

DWNTWN

REALTY ADVISORS

25.77°N -80.19°W

FIRM PROFILE





FIRM PROFILE

About DRA

DWNTWN Realty Advisors is an institutional quality brokerage firm focused on emerging markets in Miami's urban core.

Focus and specialty are the cornerstone of DWNTWN Realty Advisors, a full-service real estate brokerage firm based in Miami, Florida.

Because emerging markets require a hands-on approach, DWNTWN helps create community with a sense of place by focusing on not just procurement and disposition but also in the fulfillment processes from concept to leasing, and from branding to execution.

At DWNTWN, we see "Density as our Destiny" in respect to the greater downtown Miami area.

COMPANY SERVICES

- | | |
|----------------|-------------|
| + Acquisitions | + Marketing |
| + Dispositions | + Creative |
| + Leasing | + Debt |
| + Advisory | + Equity |

OUR MARKET

Philosophy

DWTNWN Realty Advisors has a comprehensive service platform backed by years of experience, creativity, hard work, and a commanding reputation.

We believe there is no bad business among good people, and we strive to set the new standard of service for emerging urban core brokerage firms.

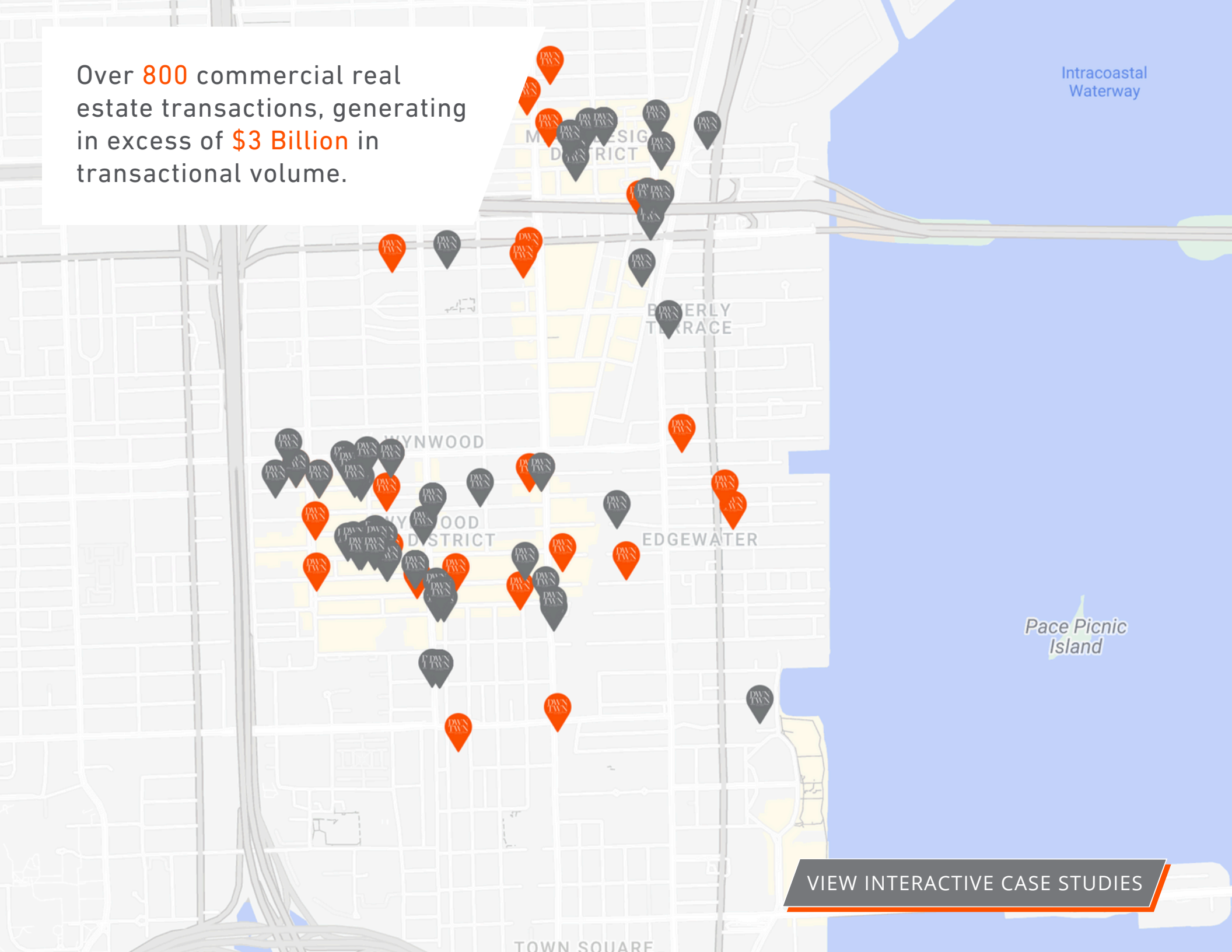
We don't do *boring* real estate. We create memorable real estate and lasting relationships with shareholders and local developers with the goal of curating the new Downtown Miami – a new urbanist walkable city with a high quality of life, great weather, high design, beautiful architecture, and a unique sense of place in a world-renowned culture-driven backdrop.

DWNTWN is not your ordinary brokerage shop, its approach is inspired by the handshake and old-school principles, yet forward thinking in respect to design, marketing, concept, development, and placemaking.



DWNTWN
REALTY ADVISORS
25.77°N -80.19°W

Over **800** commercial real estate transactions, generating in excess of **\$3 Billion** in transactional volume.



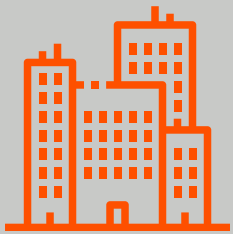
[VIEW INTERACTIVE CASE STUDIES](#)



WYNWOOD TRACK RECORD



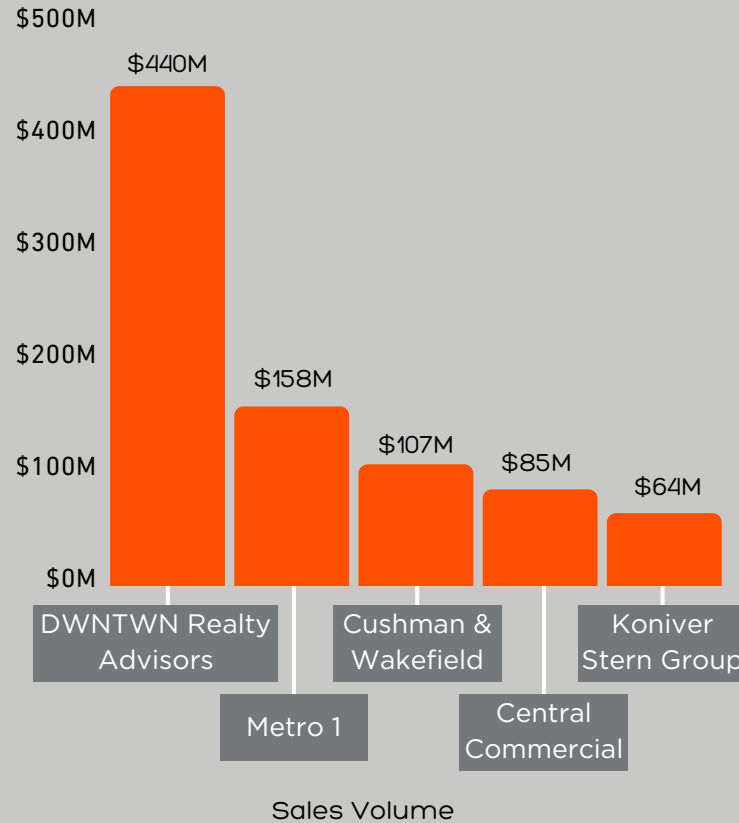
In Wynwood, in the past 10 years,
DWNTWN Realty Advisors has
completed over



**\$480
MILLION**

in transaction
volume

TOP LISTING BROKERS



Provided By CoStar™

...and leased **320K+ SF**

or **20%**

of lease transactions.



TOP LANDLORD REPS

	SF Leased
1. DWNTWN Realty Advisors	320,000 SF
2. Blanca Commercial	230,000 SF
3. Metro 1	169,000 SF
4. Lombardi Properties	99,800 SF
5. JLL	92,169 SF

Provided By CoStar™

THAT'S



22%

of sale
transactions

...



WYNWOOD CASE STUDIES



Cube Wynwood
\$62,000,000

Brick & Timber Collective closed on its third building in Miami's Wynwood neighborhood. Brick & Timber paid \$62 million for Cube Wynwd. The sellers, Ben Mandell's Tricera Capital and Alex Karakhanian's Lndmrk Development, kept a roughly 20 percent stake in the building



Open Store
8,204 SF

Born from a partnership between Keith Rabois (Founders Fund) and Jack Abraham (Atomic), the Miami-based startup connects merchants and customers into a single unified shopping experience through access to data, information, and capital.



Annex Wynwood
\$49,000,000

Brick & Timber Collective bought the Wynwood Annex office building in Miami for \$49 million. The San Francisco-based commercial real estate firm closed on the 65,000-square-foot building at 215 Northwest 24th Street in an off-market deal



Pastis
8,017 SF

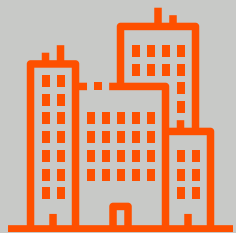
The New York City Parisian-style brasserie, Pastis, has arrived in sunny Florida. The critically-acclaimed restaurant brings its signature "je ne sais quoi" vibe to its newest location in Wynwood, one of Miami's most creative and booming neighborhoods. Ooh la la!



DESIGN DISTRICT TRACK RECORD

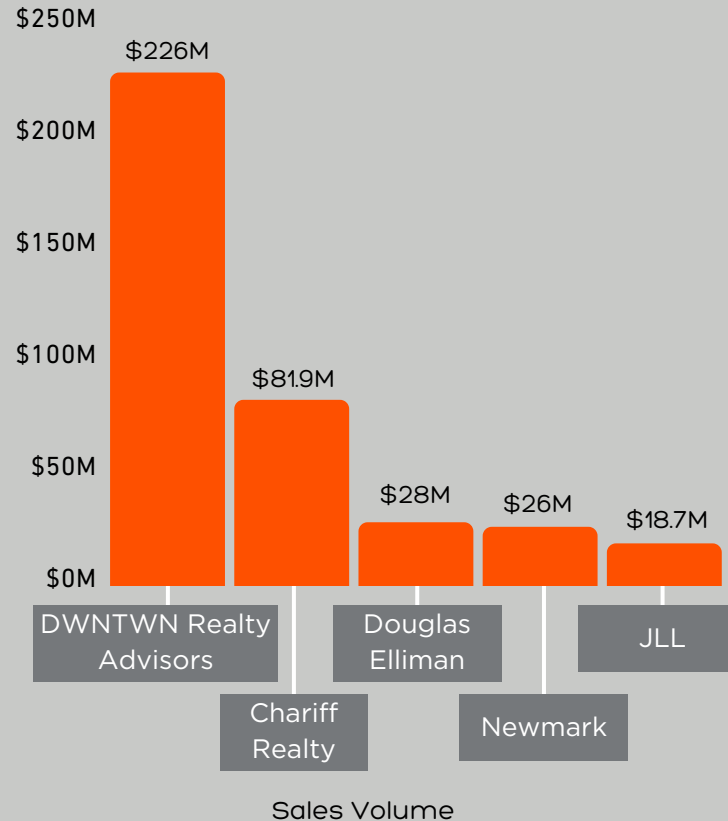


In the Design District, in the past 10 years, DWNTWN Realty Advisors has completed over



**\$226
MILLION**
in transaction
volume

TOP LISTING BROKERS



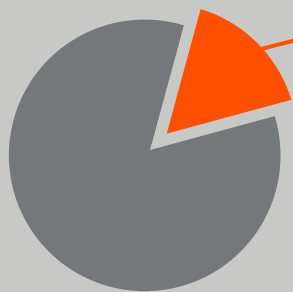
Provided By CoStar™

...and leased **122K+ SF**
or **16%**
of lease transactions.*



*Excluding Dacra-Owned real estate

THAT'S



27%
of sale
transactions
... *

*Excluding Dacra-Owned real estate

TOP LANDLORD REPS

	SF Leased
1. DWNTWN Realty Advisors	122,000 SF
2. Chariff Realty Group	118,000 SF
3. The Comras Company	108,000 SF
4. Metro 1	62,000 SF
5. Capital International Realty	44,000 SF

Provided By CoStar™



DWNTWN Realty Advisors brokers transformative deals.

We bring commercial spaces to life. We are Miami's award-winning, top commercial real estate brokerage firm.



3+ Billion

IN TRANSACTIONAL VOLUME

50+ Years

OF COMBINED MARKET EXP.

800+

COMMERCIAL R.E. TRANSACTIONS

10+

SEASONED EXECUTIVE-LEVEL
COMMERCIAL BROKERS

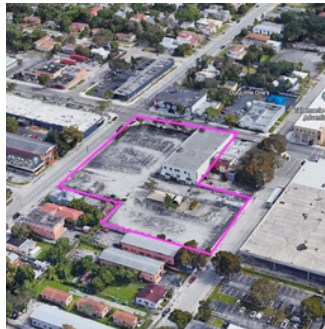


CUBE WYNWOOD

WYNWOOD

\$62M

OFFICE



LITTLE RIVER PORTFOLIO

LITTLE RIVER

\$17.3M

DEVELOPMENT SITE



THE WYNWOOD JUNGLE

WYNWOOD

\$13.3M

RETAIL



WYNWOOD ANNEX

WYNWOOD

\$49M

OFFICE



RAIL 71

LITTLE RIVER

\$34.4M

FLEX



THE DORSEY SITE

WYNWOOD

\$32M

DEVELOPMENT SITE



COLLINS AVENUE
DEVELOPMENT

SOUTH BEACH

\$17.5M

DEVELOPMENT SITE

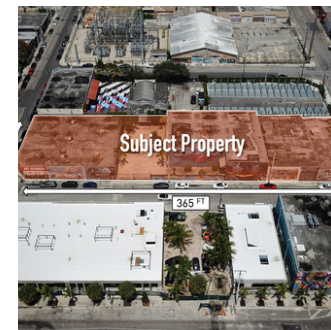


THE PRINT SHOP

WYNWOOD

\$19M

OFFICE/RETAIL



THE WHALE & STAR SITE

WYNWOOD

\$24M

DEVELOPMENT SITE

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3+ Billion

IN TRANSACTIONAL VOLUME

50+ Years

OF COMBINED MARKET EXP.

800+

COMMERCIAL R.E. TRANSACTIONS

10+

SEASONED EXECUTIVE-LEVEL
COMMERCIAL BROKERS



WYNWOOD PARK
WYNWOOD

\$53.5M

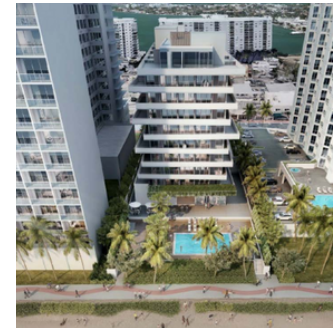
RETAIL



2301 NW 2ND AVE
WYNWOOD

\$14M

RETAIL



URBANICA BEACH HOTEL
MIAMI BEACH

\$38M

DEVELOPMENT SITE



THE MASON BUILDING
DESIGN DISTRICT

\$22M

MIXED-USE



DISTRICT 36
MIDTOWN

\$15.5M

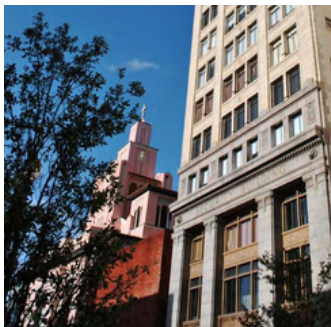
DEVELOPMENT SITE



ART GALLERY DEV
ALLAPATTAH

\$10.5M

REDEVELOPMENT



THE SECURITY BUILDING
DOWNTOWN

\$26.5M

HISTORIC BUILDING



2661 NW 5TH AVE
WYNWOOD

\$18M

RETAIL



716-720 LINCOLN ROAD
SOUTH BEACH

\$34.5M

RETAIL

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3+ Billion

IN TRANSACTIONAL VOLUME

50+ Years

OF COMBINED MARKET EXP.

800+

COMMERCIAL R.E. TRANSACTIONS

10+

SEASONED EXECUTIVE-LEVEL
COMMERCIAL BROKERS



DESIGN DISTRICT RETAIL
DESIGN DISTRICT

\$18M

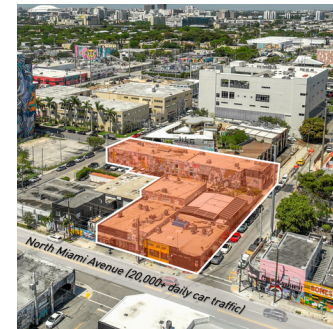
RETAIL



FOXES PLAZA
SOUTH MIAMI

\$10.2M

RETAIL



WYNWOOD ASSEMBLAGE
WYNWOOD

\$23.5M

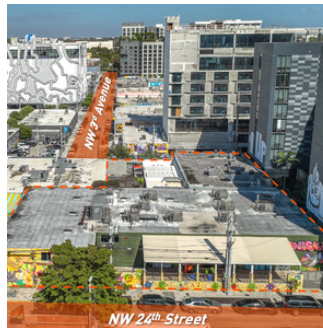
RETAIL/DEVELOPMENT



DESIGN DISTRICT RETAIL
DESIGN DISTRICT

\$14M

RETAIL



WYNWOOD CORE RETAIL
WYNWOOD

\$12.3M

RETAIL



THE COPPERTONE
MIMO

\$8.1M

OFFICE



36TH STREET PORTFOLIO
WYNWOOD NORTE

\$4.6M

MIXED USE



WYNWOOD NORTE SITE
WYNWOOD NORTE

\$2.8M

DEVELOPMENT SITE



BUENA VISTA SHOWROOM
BUENA VISTA

\$3.5M

FLEX

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3+ Billion

IN TRANSACTIONAL VOLUME

50+ Years

OF COMBINED MARKET EXP.

800+

COMMERCIAL R.E. TRANSACTIONS

10+

SEASONED EXECUTIVE-LEVEL
COMMERCIAL BROKERS



70-74 NE 40TH STREET
DESIGN DISTRICT

\$14.6M

RETAIL



80 NE 40TH STREET
DESIGN DISTRICT

\$16M

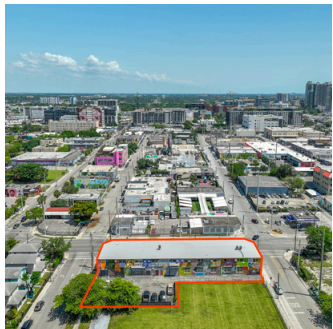
RETAIL



101 NE 40TH STREET
DESIGN DISTRICT

\$10.5M

RETAIL



164 NW 20TH STREET
WYNWOOD

\$7.2M

RETAIL



BUENA VISTA GARDENS
BUENA VISTA

\$10.5M

MULTI-FAMILY



RAIL TOO
LITTLE RIVER

\$11.6M

FLEX



2699 BISCAYNE BLVD
EDGEWATER

\$20.5M

DEVELOPMENT SITE



6101 BISCAYNE
MIMO

\$6.5M

RETAIL



7200 BISCAYNE
MIMO

\$4.7M

RETAIL

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3+ Billion

IN TRANSACTIONAL VOLUME

50+ Years

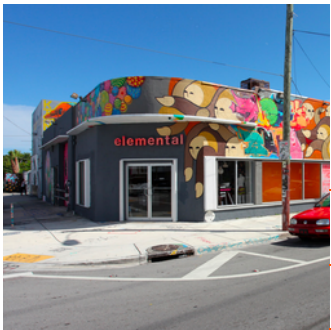
OF COMBINED MARKET EXP.

800+

COMMERCIAL R.E. TRANSACTIONS

10+

SEASONED EXECUTIVE-LEVEL
COMMERCIAL BROKERS



2315 NW 2ND AVE
WYNWOOD

\$35.4M

RETAIL



3622 NE 2ND AVE
DESIGN DISTRICT

\$5.5M

RETAIL



THE SHINOLA BUILDING
WYNWOOD

\$5.7M

RETAIL



4136 N MIAMI AVE
DESIGN DISTRICT

\$10.1M

RETAIL



COLLINS PARK
SOUTH BEACH

\$12M

DEVELOPMENT SITE



TIDES HOTEL EXPANSION
SOUTH BEACH

\$12.5M

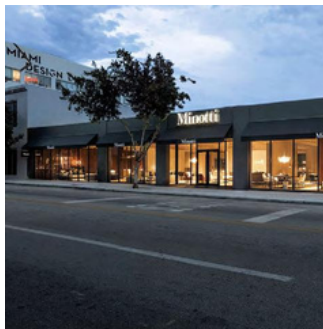
DEVELOPMENT SITE



3921 NE 2ND AVE
DESIGN DISTRICT

\$12M

RETAIL



3811 NE 2ND AVE
DESIGN DISTRICT

\$10.5M

RETAIL



3740 NE 2ND AVE
DESIGN DISTRICT

\$8.5M

RETAIL

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3+ Billion

IN TRANSACTIONAL VOLUME

50+ Years

OF COMBINED MARKET EXP.

800+

COMMERCIAL R.E. TRANSACTIONS

10+

SEASONED EXECUTIVE-LEVEL
COMMERCIAL BROKERS



MIAMI COURTHOUSE
DOWNTOWN

\$22M

OFFICE



1911 NW MIAMI CT
WYNWOOD

\$10.7M

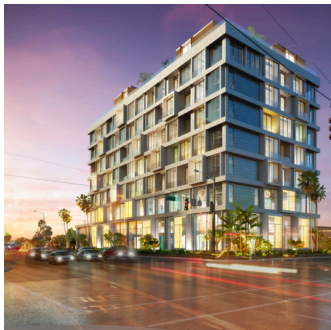
OFFICE



JADE AT OLDE NAPLES
NAPLES

\$12.3M

MULTI-FAMILY



7924 NE 2ND AVE
LITTLE RIVER

\$10M

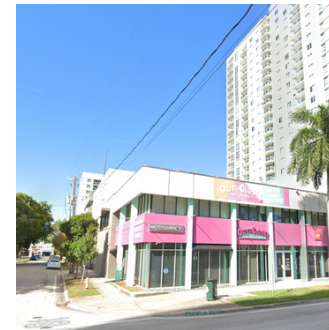
DEVELOPMENT SITE



3801 NE 2ND AVE
DESIGN DISTRICT

\$10.5M

RETAIL



2400 BISCAYNE BLVD
MIDTOWN

\$6.8M

RETAIL



4141 N MIAMI AVE
DESIGN DISTRICT

\$10.5M

REDEVELOPMENT



1 NE 19TH STREET
OVERTOWN

\$10.7M

INDUSTRIAL OFFICE

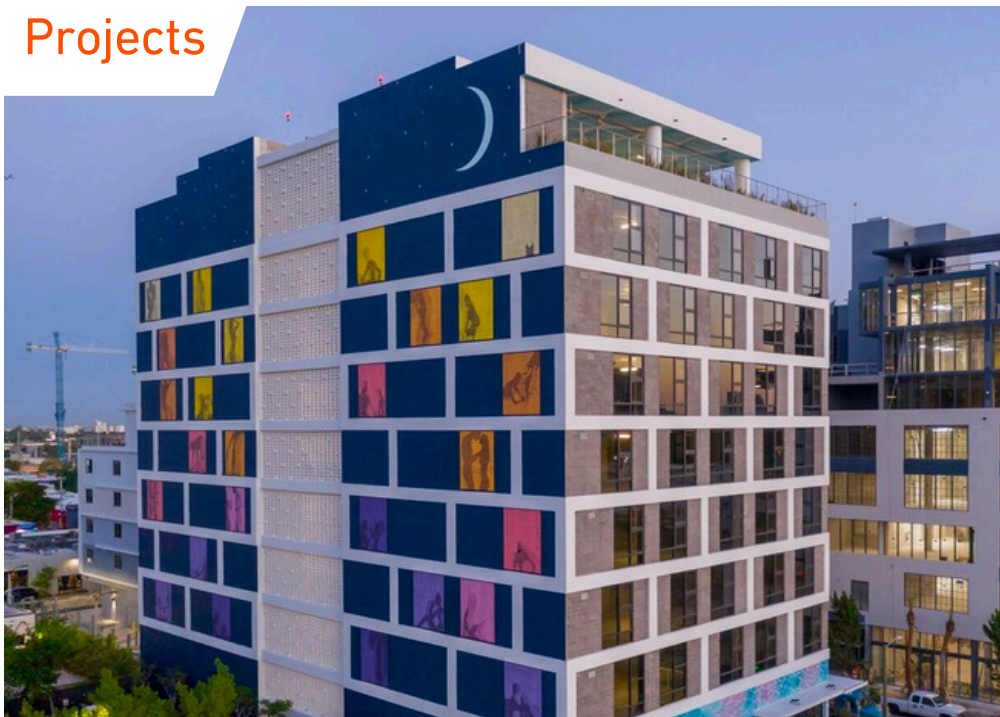


3622 NE 2ND AVE
DESIGN DISTRICT

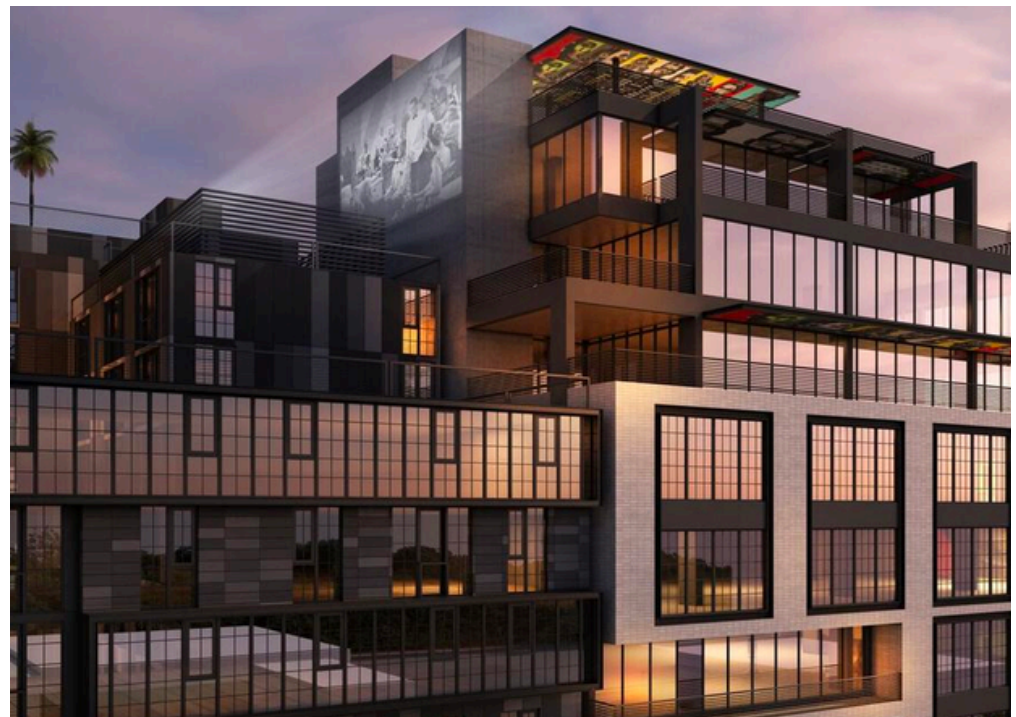
\$5.5M

RETAIL

Projects



CUBE WYNWOOD
ACQUISITION / CONCEPT / BRANDING / LEASING



ANNEX WYNWOOD
ACQUISITION / CONCEPT / BRANDING / LEASING



DESIGN 41
ADVISORY / LEASING / 30,000 SF



THE DORSEY
ACQUISITION / ADVISORY / LEASING

Projects



WYNWOOD JUNGLE
ACQUISITION / CONCEPT / BRANDING / LEASING



RAIL 71 (LITTLE RIVER BUSINESS DISTRICT)
ACQUISITION / CONCEPT / BRANDING / LEASING



3700-3740 NE 2nd AVENUE (DESIGN DISTRICT)
ACQUISITION / ADVISORY / LEASING & DISPOSITION / 30,000 SF



WYNWOOD PARK
ACQUISITION / CONCEPT / BRANDING / LEASING

Tenant Curating

> OFFICE



FIELD TRIP
LANDLORD REPRESENTATION



FOUNDERS FUND
LANDLORD REPRESENTATION



AMYRIS
LANDLORD REPRESENTATION



OPEN STORE
LANDLORD REPRESENTATION



RAMP FINANCIALS
LANDLORD REPRESENTATION



MY FLEX OFFICE
LANDLORD REPRESENTATION



BROWN HARRIS STEVENS
LANDLORD REPRESENTATION



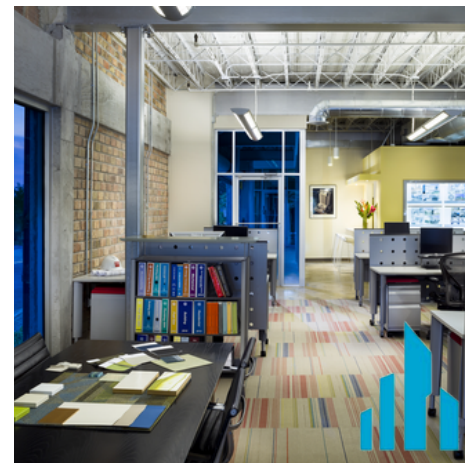
LEVINE LEICHTMAN CAPITAL PARTNERS
LANDLORD REPRESENTATION



ATOMIC
LANDLORD REPRESENTATION



PAPA INC
LANDLORD REPRESENTATION



CREXI HQ
LANDLORD REPRESENTATION



LLOYD JONES CAPITAL
LANDLORD REPRESENTATION

Tenant Curating

> OFFICE



Foster + Partners

FOSTER & PARTNERS
LANDLORD REPRESENTATION



BOSCH
GAGGENAU

BOSCH GAGGENAU
LANDLORD REPRESENTATION



Coolibar®

COOLIBAR
LANDLORD REPRESENTATION



HEALTHBIRD

HEALTHBIRD
LANDLORD REPRESENTATION

Tenant Curating

> LUXURY RETAIL



BREITLING
LANDLORD REPRESENTATION



ABEL RICHARD
LANDLORD REPRESENTATION



PATRON OF THE NEW
LANDLORD REPRESENTATION



EICHOLTZ (DESIGN DISTRICT)
LANDLORD REPRESENTATION

Tenant Curating

> RETAIL



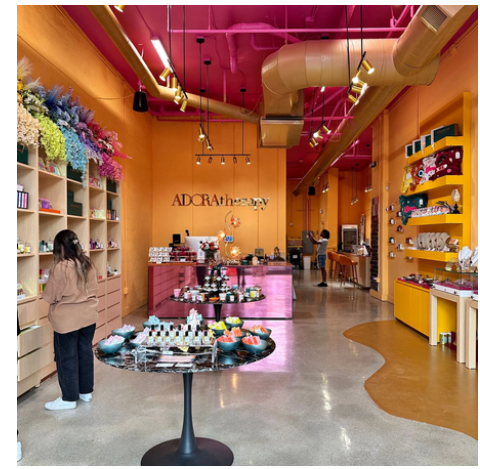
GORJANA
TENANT REPRESENTATION



DJI
LANDLORD REPRESENTATION



ISTITUTO MARANGONI
LANDLORD REPRESENTATION



ADORATHERAPY
LANDLORD REPRESENTATION



MIAMI PILATES
LANDLORD REPRESENTATION



MUSEUM OF GRAFFITI
LANDLORD REPRESENTATION



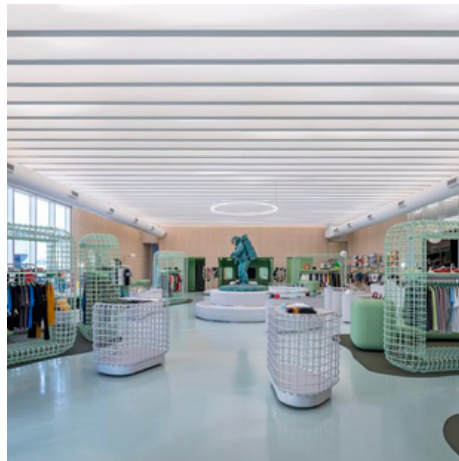
GAUCHO GROUP
LANDLORD REPRESENTATION



NATIONAL GEOGRAPHIC
LANDLORD REPRESENTATION



BARRY'S BOOTCAMP (SUNSET HARBOUR)
LANDLORD REPRESENTATION



BILLIONAIRE BOYS CLUB
LANDLORD REPRESENTATION



WALT GRACE VINTAGE
LANDLORD REPRESENTATION



CLEOPATRA INK
LANDLORD REPRESENTATION

Tenant Curating

> FOOD & BEVERAGE



1-800-LUCKY
LANDLORD REPRESENTATION



GEKKO
LANDLORD REPRESENTATION



MAMA TRIED (DOWNTOWN)
LANDLORD REPRESENTATION



PURA VIDA
LANDLORD REPRESENTATION



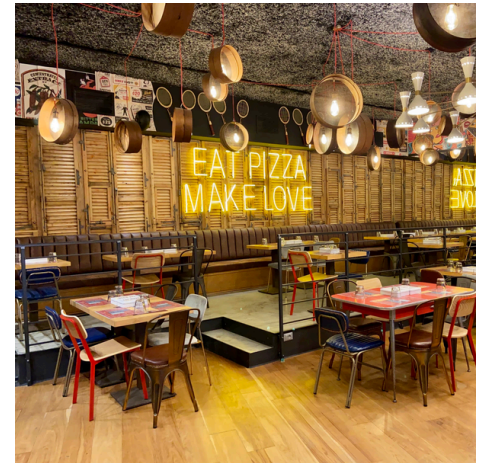
PANTHER COFFEE (SUNSET HARBOUR)
LANDLORD REPRESENTATION



AIDA MEXICAN RESTAURANT
LANDLORD REPRESENTATION



JOE'S PIZZA
LANDLORD REPRESENTATION



FRA DIAVOLO
LANDLORD REPRESENTATION



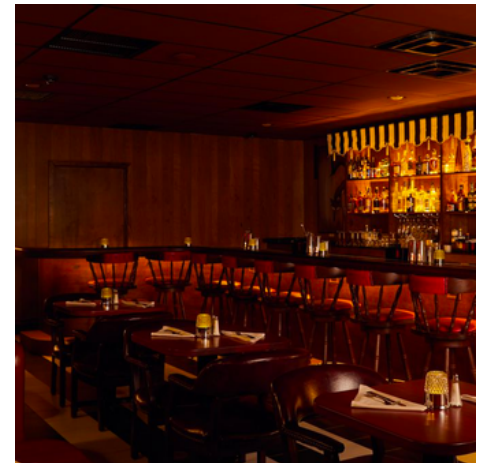
THE SALTY DONUT
LANDLORD REPRESENTATION



UDON
LANDLORD REPRESENTATION



PASTIS
LANDLORD REPRESENTATION



FOX'S SHERRON INN
LANDLORD REPRESENTATION

An aerial photograph of a dense urban area, likely in Los Angeles, showing a grid of modern, multi-story buildings. Many of the buildings have flat roofs, some of which are covered in green vegetation (green roofs). The streets are narrow and filled with cars and trucks. The overall scene is a high-density, modern urban environment.

Density Is Our Destiny

[WATCH THE REEL](#)



About the partners



Tony Arellano, P.A
Managing Partner
DWNTWN Realty Advisors

Prior to co-founding DWNTWN Realty Advisors, he served as the Executive Vice President of a local commercial real estate firm for over 11 years leading the firm's brokerage efforts.

In 2016, Tony served as President of CIASF, the largest local Real Estate organization, with a focus on data centric events. Additionally, he is the author of specialized neighborhood annual market reports such as the Wynwood Market Report & The Urban Market Report.

He has been named for the Commercial Observer Power 100 as one of Commercial Real Estate's Most Powerful Players. Him and co-founder Devlin Marinoff have also been named for the Commercial Observer Power 30 List for South Florida.

Tony is a graduate of Florida International University with a BS in Business Administration.

With over a decade of brokerage experience in real estate investment, Tony Arellano is the Co-Founder and Managing Partner of DWNTWN Realty Advisors, where he specializes on value add real estate investment sales, infill urban development, and landlord representation for mixed use assets.

To date, Tony has completed over billion dollars in total lease and sale transactions within the greater downtown Miami submarket, including over 450 commercial real estate lease and sales transactions throughout his career.



Devlin Marinoff
Managing Partner & Broker
DWNTWN Realty Advisors

His experience extended over many asset classes that included hospitality sales and development, multi-family conversions, office buildings, retail centers, and industrial properties.

A native of New York, Devlin relocated to South Florida in 2008 and proceeded to found Whitehall Realty Group, a boutique investment and sales firm located in the heart of Miami. As the Managing Director of Whitehall, Devlin played a key role in establishing the firm into one of the top commercial brokerages in the sale of investment-grade properties. Under his leadership, the team achieved unprecedented success, earning recognition as a CoStar Power Broker in 2016 for Commercial Real Estate Investment Sales.

In 2018, Devlin partnered with commercial real estate expert Tony Arellano to create DWNTWN Realty Advisors, the leading commercial real estate brokerage firm in Miami, specializing in leasing, investment sales, creative solutions, and advisory services for emerging urban core markets. Their motto is "Density is DWNTWN's Destiny." Devlin and co-founder Tony Arellano have also been named for the Commercial Observer Power 30 List for South Florida.

Throughout his career, he has arranged the sale of over \$3 billion of commercial real estate covering all asset classes.

Devlin holds a Bachelor's Degree in Business Administration from the University of Arizona.

Devlin Marinoff, Broker, Co-Founder, and Managing Partner of DWNTWN Realty Advisors, is one of the top commercial sales brokers in Miami. With a track record that speaks volumes, Devlin and his firm, DWNTWN Realty Advisors, have cemented their status as market leaders and the leading commercial brokerage firm in Miami, having successfully closed transactions exceeding \$1 billion since their inception.

Devlin began his real estate career in New York City at Penn Capital Realty as a commercial sales broker, where he effectuated over \$700 million in transactions.



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