

MULTIFAMILY CAPITAL MARKETS

ALL OF YOUR REAL ESTATE, FINANCIAL AND INVESTMENT NEEDS IN ONE GLOBAL PLATFORM

Newmark Knight Frank, operated by Newmark Group, Inc. ("Newmark Group") (NASDAQ: NMRK), is one of the world's premier commercial real estate advisory firms with a fully integrated global investment sales and lending platform. From marketing the sale of single assets and portfolios, to structuring complex debt solutions, to life of loan servicing and asset management, we provide 360-degree solutions. Taking a consultative approach, we assist clients in effectively managing their real estate operations and portfolios, and creating and executing on strategies that optimize the capital structure, increase efficiency and ultimately maximize value.

Newmark Knight Frank's **Multifamily Capital Markets Investment Sales** team are experts in 300+ markets, providing asset-specific customization that yields highly effective transaction strategies. By leveraging our proprietary database, each advisor has ready access to unique market intelligence to drive demand and match each client's assets to a robust group of investors from private and institutional owners to global investors.

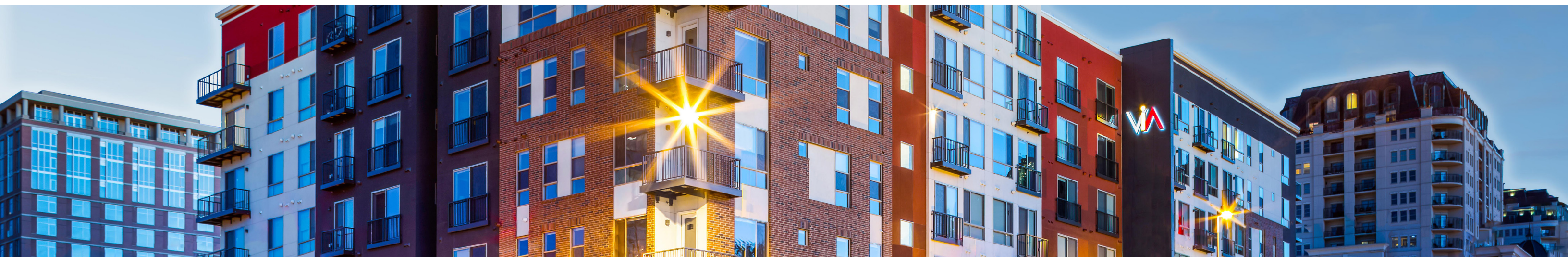
Investment sales advisors work closely with the **Multifamily Capital Markets Debt & Structured Finance** team on loan origination, underwriting, closing, life of loan serving and asset management. This seasoned team provides clients with innovative and comprehensive solutions by accessing a full complement of debt products including Fannie Mae, Freddie Mac, FHA, Bridge, Life Company, Bank and CMBS products.

Newmark Knight Frank's Multifamily Capital Markets team is responsible for more than \$28 billion in multifamily transaction volume annually.

ONE OF THE NATION'S LARGEST MULTIFAMILY PLATFORMS

The Multifamily Capital Markets platform includes:

- **Top 2 Multifamily investment sales platform in 2017**
- **Top 5 Freddie Mac and Fannie Mae lender in 2017**
- **Multifamily production in excess of \$28B in 2017**
- **Global access to capital**
- **Servicing portfolio in excess of \$58 billion covering 49 states and 3,400 loans**
- **Experts in 300+ markets**
- **Advisors with an average 20+ years' experience**
- **Deep bench of talent with over 525 Multifamily professionals**
- **Proven track record of excellence in execution**



OUR CLIENTS BENEFIT FROM BEST-IN-CLASS SERVICES

Newmark Knight Frank's Multifamily Capital Markets platform offers a full complement of products and services, including:

ASSET TYPES

- Conventional Multifamily
- Affordable housing
- Cooperative housing
- Land
- Manufactured housing
- Military housing
- Mixed-use
- New construction
- Portfolios
- Seniors housing and healthcare
- Student housing
- Workforce housing

INVESTMENT SALES

- 300+ market nationwide coverage
- Innovative marketing
- Asset-specific sales strategies
- Sophisticated investor intelligence and research
- Extensive exposure to diverse buyer pool
- Market analysis and underwriting
- Access to international capital

FULL RANGE OF PRODUCTS

- Fannie Mae
- Freddie Mac
- FHA
- Bridge
- Life company
- CMBS
- Bank
- Global equity sourcing and placement

FLEXIBLE FINANCING

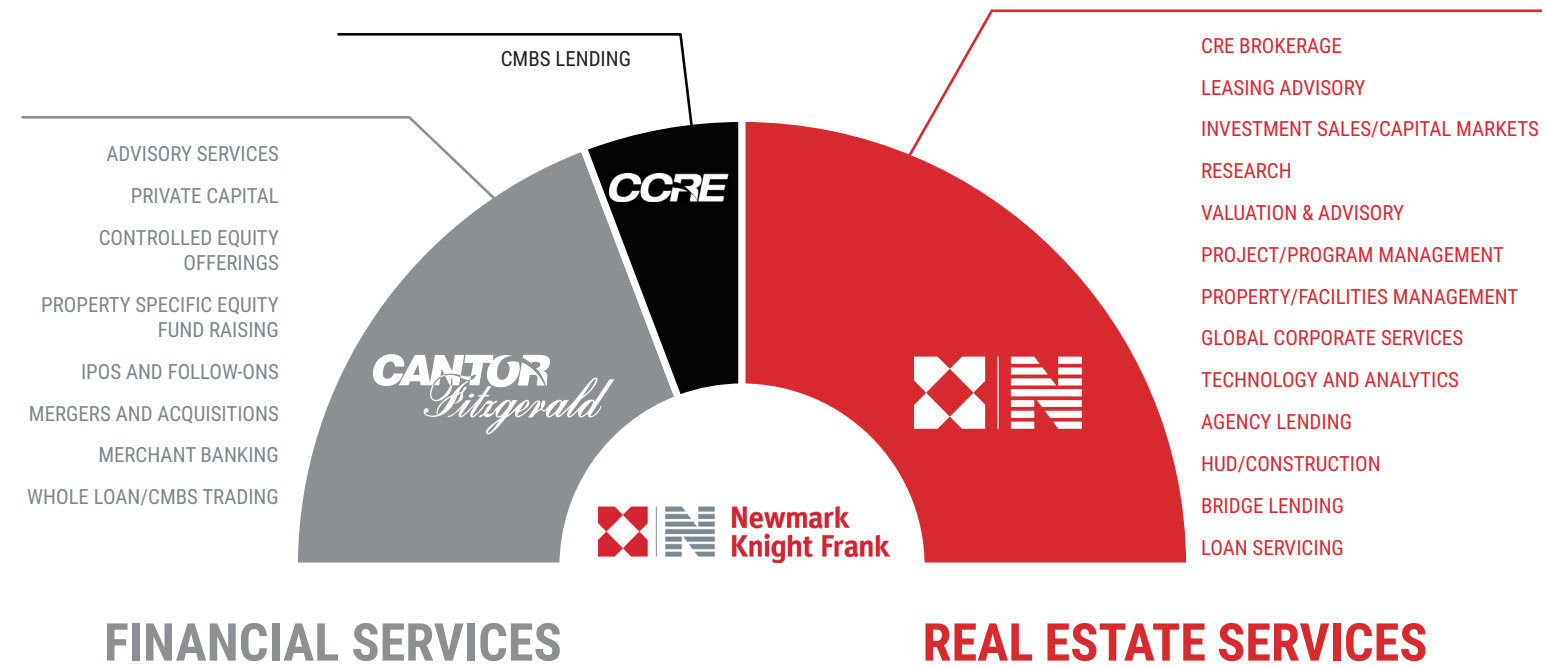
- Fixed-rate mortgages
- Adjustable-rate mortgages
- Standard or structured
- Credit facilities
- Partial and full-term interest-only structures
- Early rate lock
- Index lock

FINANCING TYPES

- Acquisitions
- Refinances
- Supplemental loans
- Streamline refinances
- Single-asset substitutions
- Tax-exempt / tax credit / rehab and preservations
- Integrated construction and permanent loans
- Structured financings
- Pre-stabilization loans

ONE PLATFORM UNLIMITED RESOURCES

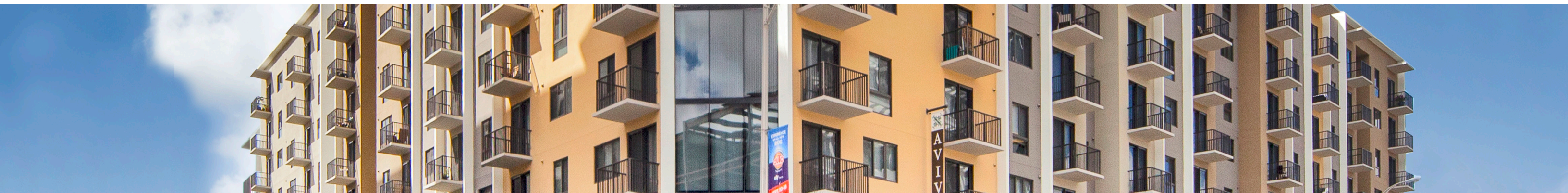
Newmark Knight Frank is one of the most dynamic and innovative full service providers in the industry, driven by a shared entrepreneurial spirit and commitment to superior client service. The full scope of services includes:



ONE PLATFORM OFFERING A FULL COMPLEMENT OF SERVICES



CCRE and Cantor Fitzgerald are operated by affiliates of Newmark Group, Inc.



THE FASTEST GROWING COMMERCIAL REAL ESTATE SERVICES PROVIDER IN THE U.S.

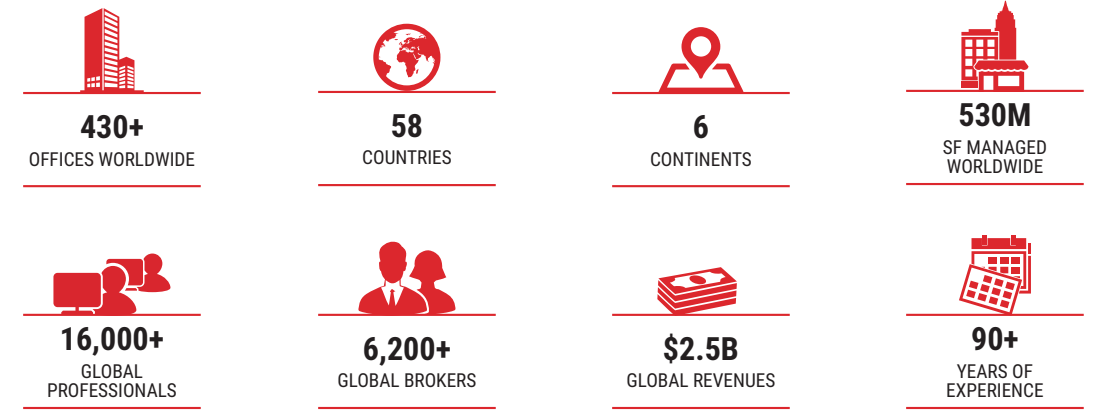
Newmark Knight Frank has more than 4,600 professionals in over 120 offices across the U.S. Together with London-based partner Knight Frank and independently owned offices, NKF's 16,000 global professionals operate from more than 430 offices in established and emerging property markets on six continents.



ABOUT NEWMARK KNIGHT FRANK

Newmark Knight Frank is one of the world's leading and most trusted commercial real estate advisory firms, offering a complete suite of services and products for both owners and occupiers. NKF's investor/owner services and products include investment sales, agency leasing, property management, valuation and advisory, diligence, underwriting, government-sponsored enterprise lending, loan servicing, debt and structured finance and loan sales. Occupier services and products include tenant representation, real estate management technology systems, workplace and occupancy strategy, global corporate services consulting, project management, lease administration and facilities management. For further information, visit www.ngkf.com. Newmark Group is a publicly traded subsidiary of BGC Partners, Inc. ("BGC") (NASDAQ: BGCP), a leading global brokerage and financial technology company servicing the financial and real estate markets.

GLOBAL REACH



Discussion of Forward-Looking Statements about Newmark Group
Statements in this document regarding Newmark Group that are not historical facts are "forward-looking statements" that involve risks and uncertainties, which could cause actual results to differ from those contained in the forward-looking statements. Except as required by law, Newmark Group undertakes no obligation to update any forward-looking statements. For a discussion of additional risks and uncertainties, which could cause actual results to differ from those contained in the forward-looking statements, see Newmark Group's and BGC's Securities and Exchange Commission filings, including, but not limited to, any updates to such risk factors contained in subsequent Forms 10-K, 10-Q, or Forms 8-K.





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China
India
Indonesia
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Malaysia
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MIDDLE EAST

Saudi Arabia
United Arab Emirates