



Von Ancken to lead NGKF appraisal and valuation consulting division; Sanders, Gallagher, Kendall, Wood and Chacon to join board

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Newmark Grubb Knight Frank (NGKF) has named five seasoned professionals to the executive board of its recently acquired commercial real estate appraisal and valuation consulting division, Landauer Valuation & Advisory, which is led by Robert Von Ancken, MAI, CRE, FRICS.

Gerald Sanders, Lynda Gallagher, Greg Kendall, David Wood and Milton Chacon will join board chairman Von Ancken in implementing the expansion of the platform throughout NGKF's global real estate services operations.

"The extraordinary team at Landauer provides another boost to our capacity to cover the entire spectrum of real estate services," said NGKF president James Kuhn. "The platform is designed to create long lasting relationships with clients who view us as an extension of their organizations. With the ever-changing nature of the commercial real estate industry and the impact those changes have on property values, there is a critical need for best-in-class valuation advisory services."

Von Ancken, who is based in NGKF's local headquarters, is recognized as one of the country's foremost experts, having appraised hundreds of billions of dollars of real estate throughout his career. A 40-year veteran of the business, Von Ancken noted that he is gratified to be part of a dynamic, growing global firm. "We efficiently and effectively leverage the prodigious data available to us because we are not just observers of the market. We are in the market, developing, providing capital, negotiating deals and resolving disputes," he said.

Sanders, MAI, MRICS, also based in New York, added that "the Landauer operation supported by Newmark Grubb Knight Frank, BGC Partners and its affiliate Cantor Fitzgerald is a key part of this game-changing platform in commercial real estate. With our expansive footprint and complete range of service offerings supported by BGC's robust, proprietary technology platform, we are one of the most dynamic and innovative service providers in the industry."

Sanders will head business development and institutional client relations for Landauer. He has more than 25 years of experience valuing, providing specialty consulting services and expert witness testimony for all types of complex institutional real estate assets nationwide.

Gallagher is based in the company's Chicago regional office. She has 20 years of experience in appraisal and consulting, and is a recognized leader in institutional retail and portfolio valuation.

Kendall, CRE, MAI, based in Atlanta, also has 20 years of experience, and has provided expert witness testimony for all real estate types. His special areas of focus include hotel, resort, golf, gaming, marina, and related assets. Kendall's hospitality and leisure specialty practice group brings extensive experience, including nearly 1,000 hospitality-related assignments covering 45 U.S. states, the Caribbean, Mexico, Central America and Israel.

Wood, MAI, is based in the company's Los Angeles office, and brings over 30 years of experience in

the business of valuation and consulting, including a specialty practice dealing in all aspects of industrial real estate. "What attracted me to the Landauer team and why I am so proud to be a member of the executive board, is that there is a collective culture throughout the entire platform that focuses on client satisfaction with a flexible approach," said Wood. "In addition, the level of sophistication across all business lines is the highest I have seen in my career."

Chacon, who is based in New York City, has been named Chief Operating Officer of Landauer. In this capacity, he will facilitate the integration and growth of the revitalized Landauer brand by coordinating its activities and business pursuits with the larger NGKF and BGC operation. "The addition of Landauer Valuation & Advisory is another example of our pursuit to develop a full-service real estate platform for our valued clients," said Chacon. "By providing best practices and collaboratively optimizing resources across practice groups and service lines, we are poised to provide the highest level of integrated real estate services in the global marketplace today."

Landauer Valuation & Advisory, a division of Newmark Grubb Knight Frank, provides appraisal, valuation and consulting services to financial institutions, management companies, pension funds, corporations, owners and investors, developers, nonprofit organizations and government agencies. Founded in 1946, Landauer is one of the oldest and most respected brands in commercial real estate appraisal and valuation consulting.

With regional hubs in Los Angeles, Chicago, New York, Atlanta and Washington, D.C., Landauer Valuation & Advisory offers single asset and portfolio valuations, market analysis and feasibility studies, lease and cost analyses, debt analysis, and plant, machinery and equipment valuations for all types of commercial real estate, including office, industrial, retail, multifamily, vacant land, hotels and resorts, as well as special use facilities. Structured around high-quality data, state-of-the-art technology and proprietary systems, our professionals deliver objective, accurate and timely market information for all types of commercial property, and excel at analyzing and interpreting that information for clients.

About Newmark Grubb Knight Frank

A part of BGC Partners, Inc. (NASDAQ:BGCP), Newmark Grubb Knight Frank is one of the largest commercial real estate service firms in the U.S. It brings together the strategic consultative approach to creating value for clients and leading position in the New York market that are hallmarks of Newmark Knight Frank; the complementary strengths of Grubb & Ellis in leasing and management, investment sales, valuation and capital markets services; and BGC's financial strength, proprietary technology, expertise in global capital markets and deep relationships with many of the world's leading financial institutions.

Newmark Grubb Knight Frank, together with its affiliates and London-based partner Knight Frank, employs more than 11,000 professionals, operating from more than 300 offices in established and emerging property markets on five continents. This major force in real estate is meeting the local and global needs of tenants, owners, investors and developers worldwide.