

# Leading Global Full-Service Commercial Real Estate Services Platform

## About Newmark

Newmark Group, Inc. (Nasdaq: NMRK), together with its subsidiaries ("Newmark", "the Company", or "we"), is a world leader in commercial real estate, seamlessly powering every phase of the property life cycle. Newmark's comprehensive suite of services and products is uniquely tailored to each client, from owners to occupiers, investors to founders, and startups to blue-chip companies. Combining the platform's global reach with market intelligence in both established and emerging property markets, Newmark provides superior service to clients across the industry spectrum. For the twelve months ended December 31, 2024, Newmark generated revenues of over \$2.7 billion. As of December 31, 2024, Newmark and our business partners together operated from approximately 170 offices with over 8,000 professionals across four continents. To learn more, visit [nmrk.com](http://nmrk.com) or follow [@newmark](https://twitter.com/newmark).

**\$3.2B**

Fully diluted market cap as of December 31, 2024.

**21%**

Revenue CAGR from 2011 to 2024.

**55+**

Acquisitions since 2011, although most of our growth has been organic.<sup>1</sup>

**~\$1.1T**

2024 Transaction Volume<sup>2</sup>

**8,000+**

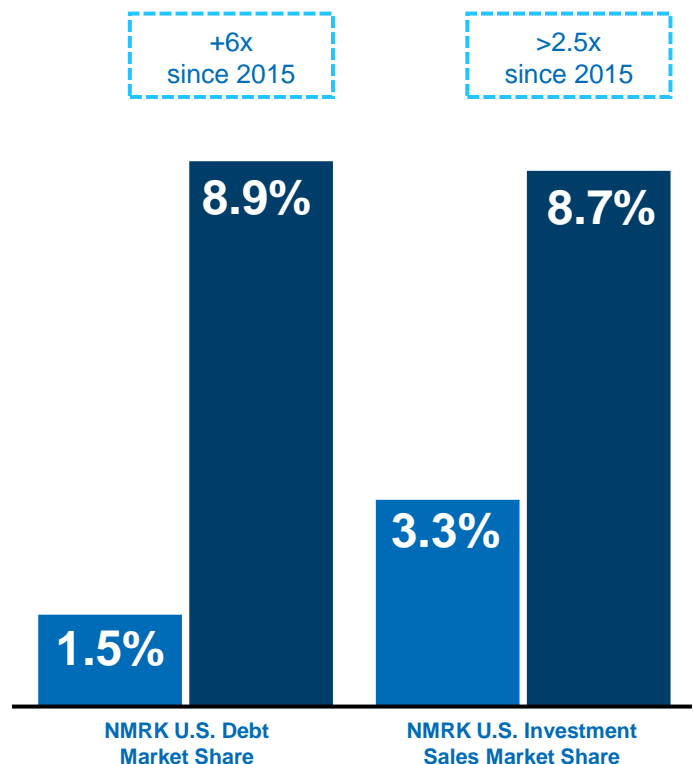
Professionals as of December 31, 2024.<sup>3</sup>

### Successful Track Record of Acquisitions<sup>4</sup>

2012	NMRK makes three acquisitions, including the assets of Grubb & Ellis
2014	18 acquisitions, including ARA members and Cornish & Carey Commercial
2015	Four acquisitions
2016	Five acquisitions, including expansion into Mexico
2017	Nine acquisitions, including Berkeley Point
2018	Seven acquisitions, including RKF and Jackson Cooksey
2019	Four acquisitions, including Harper Dennis Hobbs in the UK
2020	Acquires Hopkins Appraisal Services
2021	Acquires the assets of Knotel and acquires Deskeo in France
2022	Three acquisitions, including BH2 in the UK and the acquisition of Open Realty
2023	Acquires Gerald Eve in the UK

### Demonstrated Ability to Increase Market Share<sup>5</sup>

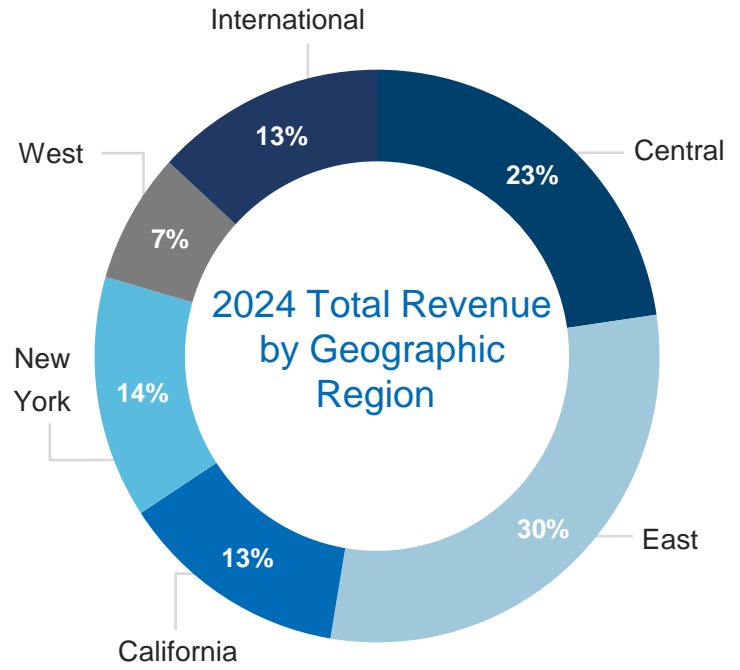
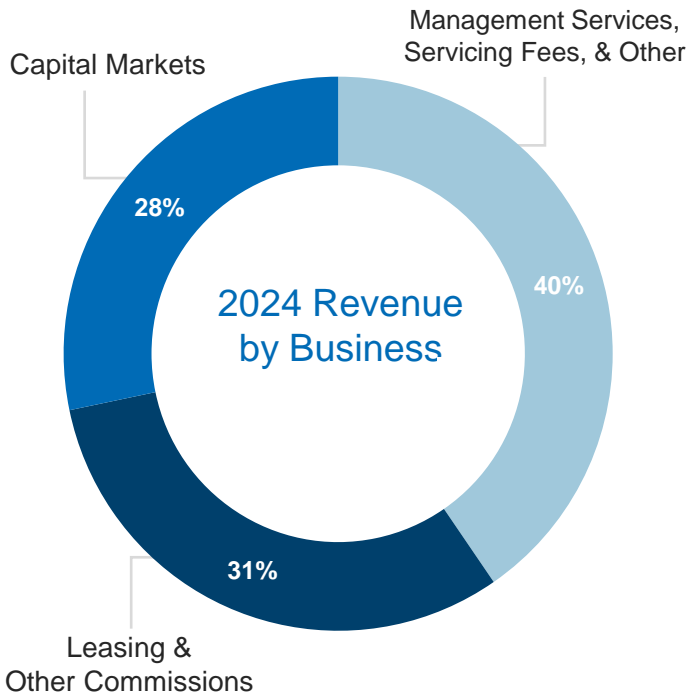
Newmark has gained significant market share in U.S. Capital Markets versus industry volumes between 2015 and 2024.



# Low Risk Real Estate Services Business with Diversified Revenue Base

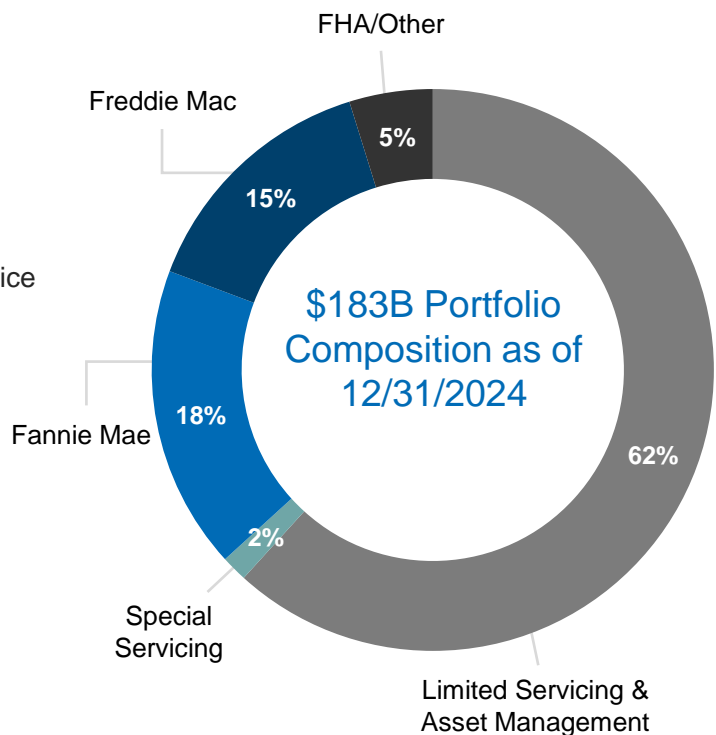
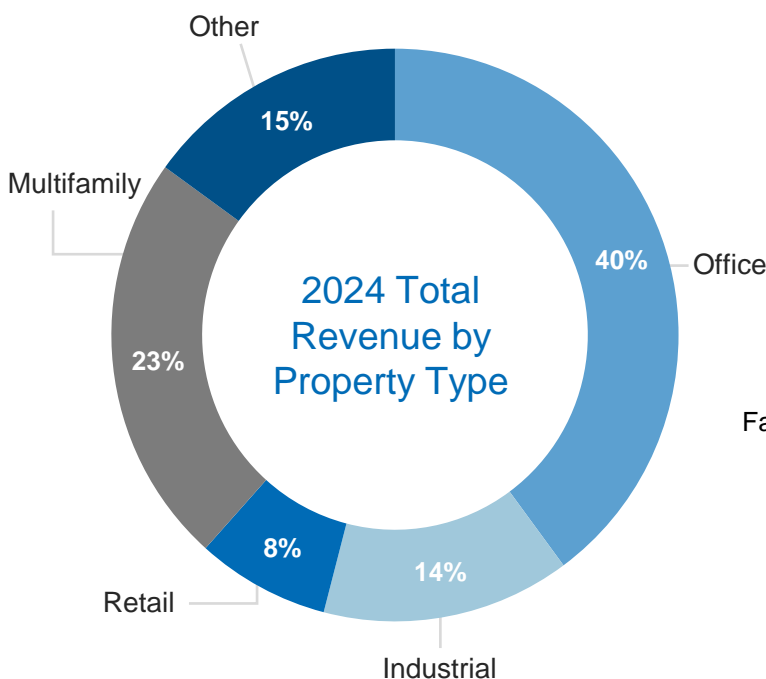
Recurring revenues from Management/Serviceing have increased from 24% of total revenues in 2017 to 40% in 2024<sup>6</sup>

Covering a broad geography, the Company's revenues are increasingly diversified by region<sup>6</sup>



Focused investments driving continued revenue growth across property types<sup>6</sup>

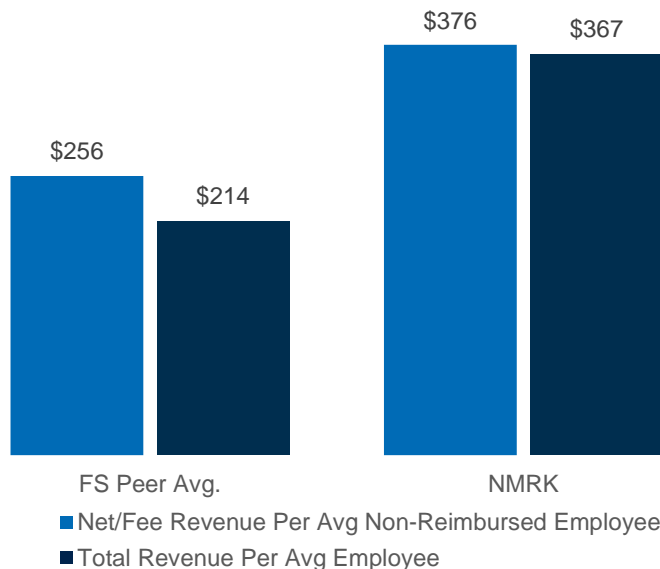
Servicing & Asset Management Provide Predictable and High Margin Revenues



# Leader in the CRE Services Industry

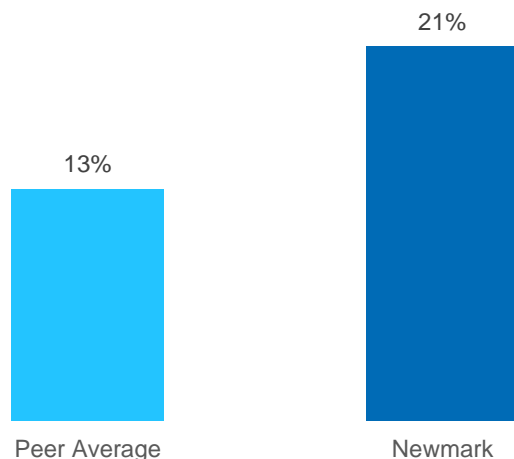
## Employee Productivity Outpaces Peers<sup>7</sup>

2024 CRE Services Revenue per Employee (in 000)



## Fastest Growing CRE Services Firm Since 2011<sup>8</sup>

Newmark vs. Peer Average Revenue CAGR (2011-2024)



## Newmark is an Acclaimed Industry Leader



Top 4 U.S. Broker by Investment Volume (in 2024)  
#1 Office Broker (2024)  
#3 Cross-Border Broker (2024)  
#4 Apartment Broker (2024)



Fannie Mae  
Freddie Mac

#3 Fannie Mae Top DUS@: Seniors Housing (2024)  
#4 Fannie Mae Top DUS@: Overall (2024)  
#5 Multifamily Freddie Mac Lender: Conventional (2024)



Commercial Property Executive

#1 Top Mortgage Banking and Brokerage Firms (2025)



Global Outsourcing 100<sup>®</sup> for 16<sup>th</sup> consecutive year in 2024

### Endnotes:

- On October 14, 2011, we were acquired by our former parent company, BGC Partners, Inc. ("BGC", which is now known as BGC Group, Inc.) BGC IPOed us in 2017 and spun us off in 2018. Newmark's 2011 revenues are based on the unaudited full year 2011 results for Newmark & Company Real Estate, Inc., ("Newmark & Co.") which for the purposes of this document is defined as all the companies acquired by BGC in 2011. Between 2011 and 2024, the majority of our revenue growth was organic, which we define as the top line improvement of Newmark & Co. over this period plus the organic increase in revenues for acquired firms after they became part of the Company.
- Notional value of leasing, investment sales, mortgage brokerage, debt placement, and GSE/FHA originations transacted by the Company as well as the estimated value of all properties V&A appraisals in 2024.
- Headcount includes independently-owned business partners. Excluding these business partners, Newmark had nearly 7,500 employees as of December 31, 2024.
- ARA included 17 transactions, not all of which were in 2014, as some were completed after that year. Certain of the other acquisitions listed involved the purchase of assets rather than the purchase of equity.
- Investment sales industry volumes are those for the U.S. as reported by MSCI (previously known as RCA) for all dates shown. Newmark's "Total Debt" includes Newmark's mortgage brokerage and debt placement volumes plus GSE/FHA origination volumes. Industry debt volumes are based on Mortgage Bankers Association ("MBA") U.S. commercial/multifamily origination. Data is as of 4/4/2025.
- For revenues by geography: East U.S. includes Connecticut, Delaware, Florida, Georgia, Massachusetts, Maryland, Maine, North Carolina, New Hampshire, New Jersey, Pennsylvania, Rhode Island, South Carolina, Virginia, Vermont, and West Virginia. Central U.S. includes Alabama, Arkansas, Iowa, Idaho, Illinois, Indiana, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Missouri, Mississippi, North Dakota, Nebraska, Ohio, Oklahoma, South Dakota, Vermont, Virginia, and West Virginia. West U.S. includes Alaska, Arizona, Colorado, Hawaii, Montana, New Mexico, Nevada, Oregon, Utah, Washington, and Wyoming. For revenues by property type: Revenues from leasing, capital markets, and Valuation & Advisory are broken out by the property types listed. "Industrial" includes properties related to manufacturing, energy, data centers, warehouses, and R&D. "Other" includes hotel/lodging, land, municipal, and specialty/mixed-use. "Multifamily" also includes all GSE/FHA origination revenues and servicing fees. Revenues from property and facilities management are broken out by property type based on year end portfolio square footage and/or mix of management fees by property type.
- The peer average for total revenue per average employee include CBRE, CWK, JLL, and CIGI. Net/fee revenue per average non-reimbursed employee include only CBRE, CWK, and JLL. The denominators for peers are the average of the total employees and/or the non-reimbursed employees for year end 2024 and 2023. CIGI does not regularly disclose non-reimbursed employee headcount or pass through revenues. Average headcount for Newmark is based on the average of each of the monthly averages over the course of 2024.
- Newmark's full year 2011 revenues were approximately \$230 million. The peers included in the 2011 through 2024 compound annual growth rate ("CAGR") are US tickers CBRE, CIGI, JLL, MMI, and WD (in USD), and UK ticker symbol SVS (in GBP). These companies generated total revenue CAGRs of between approximately 7% and 17% from 2011 through 2024, or a simple average of 13%. Only some of these peers reported net or fee revenues consistent with more recent methodology during this period, therefore one cannot use these metrics in calculations for periods prior to 2019. In addition, US ticker CWK did not report revenues for periods before 2015 and is therefore excluded. For some years, the impact of FASB topic ASC 606 increased GAAP revenues for Newmark and certain peers.