



### **Erick J. Mazzone, MAI, CRE, MRICS**

Senior Managing Director  
Market Lead, Northeast  
Valuation & Advisory  
Cushman & Wakefield of Pennsylvania, LLC

### **Professional Expertise**

Erick Mazzone is a Senior Managing Director within Cushman & Wakefield's Valuation & Advisory Group and is the Market Lead for the Northeast region, which includes overseeing the Philadelphia, Pittsburgh and Boston offices. His current responsibilities include the leadership and management of roughly 35 professionals throughout the region, 23 of whom hold the MAI designation.

Erick has been 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, all situated primarily throughout the Mid-Atlantic region. Most recently, Erick focused on the valuation and consulting of hospitality related properties between 2014 through 2021, having direct involvement with over 300+ hotels and resorts, collectively valued at roughly \$6 billion.

Erick began his career in 2004 with Cushman & Wakefield as an Appraiser in the Philadelphia and northern New Jersey offices. In 2006 he 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, Erick 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, Executive Director in 2015, Managing Director of the regional practice in 2017, and Senior Managing Director in 2019. During 2021, Erick was promoted to Market Lead for the Northeast region.

In addition to the valuation related experience, Mr. Mazzone has real estate development experience with existing and proposed hotel resorts in California, Bermuda, Maui and Mexico which included overall project feasibility analysis, cash flow modeling, construction budgeting, raising debt and equity, hotel and project management and overall project support.

### **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
  - Maryland – 29623
  - New Jersey – 42RG00219600
  - Pennsylvania – GA003666

- Member, Royal Institution of Chartered Surveyors (MRICS# 5628765)
- Member, Counselors of Real Estate (CRE# 53050)
- 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
  - Award to a new professional who exhibits outstanding performance in their quality of work and production levels.
- 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).
- Mr. Mazzone was a guest speaker on the Hospitality Panel for the Philadelphia Commercial Real Estate Forecast Summit hosted by the Mid-Atlantic Real Estate Journal during 2016 and 2020.