



Erick J. Mazzoni, MAI, CRE, MRICS

Executive Managing Director
U.S. Lead
Valuation & Advisory
Cushman & Wakefield

Professional Expertise

Erick Mazzoni is an Executive Managing Director and the U.S. Lead for Cushman & Wakefield's Valuation & Advisory group. In this capacity, he oversees all of Cushman & Wakefield's V&A staff (500+) and activities throughout the United States and serves as the single point of contact for several major clients.

Previously, Erick was the Market Lead for the Northeast region, which included leadership and management of the Boston, Philadelphia, Pittsburgh, Ohio (Columbus), Kentucky (Louisville), and Tennessee (Nashville) offices, totaling roughly 50+/- professionals.

Prior to leadership roles, Erick was the primary professional involved with the valuation of over \$15 billion worth of real estate during his career on over 1,400+ appraisal and consulting engagements focused on hotels and resorts, office buildings, shopping centers, industrial complexes, apartment complexes and vacant land. Most recently, he focused on the valuation and consulting of hospitality related properties, having direct involvement with over 400+ hotels and resorts, collectively valued at roughly \$6 billion.

Erick has spent the majority of the past 18+ years with Cushman & Wakefield, with the following career progression:

- Began his career in 2004 with Cushman & Wakefield as an Associate Appraiser in the Philadelphia and then northern New Jersey offices by 2006.
- In 2006, joined Greystone Realty Advisors, a commercial real estate consulting and development firm based in Wilmington, Delaware, where he was a Senior Associate involved with consulting and hospitality development projects.
- In 2008, rejoined Cushman & Wakefield as a Senior Appraiser within the Philadelphia office and was subsequently promoted to Associate Director during 2009, Director in 2010, Senior Director in 2011, and Executive Director in 2015. During this timeframe, he was a production appraiser focused primarily on office, industrial and hospitality valuation projects.
- In 2017, promoted to Managing Director of the regional practice, overseeing the Philadelphia and Pittsburgh offices, and to Senior Managing Director in 2019.
- During 2021, promoted to Market Lead for the Northeast region, further expanding his territory leadership to include Boston and Ohio.
- Beginning 2023, promoted to Executive Managing Director and further expanded his territory to include Kentucky and Tennessee.
- In July 2023, promoted to U.S Lead overseeing the national Valuation & Advisory team.

Memberships, Licenses, Professional Affiliations and Education

- Designated Member, Appraisal Institute (MAI #12976). As of the current date, Erick J. Mazzone, MAI has completed the requirements of the continuing education program of the Appraisal Institute.
- Certified General Real Estate Appraiser in the following states:
 - Delaware – X1-0000452
 - Kentucky - 284025
 - Maryland – 29623
 - New Jersey – 42RG00219600
 - Ohio - 2021005578
 - Pennsylvania – GA003666
 - Tennessee – 6390
 - West Virginia – CG3079
- Member, Counselors of Real Estate (CRE# 53050)
- Member, Royal Institution of Chartered Surveyors (MRICS# 5628765)
- Pennsylvania Real Estate Sales License – RS280982
- Bachelor of Science, University of Delaware

Accomplishments, Awards and Speaking Engagements

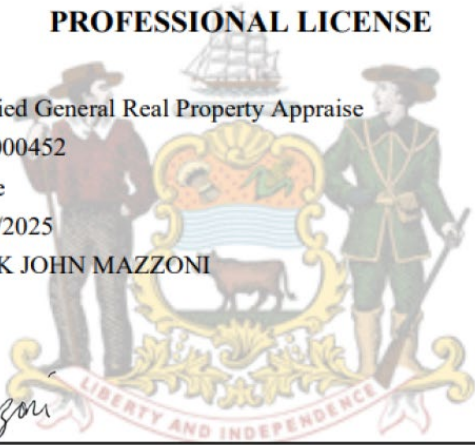
- Top Producer, Valuation Services, Cushman & Wakefield of Pennsylvania, 2009 & 2014
- Rookie of the Year, Cushman & Wakefield of Pennsylvania, 2004
- Mr. Mazzone was a co-teacher for Real Estate 417 and 467 at the University of Delaware from 2006 to 2012. Both courses were senior level Real Estate related finance courses which focused on real estate fundamentals, valuation, investment and development.
- Erick is involved with and has served on several leadership committees within Cushman & Wakefield since 2009, including:
 - Leadership committee (2019 – 2020) for C&W's overall Philadelphia office to drive strategic initiatives for the overall real estate practice.
 - Next Generation Leadership Network (2019) - One of three valuation professionals chosen from C&W's National Valuation team to serve on a companywide, 130+/- person national leadership group which determines strategic initiatives for Cushman & Wakefield.
 - Panel speaker for a Business Development conference call in February 2019 which included an audience of over 250+ C&W valuation professionals.
 - Leadership council for the Philadelphia office of Cushman & Wakefield as the sole representative for the valuation group (2013-2014). Council consisted of representatives from all service lines (brokerage, investment sales, valuation and property management) and met quarterly to determine larger objectives and goals for the firm, strategic positioning and overall growth strategies.
 - Cushman & Wakefield Future Leaders (CWFL) 2011-2012: Chosen by global management as the sole representative of the national Valuation & Advisory Group of Cushman & Wakefield within the CWFL. Served on the first executive committee of this group and was responsible for creating strategic goals and direction of the 400+ younger professionals at C&W.

- Elected as one of twelve rapidly advancing top performers to participate in the Cushman & Wakefield Professional Advisory Panel which held monthly conference calls with the Global Head of C&W's valuation group to formulate new initiatives for the global practice (2009-2010).
- Speaking Engagements:
 - Guest speaker on the Hospitality Panel for the Philadelphia Commercial Real Estate Forecast Summit hosted by the Mid-Atlantic Real Estate Journal, 2016 and 2020;
 - Guest Speaker for Temple University's Career night highlighting commercial real estate, 2019 and 2021;

DELAWARE

STATE OF DELAWARE
DIVISION OF PROFESSIONAL REGULATION
PROFESSIONAL LICENSE

LICENSE TYPE: Certified General Real Property Appraiser
LICENSE NUMBER: X1-0000452
LICENSE STATUS: Active
EXPIRATION DATE: 10/31/2025
ISSUED TO: ERICK JOHN MAZZONI



Erick J. Mazzoni

LICENSEE SIGNATURE

NOT TRANSFERABLE

THIS CERTIFIES THAT THE PERSON NAMED IS HEREBY LICENSED TO CONDUCT OR ENGAGE IN THE PROFESSION INDICATED ABOVE THIS DOCUMENT IS DULY ISSUED UNDER THE LAWS OF THE STATE OF DELAWARE.

KENTUCKY

In the name and by the Authority of the

Commonwealth of Kentucky



Kentucky Real Estate Appraisers Board

Hereby grants a/an Certified General Real Property Appraiser

To Erick J Mazzoni
1033 Demonbreun Street, suite 600 Nashville TN 37203

who has complied with the provisions of Chapter 324A of the Kentucky Revised Statutes IN WITNESS WHEREOF, we have caused the official seal to be fixed and attested for the year shown below.

/s William Jeffrey Fultz

Chair

/s John C. Brewer

Vice Chair



License Number: 284025
Issue Date: March 20, 2023
Expire Date: July 1, 2024

MARYLAND



LICENSE * REGISTRATION * CERTIFICATION * PERMIT
STATE OF MARYLAND
MARYLAND DEPARTMENT OF LABOR

Lawrence J. Hogan, Jr.
Governor
Beyd K. Rutherford
Lt. Governor
Tiffany P. Robinson
Secretary

COMMISSION OF RE APPRAISERS & HOME INSPECTORS
CERTIFIES THAT:



ERICK JOHN MAZZONI

IS AN AUTHORIZED: 04- CERTIFIED GENERAL

LIC/REG/CERT	EXPIRATION	EFFECTIVE	CONTROL NO
29623	05-14-2025	03-27-2022	5863730

Erick J. Mazzone

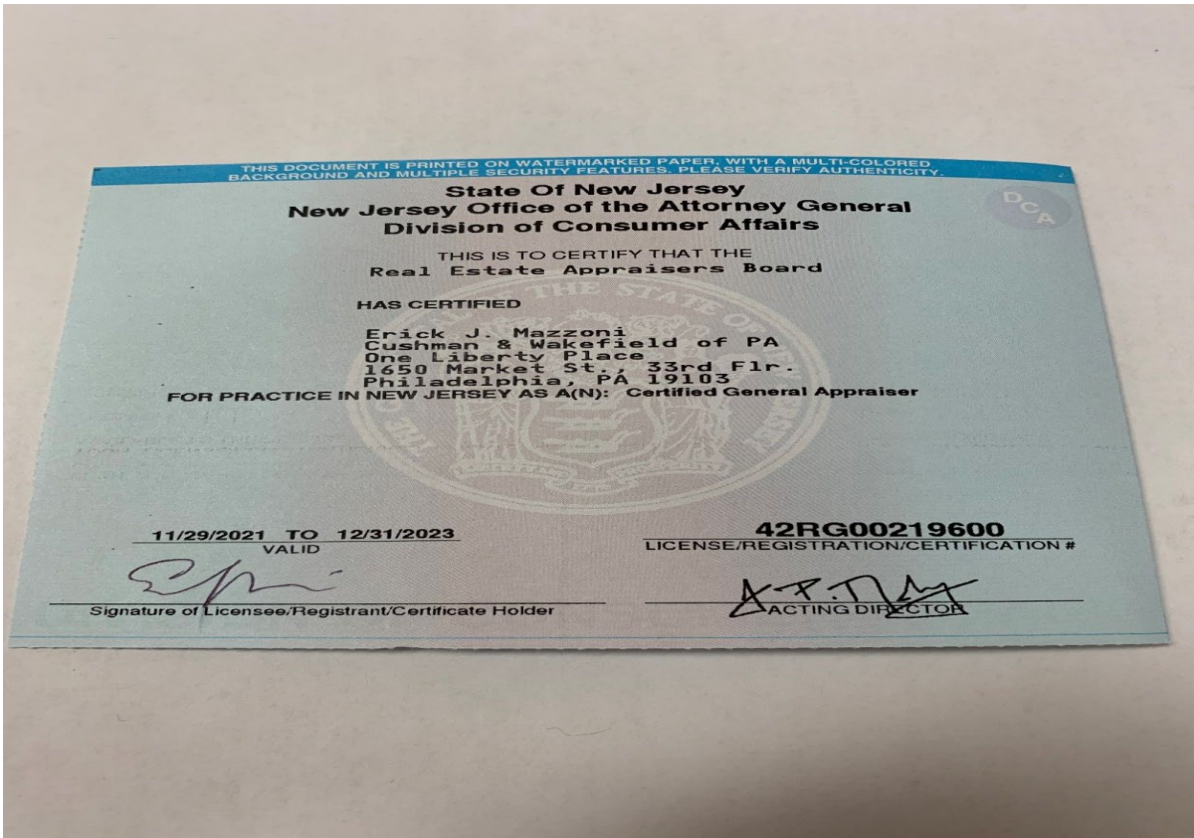
Tiffany P. Robinson

Signature of Bearer

Secretary

WHERE REQUIRED BY LAW THIS MUST BE CONSPICUOUSLY DISPLAYED IN OFFICE TO WHICH IT APPLIES

NEW JERSEY



THIS DOCUMENT IS PRINTED ON WATERMARKED PAPER, WITH A MULTI-COLORED BACKGROUND AND MULTIPLE SECURITY FEATURES. PLEASE VERIFY AUTHENTICITY.

State Of New Jersey
New Jersey Office of the Attorney General
Division of Consumer Affairs

THIS IS TO CERTIFY THAT THE
Real Estate Appraisers Board
HAS CERTIFIED

Erick J. Mazzone
Cushman & Wakefield of PA
One Liberty Place
1650 Market St., 33rd Flr.
Philadelphia, PA 19103

FOR PRACTICE IN NEW JERSEY AS A(N): Certified General Appraiser

11/29/2021 TO 12/31/2023
VALID

42RG00219600
LICENSE/REGISTRATION/CERTIFICATION #

Erick J. Mazzone

A. J. ...

Signature of Licensee/Registrant/Certificate Holder

ACTING DIRECTOR

OHIO

AN APPRAISER LICENSE/CERTIFICATE
has been issued under ORC Chapter 4763 to:

NAME:
Erick J Mazzone

LIC/CERT NUMBER:
2021005578

LIC LEVEL:
Cert. General R. E. Appraiser - Out of State

Ohio | Department of Commerce
Division of Real Estate & Professional Licensing

CURRENT ISSUE DATE: 07/26/2023
EXPIRATION DATE: 07/29/2024
USPAP DUE DATE: 07/29/2025

PENNSYLVANIA

Commonwealth of Pennsylvania
Department of State
Bureau of Professional and Occupational Affairs
PO BOX 2649 Harrisburg PA 17105-2649

23 0014476

License Type
Certified General Appraiser

ERICK JOHN MAZZONI
CUSHMAN & WAKEFIELD
ONE LIBERTY PLACE
1650 MARKET ST, 33RD FLR
PHILADELPHIA, PA 19103

License Status
Active

Initial License Date
03/24/2008

Expiration Date
06/30/2025

License Number
GA003666

Arion R. Claggett
Acting Commissioner Arion R. Claggett

Erick J. Mazzone
Signature

TENNESSEE



WEST VIRGINIA

