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# KATZ IN THE NEWS

*featuring David Emihovich*

**SOUTH FLORIDA  
BUSINESS JOURNAL**

## 2021 Structures Awards: Dealmaker of the Year

### WINNER

**Jeremy Larkin**  
**NAI Miami**

Where other real estate professionals saw challenges amid Covid, Jeremy Larkin saw closings. Since the pandemic began, he has closed some \$60 million in leasing and sales transactions.

Larkin's deals ran the gamut. He handled the \$4.05 million deal for Seneca Industrial Park, a 6.23-acre improved and ready-to-develop parcel in Pembroke Park.

He closed the \$8 million land acquisition deal for a Make-A-Wish Southern Florida headquarters in Miami – the culmination of a five-year search throughout Miami-Dade and Broward counties. Following the completion of the transaction, NAI Miami and the individual brokers donated 50% of the fee received to Make-A-Wish.

Larkin, who founded the firm with Ed Schmidt in 1997 and has since grown the business to 50 professionals and employees, saw possibilities amid the pandemic. Understanding that it was both a threat to the firm's existence and a possible once-in-a-lifetime opportunity, he completed a process started a few years prior.

Recognizing that the founding and current shareholders were aging out, he sought a transition of both ownership and control of the company. During 2020, he pulled the original shareholders and the next generation of firm leaders together to create a 10-year transition plan to provide for the orderly dissemination of ownership to a new group of shareholders to be admitted to the firm annually.

Initially, four new shareholders were added, and two new senior management positions created. By the end of the plan's execution, at least 75% of ownership will be transferred and new shareholders will be in critical positions to continue to lead NAI Miami forward.

### FINALISTS

**David Emihovich**  
**Katz & Associates**

To those who know him, David Emihovich has had a significant impact on South Florida retail.

From startups to big-box stores, his clients include a who's who of modern retail brands such as Chick-fil-A, Hobby Lobby, Aspen Dental, Great Clips and Cooper's Hawk Winery & Restaurants. He negotiated a Walmart transaction of 121,000 square feet, and the sales of Sam's Clubs locations in Sebring and Orlando.

Emihovich has completed more than 30 leases and sales totaling over 300,000 square feet in South Florida since the start of the pandemic, with more throughout the state.

He and the Katz team were awarded cannabis company Curaleaf's Florida retail needs, and recently signed five leases for more than 22,000 square feet. Emihovich's latest accounts have been Bar Louie, workout chain Sweat 440, Cao Bakery, and new concepts looking at Florida such as Concrete Cowboy and Ojos Locos.

With little new retail development amid Covid and space limitations with existing properties, the team has helped clients find retail spaces that can be retrofitted to meet their needs.

A mentor to new brokers, he is past chairman of the International Council of Shopping Centers, of which he's been a member for 20 years. It's that "unmatched and authentic energy" and sharp mind with a keen sense of possibility that makes Emihovich an ideal retail partner, said Brian Katz, the firm's CEO.

"David is an artful and skilled real estate leader who makes high-profile deals happen," he said. "David is creative, connected and vibrates on a high frequency; he is always dialed into what's happening in the marketplace and keyed into how he can get top results for his clients. He is a force to be reckoned with."

**Joseph Thomas**  
**Marcus & Millichap**

Despite the market volatility in 2020, Joseph Thomas' team turned the pandemic into opportunity. The team sold 40 properties totaling well over \$100 million. When business was slow for others, Thomas and his team were generating offer sheets.

Deals spanned the region. A 48,624-square-foot, 10-building, 52-unit apartment portfolio in east Boca Raton sold for \$9.05 million. Thomas and his team generated 19 offers and sold above the asking price with no contingencies after 30 days on the market. The Villas at Dixie Highway & 22nd Avenue in Miami was a 27,800-square-foot property comprising seven apartment buildings on five adjacent parcels. The team generated 25 offers and sold well above the asking price after 15 days on the market.

Lenox & Euclid Apartment Portfolio, a two-property, 33-unit apartment complex in Miami Beach, sold for \$6 million. The Isles at Coral Ridge, a 40-unit apartment building in Fort Lauderdale, sold for \$6.5 million after two days on the market.

A portfolio in Fort Lauderdale and Wilton Manors – which included Lake Ridge Flats, Middle River Terrace Portfolio, Flats at Five Points, Holiday Park Place, La Siesta and Villa Teresa on the River – sold for \$13.13 million.

These are just the latest in Thomas' success. Since joining Marcus & Millichap in 2006, he has closed about 300 transactions totaling nearly \$1 billion in aggregate value.

As senior managing director of investments and a top agent in the firm's Fort Lauderdale office, he is responsible for regional investment sales and advisory services, specializing in the private client multifamily industry, including assisting clients with the analysis, acquisition and disposition of multifamily assets and