



PROFESSIONAL PROFILE



Joel Zusman

Senior Associate

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SPECIALTIES

- Investment Sales (Retail)
- Capital Markets & Debt Financing
- Underwriting Investment Sales, Debt and Equity Transactions (Retail, Office, Multifamily)

PROFESSIONAL DESIGNATIONS

- Licensed Real Estate Sales Associate, Florida
- Licensed Mortgage Loan Originator, Florida

EDUCATION

- B.B.A. with concentration in Finance; University of Miami
- M.B.A. with concentration in Finance; University of Miami

CAREER SUMMARY

As Senior Associate of Aztec Group, Joel Zusman is responsible for property and transaction marketing, including property underwriting, financial analysis and modeling, creating marketing materials for financing requests and offering memorandums, coordinating buyer/lender due diligence, transaction execution and retail asset management. While at the Aztec Group, Mr. Zusman has been involved in sales and capital markets transactions with a value in excess of \$1 billion.

Prior to joining the Aztec Group in 2015, Mr. Zusman was a Senior Financial Analyst with CBRE's Florida Investment Property Retail team from 2008 – 2015, where he participated in the sale of over 12.5 million square feet of shopping centers with an aggregate value of \$2 billion.

REPRESENTATIVE TRANSACTIONS

Property	Product Type	Assignment	Location	Amount
Och Ziff Portfolio	Retail	Investment Sale	FL, GA, TX, AL	\$307,000,000
Spirit Portfolio	Retail	Investment Sale	FL & GA	\$258,500,000
Core Grocery Portfolio	Retail	Investment Sale	Various	\$130,000,000
5th & Alton	Retail	Investment Sale	Miami Beach, FL	\$108,230,000
Oasis Dania Pointe	Multifamily	Debt	Dania Beach, FL	\$60,300,000
Gale Residences & Hotel	Multifamily	Debt	Fort Lauderdale, FL	\$54,750,000
Weston Road Center	Retail	Investment Sale	Weston, FL	\$32,250,000
Rolling Acres Plaza	Retail	Investment Sale	Lady Lake, FL	\$31,785,000
Southern Palms	Retail	Investment Sale	West Palm Beach, FL	\$31,400,000
Pompano Marketplace	Retail	Investment Sale	Pompano Beach, FL	\$29,765,000
University Mall	Retail	Investment Sale	Tampa, FL	\$29,500,000
Tamarac Village	Multifamily	Debt	Tamarac, FL	\$28,000,000
Shoppes at Wyomissing	Retail	Investment Sale	Wyomissing, PA	\$28,000,000
Lakeside Village Center	Retail	Investment Sale	Windemere, FL	\$25,750,000
Sawyer's Landing	Land - Retail	Debt	Miami, FL	\$25,000,000
3700 Lakeside	Office	Debt & Equity	Miramar, FL	\$24,700,000
ExtraSpace Portfolio	Self-Storage	Debt	Various, MD	\$24,150,000
Hickory Hills East	Multifamily	Debt	Great Mills, MD	\$20,200,000
Forum Aventura	Office	Debt	Aventura, FL	\$20,000,000
Aventura Land	Land - Retail	Debt	Aventura, FL	\$20,000,000
Pembroke Centre	Retail	Debt	Pembroke Pines, FL	\$18,500,000
Chapin Crossing	Retail	Debt & Equity	Chapin, SC	\$18,500,000
Sunset Strip	Retail	Debt	Miami, FL	\$17,350,000
4141 Design District	Office	Debt	Miami, FL	\$11,925,000
Eastside Village	Retail	Debt	Lakeland, FL	\$5,148,000