



Marcus & Millichap
THE THOMAS TEAM

LINKING SOUTH FLORIDA TO THE NATIONAL MARKET

Real Estate Investment Sales | Financing | Research | Advisory Services

Marcus & Millichap

THE THOMAS TEAM

#1 AGENT MARCUS & MILLICHAP
FORT LAUDERDALE OFFICE
(2023 AND 2024)

#1 MULTIFAMILY AGENT
MARCUS & MILLICHAP - SOUTH FLORIDA
(2023 AND 2024)

98.77% AVERAGE
CLOSING PRICE VS. LISTING PRICE
(2024)

BENEFITS OF WORKING WITH **THE THOMAS TEAM**

- **5x** CoStar Power Broker Award Winner
- **More than \$1 Billion in Closed** Transaction History
- **Career 97%+** Closing Price vs. Listing Price Ratio
- **Active Database of All Multifamily Properties and Owners** in South Florida
- **Long Term Relationships** with Thousands of Investors throughout the United States and Abroad
- **~25,000 Active Contacts** on Team Distribution Lists
- **More than 400 Closed Transactions** throughout South Florida

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 pre-qualifying 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:

Fort Lauderdale Office

Tel 954.245.3492

Fax 954.245.3410

joseph.thomas@marcusmillichap.com

License FL SL 3174354



ACHIEVEMENTS & BACKGROUND

- #1 Agent - M&M Fort Lauderdale Office (2023 & 2024)
- #1 Agent - M&M South Florida Multifamily (2023 & 2024)
- Numerous Chairman's Club Awards
- Numerous National Achievement Awards
- Numerous Sales Recognition Awards
- 2024 South Florida Business Journal Commercial Power Broker
- "40 Under 40" Award Winner - South Florida Business Journal
- Numerous CoStar Power Broker Awards
- Promoted to Senior Managing Director Investments in August 2020
- Promoted to Senior Vice President Investments in June 2018
- Promoted to First Vice President Investments in July 2016
- Promoted to Associate Vice President Investments in Jan 2013
- Promoted to Senior Associate in March 2010

Marcus & Millichap
THE THOMAS TEAM

THE THOMAS TEAM

AARON O'CONNOR

First Vice President Investments



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.

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

ADAM MARCUVITZ

Associate



Adam Marcuvitz, an Associate with Marcus & Millichap's Miami Office and member of the Firm's Multifamily Division, specializes in acquisitions and dispositions of multifamily assets in South Florida.

Prior to joining Marcus & Millichap, Adam worked for a boutique firm based in Boca Raton where he assisted in the underwriting of over \$450 million of commercial assets across South Florida. He graduated from the University of Miami where he majored in Economics and minored in Marketing.

Tel: (786) 522-7194
License: FL SL 3462213
adam.marcuvitz@marcusmillichap.com

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.

Tel: (954) 245-3586
License: FL SL 3328468
alec.demetriou@marcusmillichap.com

CAPITAL MARKETS FINANCING

ROBERT BHAT

Senior Managing Director Capital Markets



Robert Bhat, Senior Vice President 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.

Mr. Bhat is a graduate of University of Miami, where he earned a Masters of Business Administrations, and Virginia Commonwealth University where he earned a degree in Finance. His hobbies include running, yachting and traveling.

ACHIEVEMENTS & BACKGROUND

- Chairman's Circle of Excellence (CCOE): 2021
- Chairman's Club (CC): 2019 - 2021
- National Achievement Award: 2017 - 2023
- Sales Recognition Award: 2016 - 2023
- Top 5 Loan Originators: 2020
- First Year Achiever: 2017
- SIA Induction: 2019

Tel: (786) 522-7092
robert.bhat@marcusmillichap.com
License: FL NMLS 1461417

CLIENT TESTIMONIALS

“Over the years, RAM has acquired or sold more than 20 properties in South Florida with Joseph and the Thomas Team. They’re *true professionals, extremely detail-oriented* and have always delivered superior results. We would strongly recommend them.”

ANDRES GUZMAN & AXEL JORDAN
RENTAL ASSET MANAGEMENT

“I wanted to emphasize my appreciation to Joseph and his team! Over the years and in collaboration with them, Prashkovsky Investments USA LLC and subsidiaries have closed seven transactions both as buyers and sellers. I can’t say enough about your work ethic, care and professionalism! Nobody works harder than Joe!”

ADI KARADI, CEO
PRASHKOVSKY INVESTMENTS USA LLC

“I selected Joseph, AJ and the Thomas Team of Marcus & Millichap to represent us on the sale of a three-property portfolio in Fort Lauderdale. They’re marketing efforts generated a competitive bidding process that yielded multiple offers, including *several offers above our asking price*. Ultimately, they procured an offer above the asking price with no contingencies and a *7-figure hard deposit at signing*. I would highly recommend them to any owners looking for a brokerage team that will *maximize value* and *represent their client’s interests* throughout the entire transaction process”

COLEMAN PREWITT
ABL PROPERTIES

“We’ve *closed more than 20* multifamily transactions with the Thomas-Team 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 the Thomas Team* to any owner looking to sell or acquire multifamily properties in South Florida and we look forward to continuing our relationship with their team into the future.”

BOBBY & SOFIA CASTRO
ORTSAC INVESTMENTS

“We’ve **closed 11 transactions** with the Thomas Team in South Florida and have found them to be **professional, organized and thorough**. We look forward to many more deals in the future!”

JACOB AVID
GPS REALTY
LOWKL

“I’ve had the pleasure of working with Joe and his team a number of times and they’re truly the **best in the business**.”

BILL JAMAL
PREMIER HOLDINGS

“Our family hired the Thomas Team to sell a property that had 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.”

JOHN BINKOV
BINKOV FAMILY TRUST

“Our firm has worked with the 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.”

YAIR WOLFF
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

“Crescent Heights hired the Thomas Team to market and sell two properties in the Miami Beach market. They ***quickly delivered competitive offers*** and closed both properties near record pricing levels.”

RUSSELL GALBUT
MANAGING PRINCIPAL
CRESCENT HEIGHTS

“Our firm decided to hire the Thomas Team after interviewing numerous competing firms. They had an ***unbelievable knowledge of the local markets and buyer pool.*** Ultimately, we sold eight properties with their team and in each sale they succeeded in ***delivering top of the market results!***”

PETER
ATLANTIC LOFT LLC

“We hired the Thomas Team to sell a ***six-property portfolio*** based on their extensive track record and in-depth knowledge of the corresponding submarkets. They executed on their business plan, generated numerous offers and put the entire portfolio ***under contract after two weeks*** at nearly the full asking price, with a substantial non-refundable deposit. Having dealt with other local and national brokerage firms, their performance and execution were exceptional and we would ***recommend them highly.***”

MARC SCHWARZBERG
MAVEN PROPERTIES

“We ***sold seven properties*** through the Thomas Team and plan to continue working with them on the sale of our remaining properties in South Florida. They are relentless and fight hard for their clients to generate the best possible end result. ***Their work ethic is second to none!***”

STEVE & GREG
IMAJIN PARTNERS LLC

“Our family sold three multifamily properties with the Thomas Team from 2016-2020. In each instance, they quickly produced competing bona-fide offers and ***each sale closed above our pricing expectations***. We worked with other competing brokerage teams prior to hiring Joe and the Thomas Team, but none come close in terms of the results delivered! Our family is very pleased with the hard works and efforts.”

SHARON R HENLEY
L & H LAND CORPORATION

“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 \$1,000,000 above the nearest offer we had ever received*** prior to their marketing efforts and the terms 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

Marcus & Millichap

THE LEADING COMMERCIAL REAL ESTATE INVESTMENT BROKERAGE
AND CAPITAL MARKETS SERVICES FIRM IN NORTH AMERICA

2024 COMPANY STATS

\$49.6B

VALUE OF RECENTLY
CLOSED TRANSACTIONS

\$4.1B (FLORIDA)

7,836

CLOSED SALES IN MOST
RECENT YEAR

882 (FLORIDA)

1,249

CLOSED FINANCINGS IN
MOST RECENT YEAR

2024 MULTIFAMILY STATS

2,375

CLOSED TRANSACTIONS

\$24.4B

VALUE OF
CLOSED TRANSACTIONS

DESIGNED TO MAXIMIZE YOUR SUCCESS IN A CHANGING MARKET

TAILORED SOLUTIONS TO OPTIMIZE YOUR PORTFOLIO

- Institutional and private client investment brokerage
- Commercial property auction services
- Capital markets and financing intermediary
- Loan and portfolio sales

INTEGRATED SERVICES FOR END-TO-END SUCCESS

- Cutting-edge market research, analysis and forecasting
- Real-time market intelligence and advisory
- Expertise across geographies and property types

A POWERFUL, YET NIMBLE PLATFORM

- The most advanced proprietary technology to make a market in any market
- Tailored property marketing with exposure to the largest pool of qualified buyers
- The largest inventory of exclusive investment opportunities

TURN OUR EXPERTISE INTO YOUR MARKET ADVANTAGE

GAIN A COMPETITIVE EDGE

Deploy our advanced commercial property market research, providing you with actionable insights and a strategic advantage in navigating the ever-changing real estate landscape.

MAKE BETTER, INFORMED DECISIONS WITH CONFIDENCE

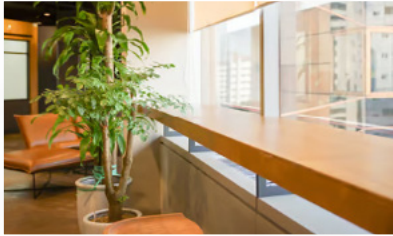
By completing more transactions annually than any other firm in North America, our nationwide network of collaborative brokers provides up-to-the-minute knowledge on the latest market trends.

MAXIMIZE VALUE AND ACHIEVE REMARKABLE RESULTS

Benefit from our specialized investment advisors who leverage tailored tools, comprehensive understanding of a unique market, and specialized training for optimal outcomes in your unique transactions.

YOUR GOALS, OUR SOLUTIONS: TAILORED STRATEGIES FOR YOUR UNIQUE INVESTMENT OBJECTIVES

At Marcus & Millichap, we understand that every client has distinct goals, which is why we offer a wide range of customizable solutions to ensure we find the perfect strategy to meet your specific needs.



PRIVATE INVESTMENT BROKERAGE

Our interconnected team, large proprietary platform and national network allows us to execute more brokerage transactions than any other firm.

INSTITUTIONAL INVESTMENT BROKERAGE

With over 50 years of invaluable investor relationships, Institutional Property Advisors (IPA) excels at converting opportunities into exceptional results. Our institutional advisors specialize in serving institutions, REITs, sovereign wealth funds, and significant private investors, with a steadfast commitment to maximizing returns across all market cycles.

CAPITAL MARKETS & FINANCING

Marcus & Millichap Capital Corporation (MMCC) is a leading financial intermediary, dedicated to securing tailored capital solutions - from refinancing assets and facilitating acquisitions, to managing recapitalizations and raising equity.

COMMERCIAL PROPERTY AUCTION SERVICES

As the most experienced dedicated auction advisory in the industry, Marcus & Millichap Commercial Property Auction Services delivers reliable, timely outcomes in all market conditions.

LOAN SALES

As a subsidiary of Marcus & Millichap, Mission Capital Advisors stands at the forefront as a prominent loan sale advisory and due diligence provider, offering an integrated platform that simplifies single asset and loan portfolio trading.



Marcus & Millichap

THE THOMAS TEAM

WWW.THOMASMULTIFAMILY.COM