

DAILY BUSINESS REVIEW

DEALMAKERS

Broker works \$3.2 million sale of Coral Gables site



Egipciaco

Dealmakers: Marcos Egipciaco

The Deal: Egipciaco brokered the \$3.2 Million sale of a 1.7-acre residential site near Coral Gables, at 950 Red Road in Miami. He Represented the buyer, Windsor Capital Corp. The seller was Mercantil Commercebank. The deal, which breaks down to about \$42.66 per square foot, closed on April 10.

Details: Egipciaco worked on this deal for nearly a year. He first approached the bank on behalf of Windsor with an offer in the \$3 million range. Bank officials said they had received higher offers and rejected Windsor's.

"There were a lot of people bidding for the property, and the bank's price expectation was too high," he said. "So, I kind of put it on the back burner but kept it on the radar."

"Three or four" investors put the property under contract, but were unable to close the deal, he said. The potential buyers "couldn't make the numbers work."

Then, around February, Mercantil Commercebank was ready to consider Windsor's offer.

Once Windsor had the site under contract, a new hurdle arose.

"It was very challenging to get up to the price of \$3.2 million because the construction requirement for that site is high-end and more expensive to build," Egipciaco said.

Initially, the bank wanted \$3.4 million for the property, but Windsor, led by Roland Di Gasbarro, wanted to pay \$3 million for the future residential project to make economic sense.

The 75,000-square-foot parcel is zoned for up to 180 units.

"When you factor in all your hard and soft costs and the land cost and how much you can charge in rent...for you to make a return in your investment, it is very hard," Egipciaco said. "Sometimes banks don't understand the financial part of putting a deal together."

Background: Egipciaco is a real estate broker with Sovereign Real Estate Group Corp. in Miami Lakes.