

## WELCOME DALUXURY REALTY NEWSLETTER DECEMBER 2015







#### "MAGIC CITY" MIAMI MATURES INTO FINANCIAL, INTELLECTUAL OWN

Miami's investment potential reminds me of Hong Kong 10 years ago.

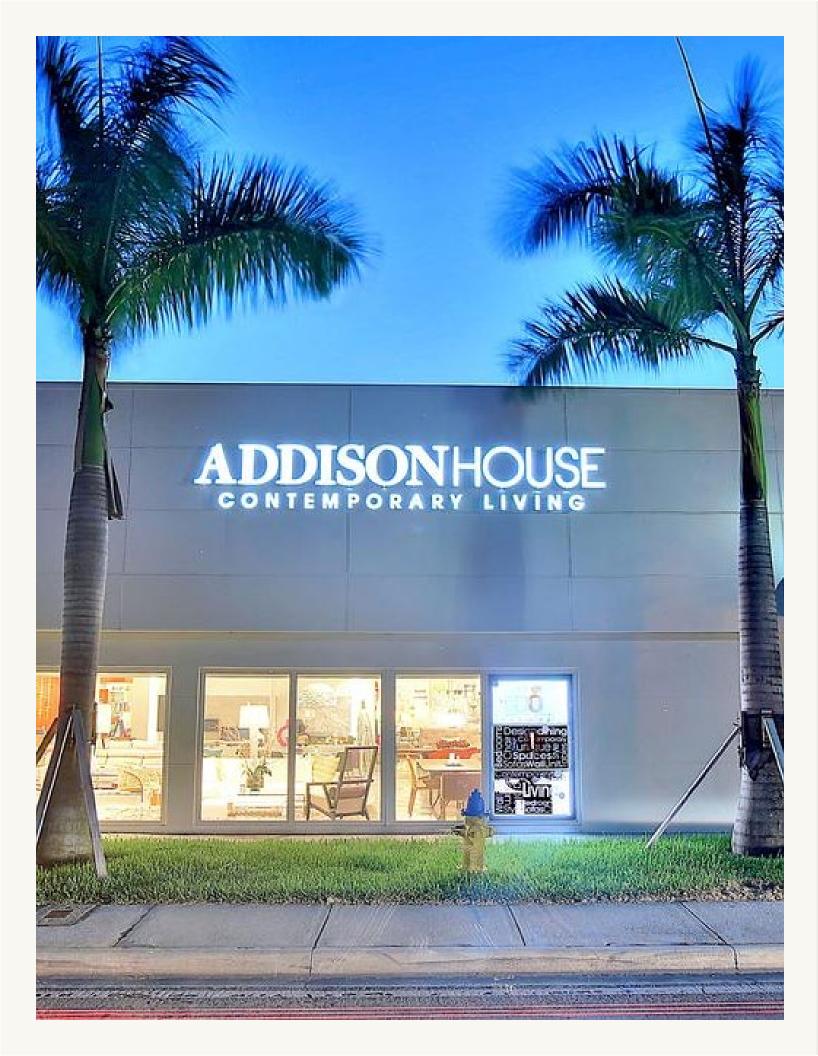
Like Hong Kong, Miami has always been a tourist favorite, but today the world's wealthy rank the "Magic City" of Miami as their No. 7 top destination. This level of widespread support speaks to the city's recent maturation into a world-class city for investment.

I feel privileged to have contributed to Miami's growth through the management of a portfolio of more than 150 clients, each of which has a net worth of at least \$10 million. Together, we have invested in Miami's future. Additionally, I am honored to be a board member of the Florida Grand Opera, one of the state's longest standing cultural organizations, which is expanding its role in the community.

The level of both public and private investment in the city over the last decade fueled our confidence. The PortMiami Tunnel, new museums, a new passenger rail system for both local and statewide commuters, and expansions at the sea- and airport have helped position Miami for long-term sustainable growth.

I am inspired by the change and feel like Miami's best years are yet to come.

Diego Arnaud Founder & CEO DA Luxury Realty



#### DIEGO ARNAUD CLOSES ADDISON HOUSE'S DESIGN DISTRICT LEASE

Addison House will soon have a new cutting edge store in the Design District thanks to Diego Arnaud.

With the help of his firm DA Luxury Realty, Addison House finalized the lease that will have the international luxury furnishings company opening its third location in early 2016. Not only will visitors be able to buy the best quality furniture in the world at the new store, but it will also feature the first of its kind, in-store café.

Internationally renowned architect Kobi Karp Architecture & Interior Design will design the 12,000-square-foot store. Co-brokers Diego Arnaud and Monte Greenberg of DA Luxury Realty represented Addison House in the transaction.



#### DIEGO ARNAUD ATTENDS HARVARD SCHOOL OF BUSINESS

Seeking to serve his clients better and deepen his network of contacts, Diego Arnaud enrolled at the Harvard School of Business.

The CEO and Founder of DA Luxury Realty completed a weeklong, executive level course taught as part of Harvard's Real Estate Management Program. The curriculum focused on Finance, Design and Leadership.

Arnaud plans to enroll in another program next winter focused on Private Equity, Viability of Mixed-Use Developments and Securitization of Real Property.



### FLORIDA GRAND OPERA TAPS DIEGO ARNAUD TO HELP SELL HQ

Taking advantage of Diego Arnaud's deep knowledge of the commercial real estate market, the Florida Grand Opera has asked him for help as the organization considers selling its headquarters.

Not only did Arnaud serve on the committee that reviewed third party brokers, but he will also provide guidance to the non-profit as it considers its future including a possible relocation.

As a member of the board, he has also helped bring new energy and ideas to the organization. With his help, Tango Operita Maria de Buenos Aires made the trip to Miami from Argentina for the first time and a celebration of the lifetime achievements of the beloved opera star Debra Voigt was a huge success.



# DA LUXURY CLIENTS MAKE WINNING INVESTMENTS IN SUNNY ISLES

To hedge against a possible correction in the new construction condo market, Diego Arnaud is advising investors to stick to the basics - beachfront, brands and new construction offering highly personalized service to owners.

With three condo purchases at Ritz Carlton Residences Sunny Isles valued at more than \$6.5 million happening within minutes of each other, few would think things could get better at the sales center. But that is exactly what happened when one of Arnaud's clients decided to double his investment, buying a unit valued at more than \$4 million instead of one valued at half that. Once all the reservations were made, the overall purchase between the three clients totaled about \$8.4 million for the developer, a joint venture of Chateau Group and Fortune International. The units are now selling for 20 percent more.

The "x-factor" is Arnaud's relationship with the developer, which gives him exclusive access to the inventory before anyone else. That kind of relationship is one key to his success.



Diego Arnaud joins select group of developers and luxury watch collectors at International Watch Company workshop





The Prive, a condo masterpiece on tony Williams Island, launched its sales center. Diego Arnaud at its exclusive party.







Related Group Chair Jorge Perez and VP Sonia Figueroa sharing secrets of the Philippe Starck SLS Condos Brickell project with Diego Arnaud.





Michelle Judd Lyn, Porsche Design Tower Sales Chief, and Diego Arnaud at the groundbreaking at Porsche Design Tower.







Expert guidance is key to making the right investment at the right time, especially in a market as dynamic as South Florida's. Please submit your email to continue receiving relevant news about South Florida's real estate market. Thank you for your time.



