



MARCH 20, 2026

ISSUE 14

BI-WEEKLY REPORT

THE \$81M INSTITUTIONAL "ROLL-UP"

Institutional capital isn't just chasing Miami skyscrapers anymore; it is aggressively rolling up the middle market.

The News: NorthBridge Partners just acquired "Elevate Broward," an 11-building, small-bay industrial portfolio in Lauderdale Lakes and Lauderhill, for a massive \$81 million.

The Takeaway: This transaction proves our long-standing thesis: the persistent demand for last-mile and small-bay space in supply-constrained Broward County has become a primary target for institutional funds. Wall Street has realized that in South Florida, the real leverage lies in the asphalt and the loading docks.

THE MARKET MONITOR

- **Boca Retail Dominance:** Publix just doubled down on Palm Beach County, acquiring a Boca Raton shopping center for \$83 million, signaling immense confidence in localized, service-based retail.
- **Suburban Office Liquidity:** PEBB Enterprises successfully secured a \$35 million refinancing package from Citibank for two Class A Boca Raton office properties, proving that well-located suburban office remains highly liquid.
- **Corporate Selectivity:** As national corporate relocation activity cools, companies are becoming highly selective, targeting South Florida specifically for its favorable regulatory environment and reduced operating risks.

SECTOR SPOTLIGHT

The Safe Haven for Capital

Boca Raton has officially decoupled from national headwinds. Between the \$83M grocery-anchored retail acquisition and \$35M in fresh office refinancing, the submarket is flashing massive "buy" signals. The combination of deep executive talent pools, lifestyle appeal, and limited new supply has insulated Boca from the volatility seen in traditional gateway cities.

STRATEGIC IMPERATIVE

The "Middle Market" is the new Institutional Target. With national funds deploying \$81M into 1,000-to-10,000 SF warehouse suites, private owners of industrial and retail strip centers are sitting on a goldmine. The premium for "assembled scale" is at an all-time high. If you own a portfolio of middle-market assets, institutional buyers are willing to pay aggressive multiples to bypass the friction of one-off acquisitions.

FIRM UPDATE

8

MONTHS SINCE
INCEPTION

\$40M+

IN PIPELINE/UNDER
CONTRACT

\$25.6M

TRANSACTION
VOLUME
CLOSED



VISION
REAL ESTATE ADVISORS



COMING SOON: BOCA RATON RETAIL | Unanchored Retail Strip Center

The Teaser: We are on the verge of bringing a highly coveted retail strip center to market in the heart of Boca Raton.

The Market Timing: With major institutional players aggressively deploying capital into Boca retail—evidenced by the recent \$83M grocery-anchored trade—the demand for well-located suburban retail is at a fever pitch. This asset offers investors a rare opportunity to acquire a stabilized footprint in one of South Florida’s most resilient submarkets.

Action: Investors on our VIP list will receive the offering memorandum before it hits the open market. Contact the team to register.

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

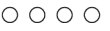


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TEAM & ACTIVITY



FIRM ACTIVITY: THE EXECUTION DESK

Our transaction desk is currently in the final rounds of negotiation on two major assignments: a multi-tenant industrial portfolio and a prominent retail plaza. The depth of the buyer pool aggressively bidding on these assets confirms our thesis: Capital is actively hunting for scale across Broward and Palm Beach counties, and they are willing to pay a premium to secure it.

DATA POINT: THE WEALTH FLOOR

The luxury residential market is the leading indicator for commercial absorption, and South Florida remains completely decoupled from the rest of the country.

The Impact: Million-dollar homebuyers and accelerating wealth migration from high-tax states are establishing a permanent economic floor. This continuous influx of high-net-worth individuals guarantees sustained, localized demand for wealth management offices, premium healthcare facilities, and service-based retail in submarkets like Boca Raton for the next decade.



ACTIVE CAPITAL REQUIREMENTS

With multiple deals entering the final rounds of negotiation, we have unplaced 1031 exchange and private equity capital waiting on the sidelines.



REPRESENTING BUYERS WITH \$40M IN EXCHANGE PROCEEDS

- **Requirement 1:** \$5M–\$15M buyer seeking unanchored retail in Palm Beach County (Boca/Delray preferred)
- **Requirement 2:** Institutional fund seeking small-bay industrial portfolios (\$10M+).
- **Action:** If your asset fits, contact us for a discreet valuation.

