SOUTH FLORIDA BUSINESS JOURNAL

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2026 Structures Awards: Dealmaker of the Year

WINNER

COURTESY OF BH GROUP

Isaac Toledano
Co-founder and CEO, BH Group
Isaac Toledano has built BH Group into one of Florida's more active real estate investment and development firms, with a portfolio that spans luxury residential, branded residences, mixed-use projects and commercial assets. He oversees more than 35 active projects statewide,

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representing more than 5,600 residential units, and over 2 million square feet of commercial and retail space.

Four current South Florida projects illustrate the scale and range of his development activity. The Ritz-Carlton Residences, West Palm Beach, a 138-unit waterfront condominium, broke ground in February 2026. Greenview at Presidential Estates, a community of 103 luxury single-family homes in the Aventura area, began construction in March 2025. The Residences at Six Fisher Island is an ultra-luxury waterfront condominium project combining private residences with hospitality and resort amenities. In Boca Raton, the Eclipse will include 493 residential units, 425,000 square feet of office space, and retail and lifestyle uses.

Together, these projects represent approximately $1.5 billion in development investment and demonstrate Toledano's ability to maintain deal flow across multiple markets and property types.

His strategy has included partnerships with major developers and operators, including Related Group, Lennar, Kolter and American Landmark. The partnerships allow BH Group to pursue projects at different scales while expanding the firm's presence.

Toledano's recent development pipeline, combined with his ability to execute acquisitions, partnerships and new construction, has established him as a significant dealmaker in South Florida real estate.

FINALIST

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MARCUS & MILLICHAP

Douglas Mandel

Executive managing director, Marcus & Millichap

Douglas Mandel's high level of investment sales activity, despite a challenging commercial real estate market, highlights his careerlong success. Over the past 18 months, the Marcus & Millichap broker completed 39 transactions totaling $373.8 million, including the $46 million sale of Palmetto Plaza in Miami Lakes and the $31.4 million sale of 1200 Corporate Place in Boca Raton.

Palmetto Plaza is a 176,241-square-foot shopping center anchored by Aldi and Dollar Tree. The property was more than 95% leased when it sold, attracting investors seeking stable income from a necessity-based retail asset following a seven-year revitalization program.

The 137,021-square-foot 1200 Corporate Place presented a different investment proposition. The Class A office building was 84% leased and had recently undergone approximately $2.5 million in renovations. With about 40% of its rentable space scheduled to roll over within four years, the property appealed to investors seeking opportunities to increase occupancy and net operating income.

Mandel's recent transactions build on more than two decades of investment sales work. Since joining Marcus & Millichap in 2004, he has completed over 400 transactions totaling more than $4 billion in sales volume, representing office, industrial and retail properties throughout South Florida.

Recent recognition includes being named Marcus & Millichap's No. 1 broker in South Florida in 2025, as well as Connect CRE Florida Top Broker and NAIOP South Florida Broker of the Year. Mandel has also received the firm's National Achievement Award more than 20 times. His recent performance demonstrates his ability to match properties with investors across different sectors and market conditions.

FINALIST

JLL

Brian Smith

Executive managing director and South Florida industrial lead, JLL

For 25 years, Brian Smith has built a career in South Florida industrial real estate, advising owners, investors and companies on leasing, investment sales, land transactions and long-term real estate strategy. In his current role, he leads a team that leases and manages more than 17 million square feet of industrial property.

Smith has completed approximately 50 million square feet of industrial transactions valued at $4 billion. His largest transaction was a 650,000-square-foot build-to-suit headquarters lease for NBCUniversal and Telemundo Enterprises, valued at nearly $375 million.

Over the past 18 months, he completed about 20 transactions and participated in roughly 70, representing more than 2 million square feet and $350 million in transaction value. Recent transactions include a 270,000-square-foot renewal and expansion for Withers Worldwide, and a 130,000-square-foot renewal and expansion for Scan Global. In his 172,288-square-foot build-to-suit lease for Captiva Containers, Smith worked with the owner and tenant to modify the building during construction to meet operational requirements without affecting the delivery schedule.

Smith's role extends beyond individual deals. He is a member of JLL's Industrial Executive Leadership Council and vice chair of its Agency Steering Committee, helping to develop strategy and best practices for the firm's industrial platform.

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He also works to develop future industry professionals. A Christopher Columbus High School alumnus, Smith recently returned to speak with students about commercial real estate careers. His team was a 2025 Structures Awards winner for a 250,000-square-foot industrial lease valued at more than $50 million.