COMPASS COMMERCIAL

PEREZ-CERVERA KAUFMAN
COMMERCIAL REAL ESTATE GROUP

CONFIDENTIAL OFFERING MEMORANDUM • FOR SALE · CORAL GABLES CBD

101 Madeira Avenue

A freestanding, dual-frontage building on a signalized corner — delivered vacant.

OFFER PRICE

$6,300,000

±7,254
SF BUILDING

±6,490
SF CORNER LOT

13
PRIVATE SPACES

OWNER-USER
Opportunity

THE OFFERING

Own the corner.
Don't rent the Gables.

101 Madeira Avenue is a rare freestanding, dual-frontage building on a signalized corner in the Coral Gables CBD — ±7,254 SF, delivered fully vacant and built out for medical or professional use, on an oversized ±6,490 SF corner lot with 13 private parking spaces.

There are almost no vacant freestanding buildings left in the Gables that pair this corner, this lot, and this parking.

WHY OWN HERE

Brickell is showing the Gables exactly where its rents are heading. Owning a flagship corner at a fixed basis turns your largest cost into equity — and secures an address tenants cannot.

WHY IT STANDS APART

01 **Signalized corner, dual frontage**
Two-street visibility most Gables buildings, mid-block with one façade, never get.

02 **13 private spaces**
A parking field no Gables tenant can assemble today.

03 **~2× the typical lot**
Most Gables infill sites are 2,500–3,500 SF; this parcel is ±6,490 SF.

04 **Delivered vacant & built-out**
Occupy on day one — no tenants to navigate, no lease-up risk.

AT A GLANCE

Offer Price	$6,300,000
Price / SF	$868
Building Area	±7,254 SF
Corner Lot	±6,490 SF
Private Parking	13 Spaces
Delivery	Vacant

Gables office rents sit ~36% below Brickell — and rising. Owning here fixes your cost before that gap closes.

An asset the market cannot make more of.

01

Signalized Corner, Dual Frontage

Two-street visibility on a signalized CBD intersection — the presence a business builds its brand on. Most Gables buildings sit mid-block with one façade.

02

13 Private Parking Spaces

Owned, on-site parking in a district where tenants lose clients to metered streets and $150–$400/mo garages. Not assemblable today.

03

Oversized Corner Lot

At ±6,490 SF the parcel is nearly 2× a typical Gables infill site — room for the building, the parking and a true corner footprint.

04

Delivered Vacant & Built-Out

Already configured for medical or professional use. No tenants to navigate, no lease-up risk — occupy on day one.

05

Own, Don't Rent

Gables Class-A rents run ~36% below Brickell and are climbing. Owning fixes your largest cost and converts rent into equity.

06

Held, Not Replaced

Strict zoning and zero vacant land mean assets like this are held for generations — the Gables held value through 2008, COVID and the rate-hike cycle.

THE ASSET

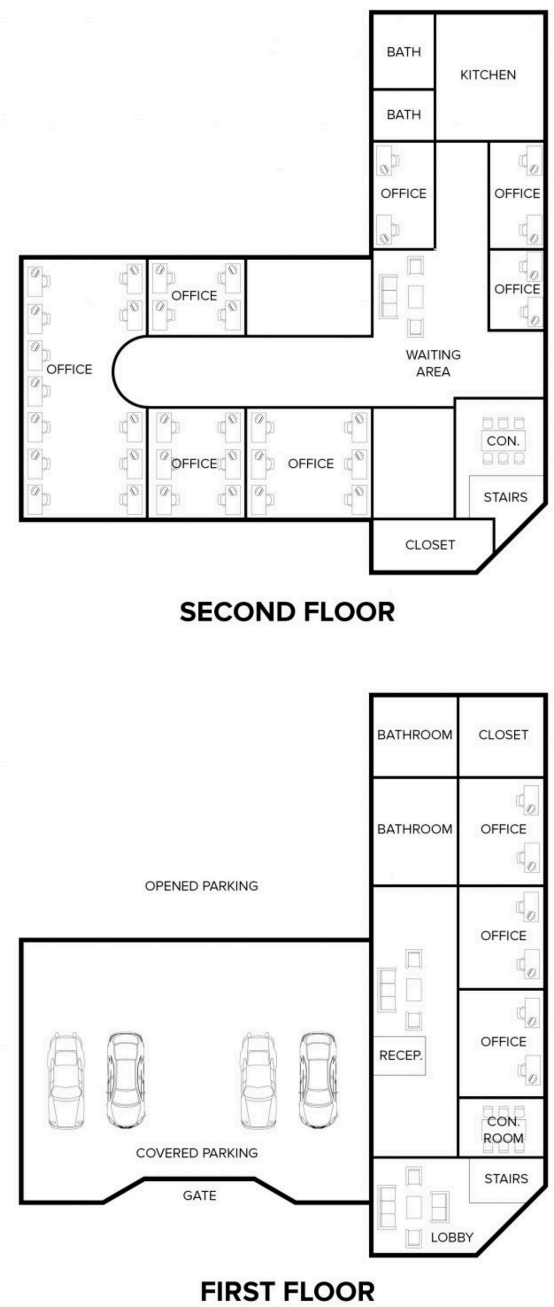
Property & specifications

ADDRESS	101 Madeira Ave, Coral Gables
BUILDING AREA	±7,254 SF
CORNER LOT	±6,490 SF · ~2× typical
STORIES	Two
CONFIGURATION	Medical / professional
FRONTAGE	Signalized, dual-frontage
PARKING	13 · covered + surface
ZONING	MX2 · Mixed-Use, CBD
DELIVERY	Vacant

AS-BUILT PROGRAM

Ground-floor reception and waiting with private offices, conference and restrooms; second floor of open and private offices, kitchen and waiting. Covered ground-level parking with gated surface spaces to the rear.

FLOOR PLAN — FIRST & SECOND LEVELS

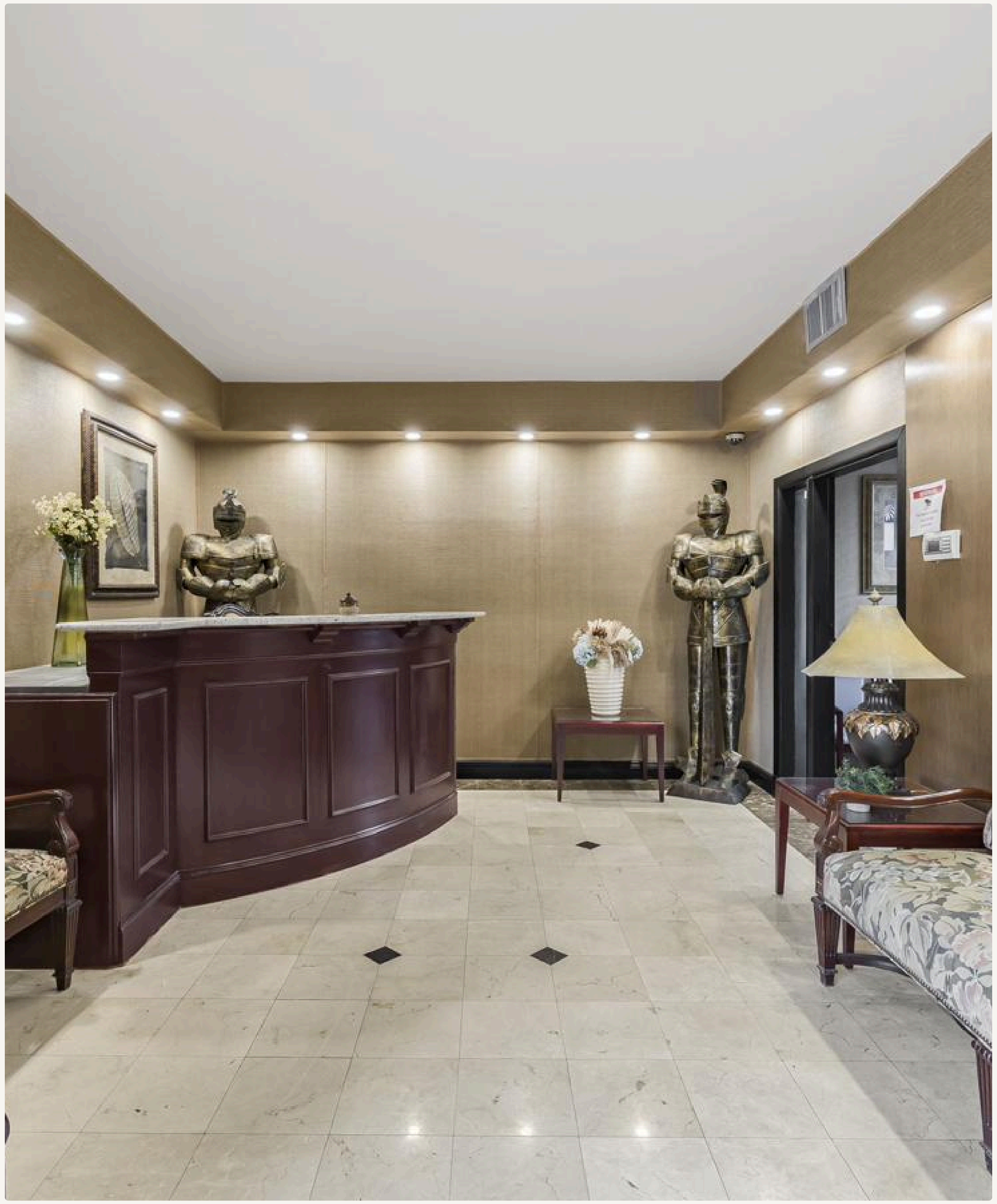


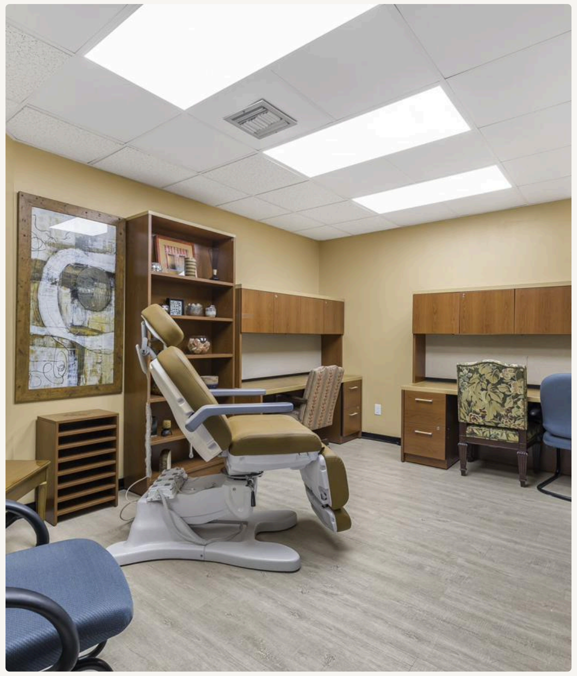
±7,254 SF across two levels — reception, private offices, conference, kitchen, covered & surface parking.

THE SPACE

Delivered turnkey — and move-in ready.

A complete, built-out floor plan — reception and waiting, private offices, exam and treatment rooms, conference, kitchen and covered parking — ready to operate or to make your own.





THE OWNER-USER CASE

Stop renting the Gables. Own it.

For a medical, legal, financial or professional practice, 101 Madeira is a chance to convert occupancy cost into equity. Delivered vacant and built out, it allows immediate operation — no lease-up, tenant rollover or construction delay — while fixing your largest cost for a generation.

01

Control occupancy cost

No annual escalations, no renewal exposure, no landlord.

02

Day-one occupancy

Vacant & built out for medical / professional use.

03

Patient & client access

13 private spaces end the metered-street problem.

04

A real exit

Retire or transition by monetizing a hard asset, not walking from a lease.

BUILT FOR

- Medical & dental
- Law firms
- Wealth & family office
- Financial services
- Professional HQ

MOVE-IN-READY, BUILT-OUT

A finished, professional environment from the day you take keys — operate immediately, or reconfigure to your brand on your own timeline.

FINANCING THE ACQUISITION

As little as 10% down via SBA 504.

SBA 504 financing can place a qualified owner-occupant into this asset for roughly $630K of equity — turning a $6.3M acquisition into a fixed, equity-building occupancy cost, often at or below today's market rent on comparable space.

FULL MODEL — NEXT PAGE →

THE NUMBERS · SBA 504

Owning beats renting — modeled.

A qualified owner-occupant can acquire 101 Madeira through SBA 504 with as little as 10% down. Below: year-one occupancy cost is comparable to leasing equivalent Class-A space — but ownership is fixed-rate while rent escalates, and every payment builds equity instead of a landlord's.

COMPARISON	OWN · SBA 504	RENT · CLASS-A
Up-front capital	~$630,000	~$116,000
Year-1 occupancy cost	~$471,000	~$464,000
Annual escalation	None — fixed	~3% / yr
10-yr cumulative cost	~$4.71M	~$5.32M
Equity at year 10	Down pmt + paydown + appreciation	$0
End position	Own a ±$6.3M+ asset	Renew or relocate

10-YEAR CUMULATIVE OCCUPANCY COST

Renting costs ≈ $610K more over ten years — and leaves you with nothing to show for it.

CAPITAL STRUCTURE

Bank first lien · 50%	$3,150,000
SBA 504 / CDC · 40%	$2,520,000
Borrower equity · 10%	$630,000

WHY SBA 504 FITS

- As little as 10% down preserves working capital.
- Long fixed-rate amortization on the CDC debenture.
- Below-market, government-backed second-lien rate.
- Owner-occupant must use ≥51% of the building.

Illustrative only — assumes ~$471K combined annual debt service at prevailing 2026 rates over 25-yr amortization; rent at ~$64/SF FS escalating 3%. Not a financing commitment. Confirm terms with your lender.

LOCATION · NORTH PONCE, CORAL GABLES CBD

Steps from the business core — with the whole city a trolley away.

101 Madeira sits in the prestigious "North Ponce" district — the transition between the high-intensity CBD core and the Gables' elegant residential streets. It trades the congestion of the Miracle Mile retail core for a quieter, professional setting while staying minutes from all of it. A dedicated Coral Gables Trolley stop at Ponce & Madeira links directly to the Douglas Road Metrorail — connecting the property, free of charge, to the entire Miami-Dade network.

The subject site (outlined) with the Coral Gables CBD office core and high-rise residential beyond.

CONSULAR & CORPORATE

140+ multinationals & 20 consulates; near the Spain, Mexico, Colombia & Italy consulates.

MAJOR EMPLOYERS

Marriott, Diageo, Bacardi, Fresh Del Monte; Apple & Amazon at Plaza Coral Gables.

DINING & RETAIL

Minutes to Miracle Mile & Giralda Plaza — 100+ cafés, Books & Books, Art Cinema.

REGIONAL ACCESS

US-1, Le Jeune & the Palmetto; ~15 min to MIA, ~10 min to Coconut Grove.

DRIVE TIMES

Miracle Mile core	~5 min
Douglas Rd Metrorail	Trolley
Miami Int'l Airport	~15 min
Coconut Grove	~10 min

MARKET & THE RENT SIGNAL

Why owning beats renting here.

~36%
Gables Class-A asking rents below Brickell — and closing

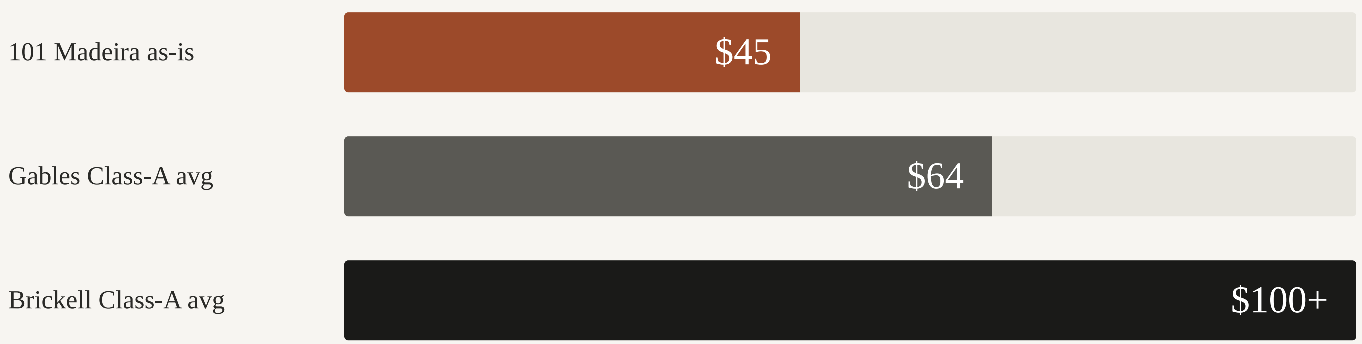
13.3M
SF of office inventory — a deep, established Gables base

0.6%
Of inventory under construction — almost no new supply

92.7%
Medical-office occupancy — a cyclical high in 2025

+12%
Gables medical-office rent growth in 2025

ASKING RENT — FULL-SERVICE, PER SF



THE RENT SIGNAL

As Brickell pushes past $100/SF, price-sensitive tenants migrate to the Gables — and Gables rents have followed, rising 12% in 2025. For an occupier, every year of renting is a year that gap closes against you. Owning fixes the cost today.

STRUCTURAL, NOT CYCLICAL

Leasing topped 800,000 SF in 2025 (+8% YoY) with vacancy held by the near-total absence of new supply. The Gables held value through 2008, COVID and the rate-hike cycle.

Sources: CoStar submarket data; market reporting. Figures are approximate market averages for illustration.

SALE COMPARABLES

Priced in line with the market.

COMP SET AVG	SUBJECT AT ASK	PRIVATE PARKING
≈$840 / SF	$868 / SF	13 spaces

Recent Gables freestanding trades average ≈ $840/SF. At $868/SF, 101 Madeira prices right in the fairway — while including a double-sized corner lot and 13 private spaces the comps simply do not.

PROPERTY	SUBMARKET	TYPE	SF	DATE	PRICE	$/SF
101 Madeira Ave · SUBJECT	Coral Gables CBD	Office	7,254	On market	$6,300,000	$868
2419–2423 S Le Jeune Rd	Gables / Miami	Office	4,937	Jul '25	$5,500,000	**$1,114**
245 Alcazar Ave	Coral Gables	Office	4,099	Feb '25	$3,950,000	**$964**
228 Valencia Ave	Coral Gables	Office	1,246	Jul '25	$1,150,000	**$923**
315–317 Miracle Mile	Coral Gables	Retail	5,949	Aug '25	$5,100,000	**$857**
2344 S Douglas Rd	Coral Gables	Office	3,958	Jul '24	$3,350,000	**$846**
3860 SW 8th St	Coral Gables	Office	6,000	Apr '26	$4,880,426	**$813**
1301 E Ponce de Leon Blvd	Coral Gables	Office	6,411	Mar '26	$4,500,000	**$702**
117 Majorca Ave	Coral Gables	Office	3,832	Dec '25	$1,960,000	**$511**

Source: CoStar comparable sales, Coral Gables & adjacent submarkets, 2024–2026. Subject corner, lot and parking are superior to the set.

THE SITE

A corner you cannot reproduce.

A ±6,490 SF parcel wrapping a signalized intersection — nearly double the typical Gables infill lot — carrying the building, a covered ground-floor garage, and a gated surface field of private parking. In a submarket with no vacant land, that combination is the asset.

2 STREET FRONTAGES	13 PRIVATE SPACES
~2× TYPICAL INFILL LOT	Signalized INTERSECTION VISIBILITY

Because the parcel is MX2-zoned and roughly double the typical Gables lot, it also carries future redevelopment optionality — a quiet hedge for the next owner, not the reason to buy today.

±6,490 SF SIGNALIZED CORNER — OUTLINED, WITH PRIVATE PARKING FIELD

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CONTACT

Arrange a private tour of 101 Madeira Avenue.

We invite you and your advisors to tour the property. Floor plans, financial detail and entitlement background are available upon execution of a confidentiality agreement.

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OFFER PRICE

$6,300,000

$868 / SF · Delivered vacant

±7,254 SF BUILDING	±6,490 SF CORNER LOT
13 PRIVATE SPACES	Signalized CORNER · VACANT

PCK Commercial Group
A TEAM AT COMPASS FLORIDA LLC
101 MADEIRA AVENUE · CORAL GABLES CBD

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