



CUSHMAN &
WAKEFIELD

CORE

OUR SERVICES

CAPITAL MARKETS



Better never settles

SOLVING CHALLENGES, MAXIMISING RETURNS

Navigating today’s real estate market presents both opportunities and challenges, requiring investors to make complex decisions about their assets.

At Cushman & Wakefield Core, we understand these intricacies. Our customised investment services, backed by extensive experience, knowledge, and data-driven insight, enable our clients to make intelligent real estate decisions.

With a highly experienced Capital Markets team, we offer expert advice on local, regional, and cross-border investment opportunities through our UAE and global office network. Our closely integrated international network combines local knowledge with trusted expertise from our worldwide offices, providing the best advice to maximise asset performance.

Whether you seek to relocate funds, expand your portfolio, or enter new markets, our dedicated client-centric specialists offer tailored services to optimise your returns and elevate asset performance.

We identify exclusive opportunities and provide creative investment ideas that maximise returns and minimise risk. Look to us to provide:

Investment Knowledge

Our expert team guides you through capital market transactions, conducting due diligence and utilising real-time market data.

Acquisition

We identify the most suitable opportunity on the market for you, whether for short-, medium- or long-term gain.

Disposition

We’ll advise you on the best strategies to release underperforming investments or divest from an asset to seize gains.

Our clients include:

Institutional Funds
Private & Public Property Companies
Investment & Private Banks
Open & Closed-Ended Funds
Opportunity Funds
Family Offices
High Net Worth Individuals

Acquisition

Our local advisors, supported by a global brokerage network, provide investors with access to investment-grade assets across various sectors worldwide. We assist buyers throughout the acquisition process, from asset selection to due diligence.

Our team specialises in a variety of disciplines, including:

Data Centres	Multifamily
Healthcare	Office
Hospitality	Retail
Industrial	Senior Housing
Land	Student Housing

The approach starts by understanding clients’ business and budgetary criteria. Working closely with our research teams, we provide comprehensive intelligence on investment and leasing markets, ensuring clients stay ahead of the competition and are first to opportunities.

Whether it’s commercial, residential real estate, or land for development, we track diverse investment opportunities. This enables us to offer insight-driven investment advice, optimising returns and minimising risk with specialised sector-specific knowledge.

Our team will:

Monitor Stock Availability
Identify Potential Property Targets
Perform Due Diligence
Negotiate on Behalf Clients
Advise on Purchasing/Financing Structure
Liaise with Lawyers, Valuers, & Technical Consultants

Disposal

Our advisor team represents investors looking to sell single assets, diverse portfolios, and everything in between. Utilising market knowledge, we swiftly determine asset value, implement effective marketing, and deliver results.

Each sale is unique, and our experts advise on the strategy and timing, aiming to achieve considerable value uplift tailored to clients’ needs. We coordinate investor interest, manage inspections and bidding, and handle commercial term negotiations, liaising with lawyers when needed.

With a strong network of private and institutional investors, Cushman & Wakefield Core provides comprehensive services to maximise sale prices regardless of market conditions.

As part of the disposal process, we also offer:

Brokerage Services
Appraisal & Valuation
Market Comparable Research & Analysis
Pricing Strategy
Preparation of Investment Memorandum
Marketing Strategy
Improvement Advisory & Asset Repositioning

Value Proposition

We provide investors with a tailored plan of action based on their unique objectives, investment policies and exit strategies. In creating these plans, we take an active role to identify the most attractive global real estate assets that fit our clients’ investment needs and objectives.



**CUSHMAN &
WAKEFIELD**

CORE

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About Cushman & Wakefield

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 2024, the firm reported revenue of \$9.4 billion across its core service lines of Services, Leasing, Capital Markets, and Valuation and other. Built around the belief that *Better never settles*, the firm receives numerous industry and business accolades for its award-winning culture.

Cushman & Wakefield Core is an independently owned and operated affiliate of Cushman & Wakefield, operating in the UAE since 2008.

For additional information,
visit www.cushwake.ae

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