

CBRE



CBRE Capital Markets

Global Capital

PROPERTY SALES
STRUCTURED DEBT & EQUITY SOLUTIONS
LOAN SERVICING & ASSET MANAGEMENT

Access to Global Capital

2021 CBRE Highlights

CBRE migrates more global capital around the world and into the U.S. than any other firm.

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

- Unsurpassed deal volume
- Local expertise
- Proprietary technology



Executive Leadership Involvement

- Leveraging long-standing personal relationships to personally market opportunities
- Ensures speed to market and higher probability of success

#1

Globally in total properties sold & total dollar volume for the 11th consecutive year

23.7%

Global market share

\$64.8B

Global cross-border investment sales activity in 2021

52.2%

More than our closest competitor

\$177.0B

Global cross-border investment sales activity since 2019

\$11.0B

Inbound capital placement in the U.S. in 2021

\$28.9B

Inbound capital placement in the U.S. since 2019

CBRE's Global Capital Markets Team

500+

Offices in 100+ countries



Global
CHRIS LUEMAN



Global
BRIAN STOFFERS



Global
RACHEL VINSON



Head of EMEA
CHRIS BRETT



Head of APAC
GREG HYLAND

Boston
Americas



**SCOTT
DRAGOS**

Chicago
Americas



**BLAKE
JOHNSON**

Chicago
Americas



**KEELY
POLCZYNSKI**

Dallas
Americas



**RUSSELL
INGRAM**

Los Angeles
Americas



**TODD
TYDLASKA**

Miami
Americas



**TIM
GIFFORD**

New York
Americas



**BILL
SHANAHAN**

New York
Americas



**BRANDON
MCMENOMY**

New York
Americas



**DARCY
STACOM**

San Francisco
Americas



**MIKE
TAQUINO**

Seattle
Americas



**TOM
PEHL**

Toronto
Americas



**PETER
SENST**

Singapore
APAC



**ANDREW
HUNTER**

Singapore
APAC



**STUART
MCCANN**

Beijing
APAC



**STEPHANIE
YANG**

Hong Kong
APAC



**JONATHAN
CHAU**

Seoul
APAC



**TOM
JEANES**

Tokyo
APAC



**RICHARD
ORBELL**

Shanghai
APAC



**CANDICE
WANG**

Melbourne
APAC



**MARK
COSTER**

London
EMEA



**CHRIS
GARDENER**

London
EMEA



**JACK
COX**

London
EMEA



**DAVID
GREEN**

London
EMEA



**NICK
HENDY**

London
EMEA



**SIMON
BLAKE**

Dubai
MENA



**ALI
ZAHED**

PRODUCT LEADERS

Industrial



**CHRIS
RILEY**

Multifamily



**BRIAN
MCAULIFFE**

Office



**CHRIS
LUEMAN**

Retail



**CHRIS
DECOUFLE**

Hotels



**BOB
WEBSTER**

Hotels



**KEVIN
MALLORY**

Hotels
EMEA



**KENNETH
HATTON**

Hotels
APAC



**STEVE
CARROLL**

Net Lease
Corp Cap Mkts



**WILL
PIKE**

Data
Centers



**KRISTINA
METZGER**

Healthcare &
Life Sciences



**CHRIS
BODNAR**

Healthcare &
Life Sciences



**LEE
ASHER**

Investment
Banking



**RICHARD
DAKIN**

Investment
Banking



**JAMES
SCOTT**

Loan
Services



**CLARENCE
DIXON**

Loan
Services



**CHRIS
SHAMALY**

Global
Valuations



**TOM
EDWARDS**

Global
PM



**EMMA
BUCKLAND**

Connect

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