



CANTOR
Pitgerald[®]

**TURNING REAL
ESTATE EXPERTISE
INTO INVESTMENT
OPPORTUNITY**

Cantor Fitzgerald

WHERE THE WORLD TURNS FOR REAL ESTATE INVESTMENTS

Cantor Fitzgerald is a premier global financial services firm. Founded in 1945, our diversified organization spans the globe with more than 12,500 employees across 150+ offices. We are among the largest real estate brokerage and finance companies in the world, a leading inter-dealer broker, and a renowned investment bank.

BY THE NUMBERS

- Founded in 1945: A global financial services firm with a wealth of experience in real estate, capital markets, research and investment
- \$84 Billion: Over \$84 billion in real estate-related transactions in 2019
- 150 Offices Worldwide: Cantor Fitzgerald maintains more than 150 offices in 22 countries
- 12,500: More than 12,500 employees worldwide

INSTITUTIONAL QUALITY ALTERNATIVE INVESTMENTS

Our expansive real estate platform offers access to critical market data and research, enhanced ability for due diligence and underwriting, and superior deal flow. With global resources, capital markets knowledge, strategic investments, and deep real estate infrastructure, Cantor Fitzgerald brings institutional-quality alternative investments to investors.

- Qualified Opportunity Funds (“QOFs”)
- Non-Traded REITS
- 1031 Exchanges and Delaware Statutory Trusts
- Other Private Placements

Cantor Fitzgerald Knows Real Estate from Every Vantage Point

Cantor Fitzgerald is a distinguished global financial services firm with extensive real estate knowledge, capabilities, and alliances.



VAST RESOURCES TO DELIVER HIGH-END INVESTMENTS

“For years, high-quality real estate investments have been limited to the wealthiest investors and institutions. Cantor Fitzgerald is pleased to offer a range of top-tier real estate solutions created for individual investors and their portfolios.”

Howard W. Lutnick, Chairman & Chief Executive Officer
Cantor Fitzgerald, L.P.

Key Partnerships

Leveraging relationships with the largest tenants and property owners provide an ability to source high-quality investment opportunities. Tapping into Cantor Fitzgerald’s broader knowledge of interest rates, credit, finance, and capital markets positions the company to create real estate investments of institutional caliber.



Comprehensive Expertise Creates Opportunity for Investors

Cantor Fitzgerald draws strength and influence from a strategic alignment with real estate giant Newmark Group, Inc. (“Newmark”), the global brokerage, finance, and advisory firm. This robust union puts Cantor Fitzgerald at the intersection of every phase of a real estate transaction and delivers an information advantage that drives the creation of our real estate investments.

Newmark

Newmark is a world leader in commercial real estate services, with a comprehensive suite of investor/owner and occupier services and products. Our integrated platform seamlessly powers every phase of owning or occupying a property. Our services are tailored to every type of client, from owners to occupiers, investors to founders, growing startups to leading companies. Harnessing the power of data, technology, and industry expertise, Newmark brings ingenuity to every exchange, and imagination to every space. Together with London-based partner Knight Frank and independently-owned offices, our 18,800 professionals operate from approximately 500 offices around the world, delivering a global perspective and a nimble approach.

Fully Integrated Real Estate Platform

Over the past decade, more than \$2 billion has been invested to build a fully integrated real estate platform to deliver quality real estate investments to individual investors. Our end-to-end expertise and capabilities are the result of a powerful alignment of vertically integrated affiliates offering:

- Research
- Valuation
- Investment Management
- Financing
- Property Management
- Leasing
- Asset Management
- Consulting
- Disposition



About Cantor Fitzgerald

Cantor Fitzgerald, with over 12,500 employees, is a leading global financial services firm at the forefront of financial and technological innovation and has been a proven and resilient leader for over 75 years. Cantor Fitzgerald & Co. is a preeminent investment bank serving more than 5,000 institutional clients around the world, recognized for its strengths in fixed income and equity capital markets, investment banking, prime brokerage, and commercial real estate. Cantor Fitzgerald is one of the 24 primary dealers authorized to transact business with the Federal Reserve Bank of New York.

Through a powerful alignment of vertically integrated affiliates, Cantor Fitzgerald's real estate platform offers broad access to critical market data and research, enhanced ability for diligence and underwriting, and superior deal flow enabling the ability to deliver institutional-quality real estate investments to investors. Over the past decade, Cantor Fitzgerald has invested more than \$2 billion in its commercial real estate business infrastructure, providing unique insight into every phase of a real estate transaction. In 2019 alone, Cantor Fitzgerald completed more than \$84 billion in real estate-related transactions.

An investment in real estate carries certain risks including but not limited to a lack of liquidity and potential loss of principal.

The information contained herein is not an offer to sell or a solicitation of an offer to buy any securities and is for training and educational purposes only. Such an offer or solicitation can be made only through a confidential private placement memorandum relating to an offering.

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RISK FACTORS

Investors in QOFs will need to hold their investments for certain time periods in order to receive the full QOZ Program tax benefits. A failure to do so may result in the potential tax benefits to the investor being reduced or eliminated.

If a fund fails to meet any of the qualification requirements to be considered a QOF, the anticipated QOZ Program tax benefits may be reduced or eliminated. Furthermore, a fund may fail to qualify as a QOF for non-tax reasons beyond its control, such as financing issues, zoning issues, disputes with co-investors, etc.

Distributions to investors in a QOF may result in a taxable gain to such investors.

The tax treatment of distributions to holders of interests in a QOF is uncertain, including whether distributions impact the aforementioned QOZ Program tax benefits.

A QOF must make investments in Qualified Opportunity Zones, which carries the inherent risk associated with investing in economically depressed areas.

Any additional legislation or administrative guidance may reduce or eliminate the expected potential QOZ tax benefits or increase the burden of compliance with the QOZ Program.

Investors in a QOF may not be able to take advantage of the QOZ Program's tax benefits if they do not properly make a deferral election on IRS Form 8949.

QOF may encounter significant opposition from local communities, political groups, or unions, which may damage their goodwill and reputation and adversely affect operations.

An investment in a QOF is speculative, illiquid, and involves a high degree of risk. This is no guarantee that investors will receive any return.

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