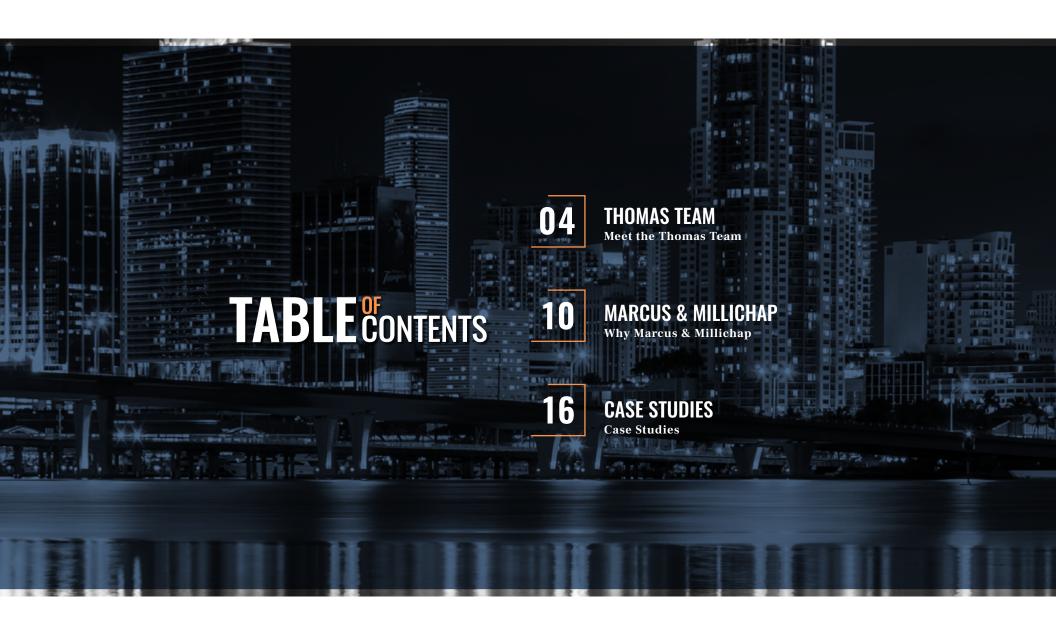


LINKING SOUTH FLORIDA TO THE NATIONAL MARKET

Real Estate Investment Sales | Financing | Research | Advisory Services









JOSEPH THOMAS

Senior Managing Director Investments Executive Director, Multi Housing Division

Joseph Thomas joined Marcus & Millichap's Fort Lauderdale office in 2006 and currently holds the titles of Senior Managing Director Investments and Director, National Multi Housing Group. In this capacity, he is responsible for regional investment sales, debt/equity placement and advisory services, with a concentration in the private client multifamily industry.

With extensive experience in acquisitions, development, and multifamily finance, Mr. Thomas has built a network of contacts with investors at all levels. Throughout his career, Joseph has facilitated the sale of hundreds of transactions throughout South Florida. Focusing primarily on the South Florida private client market, Joseph and his team specialize in assisting clients with the analysis, acquisition and disposition of multifamily assets and development sites.

As one of the leading private client brokers in South Florida, Mr. Thomas has broad experience in analyzing and successfully completing complex transactions. This experience assists him in every aspect of the sales process from identifying and prequalifying a buyer to anticipating potential issues before they arise. This insight has also enabled Joseph to successfully guide both buyers and sellers through difficult transactions. He has been recognized as a top regional broker and has earned numerous awards within Marcus & Millichap.

CONTACT:

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AARON O'CONNOR First Vice President Investments

AI STANFORD Senior Associate

MARISOL HERNANDEZ Associate



Aaron O'Connor is a Land and Redevelopment Specialist in the firm's Fort Lauderdale office. Aaron became an agent in 2012 and

consistently demonstrates the ability to help his clients create and preserve their wealth by frequently providing the best and most current real estate investment research. advisory, financing and transaction services that directly affect changes in property values and investment strategy. His passion to create and maintain long-term client relationships ensures his clients that their real estate investment goals and needs are paramount as portrayed through his career thus far.

Aaron O'Connor specializes in South Florida Land and Redevelopment transactions.

CONTACT:

Tel: (954) 245-3518 License: FL SL 3143588 aaron.o'connor@marcusmillichap.com South Florida

At Stanford is a member of the Thomas Team of Marcus & Millichap with a focus on multifamily properties

throughout East Broward

County. AJ works alongside the Thomas Team to advise clients on financial analysis and underwriting of investment properties, disposition strategies and trends, navigating methods to optimize value, preparing offering memorandums, and pricing analysis proposals.

Prior to joining Marcus & Millichap, Mr. Stanford served as Senior Associate for Franklin Street's Plantation office where he participated in the disposition of over \$120 million of multifamily assets throughout South Florida and earned the "Rookie of the Year" award for 2019. AJ currently resides in Fort Lauderdale.

CONTACT:

Tel: (954) 245-3503 License: FL SL 3330645 ai.stanford@marcusmillichap.com North Broward & Palm Beach Counties



ALEC DEMETRIOU

Senior Associate

Alec Demetriou is an investment associate with Marcus & Millichap and a member of the Thomas

Team Multifamily and

Development Group, with a focus on the South Broward and Northern/Eastern Miami-Dade markets. He joined the firm full-time in 2019 and quickly added value to the group and its clients using his experience and market knowledge as an intern Research Analyst on two separate occasions at Marcus & Millichap. Alec and his team have over two decades of experience in the commercial real estate industry and have become the most active Multifamily team in the South Florida market.

Prior to joining the Thomas Team Multifamily and Development Group, Alec graduated Magna Cum Laude from Florida State University with a degree in Real Estate.

CONTACT:

Tel: (954) 245-3586 License: FL SL 3328468 alec.demetriou@marcusmillichap.com South Broward & Miami-Dade Counties



Marisol started her real estate career in 2009 focusing on residential real estate. She has vast experience in the commercial lending industry with over 10

years of experience meeting her client's lending needs.

Throughout the years, she realized that her passion is in commercial real estate and joined the Thomas Team of Marcus & Millichap, where she specializes in the sale of multifamily assets throughout South Florida.

Her experience and wealth of knowledge will allow her to continue building long-term relationships with her clients.

CONTACT:

Tel: (786) 522-7121 License: FL SL 3384290 marisol.hernandez@marcusmillichap.com West Miami Dade County

CAPITAL MARKETS FINANCING

ROBERT BHAT Senior Managing Director Capital Markets

Robert Bhat, Senior Managing Director Capital Markets in the Marcus & Millichap Capital Corporation (MMCC) office in Miami, joined the firm in February 2016. Mr. Bhat brings 15 years of commercial real estate financing experience to MMCC. Mr. Bhat is responsible for securing commercial debt and equity financing for an array of property types including multifamily,

office and industrial, retail, senior housing and hospitality. He is well connected with national, regional and local funding sources including, but not limited to, agency lenders (e.g. Fannie Mae, Freddie Mac), commercial banks, CMBS lenders, life insurance companies, private and public funds and hard money lenders.

Mr. Bhat has closed over \$3 billion in transactions. During 2021 he received the Circle of Excellence award and ranked top 10 originator at MMCC. In 2020 he received the Chairman's Club Award, ranked Top 5 originator at MMCC and was the #1 Producer in Florida (including agents). Prior to joining MMCC, Mr. Bhat served as Vice President with NorthMarq Capital's Miami office and a Relationship Manager/ Loan Originator at Wells Fargo Bank, where he worked for almost 8 years.

CONTACT: Miami Office Tel: (786) 522-7092 robert.bhat@marcusmillichap.com

License: FL NMLS 1461417

STEVEN GOLDWYN First Vice President Capital Markets

Steve Goldwyn has closed hundreds of commercial real estate loans in his over twenty years' experience financing commercial property. As a Capital Advisor Director for the firm, responsible for arranging clients' financing requests with the most appropriate capital,

Mr. Goldwyn is well-connected with local. regional, and national funding sources. These lenders include specialty single-tenant net leased lenders, credit unions, community, regional and national banks, government-agency lenders, conduit lenders, life insurance companies and private lenders.

Prior to joining MMCC, Mr. Goldwyn owned and operated a manufacturing and wholesale distribution company from its' founding in 1987 to 2004 before serving as a lender with Bayview Financial LLP in Coral Gables, Florida.

DAVID PURISCH Director

David Purisch joined the Ft. Lauderdale office of Marcus & Millichap Capital Corporation (MMCC) in May 2015 as an associate director. Mr. Purisch is responsible for securing commercial mortgages for an array of property types including: multifamily, office and industrial, retail, senior housing and hospitality.

He is well connected with national, regional and local funding sources including, but not limited to, agency lenders (E.g. Fannie Mae, Freddie Mac), commercial banks, CMBS lenders, life insurance companies, private and public funds and hard money lenders.

Mr. Purisch has more than six years of commercial real estate finance experience and was responsible for closing more than \$100 million in transactions. He specializes in all types of commercial real estate. Prior to joining MMCC, Mr. Purisch served as vice president with Silverhill Financial.

CONTACT:

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CONTACT:

Fort Lauderdale Office Tel: (954) 245-3490 david.purisch@marcusmillichap.com License: FL NMLS 1338123 & FL LO30185

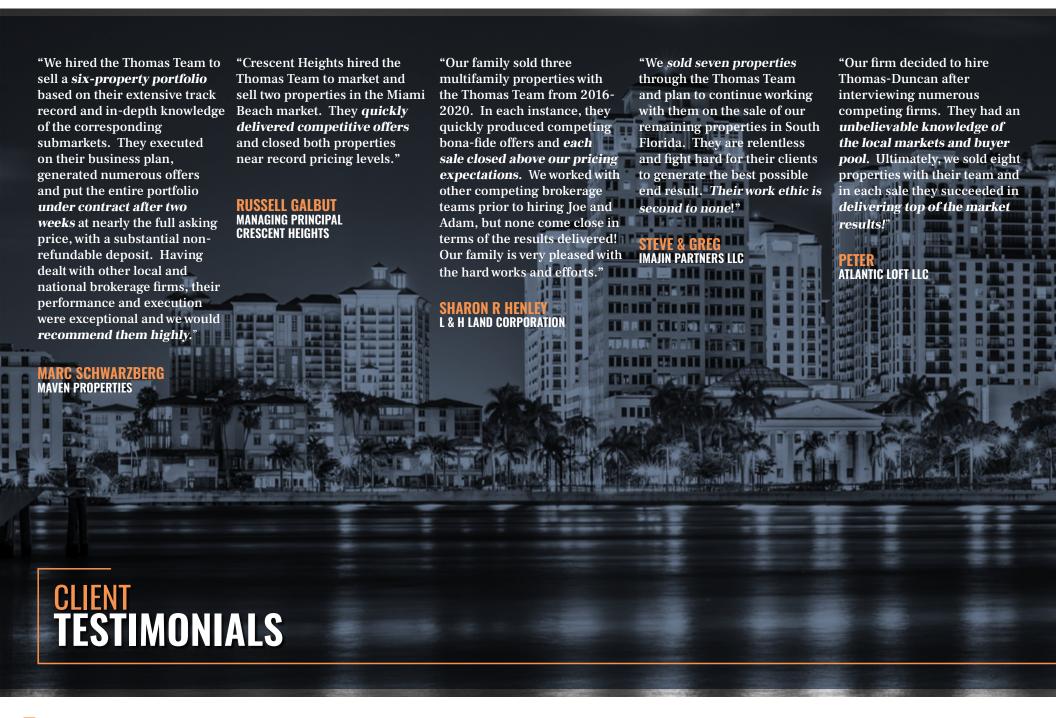


MITCHELL ESPINOSA

Senior Financial Analyst Tel: (954) 245-3424

mitchell.espinosa@marcusmillichap.com

Senior Marketing Coordinator Tel: (954) 245-3481 adrienne.wahl@marcusmillichap.com



"Our family hired the Thomas been in our family's since the 1950's. We brought in Joe and his team and were confident hiring them given their substantial sales history in the area, as well as their detailed business plan.

Ultimately, the **Thomas Team** helped us navigate a very complicated transaction and our family is extremely grateful for their efforts. They went above and beyond and we would highly recommend them to anyone considering the sale of a commercial property."

BINKOV FAMILY TRUST

"Our firm has worked with the Team to sell a property that had Thomas Team to sell numerous properties in our portfolio throughout South Florida. Most recently they sold a large multifamily portfolio for us at a price that exceeded our **expectations** and with an immediately **non-refundable** deposit.

> I thank them for their efforts and would comfortably recommend them to any owner looking for certainty of execution."

W CAPITAL GROUP

"We hired the Thomas Team to sell our multifamily property in Hialeah, which had been in our family for two generations. We considered them the best choice because of their track record in the area, their guidance in preparing our property for sale and their dedication to achieving the highest price and best terms. From beginning to end their knowledge was invaluable and communication was exceptional. The Thomas Team created a competitive bidding process that yielded multiple offers from qualified buyers at and above our asking price.

Thanks to Joe and his team, we selected a buyer that paid above the asking price with a substantial non-refundable deposit at contract signing. We closed the sale *closed* in 23 days. Their execution and results were exceptional, far exceeding our family's expectations!"

MATTHEW KESSLER KESSLER FAMILY TRUST

"After much consideration, we contracted the Thomas Team to sell our multifamily portfolio in Palm Beach County, Florida. Their tenacity, marketing process and platform stood out above the competition and we were confident in their abilities. The end result exceeded our expectations, as they closed our sale at the asking price and with a considerable amount of non-refundable escrow money at contract execution. The closing price was also more than \$500,000 above the nearest offer we had the Thomas Team to any ever received prior to their marketing efforts and the terms multifamily properties in South were substantially better.

We couldn't be happier with their execution and we would certainly recommend them to any owner looking to maximize value on the sale of their asset."

KEN MARVALD **GRAYWOOD PROPERTIES**

"We've closed more than 20 multifamily transactions with Joe and Adam as buyers and sellers. It was a pleasure working with them on each sale and they always go above and beyond to do whatever the transaction requires. They're tenacious and they were always available, whether early in the morning, late in the evening or on the weekend.

When we decided to sell our South Florida properties, the choice was very simple. We would confidently recommend owner looking to sell or acquire Florida and we look forward to continuing our relationship with their team into the future."

BOBBY & SOFIA CASTRO ORTSAC INVESTMENTS



BENEFITS OF WORKING WITH THE THOMAS TEAM

- 5x CoStar Power Broker Award Winner
- More than \$1 Billion in Closed Transaction History
- 97%+ Career Closing Price vs. Listing Price Ratio
- Active Database of All Multifamily Properties and Owners within Miami-Dade, Broward & Palm Beach Counties
- Long Term Relationships with Thousands of Active Investors &
 Owners throughout the United States and Abroad
- More than 400 Closed Transactions throughout South Florida





THE SOLARIS AT SUNRISE

SUNRISE, FLORIDA

OCEAN DRIVE DEVELOPMENT SITE MIAMI BEACH, FLORIDA

Thomas Team Arranges Sale of Sunrise Apartment Complex



CLIEN1

Sellers was a private investor based in Hollywood, FL. Buyers were a family owned investment firm focused on developing a portfolio in Central Broward County.

PROPERTY

72-unit rental community comprised of 8 one-bedroom/one and a half bathroom units and 64 two-bedroom/two-bathroom units.

Easy access to University Drive and Pine Island Road, short drive to Sawgrass, Florida Turnpike and I-595.

CHALLENGE

The property was previously marketed (unsuccessfully) by another local brokerage firm.

Thomas Team produced a non-contingent full price offer that closed in less than two months.

MARCUS & MILLICHAP PLATFORM ADVANTAGES

Marcus & Millichap executed on its unique competitive advantages:

Utilizing its unique competitive advantages, the Thomas Team sourced local, national, foreign and 1031 exchange capital to create a competitive bidding environment to secure a Buyer at the Seller's pricing expectation.

RESULTS

Thomas Team secured a \$500,000 non-refundable deposit from Buyer day one. The property was sold in less than 60 days.

The property **sold for \$12,080,000**.

Thomas Team Arranges Sale of \$10,000,000 Condominium Development Site in Exclusive South of Fifth Neighborhood, Miami Beach



CLIEN

Sellers were private investors located in Israel. Buyers were a real estate fund based in Brazil.

PROPERTY

AAA location in exclusive South of Fifth Neighborhood in Miami Beach. 11,500 Square foot lot, ideal for luxury boutique condominium.

CHALLENGE

Theses parcels were previously marketed by two other local and national. brokerage firms over the two years preceding the Thomas Team listing.

MARCUS & MILLICHAP PLATFORM ADVANTAGES

Marcus & Millichap executed on its unique competitive advantages:

Utilizing its unique competitive advantages, the Thomas Team sourced local, national, foreign and 1031 exchange capital to create a competitive bidding environment to secure a Buyer at the Seller's pricing expectation with exceptional contractual terms.

Thomas Team produced a buyer that performed quick due diligence and closed allcash without any actual approvals in place.

RESULTS

Thomas Team negotiated a contract without any contingencies for approvals and a large deposit which the Buyer agreed to pass through to the Seller after due diligence.

The property sold for \$10,000,000, ALL CASH.

PALM BEACH TOWNHOME & VILLA PORTFOLIO

GREENACRES, FLORIDA

SUMMER LAKE ESTATES FORT LAUDERDALE, FLORIDA

Thomas Team Sells 100 Unit Portfolio in Central Palm Beach County



CLIENT

The seller was an investment firm from Rochester, New York. The Buyers were based in Mountainside, New Jersey.

PROPERTY

The Portfolio consisted of 100 units between three separate communities.

Located in Unincorporated Palm Beach, Greenacres and Palm Springs, Florida.

CHALLENGE

The Portfolio was comprised of three separate condominium communities two of which offered 100% ownership and one of which offered 82% ownership. Seller was previously marketing the properties with another broker.

MARCUS & MILLICHAP PLATFORM ADVANTAGES

Marcus & Millichap executed on its unique competitive advantages:

Utilizing its unique competitive advantages, the Thomas Team sourced local, national, foreign and 1031 exchange capital to create a competitive bidding environment to secure a Buyer at pricing above the Seller's expectation.

RESULTS

The Thomas Team secured a \$1,000,000 non-refundable, deposit from Buyer upon execution of the contract.

The portfolio sold for the asking price of \$19,100,000, \$600,000 higher than any offer previously received by the seller.

Thomas Team Arranges Sale of \$13,000,000 Townhome Asset in Fort Lauderdale



CLIEN1

Sellers were private investors located in Israel. The respective buyers were located in New Jersey.

PROPERTY

60-unit townhome portfolio comprised of 53 three-bedroom/two and a half bathroom units and 7 four-bedroom/three-bathroom units with garages.

Located next to the Fort Lauderdale Executive Airport between Interstate 95 and the Florida Turnpike offering easy access to major throughways.

CHALLENGE

There were no area rent or sale comparables to support Seller pricing expectations.

MARCUS & MILLICHAP PLATFORM ADVANTAGES

Marcus & Millichap executed on its unique competitive advantages:

Utilizing its unique competitive advantages, the Thomas Team sourced local, national, foreign and 1031 exchange capital to create a competitive bidding environment to secure a Buyer at pricing above the Seller's expectation.

RESULTS

Thomas Team secured a \$750,000 non-refundable deposit from Buyer upon execution of the contract.

The Buyer plans to make cosmetic enhancements in order to increase rents. The property sold for the asking price of \$13,000,000.

20 BUILDING PORTFOLIO

SOUTH FLORIDA

PARK TERRACE MIAMI BEACH, FLORIDA

Thomas Team Sells 20 Building Portfolio Across South Florida



CLIENT

Seller was a family owned investment firm focused on developing a portfolio of premium rental properties.

Buyers were a mix of various investors seeking to expand their presence in South Florida.

PROPERTY

20 Building Portfolio scattered throughout the markets of Fort Lauderdale, Pompano Beach, Hollywood, North Miami Beach, North Miami, Opa Locka, Little Havana and Hialeah.

CHALLENGE

Seller was in a reverse 1031 exchange, and our ability to sell the entire portfolio in a timely manner was crucial.

MARCUS & MILLICHAP PLATFORM ADVANTAGES

Marcus & Millichap executed on its unique competitive advantages:

Utilizing its unique competitive advantages, the Thomas Team sourced local, national, foreign and 1031 exchange capital to create a competitive bidding environment to secure a Buyer at the Seller's pricing expectation.

RESULTS

The portfolio sold for 98.3% of the collective asking prices.

All 20 assets closed within 2 - 4 months of the listing date. Multiple assets sold above the asking prices.

Multiple assets sold with non-refundable deposits at contract execution.

Thomas Team Arranges Sale of \$14,270,000 Apartment Asset in Miami Beach



CLIEN

Sellers consisted of two parties, lessor (ground lease owner) and lessee (tenant). The respective buyers were a Florida based company.

PROPERTY

32-unit apartment building comprised of 10 studio apartments and 22 one-bedroom/one-bathroom apartments.

Located adjacent to the Miami Beach Convention Center which recently underwent a \$600M renovation.

CHALLENGE

The property was encumbered by a long-term ground lease with parties that were not previously on good terms.

After considerable time and negotiations, the Thomas Team was able to get the lessor and lessee to agree to sell their interests jointly in order to offer fee simple interest at closing.

MARCUS & MILLICHAP PLATFORM ADVANTAGES

Marcus & Millichap executed on its unique competitive advantages:

Utilizing its unique competitive advantages, the Thomas Team sourced local, national, foreign and 1031 exchange capital to create a competitive bidding environment to secure a Buyer at pricing above the Seller's expectation.

RESULTS

The Thomas Team secured a \$1,000,000 non-refundable deposit from Buyer of which \$100,000 was released directly to Seller upon execution of the contract. The Buyer plans to convert the property and convert use to a boutique hotel. The property sold for \$14,270,000.

REALMBOCA RATON, FLORIDA

SADIGO COURT SOUTH BEACH

MIAMI BEACH, FLORIDA

Thomas Team Produce 1031 Exchange Buyer and Above List Price Closing for Boca Raton Multifamily Property



CLIENT

Sellers were private investors based in Florida and New Jersey. Buyer was a private investor based in California.

PROPERTY

102-unit apartment complex in Boca Raton, Florida.

CHALLENGE

Mandatory loan assumption with only five years of remaining term, at an above-market interest rate and a 55 percent loan-to-value.

Property had been previously marketed by a competing national brokerage firm.

MARCUS & MILLICHAP PLATFORM ADVANTAGES

Marcus & Millichap executed on its unique competitive advantages:

Utilizing its unique competitive advantages, the Thomas Team sourced local, national, foreign and 1031 exchange capital to create a competitive bidding environment to secure a Buyer at pricing above the Seller's expectation.

RESULTS

Thomas Team generated 12 offers and four buyers in our best and final round. The Buyer was a California-based 1031 exchange investor.

Property sold for \$12.5 million, \$260,000 above asking price and ahead of schedule, with a \$500,000 non-refundable, hard deposit at contract execution.

Thomas Team Produce South American Buyer for Miami Beach Property



CLIENT

Seller was a 28-year owner based in Miami Beach, Florida. Buyer was a private investor based in South America.

PROPERTY

30-unit apartment property in Miami Beach, Florida.

CHALLENGE

Property operating at a loss and without a hotel license.

Owner had tumultuous history with the City of Miami Beach resulting in over \$1 million in outstanding liens and fines at the time of closing.

Property had been shopped around the market unsuccessfully by numerous brokers.

MARCUS & MILLICHAP PLATFORM ADVANTAGES

Marcus & Millichap executed on its unique competitive advantages:

Utilizing its unique competitive advantages, the Thomas Team sourced local, national, foreign and 1031 exchange capital to create a competitive bidding environment to secure a Buyer at pricing above the Seller's expectation.

RESULTS

Thomas Team secured a \$750,000 non-refundable, pass-through deposit from buyer to seller upon execution of the contract.

The Buyer was an Argentinian based investor/developer.

The property sold for \$13 million and was among the highest per unit priced sale in the Collins Park sub-market.

HARBOUR POINTE FORT LAUDERDALE, FLORIDA

PARK PLACE AT WOODMONT

TAMARAC, FLORIDA

Thomas Team Produce Cross Country Joint Venture For Third Closing of Fort Lauderdale Multifamily Property



CLIENT

Seller was a private investor based in Belgium.

Buyer was a joint venture between a New York based capital firm and a California based investment fund.

PROPERTY

34-unit luxury apartment building in Fort Lauderdale, Florida.

CHALLENGE

Asking price of \$11.5 million, 4.97% capitalization rate and no comparable sales in the market.

The property was mismanaged with below market rents.

MARCUS & MILLICHAP PLATFORM ADVANTAGES

Marcus & Millichap executed on its unique competitive advantages

Utilizing its unique competitive advantages, the Thomas Team sourced local, national, foreign and 1031 exchange capital to create a competitive bidding environment to secure a Buyer at the Seller's pricing expectation.

RESULTS

Thomas Team secured a \$550,000 non-refundable, pass-through deposit from buyer to seller following quick due diligence period.

The Buyer was a joint venture between CA and NY based firms.

Thomas Team Arranges Sale of New Construction Townhome Asset



CLIEN

Sellers were the original developer.

The respective buyers were a local private client aggressively looking to expand in Western Broward County.

PROPERTY

20-unit townhome community comprised of all three-bedroom/two and a half bathroom units with garages.

Located minutes from the Sawgrass Expressway, Florida Turnpike and Interstate 595 offering easy access to major throughway's.

CHALLENG!

The property was brand new, best-in-class product with no rent or sale comparables in the immediate area.

MARCUS & MILLICHAP PLATFORM ADVANTAGES

Marcus & Millichap executed on its unique competitive advantages:

Utilizing its unique competitive advantages, the Thomas Team sourced local, national, foreign and 1031 exchange capital to create a competitive bidding environment to secure a Buyer at pricing above the Seller's expectation.

RESULTS

Thomas Team secured a \$250,000 non-refundable deposit from Buyer upon execution of the contract.

Secured a \$150,000 non-refundable, deposit from buyer to seller following quick due diligence period.

The property sold at the asking price of \$5,000,000.

SOUTH BANK AT RIO VISTA FORT LAUDERDALE, FLORIDA

DECO MERIDIAN APARTMENTSMIAMI BEACH, FLORIDA

Thomas Team Sell Fort Lauderdale Multifamily property for 2.6 Percent Current Cap Rate



CLIENT

Seller was a Florida family that owned the asset for 40+ years. Buyer was a Florida based investor ready to acquire his first acquisition in Broward County.

PROPERTY

48-unit, unrenovated apartment building in Downtown Fort Lauderdale, Florida. 279 linear feet of frontage along the New River.

Had never been marketed for sale since bought from the original developer.

CHALLENGE

Property was in original condition and offered an extremely low in-place cash flow. There were no recent comparable sales in the market.

The property was mismanaged with below market rents.

MARCUS & MILLICHAP PLATFORM ADVANTAGES

Marcus & Millichap executed on its unique competitive advantages:

Utilizing its unique competitive advantages, the Thomas Team sourced local, national, foreign and 1031 exchange capital to create a competitive bidding environment to secure a Buyer at pricing above the Seller's expectation.

RESULTS

Thomas Team secured a \$350,000 non-refundable, pass-through deposit from buyer to seller following quick due diligence period.

Property sold for \$9.5 million and 2.6% in place cap rate.

Thomas Team Close 29-Unit Apartment Building One Block Off Lincoln Road in South Beach



CHENT

Sellers were private investors from Italy. Buyer was a large property owner based in Florida.

PROPERTY

29-unit apartment complex in Miami Beach, Florida.

CHALLENGE

Property had considerable deferred maintenance.

Property had been previously marketed by a competing national brokerage firm.

MARCUS & MILLICHAP PLATFORM ADVANTAGES

Marcus & Millichap executed on its unique competitive advantages:

Utilizing its unique competitive advantages, the Thomas Team sourced local, national, foreign and 1031 exchange capital to create a competitive bidding environment to secure a Buyer at pricing above the Seller's expectation.

RESULTS

Thomas Team **generated 12 offers** from domestic and foreign buyers.

The successful buyer made an attractive offer with a hard deposit and a 30 day closing.

Property sold for \$5.85 million, and the buyer plans for another \$2 million in renovations.



Marcus & Millichap
THE THOMAS TEAM

WWW.THOMASMULTIFAMILY.COM