



MAY 1, 2026

ISSUE 16

BI-WEEKLY REPORT

THE CATALYST: A NEW FED CHAIR & SINKING RATES

The holding pattern is officially breaking.

With a new Federal Reserve Chair incoming, the consensus on Wall Street and Main Street is aligning: interest rates are likely headed downward. For the last 24 months, we have watched a massive pool of private and institutional capital sit on the sidelines, waiting for the cost of debt to normalize.

The Shift: That capital is now front-running the rate cuts. Smart money isn't waiting for the Fed's official announcements; they are aggressively targeting South Florida assets today to lock in pricing before the impending debt relief triggers a surge in competitive bidding and drives valuations even higher.

THE MARKET MONITOR | INSTITUTIONAL VALIDATION

- **The Boynton Mega-Deal:** Blackstone just doubled down on South Florida, acquiring an 800,000 SF industrial portfolio in Boynton Beach from Prologis for nearly \$196 Million (\$245/SF). This signals that institutional appetite for regional logistics space remains absolutely insatiable.
- **The Power Premium:** Clear height is no longer the only industrial metric that matters. Assets boasting massive power infrastructure are commanding extreme premiums from manufacturing and tech tenants.

SECTOR SPOTLIGHT

THE ZONING ADVANTAGE

In densely populated counties like Broward, you cannot easily build new industrial space. Therefore, the highest returns are currently being found in zoning plays.

Municipalities are incredibly strict regarding permitted uses. Properties that have secured "one-off" zoning for intensive uses—like CNC machining, medical device manufacturing, or indoor auto sales—possess a built-in economic moat. You aren't just buying the dirt; you are buying the operational green light that competitors cannot replicate.

STRATEGIC IMPERATIVE

The window to buy without extreme competition is closing.

As interest rates drop, the "negative leverage" narrative will evaporate, bringing a flood of financed buyers back to the table. If you have unplaced 1031 equity or sidelined cash, the assets you underwrite today will likely be noticeably more expensive in six months.

FIRM UPDATE

\$1B+

COMMULATIVE
CAREER
TRANSACTION
VOLUME

4

NEWLY EXCLUSIVELY
LISTED PROPERTIES
COMING TO MARKET

3

LISTINGS
UNDER
CONTRACT



VISION
REAL ESTATE ADVISORS



JUST LISTED: THE LAUDERHILL INDUSTRIAL POWERHOUSE

901 NW 31st Ave, Lauderhill, FL | +/- 60,000 SF on 3.26 Acres

The Asset: Featuring nearly \$600,000 invested in recent capital improvements, this facility has modernized critical building systems to reduce near-term CapEx for a new owner. It is equipped with on-site 10 GIG fiber and dual three-phase power delivering approximately 4,000 amps.

The Specifications: Optimized for efficient logistics and operational flow, the warehouse features +/- 14'5 FT clear heights and seven total loading positions (including four dock-high doors, two recessed dock-high positions, and one drive-up ramp).

The Zoning Upside: The property benefits from highly flexible CW (Commercial Warehouse) zoning with expanded permitted uses. This supports a broad range of modern industrial activity, including 3D printing, precision machining, medical device production, and data center operations.

The Value-Add: The property is uniquely positioned adjacent to the Fort Lauderdale Swap Shop, a major regional landmark located within a corridor identified for a 180-acre long-term redevelopment plan by the city. (Pricing on request).

SELECT ACTIVE INVENTORY



Wellington Corporate HQ | Wellington, FL

For Sale or for Lease
\$5,200,000 | \$23-26/SF + CAM



Broward Industrial Portfolio | Ft. Laud MSA

For Sale
\$6,900,000



The 441 Flagship | Margate, FL

For Sale
\$1,900,000



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TEAM & ACTIVITY



MARKET INTELLIGENCE: INSIGHTS FROM NYC

Commercial real estate is a relationship business driven by national capital. This month, Partner **Elon Gerberg** represented **Vision REA** at the highly exclusive 'X Gala' in New York City, hosted by industry titans **Don Tepman (StripMallGuy)** and **Bob Knakal**. Networking with the most successful investors and brokers in the country confirmed our local thesis: **institutional capital views South Florida as the ultimate growth market**, and they are actively looking for local operating partners with off-market access.

FIRM EXPANSION: WELCOMING NICK HRICYCA

To meet the surging demand in our retail pipeline, we are thrilled to announce the addition of Nick Hrycyca to the Vision Real Estate Advisors team. Nick joins the firm with a hyper-focused mandate on retail acquisitions and dispositions across Broward and Palm Beach counties.

His expertise will be instrumental as we prepare to bring multiple unanchored strip centers to market in the Pompano Beach area over the coming weeks.



RETAIL PIPELINE TEASER

With Nick officially on board, our retail desk is currently preparing to bring two highly anticipated, unanchored strip centers in the Pompano Beach area to market. Contact our team early if you have 1031 capital looking for North Broward retail before these hit the open market.



CURRENT BUYER MANDATES

- **Requirement 1:** Manufacturing/tech tenants seeking heavy-power industrial (2,000+ amps) with flexible CW zoning in Broward.
- **Requirement 2:** Aggressive capital seeking unanchored retail strip centers ready to front-run incoming rate cuts
- **Action:** Contact the Vision REA team for a complimentary BOV today.

