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ISSUE 13

BI-WEEKLY REPORT

## THE \$1B SIGNAL & THE SPACE SQUEEZE

The divergence between South Florida and the national market continues to widen. While national commercial real estate grapples with distress, our local market is experiencing a massive wave of leasing and transaction activity.

**The Reality:** Elevated construction costs and tight lending have choked the new supply pipeline. As a result, businesses are aggressively competing for existing, well-located inventory before rents get pushed even higher. Landlords holding stabilized assets now possess total pricing power, and buyers are paying record metrics to acquire them.

## THE MARKET MONITOR

- **The Leasing Wave:** We are tracking a significant uptick in Q1 tour activity across Broward and Palm Beach, specifically for move-in ready professional and retail spaces.
- **Capital Deployment:** Following consecutive nine-figure trades in Miami last month, institutional capital continues to migrate north, seeking yield in middle-market Broward assets.
- **The Wealth Flood:** Unprecedented wealth migration from the Northeast and West Coast remains the structural floor supporting local absorption and retail spending.

## SECTOR SPOTLIGHT

### The "Turnkey" Premium vs. The Value-Add Play

The market has officially split. Tenants are paying absolute premiums for 2nd-generation, move-in-ready space to avoid 12 months of permitting delays. Conversely, investors with capital are aggressively hunting "project" properties, knowing that successfully executing a value-add strategy is the only way to achieve outsized returns in a high-rate environment.

## STRATEGIC IMPERATIVE

The "Build vs. Buy" math is officially broken.

With the cost of land, materials, and insurance remaining elevated, building new product is financially unviable for many. If you own an existing, stabilized asset in South Florida, your replacement cost leverage is at an all-time high. The scarcity of scale is driving a frenzy for vintage assets.

# FIRM UPDATE

# 8

MONTHS SINCE  
INCEPTION

# \$25.6M

TRANSACTION  
VOLUME

# \$35M+

ACTIVE  
INVENTORY



## MILESTONE: \$15M UNDER CONTRACT & NEW ASSIGNMENTS

**The Result:** The firm's transaction desk is firing on all cylinders. We have just placed \$15 million in listings Under Contract at record price-per-square-foot valuations across both Miami and Broward Counties.

**New Inventory:** Capitalizing on this momentum, we have been retained on two major new assignments: a 3-building industrial portfolio in Broward County and a vacant, 2nd-generation restaurant.

**The Market Signal:** These milestones validate our core thesis: Despite macro interest rate headwinds, massive liquidity is waiting on the sidelines for scale, and buyers are willing to pay a premium for quality South Florida real estate.

## SELECT ACTIVE INVENTORY



**Wellington Corporate HQ | Wellington, FL**  
For Sale or for Lease  
\$5,200,000 | \$23/SF NNN



**Forum Plaza | Sunrise, FL**  
\$7,000,000



**The 441 Flagship | Margate, FL**  
\$1,900,000



# TEAM & ACTIVITY



## FIRM WIN: ALEX STEVENS HITS THE GROUND RUNNING

Momentum is everything. Within just 30 days of joining Vision Real Estate Advisors, Alex Stevens has officially put his first deal on the board.

**The Deal:** Alex successfully negotiated and executed a 3-year lease for a 2,000 SF space with a professional tenant. His rapid execution is a testament to the proactive, disciplined market outreach that defines our platform. Congratulations, Alex!

## FIRM ACTIVITY: THE LEASING SURGE

The "Space Squeeze" isn't just a talking point—it is showing up daily in our pipeline. We are currently seeing a massive wave of leasing activity across our portfolio.

**The Insight:** With new construction stalling out, professional and retail tenants are aggressively competing for existing, move-in-ready space. Our landlord representation team is fielding multiple inquiries per week, driving top-of-market rents for our clients.



## ACTIVE CAPITAL REQUIREMENTS

With Village Plaza heading to Under Contract, our desk is actively working to place the remaining capital that missed out on that specific deal.



## REPRESENTING BUYERS WITH \$40M IN EXCHANGE PROCEEDS

- **Requirement 1:** \$15M-\$20M 1031 Buyer seeking Multi-Tenant Retail (Broward or Palm Beach).
- **Requirement 2:** Private capital seeking covered land plays or low-coverage industrial.
- **Action:** If you are considering a sale and your asset fits these profiles, contact the team for a discreet valuation. We have the buyers ready.

