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March 1, 2012

## FRANKLIN STREET'S \$1M LEASE

**Copy Systems** bypassed new product for **older industrial** property and wound up escaping the higher rents of Doral into a much **larger facility** for what it was paying before. (Like a fine wine and U2, some things get better with age.) The **five-year lease** is valued at **\$1M**, the landlord's broker, Franklin Street's **Joel Kattan**, tells us.



Here's Joel, center, getting a sales achievement award from COO **Danny York** and CEO **Andrew Wright**. Copy Systems deal: a **57k SF** lease at 5703 NW 35th Ave in Miami. Joel tells us the space was sold last summer after two years on the market. Joel and **Hernan Prohaszka** were brought in to list it and the one next door (5701 NW 35th Ave) and found a user who wanted to occupy all of the square footage. The duo repped the seller of the combined **122k SF** to Galei Opa. Plans were revised to use only one building and then Joel and Hernan were tapped to **find a tenant** to occupy the remaining space for the new owner.

**\$1 BILLION**  
IN COMMERCIAL REAL ESTATE &  
NON-PERFORMING NOTES

<b>\$700M+</b> in Multifamily Auctions	MAR 5
<b>\$100M+</b> in Nationwide Auctions	MAR 12
<b>\$400M+</b> in Southeast Auctions	MAR 19
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Prior to Franklin Street taking over marketing the properties, they sat vacant, Joel tells us. They're two of the **better spaces in this submarket**, Joel says. A lot of the buildings in that area are depressed and vacant largely because many of the facilities are geared to manufacturing without good loading and yard space. The deal is an **indicator** that **transactions** are still **getting done** at large, older facilities despite the recent South Florida industrial market focus on newer properties like Beacon Lakes Park, he tells us. Joel and Hernan repped the landlord, Galei Opa, while Cushman & Wakefield's **Audley Bosch** represented the tenant.

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## TRUMP BUYS DORAL HOTEL & CC



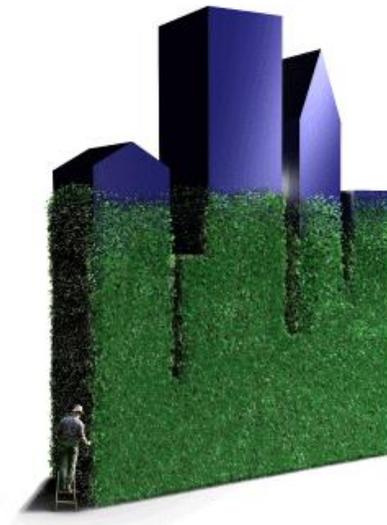
Acknowledging it's impossible for a developer today to replicate a property the size of Miami's **Doral Hotel & Country Club** in Miami at any cost, **Donald Trump** announced **plans to buy** the property for **\$150M**. (Have we given up on developing the ocean floor?) Home to the **Blue Monster** golf course (host to a PGA TOUR event every year since its opening), the 700-room resort will see a **multimillion dollar investment** in **restoring** Doral to its former grandeur+by **rehabbing** the resort and golf courses. Trump's hotel management division will take over by June. The property will remain fully operational throughout the renovation, which will be done fall 2013. The Trump Organization retained golf course architect **Gil Hanse** to work directly with the Donald and the PGA TOUR leadership to enhance and renovate the Blue Monster.

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