



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

37 CLOSED TRANSACTIONS
(2025)

#1 MULTIFAMILY AGENT
MARCUS & MILLICHAP - SOUTH FLORIDA
(JOSEPH THOMAS: 2023, 2024, 2025)

98.5% AVERAGE
CLOSING PRICE VS. LISTING PRICE
(2025)



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 is a Senior Managing Director Investments and Director, National Multi Housing Group at Marcus & Millichap. Since joining the firm's Fort Lauderdale office in 2006, he has become a leading private client broker in South Florida, specializing in the multifamily industry. With extensive experience in acquisitions, development, and finance, Joseph provides comprehensive investment sales, debt/equity placement, and advisory services. He is known for successfully facilitating complex transactions and has been recognized with numerous awards for his top-tier performance.

ACHIEVEMENTS & BACKGROUND

- #1 Agent - M&M South Florida Multifamily (2023 -2025)
- #1 Agent - M&M South Florida Multifamily (2023 & 2024)
- Numerous Chairman's Club Awards
- Numerous National Achievement Awards
- Numerous Sales Recognition Awards
- 2024 SSF Business Journal Commercial Power Broker
- "40 Under 40" Award Winner - SF Business Journal
- Numerous CoStar Power Broker Awards
- Promoted to Senior Managing Director in August 2020
- Promoted to Senior Vice President in June 2018
- Promoted to First Vice President in July 2016
- Promoted to Associate Vice President in Jan 2013
- Promoted to Senior Associate in March 2010

CONTACT:

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AARON O'CONNOR
SENIOR DIRECTOR INVESTMENTS

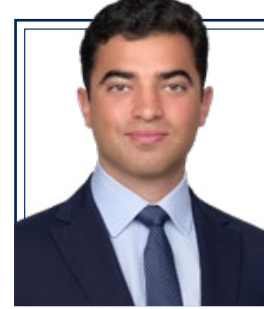
Aaron O'Connor is a Land and Redevelopment Specialist at Marcus & Millichap's Fort Lauderdale office. Since 2012, he has been helping clients strategically invest in real estate to create and preserve wealth. Aaron's passion lies in building long-term client relationships and ensuring their investment goals are met. He specializes in the intricate world of South Florida Land and Redevelopment transactions, where his industry acumen and dedication have made him a trusted advisor.

ACHIEVEMENTS & BACKGROUND

- Promoted to Sr. Director Investments 25'
- SIA Inductee - 23'
- Promoted to First Vice President Investments in 23'
- Sales Recognition Award - 22'
- Promoted to Associate VP Investments
- Promoted to Senior Associate

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ETHAN KRAUSS
DIRECTOR INVESTMENTS

Ethan Krauss is a commercial real estate broker with Marcus & Millichap's Ft. Lauderdale office, where he focuses on the acquisition and disposition of multifamily properties throughout South Florida. As a member of the Thomas Team and the National Multi Housing Group, Ethan provides strategic advisory services to private investors and institutional clients. His background in finance and economics, combined with his expertise in market trends and underwriting fundamentals, allows him to add measurable value to every transaction and guide clients through 1031 exchanges.

ACHIEVEMENTS & BACKGROUND

- Crexi Platinum Broker 25'
- Franklin Street Chairmans Club 25'
- Promoted to Director Investments 25'

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ALEC DEMETRIOU
DIRECTOR INVESTMENTS

Since joining Marcus & Millichap's Fort Lauderdale office in 2019, Alec Demetriou has risen to the position of Senior Associate. As a key member of the Thomas Team, a top-performing group, he has personally contributed to the completion of over 150 transactions, showcasing his deep market knowledge and ability to navigate complex deals. The team's collective track record stands at approximately 500 closed transactions. Alec's journey in real estate is backed by a degree in Real Estate from Florida State University, which has equipped him to excel in the competitive industry.

ACHIEVEMENTS & BACKGROUND

- Promoted to Director Investments in 25'
- Promoted to Senior Associate in 23'
- "Shooting Star" Award - 22'
- "Pace Setter" Award - 20'

CONTACT:

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ADAM MARCUVITZ
ASSOCIATE DIRECTOR INVESTMENTS

Adam Marcuvitz is an Associate at Marcus & Millichap's Miami Office, serving as a member of the Thomas Team and the firm's Multifamily Division. He specializes in the acquisition and disposition of multifamily assets throughout South Florida. Prior to his current role, Adam gained valuable experience underwriting over \$450 million in commercial assets at a boutique firm in Boca Raton. His commitment to excellence and extensive market knowledge make him a trusted partner for clients looking to achieve their real estate investment goals.

ACHIEVEMENTS & BACKGROUND

- Promoted to Associate Director Investments 26'
- "Shooting Star" Award - 25'
- Promoted to Associate Investments 25'

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DILLON NEWMAN
ASSOCIATE INVESTMENTS

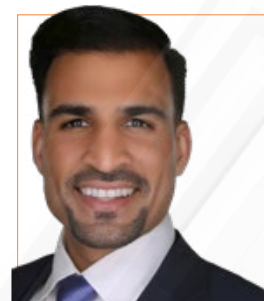
Dillon Newman is a commercial real estate professional specializing in the acquisition and disposition of multifamily properties throughout Southeast Florida. With a strong foundation in finance and real estate, he provides strategic, data-driven advisory services to property owners and investors focused on maximizing value. Dillon brings hands-on experience across the full transaction lifecycle, informed by years of collaboration with property managers and industry professionals. He holds a Bachelor's degree in Real Estate from the Kelley School of Business at Indiana University.

ACHIEVEMENTS & BACKGROUND

- Promoted to Associate Investments in 26'

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ROBERT BHAT
SENIOR MANAGING DIRECTOR, CAPITAL INVESTMENTS

Robert Bhat is a Senior Vice President with Marcus & Millichap Capital Corporation (MMCC) in the Miami office, where he joined in 2016. With 15 years of commercial real estate financing experience, he specializes in securing debt and equity for a wide range of property types. Robert has closed over \$3 billion in transactions, and is a top-ranked loan originator at MMCC, having been recognized as the #1 Producer in Florida. He is a graduate of the University of Miami and Virginia Commonwealth University.

ACHIEVEMENTS & BACKGROUND

- Chairman's Circle of Excellence (CCOE): 2021
- Chairman's Club (CC): 2021, 2020, 2019
- National Achievement Award: 2023, 2022, 2021, 2020, 2019, 2018, 2017
- Sales Recognition Award: 2025, 2024, 2023, 2022, 2021, 2020, 2019, 2018, 2017, 2016
- Top 5 Loan Originators: 2020
- First Year Achiever: 2017
- SIA Induction: 2019

CONTACT:

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2025 COMPANY STATS

\$50.9B

VALUE OF RECENTLY
CLOSED TRANSACTIONS

\$6.2B (FLORIDA)

8,818

CLOSED SALES IN MOST
RECENT YEAR

1,056 (FLORIDA)

1,659

CLOSED FINANCINGS IN
MOST RECENT YEAR

2025 MULTIFAMILY STATS

2,734

CLOSED TRANSACTIONS

\$26.23B

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.

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 we owned for more than 50 years. 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. 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 \$500,000 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 THOMAS TEAM

WWW.THOMASMULTIFAMILY.COM