



Quarterly  
Vol 3  
Summer  
2013

# The Florida Chapter Advisior

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## President's Message Moses L. Salcido, SIOR

Dear Fellow SIOR's and Industry Friends,

With Summer in full swing and our local economy showing signs of improvement we can reflect on the first half of the year.

The Florida Chapter hosted another successful event in Orlando at the Loews Portofino Bay with a record attendance in excess of 100 SIOR's, sponsors and guests. I hope you had the time to access our website for testimonials and video of our robust networking events during our meeting. We continue to emphasize the benefits of our local chapter lunches with Miami and Orlando leading the way, please check our local website for upcoming local events.

On a Regional level, I hope you can all take a break and join us in Nashville for the third bi-annual regional meeting. This is a great venue, well attended by brokers in the SE region and needless to say, an excellent opportunity to expand and nurture relationships with brokers/developers closest to our local market.

On a National level, the Spring WORLD CONFERNECE held in Palm Springs, CA accommodated best practices on Chapter organization, events, branding and membership standards. I strongly encourage our BOD to attend this event as we continue to enhance our brand, quality of events and continue to recruit the most knowledgeable, experienced and successful commercial real estate specialists. Also, please be sure and access the MySIOR website for the newest branding initiative put forth by SIOR National, you will be impressed!

Whatever real estate endeavor you might pursue, please consider our distinguished members and corporate sponsors to assist you. I'm confident you will find that they are "best in class."

See you in Fort Myers in September if not sooner!

Sincerely,

Moses L. Salcido, SIOR  
President, Florida Chapter

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- All materials submitted for the publication must contain reference to at least one individual who holds the SIOR designation.
- Materials which contain information that is of vital interest to the Commercial Real Estate Industry are not required to make reference to SIOR individuals; subject to the discretion of the Editor.
- Deadline for all materials is the "end of the last week, of the last month in each quarter".

### **Nunez Foods Sells 330,000-SF Refrigerated Warehouse Portfolio**

Industrial Realty Group acquired three industrial properties located at 6960 and 6831 NW 36th Ave. and 7007 - 7025 NW 37th Ave. in Miami, FL from Nunez Group International LLC for \$8.75 million, or \$26 per square foot.

The three buildings total 336,581 square feet and include 61 dock height doors and rail service by Active Rail.

Matthew Rotolante and William Gross of Sperry Van Ness represented the buyer. **Lee Katsikos, SIOR** of The Katsikos Group and Joel Rodriguez of Global Investments Realty, Inc. represented the seller.

### **Carnival Cruise Lines Renews Lease**

Carnival Cruise Lines, a cruise ship operator, signed a 73-month office lease for about 63,000 square feet in the Huntington Square building at 3400 Lakeside Dr. in Miramar, FL.

### **Lincoln Property Acquires 11 Building Portfolio from TA Associates**

Lincoln Property Company purchased a portfolio in Medley, Florida consisting of 11 Industrial Buildings and totaling 846,651 square feet for \$59.85 million, or about \$71 per square foot. The project was built between 1979 and 1987 and is comprised of both front-load and cross-dock facilities with 20-foot to 24-foot clear heights and Florida East Coast (FEC) rail access.

The park was 95 percent occupied at the time of sale with strong credit tenants like B/E Aerospace, Eco Window Systems, and Konie Cups International. The sale represents the largest industrial trade in Miami to date this year.

**ORLANDO, FL, Greg Morrison, SIOR, CCIM**, Principal of Morrison Commercial Real Estate, announced the completion of the sale of the 4,931 square foot office building located at 200 South Central Avenue, Oviedo, FL 32765.

Lawson Dann, Vice President of Morrison Commercial Real Estate, represented the seller, Regions Bank, in the sale of the 4,931 square foot office building for \$350,000 (\$70.98 psf). The buyer, 200 South Central, LLC, purchased the property as an investment.

**Miami, FL, Ted Konigsberg, SIOR**, Infinity Commercial Real Estate is pleased to announce the sale of 2320 NW 147th St, Opa-Locka, FL to Sunderann LLC a local investor. Ted Konigsberg, SIOR, represented the seller, Redus One, LLC. The property sold for \$1.1 million (\$14.95 psf).

# In The News

### **Royal Bank Renews Lease in Miami, Florida**

In one of the largest office leases in Miami so far this year, Royal Bank of Canada has renewed its lease and expanded by more than 10,000 square feet to occupy a total of 65,009 square feet at 801 Brickell Ave. in Miami, FL.

### **Amazon Rumored to Build 1 Million SF in South Shore Corp Park, Tampa**

Could it be possible? In an article written by the Tampa Business Journal, talk of Amazon building a 1 million-square-foot warehouse on 70 acres in South Shore has many people saying that Ruskin's time may have finally arrived.

"If Amazon comes it would be very positive," said Brian Smith, senior pre-construction manager for Ryan Cos. US Inc., which owns the land. Ryan is reported to have paid \$28 million for 302 acres in 2007.

### **Becker & Poliakoff Leases 46,000 SF in Fort Lauderdale**

The new lease, totaling more than 46,000 square feet, culminates a significant refurbishment and turnaround for the office building, which was purchased by Ivy Realty in 2011.

Becker & Poliakoff will be moving in January 2014 where they will be establishing their headquarters on the top three floors of 1 East Broward, a luxury, Class A office building in downtown Fort Lauderdale.

**Morgan Wiseman SIOR CCIM**, represented the landlord in a 6400 sf lease at Keene's Crown 1, located in the Crownpointe Commerce Park, to Scootaround, Inc. Scootaround provides scooter & wheelchair rentals to travelers in over 1500 locations.

**Orlando, FL, Morgan Wiseman SIOR CCIM**, represented the tenant, Recoating West, Inc. in a 9,000 sf, 60 month lease at East Lakeland Commerce Park.

**Morgan Wiseman SIOR CCIM**, represented the landlord, in a 6400 sf, 36 month lease at Keene's Crown 1, located in the Crownpointe Commerce Park, to Absen American, Inc. Absen American is a Chinese manufacturer of LED monitors for public venues including stadiums, arenas and airports.

**Morgan Wiseman SIOR CCIM**, represented the landlord in a 6400 sf, 84 month lease at Keene's Crown 1, located in the Crownpointe Commerce Park, to Westminster Pharmacy, Inc. Westminster Pharmacy is a private pharmacy dedicated to serving the medical requirements of the company's owned nursing and assisted living facilities.

**Tampa, FL**, The Dikman Company announced that they have executed a 65-month term lease for Extravaganza Productions at 5552 & 5556 56<sup>th</sup> Commerce Park Boulevard in East Lake-Orient Park.

62-month term lease for **UTi** for 14,000 square feet at 5101 Tampa West Blvd., Suite 200.

Ben Dikman, represented Extravaganza Productions and **UTi** in the transactions.

**Miami, FL, Ted Konigsberg, SIOR**, Infinity Commercial Real Estate is pleased to announce the sale of Unit # 105 in Golden Glades Commerce Center at 17401 NW 2nd Avenue, Miami Gardens, FL 33169. This industrial condo, consisting of 4,697square feet of flex, office for for \$345,000 (\$73.45).

Ted Konigsberg represented the Seller, BRI 1836 Pan American, LLC, an entity associated with Beacon Realty Investments.

# SIOR M2M

## Completed Transactions

**West Palm Beach, FL,** Granite Telecommunications, a leading telecommunications solutions provider for multi-location companies throughout the United States and Canada, has leased 7,800 square feet at the Reflections Office Center in West Palm Beach.

**Peter D. Reed, SIOR,** Principal of Commercial Florida Realty Services, represented Reflections Office Center, Granite was represented in the transaction by Fox Rock Properties, Quincy, Mass.

**Miami, FL, Michael Silver, SIOR** of CBRE, Miami represented Sunshine Coronet Properties, LLC (Seller) in the sale of their 85,207 SF building in North Miami –Dade County for \$3,478,000 (\$40.19 psf) to Laurent Groll who's company will be using the building for warehouse and distribution of storage systems.

Michael also represented Norman Shapiro, Trustee (Seller) in the sale of a 73,500 SF building located at 16111 NW 13th Ave. Miami for \$3,600,000 (\$48.98 psf). The property was sold to 4 Over, Inc and is located in Sunshine State Industrial Park.

Also sold was this historic property owned and occupied by First Church of Christ, Scientist of Miami Florida, located at 1836 Biscayne Blvd, Miami to Reading Partners, LLC for \$6,250,000 (\$313.05 psf). **Michael Silver, SIOR** represented the seller.

**Tampa, FL, Mary Clare Codd, SIOR,** for Colliers International Tampa Bay represented Fresenius Medical Care Holdings in leasing 7,700 sf at Silo Bend, 207 E. Kelsey Drive, Tampa which is own and operated by East-Group Properties.

### M2M North

**Ocala, FL, Van Akin, SIOR** sold a 78,030 sf industrial property for \$1,325,000 (\$16.98 psf) at 5000 NW 5th Street, Ocala, FL. **Nolan Galloway III, SIOR** represented the Buyer.

**Ocala, FL, Van Akin, SIOR** sold a 5,074 sf office property for \$538,250 (\$106 psf) at 3220 SW 31<sup>st</sup> Road, Ocala, FL. **Nolan Galloway III, SIOR** and Sandon Wiechens represented the Buyer.

**Jacksonville, FL, Hobart Joost, Jr. SIOR,** represented Fresenius Medical Care Holdings in the leasing of it's facility totaling 13,243 sf at 4425 James E Casey Drive, in Westside Industrial Park for a lease term of 84 months. The Landlord is Stone Mountain Industrial Park (Pattillo).

### M2M SOUTH

Floor & Décor signed a 183,331-square-foot lease at 3701 Flamingo Road in Miramar, FL.

The two-story, 545,000-square-foot manufacturing building was built in 2000 in the Southwest Broward County Industrial submarket.

**Michael Silver, SIOR** of CBRE represented the tenant. **Chris Metzger, SIOR, Richard Etner, SIOR, Sky Groden, SIOR** and Christopher Thomson of Cushman & Wakefield, Inc. represented the landlord, Keystone Operating Partnership.

**Fort Lauderdale, FL, Elias Porras, SIOR, CCIM** and **Ronald Schagrin, SIOR** of Colliers International SF represented Hill-Rom Company, Inc in the leasing of 9,117 sf at Broward International Commerce Park. The lease was for 60 months and Hill-Rom will be relocating out of their present location in Miami Lakes, FL. **Chris Metzger, SIOR, Richard Etner, SIOR, Sky Groden, SIOR** of Cushman & Wakefield represented the Landlord.

Hill-Rom is a leading worldwide manufacturer and provider of medical technologies and related services for the health care industry.

**Miami Lakes, FL, Elias Porras, SIOR, CCIM** and **Ronald Schagrin, SIOR** of Colliers International South Florida and **Mary Clare Codd, SIOR** of Colliers International Tampa Bay, FL represented Fresenius Medical Care Holdings in the leasing of 9,000 sf to at Lakeside Corporate Center in Miami Lakes, FL. The lease was for 84 months. Carlos Velasques of Vivo Real Estate Group represented the Landlord.

Fresenius Medical Care North America is a division of Fresenius Medical Care (NYSE: FMS), the world's largest integrated provider of products and services for individuals undergoing dialysis because of chronic kidney failure, a condition that affects more than 2.1 million individuals worldwide.

Through their leading network of more than 2,100 dialysis facilities in North America and their vascular access centers, laboratory, pharmacy and affiliated hospitals and nephrology practices.

**Miami, FL, Gerard Keating, SIOR** owner of Geneva Illinois based Keating Resources, purchases a 20.5 acre land site located 6 blocks north of Miami International Airport at 725 Southeast 9<sup>th</sup> Court in Hialeah. Keating purchased the site on April 18<sup>th</sup> for \$11,250,000.

The site is the largest industrial site closest to Miami International Airport, PortMiami, downtown Miami and Miami Beach. It is currently occupied by a 485,000 square foot rail served distribution center built by Winn Dixie in 1960 for food distribution.

Along with releasing the existing building Keating said that based on strong demand the group is considering building a 400,000 square foot 40' clear height port centric cross dock distribution center which would be the largest speculative building ever to be built in Dade County.

**Ed Redlich SIOR, CCIM,** Chris Spear and Edison Vasquez with ComReal represented the group in the purchase with **Alex Bernaldo, P.A., SIOR** and **Jon Aibel, SIOR** with Americas Industrial Realty Corp. representing the Boston based seller Hialeah Industrial LLC.

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# The Florida Chapter Advisor

## About SIOR Florida Chapter

The Society of Industrial & Office Realtors represents the "TOP" commercial real estate industry producers. Founded in 1941 the Florida Chapter is one of the largest SIOR groups in the United States.

SIOR has certified more than 3,000 of its member's world wide with the prestigious symbol of the highest level of commercial real estate knowledge, production and ethics in the real estate industry. With members in 600 cities in 29 countries, SIOR represents today's most knowledgeable and successful commercial real estate broker specialist.

Real estate professionals who have earned the SIOR designation are recognized by corporate real estate executives, commercial real estate brokers, agents, lenders and other real estate professionals as the most capable and experienced brokerage practitioners in any market.



*Tune in to  
Nashville  
in 2013!*

**SAVE THE DATE!**  
SIOR Southeastern  
Regional Convention  
August 22 - 25, 2013  
Hilton Nashville Downtown  
Nashville, Tennessee

Carl Beards  
Recording artist  
KIMMY NEWFIELD

[Save The Date](#)

*SIOR Florida Chapter Fall Meeting*

**September 19 & 20, 2013**



**SOUTH SEAS ISLAND RESORT**  
CAPTIVA ISLAND, FLORIDA

**2013 SIOR FALL WORLD CONFERENCE**

**CHICAGO** October 24-26, 2013  
Hyatt Regency Chicago

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