

# R IN REVIEW

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Miami has, and continues to be, the front door for all Latin-Americans, especially Brazilians, for holidays, investments, or moving to this city. The Brazilians still lead in this sector.

Miami, as a city, represents what Brazilians are looking for -- a beautiful place that is considered the perfect paradise for buyers, while adding to this -- the comfort and security that Miami offers.

The city is the number one destination for Brazilians. The Greater Miami & Visitors Bureau maintains that Brazil is the first partner of Florida, either in investments or buying.

To some, Miami is their living address. To others, the second residence for vacations.

Regarding investors, a huge percentage of wealthy Brazilians are here to buy luxury real estate. For them, Miami represents a secure place where they invest their money without the fear of any instability or fluctuation of the market. It is an investment that

guarantees good return. Many of the biggest developers in Miami target Brazilian buyers. They still are on the pole-position as first buyers in the luxury category, followed by Russians, Canadians, and Americans.

In each new development, it is almost sure that between 20 to 30% will be acquired by Brazilians. The year of 2013 was no surprise when 43% of the entire inventory of luxury real estate was sold to Brazilians.

Those condos offer beauty, comfort, and sophistication. They also provide services with spectacular infrastructures like St Regis in Bal Harbour, Regalia in Aventura, Jade Resort, Trump Towers and Acqualina in Sunny Isles.

In the Luxury category, there are many projects in Miami ranging from 4 million, the cheapest, to more than 60 million dollars. The signature of those beautiful projects come from the best architects in the world -- Swiss, Italians, Argentinians, and also the Brazilian architect João Armentano. They all are

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the “brains” behind the beauty that soon will embellish Miami.

Among new projects, like Porsche Design Tower launched by Group Dezer, has the innovative Dezervation (lift). It is a new concept that allows its owner to park the car in the front door of the unit with complete privacy.

Another great project in Sunny Isles is the newest and recently launched Turnberry Ocean Club from Turnberry Associates. The Soffer family has more than fifty years of building and innovating significant projects. In their portfolio are Aventura Mall, The Fontainebleau Hotel, Turnberry Isles Resort, Porto Vita, and others in the cities of Las Vegas, Washington D.C, and the Bahamas.

In this spectacularly new development, the famous architects Carlos Zapata and Robert Swedroe, have projected the “Sky Club” for Turnberry Ocean Club. Sunny Isles is considered the “Millionaires Road,” and this new project will have a unique “Sky Club” within an area of 3000 m<sup>2</sup>. Certainly it will have the best sunrises and sunsets of Sunny Isles. Turnberry is a ten billion dollars portfolio company.

Zaha Hadid, the great “Dame” Architect, and the only woman to win the most significant Pritzker Prize twice, was also signing one of the most incredible projects in Miami. It is the One Thousand Museum Tower. Recently launched, it will have sixty-two floors of pure luxe with prices ranging between 5.7 to 49 million. Zaha is internationally well known for her futuristic designs. The building will be the first one in Miami to have its own heliport. Unfortunately, the world lost the acclaimed Zaha who came to inspect the construction and died suddenly on April 16. Her creations will remain.

Miami exerts a strong attraction to the ones who love diversity. The sun, the beaches, and its multicultural flair, made Ugo Colombo, from Milan, choose to stay. He came to study at the University of Miami in 1983 and never left. Ugo is a pioneer in the skyline of Miami. In the financial heart of Miami, Brickell Avenue, are some of the most beautiful buildings developed by his company, including Bristol Tower, Santa Maria, Epic Residences, and the recently launched Flatiron.

Flatiron will have 549 units. It will be the last construction on Brickell Avenue and has been projected to have a 360-degree panoramic view. It will be at 736 feet street level.

Miami is flourishing again with luxury and superb buildings.

In Ugo word’s “Miami has evolved into one of the leading world markets of luxury living.” ■



Ugo Colombo's commitment to timeless style, breathtaking luxury, and meticulous detail has been a constant in the sea of change that has come to define Miami real estate over the past 20 years.

It was then, in 1993, that the Italian-born developer's CMC Group began building Bristol Tower, the condo that ignited the luxury residential boom in Miami. Bristol Tower's success followed by the launch of Santa Maria in 1996, the 52-story tower whose 'mansions in the sky' reshaped the Brickell skyline and put the district on the map as one of the world's top-tier luxury markets. Since then, Colombo has focused on developing only three condominium developments – Porto Vita in 2004, Grosvenor House in 2005 and EPIC Hotel & Residences in 2008.

The time no accident. In a condo market characterized by dramatic boom-and-bust cycles, Colombo has made a habit of developing at his pace: one building at the time, nothing more and nothing less.



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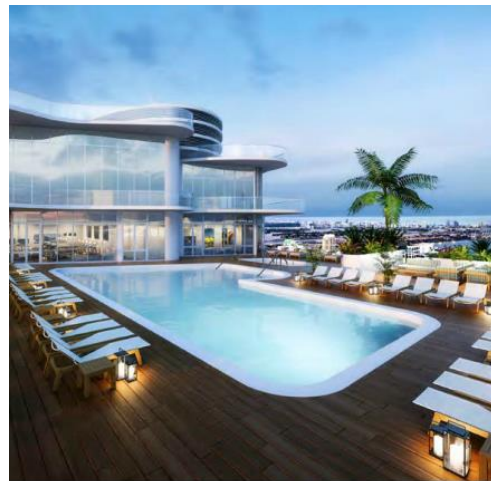
64-story Brickell Flatiron tower will be one of the country’s tallest all-residential buildings in the U.S. when it opens.

“Brickell Flatiron’s height will add another iconic element to Miami’s skyline, but the project also represents a bookend to a 20-year era that dates back to 1996,” said Colombo. “Since we built Santa Maria, Brickell has emerged as one of the most desirable neighborhoods in the world – a cosmopolitan district that embodies the urban Miami lifestyle. Our firm ushered in that brand with Santa Maria and we’re perfecting it with Brickell Flatiron.”

To give his vision life, Colombo is partnering with architect Luis Revuelta, Italian master designer Massimo Iosa Ghini and artist Julian Schnabel to create a one-of-a-kind environment. Schnabel, the famed American painter, and filmmaker is designing exclusive, large-scale artwork to adorn the building’s public spaces, creating a focal point for visitors and residents alike.

The crown jewel of Brickell Flatiron will be a Sky Spa and pool deck perched 64-stories over downtown Miami – offering residents panoramic 360-degree views of the cityscape and Biscayne Bay. Colombo’s decision to dedicate the building’s penthouse to all residents – rather than a private owner – echoes the placement of a penthouse spa and fitness center at Santa Maria.

“Miami has evolved into one of the world’s top markets for a luxury living, and no developer is more responsible for that rise than Ugo Colombo’s CMC Group,” said Vanessa Grout, president of CMC Real Estate, the sales, and marketing arm of CMC Group. “Brickell Flatiron will continue that tradition by offering residents the highest caliber of quality and design, the most central location, and some of the market’s unique amenities.” ■



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## UGO COLOMBO

FOUNDER & CEO, CMC GROUP

Ugo Colombo has played a pioneering role in the development of Miami’s downtown skyline. He is widely regarded as one of South Florida’s most respected and successful residential and commercial developers. Born in 1961 in Milan, Italy, Mr. Colombo came to the United States in 1983. His real estate career began while studying at the University of Miami. After acquiring and selling the inventory in two Brickell Avenue buildings - the Imperial and Villa Regina Condominium, Mr. Colombo and his company, CMC Group, focused on the design and construction of high-rise luxury condominium buildings on Brickell Avenue, Miami Beach and Aventura.

Ugo Colombo has developed many landmarks on the Miami skyline - Bristol Tower and Santa Maria on Brickell Avenue - both which helped redefine the luxury condominium market in South Florida. He also played a significant role in the rejuvenation of Miami Beach’s South Beach community by redeveloping two of Ocean Drive’s most important Art Deco hotels: the Waldorf and Casa Grande. In Aventura, Ugo Colombo participated in a joint venture to create the ultimate in country club living, Porto Vita, a Mediterranean-style village located along the Intracoastal Waterway. Ugo Colombo’s most recent development successes include Epic Residences and Hotel, a 55-story luxury condominium and hotel at the mouth of the Miami River in downtown Miami. Grovenor House, a 166- unit luxury condominium project completed in 2006 in the heart of Coconut Grove, and Beach House 8, a luxury boutique condominium on Miami Beach.

In 1994, Ugo Colombo acquired The Collection, a seven-franchise luxury automotive dealership ranked as one of the top-performing luxury car dealerships in the United States.

In 2002, CMC Group completed a 750,000-square-foot mixed-use office/retail development in Coral Gables to house The Collection and third-party office and retail tenants.

