

DWNTWN

REALTY ADVISORS

PARTNERS RESUME
& TRACK RECORD

25.77°N - 80.19°W
MIAMI, FLORIDA

TONY ARELLANO P.A.

MANAGING PARTNER

MIAMI URBAN CORE EXPERT

FIRM STEWARDSHIP & TENURE

Recognized as one of the foremost experts of Miami's urban core, Tony Arellano leads a focused and specialized mid-sized private brokerage practice. DWNTWN Realty Advisors offers institutional-level services and experience designed specifically for the complex middle markets.

The firm has demonstrated market leadership with respect to both transaction volume and market share in "Miami," focusing on infill development and value-add opportunities within the Emerging Urban Core of the Greater Miami Downtown Area.

AT A GLANCE

EXPERIENCE

20+ Years

DEALS CLOSED

700+

CAREER VOL

\$2B+

VERIFIED TRACK RECORD

traded

#1

FLORIDA CRE BROKER
(DEALS)

#1

MIAMI CRE BROKER (DEALS)

#16

NATIONALLY (DEALS)

CoStar Group

Top All-Time

MIAMI INV. SALES LISTING
BROKER

Multi-Year

POWER BROKER AWARDS



COMMERCIAL OBSERVER

Power 100

MOST POWERFUL PLAYERS
(2021)

Power 30

SOUTH FLORIDA (2023)

DEVLIN MARINOFF

MANAGING PARTNER

INVESTMENT SALES EXPERT

TRACK RECORD + APPLIED FOCUS

With 27 years of commercial real estate investment sales experience, Devlin Marinoff is a recognized expert in both the New York and Miami markets. He specializes in investment sales within the greater Miami area, with a specific applied focus on distressed real estate and value-add opportunities.

As a Managing Partner at DWNTWN, Devlin leads major investment sales initiatives, leveraging deep experience in complex middle-market transactions to drive value for clients.

AT A GLANCE

EXPERIENCE

27+ Years

FOCUS

Investment Sales

CAREER VOL

\$2B+

VERIFIED ACCOLADES

CoStar Group

Top All-Time

MIAMI INV. SALES BUYER
BROKER

Multi-Year

POWER BROKER AWARDS

CO *COMMERCIAL OBSERVER*

Power 100

MOST POWERFUL PLAYERS
(2021)

Power 30

SOUTH FLORIDA (2023)

SPECIALIZATION

Investment Sales

COMMERCIAL ASSETS

Value Add

DISTRESSED &
OPPORTUNITIES

✓ INVESTMENT SALES ✓ CAPITAL MARKETS ✓ DISTRESSED ASSETS ✓ VALUE ADD



DWNTWN

REALTY ADVISORS

MARKET LEADERS

RECENT PRESS

2023

POWER SOUTH FLORIDA

Introducing Commercial Observer's First-Ever Power South Florida List

BY THE EDITORS | February 14, 2023 6:00 AM



"Florida right now is the best market in the United States." [Read more](#)

SEE ALSO: [2023 Power South Florida](#)

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|---|---|---|--|---|---|---|--|
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Tony Fineman
<i>Acore Capital</i> |
Bernardo Fort-Brescia and Laurinda Hope Spear
<i>Arquitectonica</i> |
Michael T. Fay
<i>Avison Young</i> |
Greg Newman
<i>Bank OZK</i> |
Josh Zegen
<i>Madison Realty Capital</i> |
Jeff Zalaznick, Rich Torrisi and Mario Carbone
<i>Major Food Group</i> |
Nitin Motwani
<i>Miami Worldcenter Associates and Merrimac Ventures</i> |
Francis Suarez and Daniella Levine Cava
<i>City of Miami and Miami-Dade County</i> |
|
Justin Oates, Vanessa Grout and Fran Scola
<i>Cain International; OKO Group</i> |
Joseph Chetrit
<i>Chetrit Group</i> |
Ken Griffin
<i>Citadel</i> |
Michael Comras
<i>The Comras Company</i> |
Ryan Shear
<i>Property Markets Group</i> |
Stephen M. Ross, Kenneth A. Himmel and Gopal Rajegowda
<i>Related Companies</i> |
Jorge Peréz, Jon Paul Peréz and Nick Peréz
<i>Related Group</i> |
Dan Kods
<i>Royal Palm Companies</i> |
|
Robert Given
<i>Cushman & Wakefield</i> |
Craig Robins
<i>Dacra</i> |
Tony Arellano and Devin Marinoff
<i>DWNTWN Realty Advisors</i> |
Doug McCraw and Lutz Hofbauer
<i>FATVillage</i> |
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Ron DeSantis
<i>the State of Florida</i> |
Henry Bott and Jessica Chen
<i>Swire Properties</i> |
David Martin
<i>Terra</i> |
|
Jeffrey Soffer and Brett Mufson
<i>Fontainebleau Development</i> |
David Grutman
<i>Groot Hospitality</i> |
Yisroel Berg, Jordan Stone and Carla Stoner
<i>Harbor Group International</i> |
Laurent Morali and Nicole Kushner Meyer
<i>Kushner Companies</i> |
Jackie Soffer
<i>Turnberry Associates</i> |
Steven and Alex Witkoff
<i>Witkoff Group</i> |
David Beckham
<i>Inter Miami</i> | |

Tony Arellano and Devlin Marinoff

Managing partners at DWNTWN Realty Advisors

BY CHAVA GOURARIE February 13, 2023 6:05 PM



Tony Arellano and Devlin Marinoff have been key actors in the transformation of Miami neighborhoods such as South Beach, the Design District and Wynwood into the vibrant destinations they are today.

In 2022, the two founders of DWNTWN Realty Advisors brokered the sale of Wynwood Annex, a new office property filled with new-to-market tenants, for \$49 million. That was the culmination of the submarket's growth as a creative urban neighborhood, which the two had been cultivating for years.

When COVID hit and the Florida migration started, DWNTWN began to market Wynwood as an attractive office market to tech firms, venture capitalists and web 3.0 startups — or as Arellano described them, “The type of patrons who go to Panther Coffee or Zach the Baker, versus, you know, Starbucks.”

DWNTWN signed the first deals — with three big Silicon Valley names: Founders Fund, Atomic VC and OpenStore — at the Annex in March 2021, which really got the office wave rolling. The deals were done at \$50 to \$60 a square foot, a record at the time, but the appetite was enormous and supply was constrained. “We started turning the knob on rental rates because of the enormous demand that we were seeing,” Arellano said.

Of course, the two have watched and participated in Wynwood's transformation from the beginning — when 16 years ago, Panther Coffee replaced a lot that used to be a gas station. “It was surrounded by shoe stores and functionally obsolete apparel manufacturing buildings,” Arellano said. But soon those warehouses started filling with modeling agencies and architecture firms and media studios.

“One day, I'm driving through Wynwood and I see the double-decker bus and the girls taking pictures, and I said, ‘Holy cow, this is South Beach all over again,’ ” Marinoff recalled.

He immediately called Arellano, who said, “No kidding. I've been here for five years already.” That was 2017. A year later, the two formed DWNTWN Realty Advisors. “Our company is based on the concept of middle markets, emerging urban core,” Arellano said. “Our mantra is ‘Density is our destiny.’ ”

But the work is never over. The next neighborhood on the agenda? Probably Little River, and onward from there. —C.G.

[DWNTWN Inventory](#)

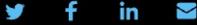
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POWER 100 Commercial Real Estate's Most Powerful Players



BY THE EDITORS | May 14, 2021 1:40 PM

The 100 most powerful people in commercial real estate in 2021.



1 Jonathan Gray, Ken Caplan and Kathleen McCarthy Blackstone	2 Scott Rechler RXD Realty	3 Steven Roth Homede Realty Trust	4 Marc Holliday and Andrew Mathias St. Regis Realty Corp.
5 Rob Speyer Tishman Speyer	6 Brian Kingston, Lowell Baron, Bill Powell and Ben Brown Brookfield Property Partners	7 Douglas Durst and Jonathan "Jody" Durst The Durst Organization	8 Larry Silverstein and Marty Burger Silverstein Properties
9 Tommy Craig Hines	10 Stephen Ross, Jeff Blau and Bruce Beal Related Companies	11 Michael Turner, Allison Wolfe and Dean Shapiro Oxford Properties Group	12 Mary Ann Tighe CBRE
13 Peter Riguardi JLL	14 Barry Gosin, Jimmy Kuhn and David Falk Newmark	15 David Levinson and Robert Lapidus L&L Holding Company	16 Douglas Harmon and Adam Spies Cushman & Wakefield
17 Darcy Stacom and William Shanahan CBRE	18 Hamid R. Moghadam Prologis	19 Owen Thomas and Douglas Linde Boston Properties	20 Anthony Malkin Empire State Realty Trust
21 Bill Rudin Real Estate Management Company	22 Mike Sales, Chris McGibbon and Nadir Settles Nuveen Real Estate	23 Will Silverman and Gary Phillips Eastall Secured	24 Holly Sullivan and John Schoettler Amazon
25 Charles Bendit, Paul Pariser, Chris Balestra and Colleen Wenke Towers Partners	26 Ron Moelis, Lisa Gomez and David Dishy L-3 Development Partners	27 Christoph Kahl, Matt Bronfman and Michael Phillips Jumia.com	28 Barry Sternlicht Starwood Capital Group and Starwood Property Trust
29 Bruce Mosler and Toby Dodd Cushman & Wakefield	30 Bob Faith Greystone Real Estate Partners	31 Jeff Sutton Whitman Properties	32 Paul Darrah Google
33 Stephan Siegel and Scott Gottlieb CBRE	34 Donald Bren The Irvine Company	35 Don Peebles The Peebles Corporation	36 Melissa Román Burch Lend Lease

37 Michael Hackman Hackman Capital Partners	38 Jed Valentas Two Trees Management Company	39 Christopher Schlank and Nicholas Bienstock Sovanna	40 Sam Zell and Mark Parrell Equity Residential
41 Kenneth, Steven and Winston Fisher Fisher Brothers	42 Joel Marcus and John Cunningham Alexandria Real Estate Equities	43 Gary Barnett Estar Development Company	44 Adam Flatto Georgetown Company
45 James Flynn Doverfield Management	46 David Solomon, Stephanie Cohen, Sherry Wang and Daniel Alger Edison Investment Group of Goldman Sachs	47 David Simon Simon Property Group	48 Adam Sichel, Jamie Peschel and Jessica Brock Longfellow Real Estate Partners
49 Brendan Wallace and Brad Grewe PBB Wall Ventures	50 MaryAnne Gilmartin MAG Partners	51 Mitch Rudin and Janet Woods Savills	52 Laurent Morali and Nicole Meyer Kushner Companies
53 Jeffrey Feil Feil Organization	54 Mitchell Hochberg and David Lichtenstein Lightstone	55 Jeffrey Saffer and Brett Mulson Fountainhead Development	56 Albert Behler Purman Group
57 Daniel Moore Rockwell Group	58 Jonathan Resnick Jack Resnick & Sons	59 Joseph Sitt and Melissa Giatta Their Equities	60 David O'Reilly and Jay Cross Howard Hughes Corporation
61 John Tenanes Facebook	62 Hal Rosenbluth Kinaman Astoria Studios	63 Jorge and Jon Paul Pérez Related Group	64 Joseph Chetrit and Isaac Chetrit Chetrit Group; AR & Sons
65 Thomas and Frederick Elghanayan TF Cornerstone	66 Monty Hoffman Hoffman & Associates	67 Mercedith Marshall and Geoff Floumoy BBF Companies	68 David Amsterdam Colliers
69 Cedric Bobo Project Destined	70 Josh Zegen, Brian Shultz and Adam Tantiuff Madison Realty Capital	71 Matt Kelly JBG SMITTY	72 Jenny Wong Tishman Speyer

73 Gary LaBarbera Building and Construction Trades Council of Greater New York and New York State Building Trades Council	74 Isaac and Richard Chera Crown Acquisitions	75 Robert Morse, Dean Allara and Adam O'Farrell Bridge Investment Group	76 Tammy K. Jones Mock Call Realty Corp.
77 Nelson Mills, Jeff Gronning and Paul Teti Columbia Property Trust	78 Jay Sugarman Satchel (Star)	79 Sandeep Mathrani WeWork	80 Arthur Mirante, A. Miti Liebersohn and James Nelson Arison Young
81 Linda Foggie Turner & Townsend	82 Joanna Frank Center for Active Design	83 Lettia James New York State	84 Craig Deitzel Mark Realty
85 James Whelan Real Estate Board of New York	86 Leslie Himmel and Stephen Meringoff Himmel + Meringoff Properties	87 Casey Berman and Jake Fingert Camber Creek	88 Laurie Grasso Hanson Andrews Kurth
89 David Firestein, Chase Welles and Jacqueline Klinger SCV Retail	90 Bob Knakal JLL	91 T.J. Gottesdiener, Ken Lewis, Colin Koop and Chris Cooper Skidmore, Owings & Merrill	92 Tony Arielano
93 Ari Rastegar Rastegar Property Company	94 Carlo Scisura New York Building Congress	95 Ofer Cohen and Dan Marks TerraCRG	96 Jonathan Mechanic and Melanie Meyers Fried, Frank, Harris, Shriver & Jacobson
97 David Gnutman Groot Hospitality	98 Kyle Bragg Service Employees International Union, Local 3299	99 Rich Maroko New York Hotel and Motel Trades Council	100 Mike Witynski and Michael Calbert Dollar Tree Stores; Dollar General



Tony Arellano

#92 Tony Arellano

BY JULIA ECHIKSON May 17, 2021 9:00 AM



As the pandemic pushed urbanites to flee crowded cities for more spacious suburbs and rural areas, DWNTWN Realty Advisors, a Miami-based brokerage that boasts “density is our destiny” as its motto, looked like a loser.

Instead, Tony Arellano and DWNTWN look like winners: 2021 is shaping up to be the best year of Arellano’s 16-year career. He has already closed deals worth a total of \$100 million in gross sales volume, with another \$115 million in the pipeline — and the year is not even halfway done.

“What’s really important to me is the impact that we’re having on the city,” Arellano said.

While not a household name outside of Miami, DWNTWN has been instrumental in turning the Design District, and especially Wynwood, into buzzing, lively neighborhoods. By focusing on up-and-coming areas, Arellano has carved out a lucrative niche. DWNTWN Realty has generated in excess of \$2 billion in transactional volume since its inception in 2018.

Its neighborhoods of focus have become the designated spots for coastal companies and restaurants relocating to Miami to flee closed-up cities, high taxes, and antagonistic local governments. Arellano represented landlords Related Group and East End Capital when venture capital giants Founders Fund and Atomic signed leases at the Wynwood Annex. The building is being inundated with leasing queries, the broker said.

The pandemic did cause a small slowdown. In March 2020, as the virus spread across the country, the firm lost \$15 million in transaction volume. But, now, that episode is in Arellano’s rearview. He predicts restaurateurs and business executives will continue to sign leases in trendy Downtown Miami.

“The most rewarding part was to walk through these neighborhoods that were tested with probably the largest economic challenge that a city could face,” Arellano said. “We came out on the other end strong and more resilient.”—*J.E.*