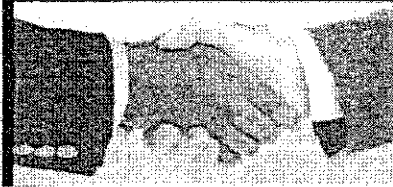


# Dealmakers

by Review Staff



**D**ealmakers details the players behind recent significant business transactions. Deals that qualify include real estate purchases, stock or debt transactions, M&A work, investment banking, or privatizations. An expanded Dealmaker of the Week highlights a person involved in a transaction of special interest - selected either because of its size or scope or because of the details of the underlying deal.

To suggest candidates for Dealmakers, contact Executive Editor Eddie Dominguez at [edominguez@floridabiz.com](mailto:edominguez@floridabiz.com) or Real Estate Editor Hugo Ottolenghi at [hottolenghi@floridabiz.com](mailto:hottolenghi@floridabiz.com). Dealmakers should be based in South Florida, but transactions need not involve local companies or properties.

## Broker signs insurer to 10-year lease

**Dealmaker:** Broker William Holly

**The Deal:** Holly Real Estate signed medical insurance company Medica Healthcare Plans Inc. to a 10-year lease for 22,000 square feet of office space in the 4000 Ponce building in southern Coral Gables. The deal, which closed on Aug. 27, is worth an estimated \$7 million.

**Details:** Medica was competing with another party interested in the space at 4000 Ponce as well as an existing tenant, which had first right of refusal. The building is at the corner of Bird Road and Ponce de Leon Boulevard across from the Village of Merrick Park.

Holly said Medica won out because the company made it clear that 4000 Ponce was its first choice for its relocation from downtown Coral Gables. Medica was attracted by the building's amenities, supply of parking, nearness to stores and restaurants and the ability to expand.

Holly and Bert Checa of Holly Real Estate represented the landlord, Collections Properties LLC, while Chris Coats and Ryan J. Ackerman of CB Richard Ellis represented the tenant.

The building developed by Ugo Colombo's CMC Group has 150,000 square feet of Class A office space and 34,000 square feet of retail. As a result of this deal, the building is more than 90 percent leased.

**Background:** Holly is president of Holly Real Estate, based in Miami.