

# WHAT IS CMCT?

Our **Cross Market Capital Team** ("CMCT") is focused solely on transitioning aggressive Buyer capital from across the country to all our active offerings. They invest time in understanding a group's individual business model and expansion goals to help them identify potential acquisition opportunities in areas and asset classes they have not yet considered.

## HOW DOES IT WORK?

With real-time knowledge of which groups are aggressive, active, in 1031 exchanges, or have liquid funds to deploy, the CMCT has a unique macro view of the marketplace.

Actively involved in every aspect of MMG's assignments, the CMCT leverages relationships with multiple active buyers across multiple markets in order to transition new capital sources to new markets. The team is even incentivized to do so.

In 2022 alone, the team helped collect over 10,000 confidentiality agreements, 1,500 initial offers, 100+ best and final offers.

88% of the offers we procured on our offerings in past twelve months were from outside the local marketplace.  
*New capital is aggressive capital.*



**10,000**  
CONFIDENTIALITY  
AGREEMENTS



**1,500**  
INITIAL OFFERS



**100+**  
BEST & FINAL  
OFFERS



### For Our Seller Clients:

More competition means more value, improving pricing and terms even if a local buyer is ultimately selected.

### For Our Buyer Clients:

CMCT will understand your needs and will help you successfully execute a 1031 Exchange, deploy fresh investor capital, build scale in your current markets, or assist in expanding your business to new geographic frontiers.

## WHAT DOES THIS MEAN FOR YOU?