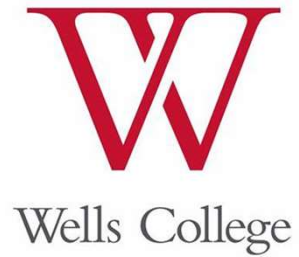




Wells College

Welcome



Susan Henking, President
SHenking@wells.edu

CBRE Wells College Team



Mark Bezold and Troudy Vaughn are members of the Public Institutions and Educational Services (P.I.E.S.) Group at CBRE. They bring national level experience in college campus dispositions and most recently assisted in the sale of Medaille in Buffalo.



Mark Rupprecht and Ed Kiesa are the local team for CBRE Upstate NY. Mark currently works with the P.I.E.S. Group on the NYS OGS account. Ed's family has a camp on Cayuga Lake and has biked and golfed at the Wells Campus for years.



Patrick Dugan is a Senior Vice President in our Manhattan office. He formerly assisted in the sale of the former campus of Saint Francis College.

PUBLIC SETOR SPECIALISTS

CBRE Public Institutions & Education Solutions

Monetizing property in support of your clients' operational and campus goals

CBRE's Public Institutions and Education Solutions Group (PIES) is a national division of the company that partners with state, county, city and educational institutions and agencies to develop and implement cutting-edge real estate strategies for your most significant challenges.

150+

years of combined experience

100+

higher ed, public sector, and mission-driven clients

\$3B

recent revenue generated for clients

20+

public-private partnership projects underway and complete

100M+

square feet transacted

Source: CBRE Capital Markets

Marketing Solutions that Deliver Maximum Results

As the world's largest commercial real estate services and investment firm, CBRE leverages unparalleled global reach and innovative marketing strategies to deliver exceptional results for clients. Our extensive global network, robust technology platform, and data-driven campaigns ensure maximum impact, positioning CBRE as a premier choice for clients seeking to maximize property value and achieve their real estate goals.

Deal Flow: CBRE's global listing platform for all investment sales.



#1

Investment sales firm for 13 consecutive years

1.5M

Investors in Our Database

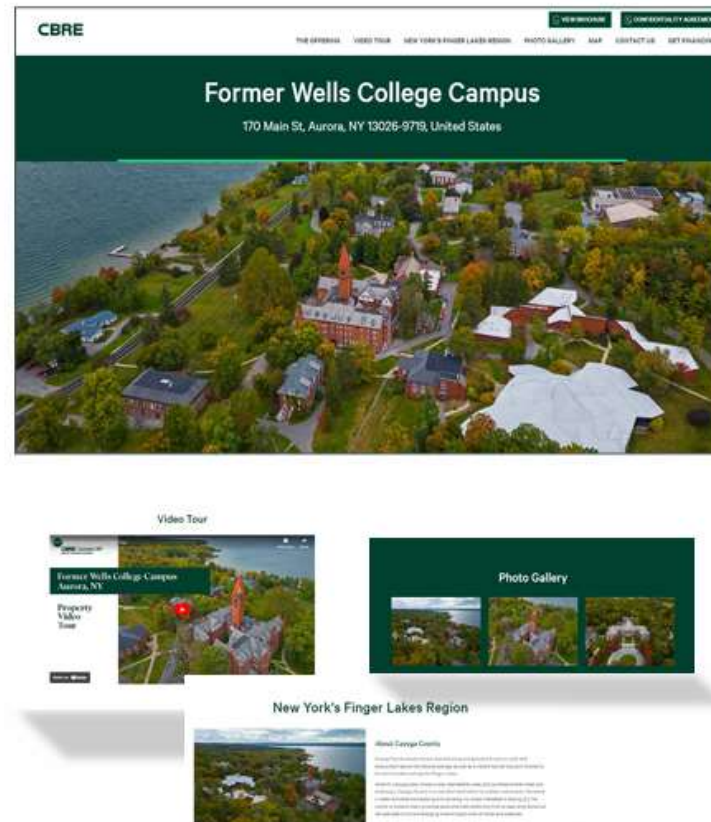
4,000

New Deals Brought to Market in 2023

Marketing the Former Wells College Campus

Explore our current marketing campaign for the former Wells College campus launched in late 2024.

wellscollegecampus.com



Unparalleled Market Coverage and Distribution

15,000+

buyers/investors/brokers contacted about the campaign

236

prospects viewed the executive summary

400+

higher education institutions contacted

58

prospects signed the confidentiality agreement

CBRE Marketing and Sale Timeline

	Nov	Dec	Jan	Feb	March	April	May	June	July	Aug
Discovery & Prelim Mrktg										
Property Marketing										
Best & Final Offers										
Negotiations										
Due Diligence										
Closing										

Overview of the Primary Active Leads

College and Educational Institutions

Religious Camps

Boarding Schools

Hospitality / Tourism / Wine

Developers

Opportunity and Challenges

Opportunity

- Lakefront
- Lovely Village of Aurora
- Central to Rochester, Syracuse, Ithaca and Binghamton
- Beautiful Campus Buildings and Grounds

Challenges

- According to CNN 500 colleges closed in the past 10 years
- Low Population Density – no major grocery within 2 miles
- Right Of First Refusal
- Zoning

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315-422-4200 x324

SHenking@wells.edu

315-364-3229 (main number to reach campus)