

CARTER x YUKEN GROUP

A Buyer's Guide to Commercial Real Estate in Miami

Six things to understand before you make an offer — from a group that handles brokerage, management, and advisory under one roof.

1 Know Your Cap Rate Before You Fall in Love With a Building

Cap rate — net operating income divided by purchase price — is the fastest way to compare two properties on equal footing, regardless of how different they look. A charming building with a mediocre cap rate is still a mediocre deal. Run the numbers before you tour the property, not after.

2 Understand the Difference Between Active and Off-Market Deals

Not everything worth buying is publicly listed. Off-market properties are shared privately with pre-qualified buyers, often because the seller wants a quieter process. If you're only watching public listing sites, you're seeing a fraction of what's actually available in a market like Miami.

3 Factor In Vacancy and Operating Expenses Honestly

A pro forma that assumes zero vacancy and minimal expenses isn't a projection — it's a sales pitch. Build in a realistic vacancy rate for the submarket and property type, and get actual operating expense history from the seller rather than an estimate.

4 Financing Terms Change the Deal More Than the Purchase Price Does

Two buyers can pay the same price for the same building and get completely different returns, purely based on financing. Down payment size, interest rate, and loan term all move your cash-on-cash return more than a few points of negotiated price will.

5

Submarket Matters as Much as the Building Itself

Miami isn't one market — Wynwood, Brickell, and Coral Gables each have distinct tenant profiles, rent trajectories, and risk factors. A great building in the wrong submarket for your intended use can underperform a mediocre building in the right one.

6 Work With a Team That Sees the Deal Through Closing

A lot of brokerages hand you off the moment a deal closes. Ask who manages the property afterward, who you call with questions in year two, and whether your broker has any ongoing stake in the property performing well.

Want a second opinion on a specific deal?

Carter x Yuken Group is a Miami commercial real estate division of Premier Elite Realty, working across brokerage, property management, and advisory. Reach out any time — info@carteryukengroup.com or **(305) 279-8814**.