

# Vertical Real Estate for a Horizontal World: Hacking the Data Center Campus with the Florida Condominium Act

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The demand for data centers, fueled by AI and cloud computing, is insatiable. In Florida, this "digital gold rush" is colliding with a trifecta of physical and regulatory barriers: a strained power grid vulnerable to hurricanes, complex zoning and land-use hurdles, and growing scrutiny over water consumption for cooling in a humid climate.

For developers, investors, and the capital partners they represent, the primary challenge is no longer just *building* a data center; it's *financing* and *phasing* a multi-billion-dollar campus on a single parcel while navigating a political and entitlement minefield.

Traditional subdivision is too slow, too political, and too inflexible. A single-asset financing for a 100 MW "spec" campus is a lender's nightmare. What if the solution isn't a new zoning category, but a creative application of a 1960s real estate structure typically associated with beachfront high-rises?

Enter the Florida Condominium Act.

For the uninitiated, this sounds absurd. But for seasoned real estate counsel, it is an ingenious "hack" – a way to legally and vertically partition a single, massive asset into distinct, financeable, and sellable parcels of real property. It is, perhaps, one of the more powerful and overlooked tool for de-risking the modern data center campus.

## Yes, It's Legal: The "Nonresidential Condominium"

The first question someone not steeped in Florida condominium law might ask is, "Isn't Chapter 718 for residential?"

The answer is a resounding *no*. The Florida Condominium Act is a versatile, and often misunderstood, statute. It explicitly contemplates and provides for non-residential use. In fact, the Act's definition of a "Residential condominium" explicitly carves out parcels where the "use for which the

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units are intended is primarily commercial or industrial".

This distinction is a critical advantage. The legislature recognized that the abuses and consumer-protection needs of residential condos were an unnecessary burden on commercial ventures. As a result, Florida law expressly exempts "nonresidential condominium" associations from many of the Act's most restrictive operational provisions, such as those related to proxies and board elections.

This creates a best-of-both-worlds scenario: the legal power of the condo structure without many of the operational headaches.

## The Data Center as a Vertical Campus: Units vs. Common Elements

The true ingenuity of this structure is how perfectly the data center business model maps onto the condominium legal framework.

A condominium is, at its core, two things: Units (portions of the property subject to *exclusive ownership*) and Common Elements (portions of the property *not included in the units*, in which all owners have an undivided shared interest).

Now, apply this to a data center campus:

### The "Units": The Data Halls

In this model, the "Unit" is not a 2-bed, 2-bath. The "Unit" is a 30-megawatt, high-security data hall. It is a separate parcel of real property that can be owned, leased, financed, and sold independently of every other data hall on the campus. An operator can buy "Unit A," a hyperscaler can lease "Unit B," and a private equity fund can acquire "Unit C" as a stabilized asset.

### The "Common Elements": The \$100M Infrastructure

This is the "hack." The Common Elements are the wildly expensive, mission-critical infrastructure that all the units must share. This includes:

- The on-site, utility-grade substation.
- The "generator farm" and UPS battery rooms.
- The central cooling plant and water recycling facilities.
- The "meet-me-rooms," fiber conduits, and physical security perimeter.

The Declaration of Condominium becomes the master governing document that allocates the *cost, maintenance, and usage rights* for this shared infrastructure among the unit owners.

## The Business Case: Why This "Hack" Could Unlock Billions

This legal structure directly addresses two of the biggest business problems in data center development: *financing and speed*.

### The Phased-Financing & Capital Recycling Hack

Lenders and capital partners are loath to fund a \$1 billion speculative project. They love to finance a \$100 million stabilized asset with a 15-year lease to a high-credit tenant.

The condo structure is the legal mechanism that allows a developer to "eat the elephant one bite at a time."

- **Phase 1 (Development):** The developer gets a high-cost construction loan to build the "Common Element" infrastructure (the substation) and *one* asset: "Unit 1."
- **Phase 2 (Stabilization):** The developer pre-leases "Unit 1" to a hyperscaler. The moment that lease is signed, "Unit 1" becomes a "stabilized asset."
- **Phase 3 (Refinance):** The developer now gets a *separate, low-cost, long-term* permanent loan on *only Unit 1*. The lender's collateral is a "separate parcel of real property" with a "bond-like" cash flow from a credit tenant.
- **Phase 4 (Recycle):** The developer uses the loan proceeds to pay off the construction loan and *recycle* the equity into building "Unit 2," which starts the process all over again.

This structure allows for a more flexible financing structure and maximizes optionality, allowing different investors (high-risk P/E for development, low-risk infra funds for stabilized units) to participate in the same campus.

### The Subdivision & Speed-to-Market Hack

A data center campus must first go through the rigorous (and often political) zoning and entitlement process for its intended use. One challenge, historically, has been in phasing the project. Getting a traditional subdivision plat approved for each new phase is a slow, expensive, and political process.

This is where the condominium structure provides its 'hack.' A condominium declaration, by contrast, allows the developer to *legally divide the entitled parcel* without needing to go through a new, sequential subdivision approval for each phase.

Creating the condo units is primarily a *recording* function. By filing a Declaration of Condominium in the public records, the developer *instantly* creates separate, conveyable parcels of real estate (the Units). This shaves months, if not years, off the *phasing* timeline by bypassing the redundant political process of subdivision, allowing capital to be recycled faster.

### The Florida Advantage: Condominium-izing Resilience

This structure is especially powerful in Florida, where grid resilience is a non-negotiable.

The state's unique vulnerability to hurricanes demands a level of infrastructure hardening (e.g., microgrids, reinforced substations) that is astronomically expensive. Instead of three separate developers each building their own (less resilient) utility connection, the condo structure allows them to pool their resources to build one "fortress-grade" energy and cooling plant, with the costs and governance managed by the association.

This "fortress-grade" infrastructure itself presents a provocative financing opportunity. The Declaration of Condominium, by legally isolating these Common Elements, could empower the *condominium association* itself to be the borrower for Florida's C-PACE (Commercial Property Assessed Clean Energy) program.

C-PACE is designed to provide long-term, fixed-rate financing for energy efficiency, renewable energy, and, critically, *resiliency and hurricane hardening*. The association could leverage this tool to fund the generators, high-efficiency cooling plant, and hardened shell – financing the most expensive components not with traditional (and expensive) development equity, but with a stable assessment paid via the property tax bill.

This structure, in effect, uses the condo association as a special-purpose financing vehicle for the campus's core resilience. For counsel, it presents the ultimate challenge: negotiating the interplay between the primary construction lender and the C-PACE capital provider, who will be secured by a senior non-ad valorem assessment.

For real estate lawyers advising on the next wave of digital infrastructure, the condominium act is the new secret weapon. It's no longer just for the beachfront; it's for the backbone of the digital economy.