
مقابلة مع
داريل ديلاوتج



Q&A

with

Darrell A. DeLoatch





Experience the efficiency, flexible purchasing option and extensive inventory that have made AFG one of the **leaders** in the industry.



Sixty

Minutes
interview
with

**Darrell Andre
DeLoatch**



Darrell Andre DeLoatch
President D.A.D. Enterprises LLC

1. With over 30 years of distinguished experience across government and corporate sectors, including 26 years of service in the U.S. Air Force, could you share the journey that ultimately positioned you as one of the most trusted name in global real estate, now headquartered in Florida ?

My journey began as a teenager navigating and surviving the potential pitfalls (Drugs, prison, death) of living in the inner city of Newark, N.J. My enrollment in the U.S. Air Force began a journey that would take me globally negotiating and awarding contracts for the U.S. Government / Military.

I learned extensive Acquisition and Leadership training and increased Leadership roles of hundreds of military and civilian professionals throughout various locations globally.

These skills were further honed in the Corporate sectors in small, medium, and large Defense Companies and gave me an advantage over peers as I had the duality experience to negotiate from both sides of the table.

I personally negotiated over \$4 Billion in contracts spanning Middle East, Asia, Europe, and U.S., and awarded several Chairman's award. DeLoatch Enterprises embodies my core values of trust, honesty, and integrity. I am committed to building relationships. We are not a transactional entity.

Our Mission ("What") and Vision ("How") is to be the most trusted partner providing our clients (Family Offices, Syndicates, and HNWIs), customers, investors, employees, and stakeholders an unparalleled opportunity to grow their wealth creating long-term value while maintaining the highest level of professionalism, integrity, and transparency.

We execute this via the five pillars of DeLoatch Enterprises:

- 1. Empowerment** - Providing innovative strategies, expert guidance, and educational resources.
- 2. Profitability** - Help our clients navigate the complexities of Global Real Estate acquisitions with patience, confidence, and strategic insight, ensuring they make informed and profitable decisions.
- 3. Value** - Build a brand that transcends markets, offering unparalleled value to clients and customers
- 4. Wealth Building** - Create a collaborative ecosystem where patience and strategy serve as the foundation for long term wealth-building and financial success for Family Offices, Institutions, and HNWIs.
- 5. Education** - Through continuous education, strategic planning, and market expertise, redefine how individuals approach Real Estate investments, transforming challenges into opportunities for sustainable growth. Finally, our primary focus is we work closely with clients/customers; Family Offices; Institutions; and HNWIs; and partners to understand their unique goals and provide tailored recommendations to achieve desired outcomes.

2. From your perspective, how do you see the current state of Florida's real estate market, and what trends do you believe will shape its future in the coming years ?

Florida is now the 3rd largest state in the U.S. population growth behind California and Texas and ahead of New York and Pennsylvania. Post pandemic migration (domestic + international) continue to underpin long-term housing demand.

The median Single-Family Home (SFH) price is still significantly less than New York, and California. Thus, Florida continues to be a top destination for relocations and investments. This inflow supports multifamily, for-sale and rental markets. In addition, of the top three Florida city markets (Miami, Orlando, and Tampa), Orlando is a hidden investment gem. Tourism continues to power Florida's short-term rental (STR) market.

Of these three cities, Orlando welcomed over 74 million visitors (Domestic and International) in 2024. Resulting in investments in Second homes and vacation rentals.

The future of the Orlando region is being shaped by Orlando 2045 with the vision to transform the Orlando region into a global creative capital and world-class hub for education, business, and entertainment within the next two decades. Some data to support is the:

- Lower Cost of Living than the National Average (Council for Community & Economic Research, 2024) contributing to migration of 1500 persons per week into Orlando region.
- 6th fastest growing Large Economy in the U.S. (U.S. Dept. of Commerce, 2023).
- 5.5% Corporate Income Tax. S-Corporations and LLCs are Exempt. (FL Dept. of Revenue)

- No. 4 Best Tax Climate in the U.S. (Tax Foundation, 2025) Orlando Five Year GDP of 24.2% will outpace five major U.S. Cities: Atlanta (14.2%); Dallas (21.2%); Los Angeles (8.5%); Miami (20.0%); and New York (7.9%).
- Competitive Operating costs and structure: Construction Costs 11.7 Percentage Points Lower than the National Average (R.S. Means Construction Cost Index, 2024)

A comparison of Orlando with Global cities such as Dubai, London, and Singapore show:

- Orlando remains undervalued with lower price per prime sqft (\$250-\$400) to Dubai at \$350-\$450 and competitive rental yield. Other cities such as London, New York price per prime sqft (\$2,000 - \$3,500)
- Low corporate tax as well as no personal State tax are added incentives for Businesses and investors
- Influx of foreign and domestic corporations has resulted in tens of billions of Capitalization investment from major industry sectors Orlando is home to Disney, Universal, and other theme parks which make it the #1 tourist destination
- Has five professional sports teams and will host World Cup Soccer game in 2026





3. With your commitment to Diversity, Equity, Inclusion (DEI) and Environmental, Social, and Governance (ESG) principles, you also provide innovative housing solutions and foster economic diversity - if you can elaborate on that a bit ?

We are confident in our ability to deliver attractive risk-adjusted returns in this thriving market while incorporating both DEI and ESG principles. Strategically, the focus locations for Real Estate investment and development is key growth areas, especially in Orlando, and surrounding Central and South Florida.

With the ongoing migration the most obvious impact on real estate of urbanization and middle-class expansion is the provision of quality affordable housing. A growing urban population and consumer class increases demand for all types of real estate investment and development.

Our company has long term and short-term goals to uniquely solve the problem while ensuring our clients and investors meet their unique goals. The long-term goal of DeLoatch Enterprises is to purchase commercial properties for development of affordable Mixed-use, Mixed-Income, Multi-Family Housing, and other types of commercial properties such as Build To Rent (BTR) Homes. Research shows commercial properties such as affordable Mixed-use, Mixed-Income, Multi-Family Housing communities can promote economic diversity, attract further investments, potentially lower crime rates, and provides better access to schools and safety for low-income residents.

According to the U.S. Department of Housing and Urban Development (HUD), low-income residents of mixed-income properties will have access to better jobs, enabling them to move their families past their current economic situations. The short-term goal is to provide premier commercial and residential real estate services both internationally and nationally to Family Offices, Syndicates, and HNWIs. We will ensure our clients accomplish their goals. For sellers we will ensure their property is priced correctly to sell. We will utilize latest technology data to optimize the selling price while attracting a buyer's pool for competitive offers.

4. Are there any specific projects you are currently working on that you would like to share with our esteemed audience ?

Certainly, as a Global company with so many projects both in Florida, U.S. and internationally. Just to highlight a few:

Florida Properties:

- A. Mixed used Hotel/Resort 36.7 acre in key tourist District. Development of 795 Hotel Rooms; 640 residential units; and 400 Commercial units. This is a JV partnership with a good track record Investor/Developer who does Mid to Highrise projects including Hospitality, Multi-Family and Commercial.
- B. Premier Class A Retail Strip Center built 2022. Total Square Feet of 8,631 sqft with four tenants on long term (10 year) leases. Each tenant is a well know brand with customer base. Retail Center is located in upscale area with high traffic.
- C. Entertainment Complex in excellent location in downtown Orlando. Ideal for entertainment, retail, medical, or office use. Perfect for both owner users and investors. Property will increase in value due to growth investment by both city and county government projects as well as major private developments.
- D. Several Warehouse and land development opportunities in Central and South Florida. The Warehouses are great for distribution hubs or lease for income generating. Developments range from median priced SFHs to building multimillion dollar oceanfront homes construction. Each with various financing options to include Seller financing.

International:

We have direct Business relationships with professionals in Dubai, Oman, France, Greece, Spain, Portugal, Bahamas, and Indonesia. Each offers great Residential and Commercial investment opportunities with excellent ROIs. We encourage investment by Family Offices, Institutions, and HNWIs to contact us as we see a large migration of HNWIs and UHNWIs into Dubai.



***We are confident in
our ability to deliver
attractive risk-
adjusted returns in
this thriving market
while incorporating
both DEI and ESG
principles.***

”

5. What would you like to do that you have never done ?

First, domestically, as stated earlier our long- and short-term goals are concerning development of affordable Mixed-use, Mixed-Income, and Multi-Family Housing communities to promote economic diversity.

We will acquire properties with high potential for appreciation and ROI income. Utilizing a collective team approach we will enhance their value and subsequently generate substantial returns for our investors. We want investors who want to invest in the U.S. especially in Orlando, Florida.

Secondly, internationally, we want to offer those investors interested in purchasing land for DATA Centers our services.

We are in a Global Technological Revolution (AI, PropTech, etc.) and this is a new opportunity for investors to be in the forefront of owning and leasing these properties before the large Tech companies purchase the land.

6. Finally: What's the best piece of advice ever given to you ?

There is a faithful and true saying by wise King Solomon:

"I have observed something else under the sun. The fastest runner doesn't always win the race, and the strongest warrior doesn't always win the battle. The wise sometimes go hungry, and the skillful are not necessarily wealthy. And those who are educated don't always lead successful lives. It is all decided by chance. BY BEING IN THE RIGHT PLACE AT THE RIGHT TIME (Emphasis mine).



True visionaries seize the moment.

They are willing to start an on-line bookstore out of a garage and grow it into a Global Corporation. A networking platform initially started for college students is now one of the largest Tech companies in the world. Drivers willing to drive their cars to transport strangers changing an industry worldwide.

A company that started producing Graphic Processing Units for video gaming is now a three Trillion-dollar valuation company.

So many people missed great opportunities with these companies because they failed to seize the moment while being in the right place at the right time.

I believe DeLoatch Enterprises is in the right place at the right time to grow globally significantly and give unparalleled services to its clients, customers, and investors, who are ready to seize the moment as we provide them the right opportunities to generate wealth.

Darrell, we thank you for the interview.





A**about Darrell**

Darrell Andre DeLoatch is the Founder and CEO of two companies: Darrell Andre DeLoatch Enterprises LLC, a real estate development and investment firm, and FHM LLC, an acquisition and advisory services company. His firm focuses on acquiring, managing, and optimizing commercial and residential properties in the U.S. and internationally, aiming for substantial returns. FHM LLC provides acquisition and contract consulting services to businesses and government agencies seeking to engage with federal entities.

With over 30 years of experience in government and corporate sectors, including 26 years in the U.S. Air Force, Darrell has negotiated multi-billion-dollar contracts in countries such as Saudi Arabia, Turkey, the UK, and South Korea. He managed a \$4 billion defense portfolio and holds the highest government contracting certification, Defense Acquisition Workforce Improvement Act Level III.

As a dedicated member of the Orlando Regional Realtors Association (ORRA), Darrell serves on several councils, including Global, Commercial, Diversity, and Military Advisory Committees, and as a director representative to the Florida Realtors® Association. His goal as a Realtor® is to develop affordable mixed-use, mixed-income, and multi-family housing while advocating for generational wealth through real estate.

Darrell holds several prestigious designations, including Certified International Property Specialist (CIPS), Military Relocation Professional, and ORRA's Gold Key Professionalism Award. He has built a global real estate business with partnerships in Dubai, France, Greece, Portugal, and Cyprus.



DARRELL ANDRE DELOATCH ENTERPRISES GOYAL & DECOSTER BROKERAGE

Darrell Andre DeLoatch Enterprises, LLC, is a Florida-based real estate development and investment company specializing in acquiring, managing, and optimizing commercial, residential, and global properties.

Established in 2022, we focus on creating value through affordable housing, mixed-use developments, and strategic investments in Orlando and Central Florida.

Our mission is to deliver innovative real estate solutions while prioritizing Diversity, Equity, Inclusion (DEI), and Environmental, Social, and Governance (ESG) principles.

We strive to empower communities, provide exceptional client services, and foster sustainable growth in the real estate industry.

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Proud Member of





MISSION & VISION

EMPOWERING WEALTH THROUGH GLOBAL REAL ESTATE

As a trusted partner we will provide our clients, customers, employees and stakeholders an unparalleled opportunity to grow their wealth through carefully selected and managed national and international real estate transactions.

Further, we will provide exceptional global real estate services that exceed our clients' expectations by providing tailored solutions, leveraging our extensive network, market knowledge, and industry expertise to help our clients achieve their real estate goals.

TO BE THE TRUSTED PARTNER FOR PROFITABLE GLOBAL REAL ESTATE

Our vision is to provide premier profitable real estate property services. To be the trusted partner for individuals, investors, and businesses seeking successful real estate transactions worldwide.

We aim to create long-term value while maintaining the highest level of professionalism, integrity, and transparency.



Our Services



GLOBAL PROJECTS

Discover our global real estate projects, offering the perfect blend of comfort, style, and innovation for modern living.



LOCAL PROJECTS

Discover our local real estate projects from Orlando, Florida, and other states across America.



HOMEBUYING

Buying your first home is exciting! From budgeting to closing, I'll guide you through each step to make the process smooth and stress-free.



VETERAN HOUSING

The VA home loan program offers flexible, no-down-payment options for Veterans, helping them buy, build, or retain a home affordably.



INVEST IN ORLANDO FLORIDA REAL ESTATE

Orlando, Florida, is a prime investment hub with no state tax, rapid growth, and major infrastructure projects like Terminal C and Brightline. Explore its thriving economy today!



I am humbled and honored to be elected to serve on Orlando Regional Realtors Associations (ORRA) Board of Directors representing over 18,000+ members = 18,000+ Small Businesses.



I am committed to:

- 1. Servant Leadership - Listening, understanding and acting on our Members concerns.*
- 2. Member Value - Advocate for stronger professional resources such as AI, PropTech, and other educational tools.*
- 3. Innovative Thinking - Facing the sweeping industry changes our Profession is facing with innovation; Empowering Women in Real Estate; and embracing Global Real Estate opportunities.*





Some of our **global** projects



Bahamas

The Towne Hotel

Nestled in vibrant heart of downtown Nassau, the Towne Hotel offers the perfect blend of charms and convenience.

It's central location just step from the US embassy, government offices, and hospitals, makes it an ideal spot for inter-island and business travelers alike.

Advanced surveillance systems provide 24/7 monitoring, high-definition cameras, motion detection, remote access, and reliable security for homes or businesses.



Higher security ensures robust protection with advanced technology, access controls, surveillance, alarm systems, and professional monitoring for maximum safety.

Amenities include air conditioning, a safety deposit box, and a large TV where you and your family or partner can enjoy your favorite shows together.

A firefighting system includes sprinklers, fire alarms, extinguishers, and suppression technology, providing rapid response and enhanced safety during emergencies.

The children's play area offers a safe, engaging space with a playground and an outdoor children's pool.



Chelsea Residences

- Dubai



United Arab Emirates



CHELSEA RESIDENCES

WHEN LEGACY EMBRACES LUXURY, THE HORIZON
GIVES WAY TO ENDLESS DREAMS AND THE SKY IS
AS LIMITLESS AS SHEER AMBITION,
EVERY DAY IS YOUR PERFECT MATCH.



48,000+
UNITS DELIVERED*



50,000+
UNITS IN PROGRESS*



**6 MASTER PLAN
COMMUNITIES**
LEADING REAL ESTATE
DEVELOPER IN THE UAE



100+ M SQ FT
PROJECTS
UNDER PLANNING
& DEVELOPMENT



10+ CITIES
GLOBAL PRESENCE



**GLOBAL BRAND
COLLABORATIONS**

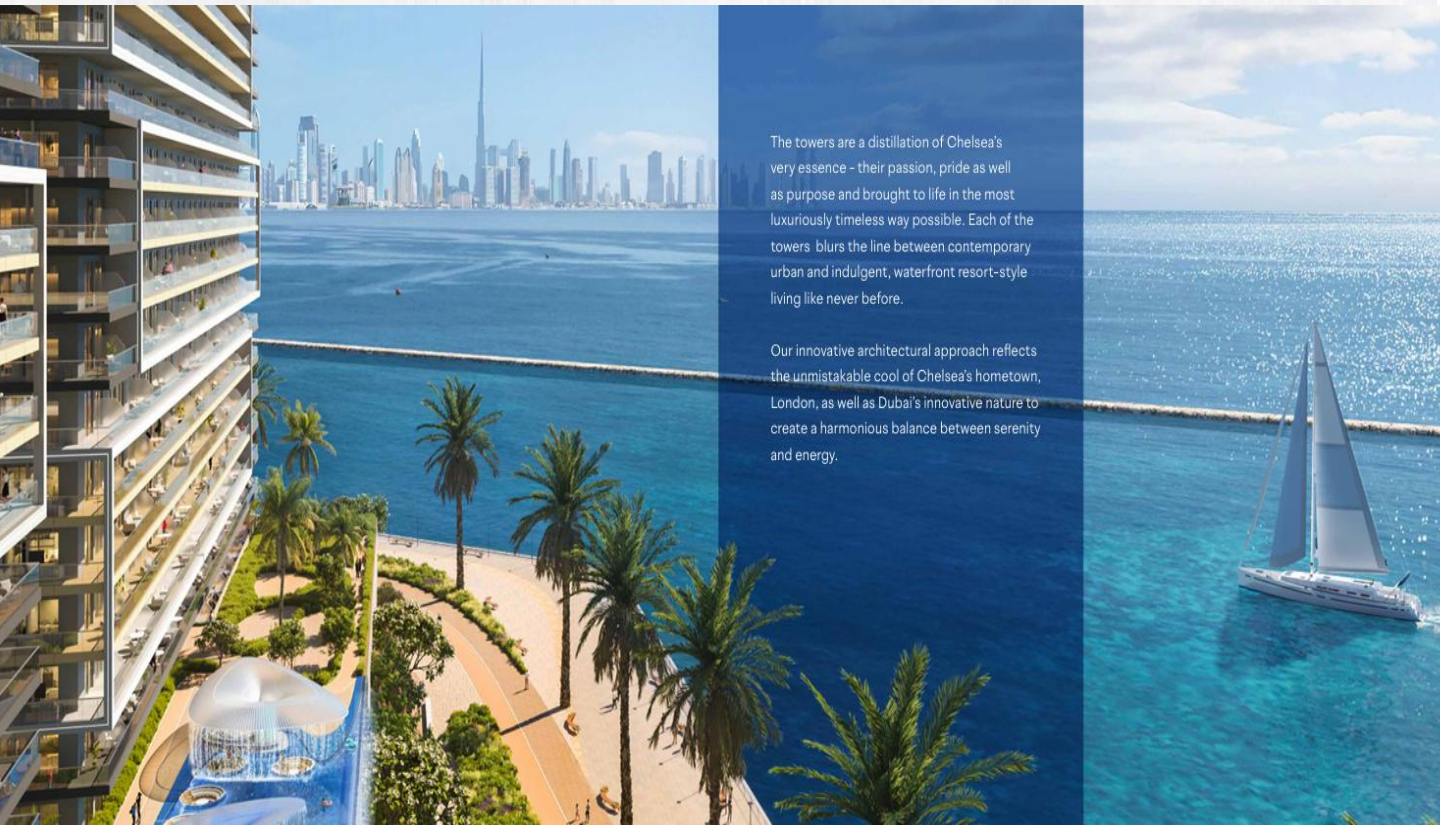




United Arab Emirates

Chelsea Residences

- Dubai



The towers are a distillation of Chelsea's very essence - their passion, pride as well as purpose and brought to life in the most luxuriously timeless way possible. Each of the towers blurs the line between contemporary urban and indulgent, waterfront resort-style living like never before.

Our innovative architectural approach reflects the unmistakable cool of Chelsea's hometown, London, as well as Dubai's innovative nature to create a harmonious balance between serenity and energy.





United Arab Emirates

Chelsea Residences

- Dubai



THE ROOF

- The Stamford Summit - Rooftop Pitch

PODIUM AMENITIES

- | | | |
|--|---|---|
| <ul style="list-style-type: none"> • Infinity Pool • Sunset Bar • Aqua Dining • Sunken Pool Seating • Tranquility Falls • Kids Pool • Kneego Parkour • Five Senses Grounding Path • Jogging Track • Water Treatment Tunnel • Outdoor Gym & Yoga • Oasis Bar • Forest Relaxation Pools | <ul style="list-style-type: none"> • Meditation Garden • Sunken Gathering Garden • Aqua-Themed Gym • Couples Treatment • Start's Wellness Centre • Rain Therapy Room • Serenity Spa • Healthy Fine Dining • Mono Diet Cafe • PowerHouse Lounge • Indoor Kids Play Area • Coral Beach • Infinity Sand Pit | <ul style="list-style-type: none"> • Kids Garden • Snorkeling on Pool Swing on the Coral • Legends Walkway • Male & Female Changing Rooms • Waterfall Sound Therapy • Cryotherapy • Football Simulation Room • Stamford Cinema - The Pride Lounge |
|--|---|---|

LEVEL 1 - LEVEL 25 / 28 / 30 / 33

- 1-Bedroom
- 2-Bedroom
- 3-Bedroom



TOWER D 25 / 28 / 30 / 33
 TOWER B 25 / 28 / 30 / 33
 TOWER A 25 / 28 / 30 / 33
 TOWER A 25 / 28 / 30 / 33
 TOWER B 25 / 28 / 30 / 33
 TOWER C 25 / 28 / 30 / 33
 CHELSEA RESIDENCES 1
 CHELSEA RESIDENCES 2

The six towers of Chelsea Residences by DAMAC are a contemporary, urban reflection of coral reefs, conceptualised to echo the lush vibrancy of underwater life and the very spirit of its eponymous football club.

Throughout the towers and its many amenities, residents will be enthralled by myriad opportunities for wellness, fitness and dining, before retreating to their intelligently designed one, two or three-bedroom apartment.





United Arab Emirates

Chelsea Residences

- Dubai





United Arab Emirates

Chelsea Residences

- Dubai





United Arab Emirates

Chelsea Residences

- Dubai





United Arab Emirates

Chelsea Residences

- Dubai





United Arab Emirates

Chelsea Residences

- Dubai



Multi-million Luxury Home

Reunion Florida



USA - Florida



Multi-million dollar home available - New Construction - Custom built Luxury Home - Good Investment - Large Mansion and Very Upscale.

Advanced surveillance systems provide 24/7 monitoring, high-definition cameras, motion detection, remote access, and reliable security for homes or businesses.

Higher security ensures robust protection with advanced technology, access controls, surveillance, alarm systems, and professional monitoring for maximum safety.

A landscape garden features lush greenery, vibrant flowers, serene pathways, decorative elements, and tranquil spaces for relaxation and enjoyment.

A firefighting system includes sprinklers, fire alarms, extinguishers, and suppression technology, providing rapid response and enhanced safety during emergencies.

The children's play area offers safe, engaging spaces with playground equipment, soft surfaces, and interactive activities for endless fun and exploration.



To Be The Most
Trusted Name In
Global Real Estate.

www.deloatchenterprises.com