



# DATA CENTER CAPITAL MARKETS & ADVISORY

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## DELIVERING **EXPERT ADVISORY** SERVICES TO BOTH OWNERS AND OCCUPIERS NAVIGATING THE DATA CENTER LANDSCAPE

### WHO WE ADVISE

Hyperscale & Cloud

Colocation Developers & Operators

Land Owners & Occupiers

PE & Infrastructure Funds

Due to the highly confidential nature of the data center industry, representing landlords, tenants, sellers and buyers and is essential to developing a comprehensive understanding of the markets—enabling us to deliver informed insights and strategic guidance to clients.

Data centers have become a cornerstone of the global economy, enabling the infrastructure behind cloud computing, artificial intelligence, and digital communications. As demand for secure, scalable, and high-performance facilities accelerates, data centers are emerging as one of the most strategic and resilient asset classes in real estate.

In a dynamic and technically complex market, it is critical to engage trusted real estate advisors with specialized expertise. Limited data availability, and minimal pricing transparency in the sector make it essential to partner with trusted professionals who not only bring decades of market intelligence, but also a proven track record of high-volume transactions to uncover value and drive successful outcomes.

With over 40+ years of experienced industry professionals, we understand the nuances of data center operations, infrastructure and market trends. This depth of experience proves essential to guiding clients through informed, value-driven decisions.

### PROVEN TRACK RECORD IN DATA CENTER SALES, LEASING & INFRASTRUCTURE SOLUTIONS

**3,000+**

Acres Completed Data Center Development Site Sales

**30+**

Sales of Operating Data Centers

**5+**

Gigawatts Completed

**500+**

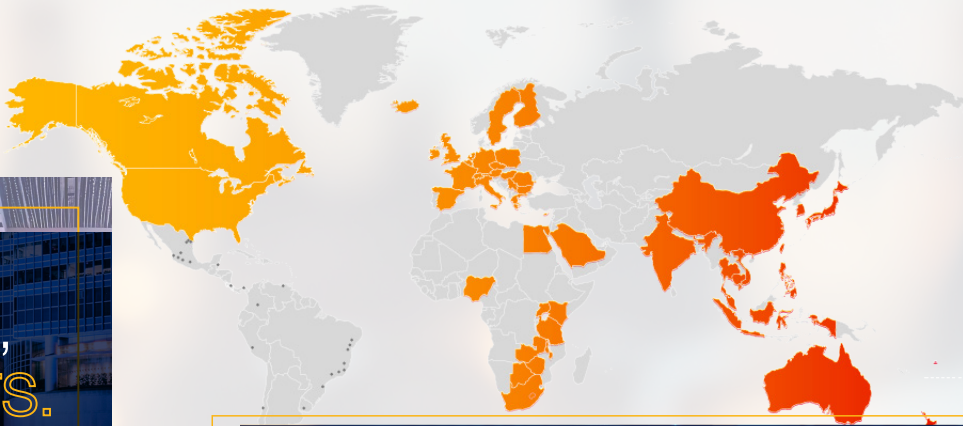
Enterprise Data Center & Colocation Leases

**50+**

Powered Shell Transactions

Our Data Center Capital Markets & Advisory team combines capital advisory expertise with data center specialists to deliver a fully integrated approach for all digital infrastructure/data center requirements. We've transacted over 3,000+ acres and 50+ powered shell transactions, 500+ colocation lease transactions, and sold 30+ mission-critical facilities.





## GLOBAL EXPERTISE, FOR LOCAL CLIENTS.

Cresa's data center practice is a fully integrated platform covering all facets of the mission-critical real estate sector. Through Cresa's partnership with Knight Frank, we meet clients' needs at a global level.

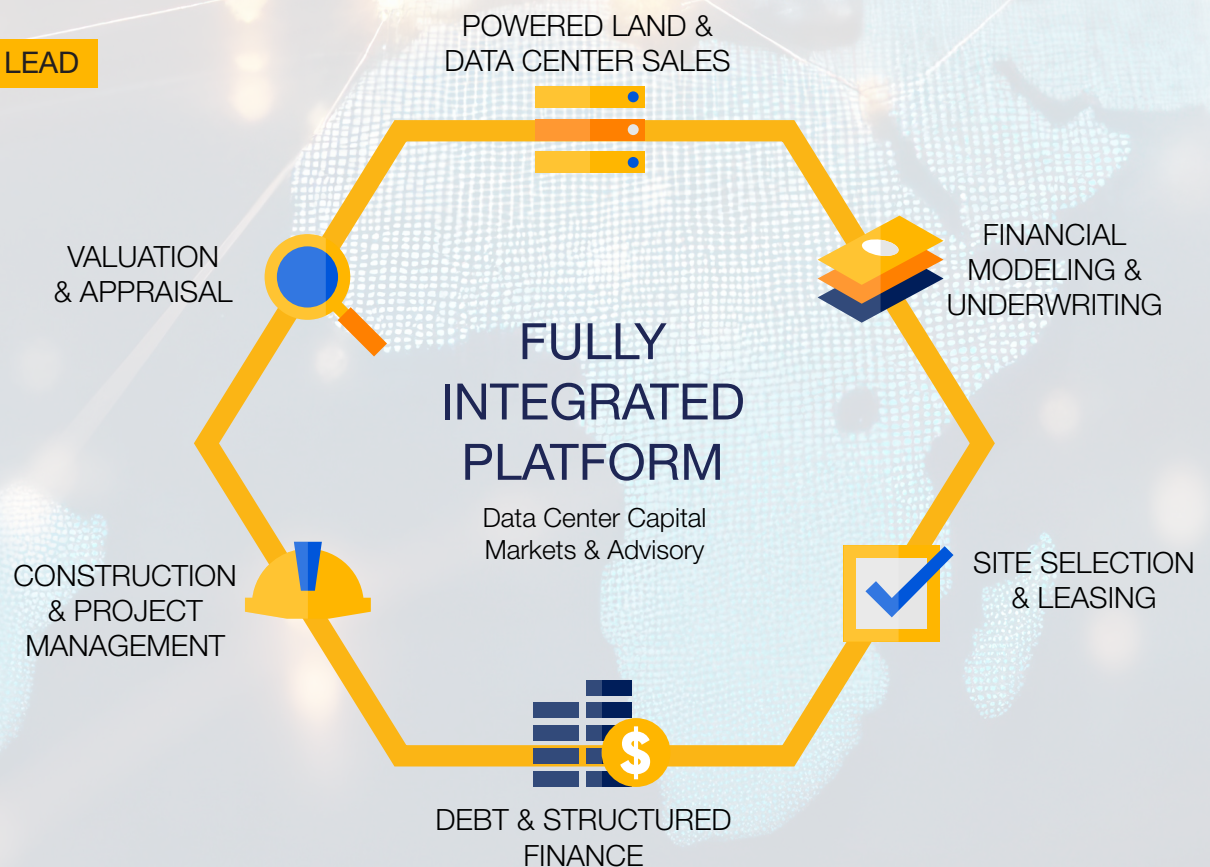
UNPARALLELED ACCESS TO THE  
GLOBAL DATA CENTER MARKET  
THROUGH OUR DEDICATED NETWORK  
OF SECTOR FOCUSED EXPERTS.



LEAD

**MICHAEL MORRIS**

President - Data Center  
Capital Markets & Advisory  
Cresa Board of Directors



### KNIGHT FRANK CRESA BY THE NUMBERS

**275+**  
Offices

**16,000+**  
Employees

**112+**  
Industries Served





Delivering expert advisory services to both owners and occupiers navigating the data center landscape

## POWERED LAND

We provide comprehensive advisory services for the acquisition or disposition of data center development sites, including land, existing facilities and redevelopment opportunities. We leverage deep market knowledge, technical expertise, and a broad network of operators, investors, and developers to maximize return on investment. Our expertise includes working with regional and local utilities on transmission and generation studies and solutions, negotiation of PPA's and ESA's, as well as design and site plan evaluation. We leverage our deep understanding of ever-changing trends and demands to create maximum value during these transactions.

## ASSET SALES

We have broad experience marketing and selling both stabilized and vacant data centers, as well as telecommunications facilities. Additionally, the team has sold enterprise data center and co-location facilities, as well as orchestrated enterprise data center sale-leaseback transactions. With our engineering and financial expertise, we have a strong track record of creating value-add opportunities to maximize asset monetization.

## FINANCIAL MODELING & UNDERWRITING

We provide support for decision-making and deal structuring. From cash flow forecasting to sensitivity analysis, our underwriting ensures transparency, mitigates risk, and highlights value creation opportunities.

## OCCUPIER REPRESENTATION

For over 20 years, our team has supported the mission critical needs of multinational corporations. We have led and completed colocation, powered shell, and build-to-suit leases, as well as many subleases. A cornerstone of the practice is site selection, including a comparison of metrics across a multitude of geographies, globally. Understanding each organization's different objectives and needs helps the team develop bespoke solutions for its clients.

## DATA CENTER LANDLORD LEASING

We find tenants for major data center projects, working on behalf of data center owners and operators, tailoring our approach to attract qualified tenants, optimize rental income, and enhance long-term investment returns. The team tracks tenants in the market across the country, Europe and APAC, via a proprietary database. Our services include developing best-in-class marketing materials, personal outreach, standard reporting, and recurring follow-up.

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# BUILT FOR WHAT'S NEXT.

For more information,  
please contact:

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trends and availability.

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