburgh* Scranton</p> <p>RHODE ISLAND Providence</p> <p>SOUTH CAROLINA Charleston*</p> <p>TENNESSEE Memphis*</p> <p>TEXAS Austin Dallas El Paso* Houston San Antonio*</p> <p>UTAH Ogden* Park City*</p> <p>VIRGINIA Fredericksburg* Lynchburg* Newport News* Richmond* Roanoke* Virginia Beach*</p> <p>WASHINGTON Bellevue* Seattle*</p> <p>WISCONSIN Milwaukee*</p> <p>CANADA ALBERTA Calgary Edmonton*</p> <p>BRITISH COLUMBIA Vancouver Victoria</p> <p>MANITOBA Winnipeg*</p> <p>NEW BRUNSWICK Moncton*</p> <p>NEWFOUNDLAND St. John's*</p> <p>NOVA SCOTIA Halifax*</p> <p>ONTARIO Kingston* London* Newmarket Ottawa* Toronto Waterloo*</p> <p>QUEBEC Montreal Saint Laurent</p> <p>SASKATCHEWAN Regina* Saskatoon*</p> <p>LATIN AMERICA ARGENTINA Buenos Aires</p> <p>BRAZIL Baureri Belo Horizonte Porto Alegre Recife Rio De Janeiro Sao Paulo</p> <p>CHILE Santiago</p> <p>COLOMBIA Bogota</p> <p>COSTA RICA San Jose*</p> <p>MEXICO Guadalajara* Mexico City Monterrey</p> <p>PERU Lima</p> <p>PUERTO RICO San Juan*</p> <p>EMEA AUSTRIA Vienna*</p> <p>BAHRAIN Manama</p> <p>BELGIUM Brussels</p> <p>BOTSWANA Gaborone</p> <p>BULGARIA Sofia*</p> <p>CHANNEL ISLANDS Jersey*</p> <p>CROATIA Zagreb*</p> <p>CZECH REPUBLIC Prague</p> <p>DEMOCRATIC REPUBLIC OF CONGO Kinshasa</p> <p>DENMARK Copenhagen*</p> <p>ESTONIA Tallinn*</p> <p>FINLAND Helsinki*</p> <p>FRANCE Bordeaux* Dijon* Lyon Marseille Montpellier*</p> <p>GERMANY Berlin</p> <p>Frankfurt Hamburg Leipzig Munich</p> <p>GHANA Accra*</p> <p>GREECE Athens*</p> <p>HUNGARY Budapest</p> <p>ISRAEL Tel Aviv*</p> <p>ITALY Milan Rome</p> <p>KAZAKHSTAN Astana*</p> <p>KENYA Nairobi*</p> <p>LATVIA Riga*</p> <p>LESOTHO Maseru*</p> <p>LITHUANIA Vilnius*</p> <p>LUXEMBOURG Luxembourg</p> <p>MACEDONIA Skopje*</p> <p>NAMIBIA Windhoek*</p> <p>NETHERLANDS Amsterdam</p> <p>Amstham Breda Den Bosch Den Haag Eindhoven Groningen Hoofddorp Rotterdam Utrecht Zwolle</p> <p>NORTHERN IRELAND Belfast</p> <p>NORWAY Oslo*</p> <p>POLAND Gdansk Katowice Krakow Lodz</p> <p>PORTUGAL Lisbon</p> <p>QATAR Doha*</p> <p>REPUBLIC OF IRELAND Cork* Dublin*Limerick*</p> <p>ROMANIA Bucharest*</p> <p>Arnhem Breda Den Bosch Den Haag Eindhoven Groningen Hoofddorp Rotterdam Utrecht Zwolle</p> <p>RUSSIA Moscow</p> <p>SAUDI ARABIA Riyadh*</p> <p>SLOVAKIA Bratislava</p> <p>SOUTH AFRICA Blomfontein* Cape Town* East London* Edenburg* Empangeni*</p> <p>NIGERIA Lagos*</p> <p>NORTHERN IRELAND Belfast</p> <p>NORWAY Oslo*</p> <p>POLAND Gdansk Katowice Krakow Lodz</p> 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