

# Real Estate Today

## THE REAL DEAL

**ALMOST FILLED:** The 3.2-million-square-foot industrial park Miami International Commerce Center in Doral has hit 98% occupancy despite a stagnant commercial market. The complex is made up of industrial, flex and office space ranging from 2,600 to over 15,000 square feet with about 400 tenants such as air cargo companies, home improvement businesses and a newspaper distributor. Many tenants are consolidating, occupying smaller spaces to trim operating costs, said **Viola Sanchez**, vice president for the PS Business Parks' southeast region. "The park is designed to take into consideration tenant contraction and expansion," which she said has allowed it to meet tenants' changing needs with little cost. She said she can fill smaller spaces faster because of the increasing demand.



Viola Sanchez

**GROWING AND SAVING:** Miami-based Adonel Concrete is expanding, opening two state-of-the-art concrete plants in Fort Pierce to serve Martin, St. Lucie and Indian River counties. The \$10 million expansion has also allowed **Luis Garcia**, Adonel Concrete president, to secure the jobs of 15 employees from the Miami and Palm Beach plants who were facing layoff. Now, they're moving to the Fort Pierce plants to handle new business with 30 concrete trucks assigned to service the area.

**OFFICE SOLD:** The six-story office building 223 E. Flagler St., with about 42,000 square feet of ground retail, has sold in the central business district. **Alex Zylberglait** and **Ryan Shaw** of commercial realty firm Marcus & Millichap represented the seller **Mario Braz**, owner of 21 Investments LLC, and the buyer **Dvir Derhy**, owner of Downtown-Miami Center LLC. The building is 80% occupied with below-market rents, which allows the new owner to lease at market rents, said Mr. Zylberglait, vice president of investments at Marcus & Millichap. "The buyer saw the opportunity, bought the property and is already doing improvements," he said. "He is turning it into smaller offices for professional tenants and merchants."

## CENTRAL MIAMI-DADE SUPPLY

	2007	2008	2009
Coconut Grove	821,753	1,119,909	1,119,909
Coral Gables	5,506,936	6,218,094	6,642,127
Hialeah	684,633	684,633	684,633
Medley	668,019	819,459	819,459
Miami	3,553,363	4,278,010	4,312,591
Miami-Brickell Area	8,487,437	9,025,085	9,079,592
Miami-Downtown	9,272,527	9,480,940	9,515,942
Doral/Miami Airport West	11,755,311	12,651,218	12,651,440
Miami Beach	1,580,068	1,706,852	1,708,879
Miami Springs	358,873	359,520	277,153
<b>TOTALS</b>	<b>42,688,920</b>	<b>46,343,720</b>	<b>46,811,725</b>

Source: Commercial Industrial Association South Florida

The amount of office space supply (square feet) in Miami-Dade County's largest business districts.

## New offices, fewer jobs feed vacancies

By YUDISLAIDY FERNANDEZ

The outlook for Miami-Dade's office market is getting gloomier.

Local broker Alan Kleber forecasts a 37% vacancy rate in downtown Miami and Brickell upon completion of three new office

core area — hit 37%, he suggested. "That's a big, big number."

Tenants are also downsizing — adding to space available for subleasing — and landlords and owners are offering more concessions to retain tenants, said a panel of office brokers at the commercial

leading partners in their firm have taken a more active role, working directly on transactions.

"During turbulent times you have to have all hands on deck."

Tenant concessions are also growing in popularity.

The classless landlords and