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South Florida Land Sales Surprisingly Strong

Several South Florida Deals Make CoStar's Top 100 List, which an expert on The Commercial Real Estate Show calls "counter-intuitive"

Jan. 18, 2011 - Tired of stories about how bad the real estate market is in South Florida? A top commercial real estate strategist sees a glimmer of hope in the latest land sales data.

Chris Macke, senior real estate strategist at CoStar Group, said he was surprised to find a number of South Florida deals on CoStar's latest "Top 100 Land Sales" list, which is figured by sales volume. Macke called land sales "a mixed bag," with some markets performing better than others. He made his comments on Michael Bull's "Commercial Real Estate Show," a radio show that airs on Biz 1190 WAFS in Atlanta and also is available at [the show's website](#).

"In South Florida, some are opportunistic buys in which people are buying the land and planning on holding it for some time," Macke said. "In other situations, though, people are going out there and buying existing, entitled lots, fully finished, that they are hoping to see demand for in the not-too-distant future. It is a little bit counter-intuitive."

Across the country, land sales totaled \$5.5 billion in the fourth quarter, up from \$4.5 billion in the third quarter. While the volume of distressed land sales continues to climb faster than the overall land sales volume, Mackey said he doesn't see that as a bad thing. "We are going to clear out the market and get things going again," he said.

The next "Commercial Real Estate Show" will air Saturday Jan. 22 and will focus on the healthcare industry and real estate.

About the "Commercial Real Estate Show"

The "Commercial Real Estate Show" is America's commercial real estate talk radio show. The show is known as an entertaining and enlightening resource about commercial real estate. The show airs every Saturday morning at 10AM EST online at the show website, www.CREshow.com and on air on Biz 1190

WAFS in Atlanta. Show podcasts are available worldwide on iTunes and on the show website. The “Commercial Real Estate Show” has quickly gained a national and international audience. Each show starts with a commercial real estate market update related to the show topic by well-known national experts. Then the show host and a panel of three to four industry expert guests share information, insight and best practices related to each show’s main topic. The show host is 30-year commercial real estate veteran Michael Bull, CCIM, the president and founder of commercial brokerage firm Bull Realty, Inc.