

**CUSHMAN &
WAKEFIELD**

THE LAND GROUP

www.TheLandGroupCW.com





THE LAND GROUP

The Land Group (TLG) is a specialized team of real estate experts who have extensive experience in disposition and consulting services for land-based real estate assets. Based in Southern California, our team works in concert with both Cushman & Wakefield's national and global brokerage network. We are unique among our competitors in our ability to offer an in-depth understanding of land and agricultural assets while leveraging the resources provided by a global platform with a track record of success.

TLG ADVANTAGE

- **EXPERIENCE** - our core team has professional experience in disciplines including: land transactions, production agriculture, residential and commercial development, planning and entitlement, valuation, and consulting.
- **UNDERSTANDING** - our background as brokers and consultants has given us a unique understanding of land and agricultural properties that extends well beyond the physical asset. We consider how factors from a property's operational characteristics to the overall macroeconomic climate impact value.
- **KNOWLEDGE** - we have developed an extensive, proprietary database of sales and market statistics that give our clients a competitive advantage.
- **MARKETING** - we employ a proactive approach to marketing, reaching out to key prospects in all relevant industries and potential buyer pools across the world. We continually identify and develop new marketing opportunities, expanding our reach to ensure that every property receives the greatest possible exposure.
- **COVERAGE** - Cushman & Wakefield is a transaction leader in major markets worldwide, with over 250 offices in more than 60 countries. This provides us with unique internal marketing opportunities that leverage our direct connections to the world's most important business centers.
- **RESOURCES** - TLG is supported by dedicated professionals who specialize in marketing, web development, mapping and GIS services, financing, market research, and statistics. This allows us to produce best-in-class marketing materials and exhibits.
- **EXECUTION** - we create a custom strategy for each assignment that integrates these distinct TLG capabilities in order to successfully achieve our clients' goals.

Creating Solutions for Land Buyers and Sellers

The Land Group has over 65 years of combined experience in successfully providing solutions to clients involved with a wide array of property types.

SERVICES PROVIDED

TLG offers our clients a wide array of services, including:

- Disposition
- Site Selection & Acquisition
- Assemblage
- Consultation & Advisory
- Marketing
- Asset / Portfolio Management
- Joint Venture & Equity Placement

PRODUCT TYPES

Our team has experience with all property types, with an emphasis on:

- Production Agriculture
- Vineyards & Wineries
- Ranches
- Commercial & Residential Development
- Natural Resource/Extraction
- Renewable Energy
- Traditional Power Generation
- Conservation Lands

TLG RESULTS

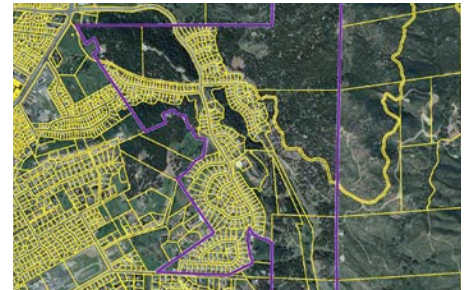
As a company, Cushman & Wakefield has a long history of completing significant land transactions. In 2015, Cushman & Wakefield closed 1,157 land transactions, totaling 29,015 acres, with a total value exceeding \$3.57 billion.

Cushman & Wakefield's culture of dedicated land professionals has given TLG an invaluable platform that allows us to consistently deliver optimal solutions to our clients. The following case studies on this page represent some of TLG's recent successes.



BIXLER FARMS

TLG was engaged to sell Bixler Farms, one of the largest farms with permanent plantings to be offered in California's fertile Sacramento - San Joaquin River Delta in many years. This diverse 1,347± acre farm included mature blueberry, winegrape vineyard, and walnut plantings, as well as plantable row crop ground, packing facilities with equipment, and more. TLG exposed this property to buyers across the world and was able to complete a sale of this complex asset less than one year after marketing began.



EASTGROVE

The Land Group was initially hired as a consultant to manage the entitlement process on this existing 500 acre Avocado Grove in San Diego County, California. After procuring entitlements for a 300± unit Residential Development, TLG was engaged to handle the disposition of the property and sold it to a major home builder.



SOITEC

TLG represented an international solar developer in the acquisition of five properties totaling 1,600± acres across four Southern California counties for development of five Concentrated Photovoltaic Power Plants. Additionally, TLG provided site selection services for SOITEC's panel manufacturing headquarters in the United States.



BAR X RANCH

After performing a consultation assignment on this 1,518 acre cattle and recreational Ranch in Lake County, California, TLG was selected as the only brokerage group with the necessary expertise to sell the Bar X Ranch. After an aggressive marketing campaign, TLG successfully completed the transaction at a top price per acre.

GROUP CONTACTS



TERRY JACKSON

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Phone: 858-558-5685

Lic. No.: 00669485

First licensed in 1977, Mr. Jackson brings a significant depth of experience in the commercial real estate industry to The Land Group. His focus is on the acquisition and disposition of improved properties and land parcels for investment, development and preservation. He has experience in site selection, entitlement acquisition and retention, and plan processing. He has represented clients in the fields of residential and commercial development, energy, agriculture, and mitigation/conservation.



CURTIS BUONO

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Mr. Buono's real estate career began in 2002. His background in consultation and valuation has given him substantial experience with agricultural and complex property types, including vineyards and wineries, row crops and permanent plantings, ranches, transitional lands, renewable energy projects, and other highly amenitized land assets. He contributes significant analytical, marketing, and business development expertise to TLG's brokerage pursuits.



MATT DAVIS

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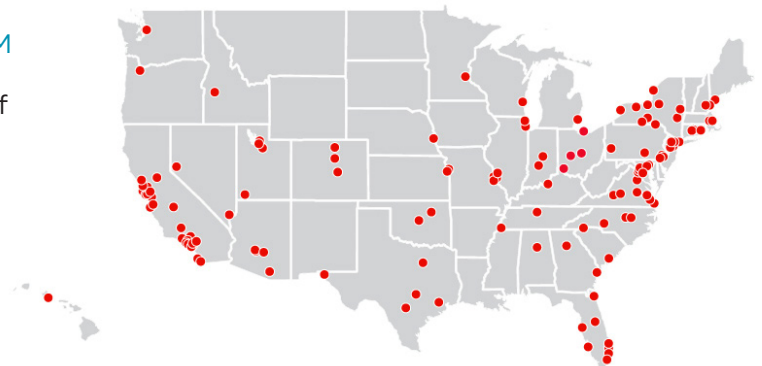
Phone: 858-334-4026

Lic. No.: 01758818

Mr. Davis's commercial real estate brokerage career began in 2006 and it has provided him with significant expertise in a variety of asset classes, including residential and commercial development, renewable and traditional energy, and investment properties. Along with knowledge of many diverse types of real estate assets, he brings considerable marketing and transactional experience to TLG.

NATIONAL CUSHMAN & WAKEFIELD LAND TEAM

TLG is based in Southern California and is a part of Cushman & Wakefield's National Land Practice Group. National Cushman & Wakefield office locations are shown on the adjacent map.



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The successful merger of Cushman & Wakefield and DTZ closed September 1, 2015. The firm now operates under the iconic Cushman & Wakefield brand and has a new visual identity and logo that position the firm for the future and reflect its trusted global legacy and wider history. The new Cushman & Wakefield is led by Chairman & Chief Executive Officer Brett White and Global President Tod Lickerman. The company is majority owned by an investor group led by TPG, PAG, and OTPP.

Cushman & Wakefield is a leading global real estate services firm that helps clients transform the way people work, shop and live. The firm's 43,000 employees in more than 60 countries provide deep local and global insights that create significant value for occupiers and investors around the world. Cushman & Wakefield is among the largest commercial real estate services firms with revenues of \$5 billion across core services of agency leasing, asset services, capital markets, facility services (branded C&W Services), global occupier services, investment & asset management (branded DTZ Investors), project & development services, tenant representation and valuation & advisory. To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.

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