

Office properties sell for more than \$83 million

Tower 101, Meridian Office Center sold

JANUARY 19, 2016, 3:31 PM

A real estate firm has paid more than \$83 million for two top-flight office properties in Broward and Palm Beach counties.

Ivy Realty acquired the 228,000-square-foot Tower 101 building at 101 N.E. Third Ave. in downtown Fort Lauderdale for \$56.3 million, public records show. Ivy also bought the two-building Meridian Office Center at 6551 and 6601 Park of Commerce Blvd. in **Boca Raton** for \$26.9 million.

Ivy, based in Greenwich, Conn., said it has a portfolio of more than 6 million square feet of office, industrial and retail properties in South Florida and across the nation.

The firm owns the 1 E. Broward building, a block from the 21-story Tower 101. It also owns 250 Royal Palm Way, a 24,000-square-foot building in Palm Beach, and the 408,000-square-foot Deerfield Corporate Park on Military Trail in Deerfield Beach.

"We saw an investment entrée into the South Florida market when there was a dearth of capital five years ago," Rusty Warren, co-CEO of Ivy, said in a statement. "We have done extremely well with our prior opportunistic purchases, and we see excellent performance potential for these new high-quality assets."

The Meridian complex, which totals 132,000 square feet, is fully leased to LexisNexis and Cross Country Healthcare. The seller was an entity tied to Blackrock Inc., a global investment firm.

In buying Tower 101 from an affiliate of Banyan Street Capital, Ivy is trying to capitalize on the emerging "NoBro" office market north of Broward Boulevard, said Jonathan Kingsley, an executive with the Colliers International brokerage in South Florida.

Ivy now owns two of the three most prestigious office buildings in the NoBro market: 1 E. Broward and Tower 101. The third, Plaza 100, could be going on the market soon.

"The rents are still relatively low compared to the rest of downtown Fort Lauderdale, and the quality of the buildings is what you find on Las Olas Boulevard," Kingsley said.

Base rents along Las Olas are about \$35 a square foot, compared with \$22 in NoBro, he said.

Tenants at Tower 101 include Uniform Advantage, which has 53,000 square feet, and Quest Workspaces, with 18,000 square feet.