



May 1, 2019



JAIME STURGIS

Native Realty Founder and CEO Jaime Sturgis has a holistic approach to working in retail real estate. Rather than looking at individual retail listings and transactions in a vacuum, Sturgis looks at the big picture when analyzing the urban neighborhoods in the areas surrounding his base of Fort Lauderdale, Fla. He prides himself on identifying South Florida's urban neighborhoods with untapped potential and then works to generate leasing and investment sales activity in those emerging markets. Previously, Sturgis spent seven years running the Broward County sales and leasing operation for the commercial real estate firm Metro 1 before deciding to branch out on his own and start Native Realty. He operates his firm with a proactive mindset that brokers must hit the streets hard and hunt for the tenants and buyers they need for their clients.

Sturgis is perhaps best known for his role in curating Fort Lauderdale's trendy Flagler Village neighborhood with an exciting mix of retail, restaurants, bars and entertainment venues - completing 500,000 square feet in transactions in that community over the last three years. Within Flagler Village, Sturgis reinvented an old warehouse building and turned it into The Hive a 15,000-square-foot (now fully-leased) complex with a mix of creative retail, office and restaurant/bar tenants targeted at millennials and Gen Xers. He also created the first micro retail and office development in Flagler Village. Also within the development, Sturgis led the conversion of a group of old warehouse buildings, originally built in the 1950s, into an 18,000-square-foot retail project. Sturgis successfully leased up the complex to a diverse roster of tenants, including Invasive Species Brewing, nonprofit ARC Broward, a boutique training center, and neighborhood coffee shop and roaster Wells Coffee. Sturgis' efforts re-inventing The Hive and Flagler Uptown culminated in January 2019, when he successfully brokered the milestone sales of both properties to a major Miami investor who had been active in Miami's urban core neighborhoods of Wynwood and the Design District. Each site sold for \$6.625 million, for a total sale price of \$13.25 million. The transactions set Flagler Village records on both a price per building square foot and land square foot basis.

Sturgis is often invited to speak publicly at industry and business events and frequently interviewed by media outlets about his transactions and broader market and industry trends. He's won many awards, is a member of the International Council of Shopping Centers and Urban Land Institute. Sturgis prides himself on having a diverse team, and his firm has seen its revenue surge from \$5.8 million in 2017 to \$28.9 million in 2018. And with 2019 beginning with the aforementioned record-breaking sales of The Hive and Flagler Uptown properties, the firm is on track to easily surpass last year's numbers.