

The Needle

COMPASS

Our homes have become everything to us. What does your place in the world mean to you right now?

VOLUME 15



The Needle

FOREWORD

I never cared for History class. I spent most History lessons memorizing whatever I was being told. Not because it was interesting, but because I wanted that A on the test. History was a means to an end.

Today I remember details of the American Revolution because Lin-Manuel Miranda wove our nation’s story into the most masterful musical of our lifetime. I was taking my mother and my sister to see Hamilton at the Arsht Center on Friday, March 13th. It was their Christmas gift from me. The three of us hadn’t been to a Broadway show together since Ragtime at Broward Center, sometime in the mid 90s.

Around 1PM that day, all Hamilton shows were suspended. Shortly thereafter, public schools began closing. At the office, my team packed up monitors and keyboards in preparation for what we hoped would be a two-week Work from Home stint. What comes next?

America’s great unfinished symphony is a memoir composed of the tests that make us who we are. We will add notes to its sheet music from home offices and kitchen islands. We will block out choreography in living rooms with our AirPods on maximum volume.

And we will rise. It’s what we do. That is the gleaming history lesson we get to come home to.

With grit and grace,

Victoria Coster
Regional Marketing Director, Compass Florida

Cover Listing Agent: MB Team (turn to page 41 for listing details)

Inside Cover Listing Agent: Audrey Ross (turn to page 37 for more listings)

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#1

LARGEST INDEPENDENT
BROKERAGE IN THE COUNTRY

300+

OFFICES ACROSS 130+ MARKETS

15K+

AGENTS NATIONWIDE

\$88B

2019 SALES VOLUME

900+

AGENTS IN FLORIDA

Boca Raton



8495 Twin Lake Drive | SOLD

Boca Raton \$2,100,000 6 Bed 7.5 Bath 7,166 SF



The Pam & Toni Team

pamandtoni@compass.com 561.716.7526



Characterized by its golf courses, parks and beaches, Boca Raton is where leisure meets modern-day luxury. Unlike much of the southern coast of Florida, Boca offers an untouched shoreline boasting natural beauty. Step away from the coast and you will find an abundance of gourmet dining spots, high-end shops and world class spas. Boca Town Center and Mizner Park are popular retail destinations. For utmost relaxation, Boca Raton Resort & Club features an exclusive beach club and wellness retreat. Neighborhoods like Long Lake Estates offer a unique and unparalleled quality of life you can only truly experience when you are here.

Intracoastal Living is Yours



629 Idlewyld Drive
Fort Lauderdale \$5,200,000
6 Bed 6 Bath 5,394 SF



Welcome to one of Idlewyld's most prestigious estates available, overlooking the intracoastal. Offering the convenience and ease of today's standards, while honoring the architectural details and integrity of its classic Spanish Colonial design. This home boasts cathedral ceilings in the living room, French doors leading out to a courtyard, and a resort-style pool.

There is so much to love about this one-of-a-kind estate. Enjoy the outdoors on the beautiful patio or in the gardens. Craft the perfect meal in the gourmet chef's kitchen. Relax in the exquisite second floor master retreat, with a private

sitting area plus the versatility of a sixth bedroom which could be a fabulous guest house or game room that offers a full bath and office. One of the last major estates available off of Las Olas, this property boasts over 24,000 square feet. In addition, you have 103 feet of waterfront with a dock and the most amazing views of the intracoastal & prevailing breezes! This property is truly a pleasure to show.

The opportunity only improves when looking at the neighborhood. You will love the ability to walk to the beach, downtown Las Olas, and past amazing views of the intracoastal. Enjoy front row seats for the

annual Winterfest Boat Parade and annual Fort Lauderdale Boat Show from your dock.

Keep your ninety foot yacht and your thirty four foot fishing boat in your boat slip with four-post lift. There is also plenty of room left for your toys. The entertainment space on the dock is nearly 650 square feet with room for lounging, dining, barbeque, or anything else you can imagine. All this, only 330 feet away from your backyard.

Are there properties comparable to this waterfront property? Not many. Are there properties comparable with privacy too? Not likely.



Liz Caldwell Group
liz.caldwell@compass.com 954.646.6332



The Jo-Ann Forster Team Advantage

\$2B+

real estate sales
in South Florida

Top 25

consistently ranked
in the top 25 agents
in all of Florida

30+

years of helping
people find their
place successfully

Jo-Ann Forster and her team know each home has a unique story to tell and they fuel each real estate transaction with indispensable human connection.

More than knowledgeable sales people, they're one of Miami's most experienced and successful agent teams. Client-centric and results-oriented, these experts provide proven results while never losing sight of their clients' best interests.

With exceptional negotiating skills, The Jo-Ann Forster Team advocates to get sellers the best price and buyers the best deals on the market. On the frontlines of local real estate and backed by the technology-driven power of Compass, these innovators consistently elevate the customer relationship in a fast-paced world.

How can we help you?

Our homes are bigger than brick and mortar – home is the place to make pancakes on a Sunday morning, the place kids take their first steps, the place to find solace during trying times. And now, home is the microcosm of entire lives.



1674 Nocatee Drive

Coconut Grove \$2,295,000

4 Bed 3.5 Bath 4,757 SF



3960 Utopia Court

Coconut Grove \$3,100,000

4 Bed 4 Bath 2 HB 4,326 SF



Jo-Ann Forster

info@uniquehomesofmiami.com 305.778.5555

MEET THE TEAM

Team Citron

Team Citron is focused on one thing—helping you achieve your real estate goals. We understand the stress and anxiety that often come along with moving, which is why we’re committed to putting your minds at ease by providing seamless and transparent support and communication throughout the entire process, whether you’re buying or selling.

As a mother-daughter team, we pride ourselves on treating our clients like family. And, we’re so proud that our family now includes the support of Compass. If you’re unfamiliar with Compass, we’d love to tell you all the ways that they’re disrupting the industry. From their exclusive network of the nation’s top agents to innovative programs like Compass Concierge and Virtual Agent Services, Compass is the place to be. We look forward to getting to know you soon!



Bea Citron

bea.citron@compass.com 305.606.7993

Jenna Citron Pinchuk

jenna.citron@compass.com 305.606.9267



2627 S Bayshore Drive 2304

Coconut Grove \$2,699,000

3 Bed 3.5 Bath 2,640 SF

Breathtaking bay and city views abound from this Grovenor House unit. A private elevator takes you to the spacious residence with a renovated kitchen and new floors. Residents will love the location and amenities, including gym, spa, resort-style pool, tennis courts, indoor/outdoor play areas, 24-hr concierge, 3 deeded parking spaces, valet and more. With all the exciting growth in Coconut Grove, now is the time to buy!



4245 Lake Road Miami
\$4,750,000 5 Bed 5.5 Bath 4,494 SF

Julianna Castro 305.978.0977



6350 SW 107 Street Pinecrest
\$3,990,000 6 Bed 8.5 Bath 9,132 SF

Amy Hollub 305.305.0813



271 Bayview Avenue Naples
\$3,500,000 4 Bed 3 Bath 3,083 SF

Nick Rigoni 239.823.1574



1209 N Northlake Drive Hollywood
\$1,399,000 4 Bed 3.5 Bath 3,003 SF

The Mager McQueen Group 954.673.2842

Views to Wake Up For



Faena House | 3315 Collins Avenue 8C
Miami Beach \$6,100,000
2 Bed 2.5 Bath 2,238 SF 1,190 SF Outdoor Space

Lourdes Gutierrez
lourdes@compass.com 305.206.8096



Setai Residences | 101 20th Street 3703
Miami Beach \$5,999,000
3 Bed 3 Bath 1,588 SF



Brickell Flatiron | 1000 Brickell Plaza PH5905
Brickell \$1,650,000
2 Bed 2.5 Bath

Delivering the Best Results for You



OUR SUCCESS IN 2019

\$95M

Total Sales Volume

119

Transaction Amount

\$38M+

Meike Sold Volume

\$43M+

John Sold Volume



2795 Lake Drive
Singer Island \$4,400,000
5 Bed 5.5 Bath 4,782 SF

Meike MacGreggor
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John Nugent
nugent@compass.com 561.301.3371

Maximilian Olivier
molivier@compass.com 561.635.2838

Donna Miller
donna.miller@compass.com 561.758.0484



5280 N Ocean Drive 12C
Singer Island \$575,000
3 Bed 2.5 Bath 2,200 SF



How do you decide which type of property matches your lifestyle?

A few weeks ago, we received a call from a potential out-of-state client inquiring about purchasing a home in Boca Raton. We began our search by asking what brings them to Boca Raton. What may have been interpreted as a nicety was actually an integral step in how we find our clients their perfect home.

When we first started in South Florida, anything west of the turnpike was orange groves. In the three plus decades since then, we’ve watched the area develop rapidly. The market you see today is vast and varies, and the population matches. Whether you want to live in a country club, a single family home, a condominium on the water, or in an urban setting, there’s something for everyone. So when we meet a new client, we don’t just become their real estate advisor. We become matchmakers.

The out-of-state client let us know that they were looking for a change from Manhattan and took their kids to Boca Raton a few winters ago and loved it here.

In the business of matchmaking, there is a good deal of social engineering. Real estate is never a one-size-fits-all situation. Not all families are built for country clubs, not all retirees are built for 55+ communities. We know that Boca has an excess of options. Sure, sometimes there are clients who know exactly what they want, but, in our experience, that’s far and few between. It’s often difficult for someone to truly narrow it down on their own.

By asking “What brings you to Boca Raton?” we learned our new clients had children, so they were going to be looking at schools; they were relocating from a fast-paced area, so they needed a

community with leisure options; and they have vacationed here, so they enjoyed the amenities Boca Raton had to offer.

Eventually, through explicit questioning as well as our own experience, we were able to hone in on which real estate matched our new clients’ lifestyle. The only real way to discover which real estate serves your lifestyle is to have an informed outsider fully audit you. Clients may not see the forest beyond the trees, but real estate agents are trained to do so. And after 30 years and three generations in this business, we’re experts in the fine details.

With three generations, Steve Koolik, his son and daughter-in-law, Elliot and Wendy, and their daughter Lindsey, as well as our fourteen other agents, we don’t just know your lifestyle professionally, but personally.

The Koolik Group
thekoolikgroup@compass.com 561.843.0918

The Koolik Group is Southeast Florida’s premier real estate group of 18 agents. With over 1,500 homes sold and \$1.3 billion in sales, they specialize in custom estate homes, country club and waterfront properties in Boca Raton, Delray/Highland Beach, Boynton Beach, Fort Lauderdale and Miami.

Our Agents Know Their Angles



@alex.platt_ Social Media is an important way for me to connect with my past and future clients. I'm able to showcase my personality in a fun way while providing meaningful and insightful content.



Platt Group | Alex Platt
alex.platt@compass.com 954.592.2371



@jacquielewis Social media is the place where my passions and profession intersect, and I'm able to organically engage with like-minded people.

Jacquie Lewis
jacquie.lewis@compass.com 239.227.3070



@adamkutchmire Social allows me to establish and retain personal relationships while showcasing stunning homes and sharing my favorite local restaurants, fitness spots, and shops!



The Alex + Joe Team | Adam Kutchmire
adam.kutchmire@compass.com 813.951.8184

From coast to coast, @compassfl is guiding you home. Follow along with us to learn more about Compass in Florida.



@meganprobst_compass Social Media enables me to connect to my followers by showcasing my passion for South Florida's lifestyle and the day to day of a real estate advisor.

Megan Probst
megan.probst@compass.com 954.999.2975

CAROLE SMITH

Pinecrest Resort-Style Estate

Behind the gated entrance to this North Pinecrest contemporary resort-style estate you'll enjoy endless entertainment. If you've ever dreamed of your home being THE gathering spot, this sprawling estate will all but guarantee it.

"This home offers impressive entertainment options. A regulation-sized tennis court and nearby chickee hut beg for friendly matches and competitive grand slams," comments Realtor Carole Smith. The entertainment options don't end there. Basketball hoops, a saline pool, a summer kitchen, and a sauna are among the standout features.

The star, however, may be the 1400 square foot family room and European style kitchen. "This space is massive!" says Smith. It was designed with large-group entertainment in mind. The modern kitchen boasts a six burner gas range, two dishwashers, three sinks & plenty of storage. "Another aspect of this kitchen that is beyond impressive? Seating for eight at the kitchen counter! It almost makes cooking a spectator sport!" jokes Smith.

If quasi master chef competitions and impromptu pool parties have you craving alone time, you can take refuge in one of six bedrooms or one of the three bonus

rooms courtesy of a complete remodel and expansion in 2009. "My favorite reveal, however, as I tour buyers has to be the second story exterior terrace off the master bedroom. It has a fireplace and cozy seating area. To have a personal rooftop terrace is pretty indulgent." comments Smith.

Can it get better? Apparently it can, to make living easier just turn to efficient upgrades including \$100K solar panels, a three-car garage, generator, a low-maintenance metal roof, and impact glass throughout. Access to Pinecrest schools is the cherry on top!

PROPERTY DETAILS

6460 SW 111th Drive
Pinecrest \$2,999,000
6 Bed 7 Bath 2 HB 7,199 SF





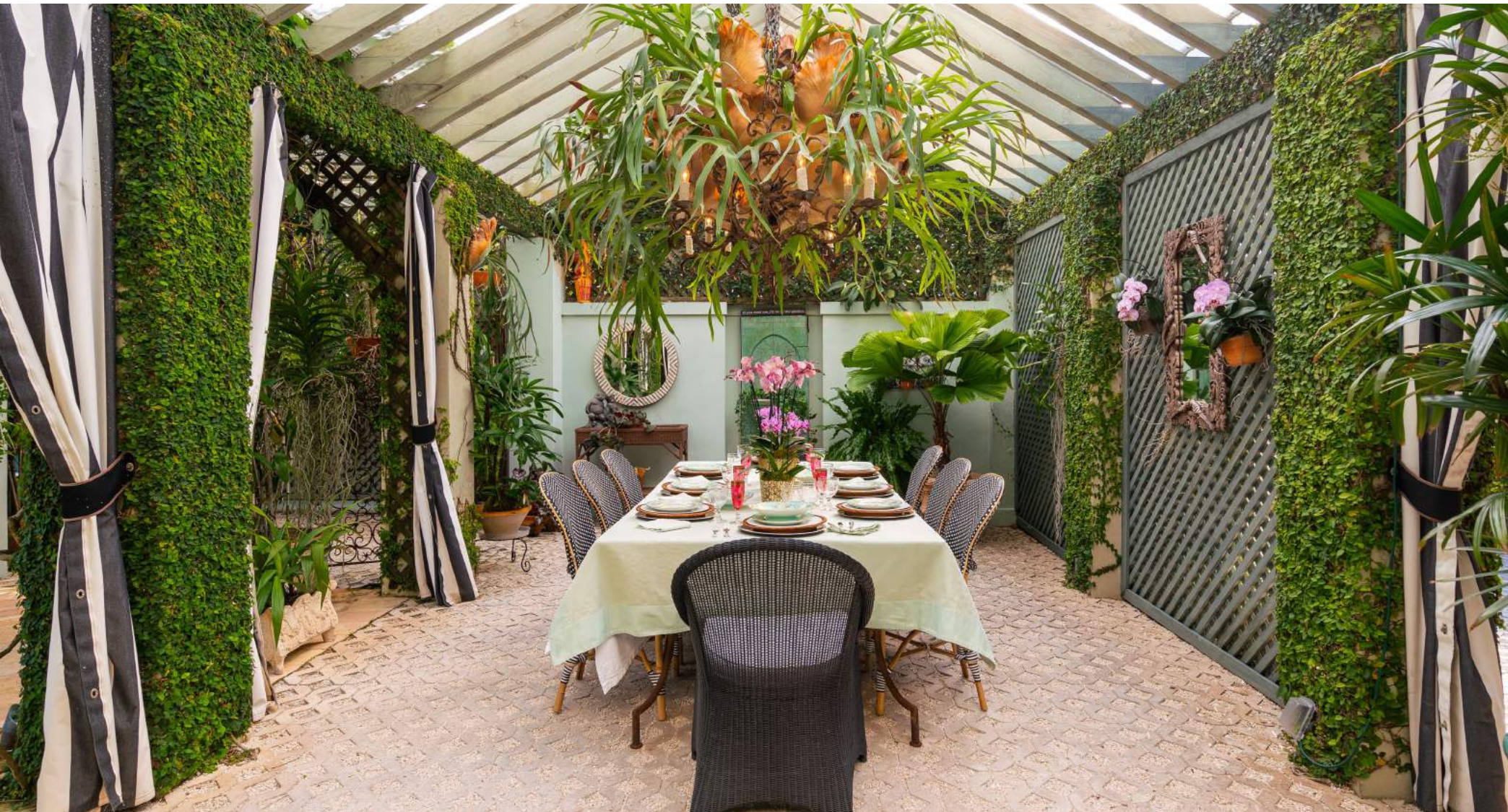
Carole Smith
veryspecialhomes.com 305.710.1010

PROPERTY DETAILS

1030 Hardee Road
Coral Gables \$3,995,000
4 Bed 4 Bath 2 HB 5,716 SF

Unrivaled
Elegance

This once in a lifetime landmark home, located in the historic French Village, underwent a substantial renovation maintaining the home’s 1920s historic integrity while adding the most modern of amenities.



The Power of Staging: Bringing a Custom-Built Home to Life

After almost three years on the market, father-daughter team Daryl and Ashley Silvers knew their new-development Naples listing needed a refreshed strategy. The exceptional home covered more than 5,000 square feet in a quiet cul-de-sac of the esteemed Royal Harbor neighborhood. Although the listing had ample interest, open house attendance, and showing appointments, buyer interest fell flat.

The Silvers Team took a step back to assess the home’s unique value. Rather than a standard rectangular layout, the home flowed outward, like a bird spreading its wings.

The custom-build design maximized the wedge-shaped lot, but seemed unnatural to prospective buyers without furniture. Because the living spaces were less defined, people struggled to envision themselves within the unusual floor plan.

According to the National Association of Realtors, staging helps 90% of homes sell faster. A similar study by Staged Homes found that 95% of staged homes sell in 11 days or less. By partnering with a local interior design studio, the Silvers Team was able to unlock the potential of the property by implementing strategic staging.

New photography captured the transformation and revamped their marketing efforts, attracting a new wave of potential buyers.

“We could not have made this sale a success without the power of staging,” Daryl Silvers said of the project. “It was a unique problem that required a unique solution. When the necessity for staging became obvious, doing so saved us time and money.” Within 90 days of staging, an offer came through for nearly 100% of the asking price.



The Silvers Team

ashley.silvers@compass.com

daryl.silvers@compass.com

THE POWER OF STAGING

National Association of Realtors Profile of Home Staging

17%+

staged homes earn at closing compared to unstaged or outdated homes

81%

of buyers believe staging makes a house easier to visualize as a future home

35

minutes more spent in a tour of a staged home verses a vacant home

BEFORE



AFTER



2275 Trout Court

Naples Sold For \$4,075,000

4 Bed 5.5 Bath 5,518 SF



Q & A

Clients of Compass with The Cherry Group

How and when did you meet Sylvia Cherry and Gary Hecht?
We met back in 2004, and I had been receiving their stunning advertising for their listings, and it truly set them apart. I heard from word of mouth that they were trustworthy and kept their promises. In their advertising they say “I Take Your Home Personally.” They do.

How was your experience working with The Cherry Group?
Their honesty, market knowledge and easy manner made a difference. There was no fluff in their presentation, just a true valuation of my home and accurate expectations for its sale. They made selling my home much easier than I expected. I was so impressed that I referred them to my high equity banking clients from Mexico. It helped that Sylvia is fully bilingual.

What is your favorite part about working with The Cherry Group?
Sylvia Cherry and Gary Hecht maintain the highest level of confidentiality. That was very important to me then and now too. But, my favorite thing was that they were only ones to show my property and never sent assistants. I always knew who was putting my key in the door.

What has changed over the years?
Well, I just listed with The Cherry Group again after 16 years. The Cherry Group changed brokers and joined Compass. I read that Compass has developed the deepest analytical tools in the real estate business. Sylvia told me that the Compass platform integrates comprehensive data where she can basically predict who and where the buyers are for a given property; artificial intelligence at work.

Sylvia Cherry
sylvia.cherry@compass.com 305.992.2211

Gary Hecht
gary.hecht@compass.com 305.607.8360

The Cherry Group’s devotion to service and their clients’ individual needs have driven their success. Sylvia Cherry and her operating partner Gary Hecht always show their listings personally, but do have additional team members who help handle administrative tasks. For 27 years, clients have loved the personal attention that The Cherry Group gives. Nancy Peterson just listed again with the team after they sold her home in The Grove 16 years ago.

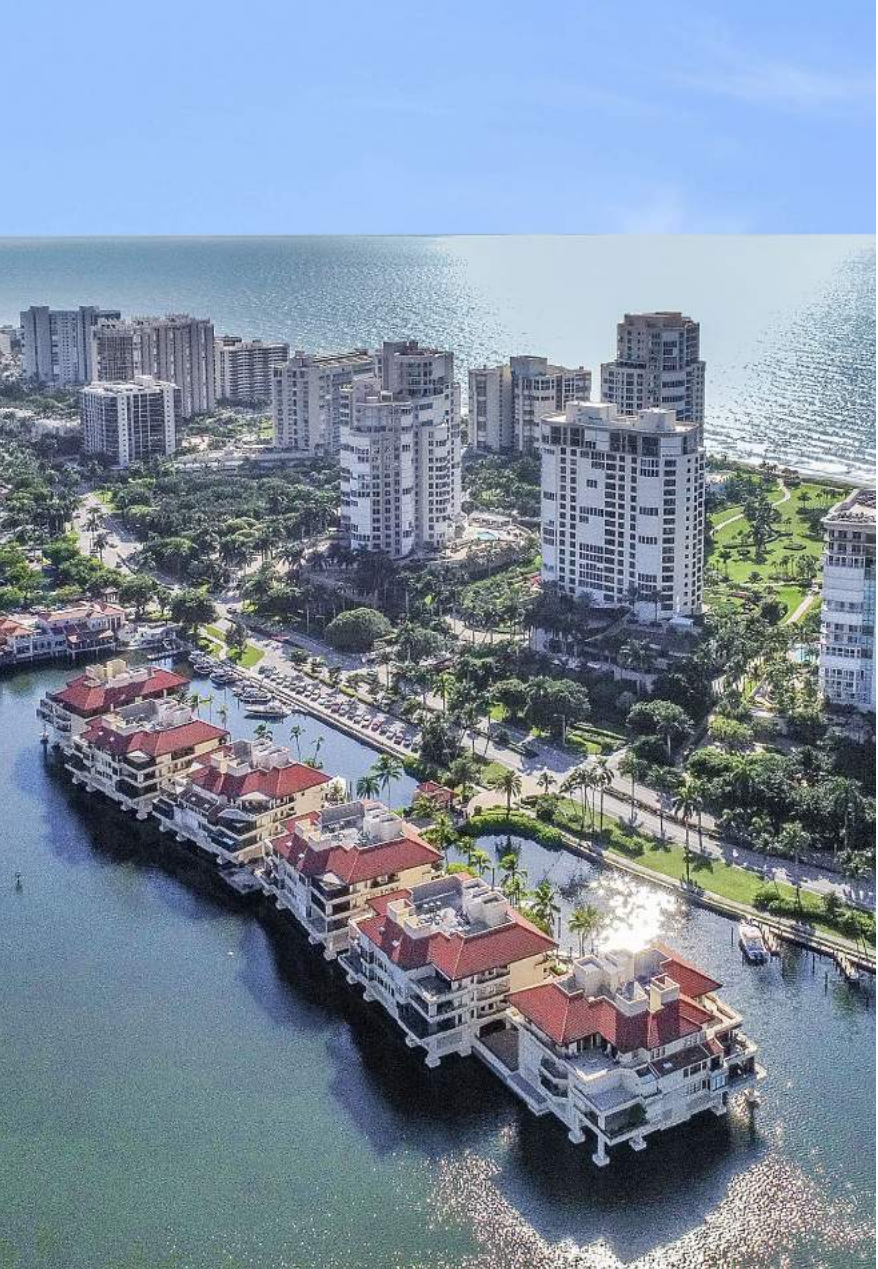
Naples Coastline



4051 Gulf Shore Boulevard N 1101
Naples \$1,999,000
3 Bed 3 Bath 1,950 SF



Denny Bowers
dennis.bowers@compass.com 239.272.6917



Nestled along Florida’s Gulf Coast, Naples is a slice of paradise with a place that everyone can call home. As the population grows and the city expands, waterfront land becomes more scarce, making Naples Coastline increasingly exclusive and valuable. You’ll find no shortage of excellent dining and shopping, along with endless opportunities for water recreation on the Gulf of Mexico. Whether you’re looking for a starter home or penthouse views, an investment property or luxury amenities, Denny can help you find your place along the shore.

Where The City Meets The Shore



711 N Ocean Boulevard
Delray Beach \$11,950,000
7 Bed 7 Bath 7,174 SF



This quintessential beach retreat is just steps to the gorgeous Atlantic shore and only a few more steps to what is often referred to as the “coolest street” in Palm Beach County, Atlantic Avenue. Ideally situated, perched above the dunes, on one of Delray Beach’s best oceanfront locations sits a new standard in coastal contemporary luxury living. As you enter through the front gates of this home to the teak boardwalk and step through the front doors, you will discover a casually sophisticated beach house with over 7,100 square feet of air conditioned living with spectacular ocean views from all vantage points. This seven bedroom seven and a half bath home features

an additional upstairs family room, fitness center, and office area. Cool, clean finishes such as slate and ipe wood floors complement the azure waters of the Atlantic, and soft sandy beach just outside the door. A lower level master suite, and two guest suites are designed for privacy as well as first floor convenience. Upstairs features guest suites with walkout balconies and endless ocean views.

This house is designed to enjoy living on the beach and is architecturally focused in this regard. The chef’s kitchen features an oversized island and abundant cabinetry, storage, and commercial grade appliances. This home also features upstairs and

downstairs laundry rooms for added convenience. A full service elevator, full hurricane impact glass, metal roof, and whole-house generator keeps you at ease and prepared for whatever mother nature delivers. Step outside to the heated pool and swim laps while the waves breaking on the shoreline create a backdrop incomparable to most anything. Walk down the private beach path through the sea grass naturally protecting the dunes, and take a walk or run on the beach or simply disconnect from the world. The choice is yours. 711 N Ocean Blvd is where the City meets the Shore. Your next day in paradise awaits.



Chuck and Katy Luciano
homes@sflalux.com 561.706.7144



Mid-Beach



3801 Collins Avenue 501, 502
Miami Beach \$3,000,000
6 Bed 6 Bath 3,331 SF



4403 Pine Tree Drive | SOLD
Miami Beach \$7,330,000
9 Bed 10.5 Bath 10,012 SF



This eclectic town is exalted for its community restaurants and businesses, beachfront high-rises, and unadulterated stretches of beautiful sand. You'll fall in love with the yacht culture, resort style living, and central location. Enjoy sunrise walks along the Atlantic Ocean accompanied by Art Deco beachside hotels. With a broad range of price points throughout the market, you'll find everything from condos to single family homes available in this neighborhood. Property in this area is some of the most exclusive in the county, and you won't want to miss what's in store.

Mendel Fellig Group
mendel.fellig@compass.com 305.632.8803



8815 Arvida Drive Coral Gables
\$14,850,000 6 Bed 8 Bath 2 HB 12,839 SF

Audrey Ross 305.206.4003



3409 South Flagler Drive West Palm Beach
\$3,000,000 5 Bed 5.5 Bath 4,867 SF

Elizabeth DeWoody 561.308.0931



3715 Kings Way Boca Raton
\$1,950,000 5 Bed 6.5 Bath 5,481 SF

Erin Friedman 954.448.0573



80 Hendricks Isle PH2 Fort Lauderdale
\$1,950,000 3 Bed 3.5 Bath 2,904 SF

Barkin-Gilman Group 954.675.6656



How do you find the perfect merger of horse and home?

When working with clients on an equestrian property, real estate agents must have specific knowledge about caring for horses. From modest homes with barely enough land to house an aging family pony, to multi-million dollar equestrian estates, few types of property require such a specific field of knowledge. This knowledge includes considering equine health care, safety, state liability laws, and pasture management.

Most first-time equestrian property buyers already own at least one horse, if not more than one. Usually, they are paying to keep their four-legged friend at someone else’s facility. For any number of reasons, these owners have decided they want to move somewhere where their horse can live with them. Many horse farm buyers have dreamed of the day they could wake up, make a cup of coffee, and go out to care for their own horse. This is a very emotional and exciting process for them, and they will have done extensive research.

There are various disciplines of horses—racehorses, hunter, jumpers, polo, and dressage, which all have various needs. Buyers need to consider the size of rings, training tracks, footing, types of barns and stables, turn-outs, and feed rooms. Buyers also need to ask questions about the property distance from vet or equine hospitals. These and more are crucial conversations to have before buying a horse property.

Purchasing a horse property is unlike any other real estate venture. The right horse ranch for you is dependent on many factors that go into determining if the property is a good fit. As an expert in horses and real estate, I pride myself on a deep knowledge and understanding of each discipline and all situations. I love being able to combine my two passions and am never more excited than when I find my clients a home for their horses.

Cinthia Ane’ Team
myluxuryhomesouthflorida.com 954.295.4207

The Cinthia Ane’ Team is a group of multilingual, multigenerational luxury real estate agents. With over 100 years of high-end real estate experience as a group, they’re able to offer unmatched expertise and unrivaled access to distinctive properties throughout South Florida.

The Cinthia Ane’ Team handles all types of properties, including estates, houses, condos, townhomes, and more. From sales of homes in Southwest Ranches for the horse lover, to rentals of waterfront condos for the beachcomber, their network of highly-qualified professionals prides itself on always creating the perfect match between an extraordinary property and extraordinary people.

Enjoy the Luxurious Life



555 Casuarina Concourse
Gables Estates \$5,995,000
5 Bed 4.5 Bath 10,408 SF 1.10 Acre Lot

Audrey Ross Team
aross@miamirealestate.com 305.206.4003



5045 SW 82 Street
Ponce-Davis \$3,997,000
6 Bed 5.5 Bath 9,292 SF Acre + Lot



355 Costanera Road
Cocoplum \$3,295,000
5 Bed 5 Bath 4,750 SF 15,950 SF Corner Lot

Real Estate from a Distance

When The Coffey Team listed the historic 1876 Bronson Cottage, just prior to the COVID-19 pandemic, one of the crown jewels of Historic St. Augustine, they knew they would need to think outside of the box to expose it to the right clientele. “This is the type of property that will likely sell to someone from not only out of town, but from out of state as a destination purchase,” said Janie Coffey. With its close proximity to the center of town, its historic

recognition, and the incredible features, the property is certainly unique. The home had only been on the market a short time when everything changed. Showings, open houses, and the overall real estate process had to be adjusted to work within the current climate. The team quickly adapted and launched a Virtual Open House that would stream not only across the country, but across the Atlantic. The Facebook Live event resulted in 12,000 views, 500+ comments,

and many shares. Visitors to the Virtual Open House came from Italy and other far off locations. With a typical open house, these viewers might have never had the opportunity to see this incredible listing. “We were thrilled as were the sellers, knowing that we are not just sitting home waiting for this to pass, but actively adapting and changing to keep exposing their home to the world,” said Coffey.



252 St. George Street
St. Augustine \$1,299,000
6 Bed 6.5 Bath 4,718 SF

“We are so thankful
to our team of listing
agents for being
innovative and working
in these unique and
uncharted waters.”

Current Homeowner of Bronson Cottage

Janie Coffey Team
janie.coffey@compass.com 904.525.1008

MEET THE TEAM

The Alex + Joe Team

The Alex + Joe team is one of South Florida's most respected and award-winning luxury real estate groups with over \$390M in total volume sold. The dedicated team covers the coastline from Miami to the Palm Beaches with referral partnerships spanning the entire globe, enabling them to move their clients forward without boundaries.

Comprised of Principals Alex Miranda and Joe Padula, the team has grown to include Lady Torres, Director of Operations, Jill Kafin, Client Care and Listings Manager, Leslie Cooper, Commercial SVP & Partner, Ramon

Rodriguez and Lucas Gomez, Directors of Sales, a full-time Marketing Director, and nine global real estate advisors.

The team principals are members of the Master Brokers Forum and recognized for their outstanding contributions to the real estate markets of South Florida. Advocates for smart growth and planned urban development, Alex + Joe helped shape Midtown Miami from its inception and continue to do so as elected officials serving as board members of the Midtown Miami Community Development District.



The Alex + Joe Team

info@alexandjoe.com 305.928.8844



900 Biscayne Boulevard 4701

Downtown Miami \$1,375,000

3 Bed 3.5 Bath 1,694 SF

Luxury is in the details. Step into this magnificent residence by private elevator and be amazed. This fully furnished home, located in downtown's Museum Park, encompasses mesmerizing panoramic views of Biscayne Bay, South Beach and the Atlantic Ocean. Flawlessly clean and modern design accompanies this spacious open floor plan with natural light from East, West and South exposures.



711 Buttonwood Lane Bay Point, Miami
\$5,950,000 5 Bed 5 Bath 3,362 SF 14,080 SF Lot

Julianna Castro 305.978.0977



4731 Lake Road Miami
\$14,900,000 7 Bed 8.5 Bath 7,341 SF 21,712 SF Lot

MB Team 305.926.9345



1017 S Rio Vista Boulevard Fort Lauderdale
\$2,799,000 5 Bed 5 Bath 4,218 SF

Liz Caldwell 954.646.6332



2200 N Ocean Boulevard S1801 Fort Lauderdale
\$4,850,000 4 Bed 5 Bath 3,301 SF

Michelle Howland 954.658.4712

Morningside

Take a deep breath: You're in Morningside! This gated residential enclave, Miami's first historic district, is an oasis of calm just minutes from the hustle and bustle of Midtown and the Design District. Morningside features an eclectic architectural mix—from Miami Modern to Mediterranean Revival. Residents enjoy peaceful strolls down tree-lined streets to lush Morningside Park, with its playground, tennis courts, boat ramp, and gorgeous Biscayne Bay vistas.



621 NE 55th Street
Miami Beach Morningside Private Exclusive
4 Bed 4 Bath 2,558 SF 16,500 SF Lot



Geane Brito
geane.brito@compass.com 917.653.6429

Rio Vista



1715 SE 10th Street
Rio Vista \$6,900,000
6 Bed 6.5 Bath 100' Water Frontage



10 Compass Point
Bay Colony \$4,000,000
8 Bed 6 Bath 2 HB 415'± Water Frontage



A friendly and unpretentious feeling reverberates through Rio Vista. It isn't a cluster of independent waterway isles, it is a true neighborhood. A large oak canopy shades the winding roads, where you'll find families exercising or riding their golf carts to Lauderdale Yacht Club. You'll stay entertained with events like classic car shows, campouts in the park, and the annual favorite Winterfest Boat Parade.

Upon entering Rio Vista, you will find an eclectic mix of historic homes and modern masterpieces. Homes range from approximately \$500,000 to \$20 million. Rio Vista is the waterfront neighborhood located the closest to the highways and is one of the oldest communities in Fort Lauderdale.

Laurie Spector JD MBA
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Buyer Giving the keys to the home and heart



Manuela and Joao had plans to celebrate their eleven years of love and get married last month. They recently moved to Miami and planned to have their civil wedding ceremony at the Coral Gables Court before heading to Portugal to have their ceremony in the church. Due to the Coronavirus crisis, the court was closed and travel plans became uncertain.

When they called me with an emergency need for a notary, I was overwhelmed with joy to tell them "I can marry you!" In the light of all of the craziness and uncertainty right now, being there for them, was exactly what I needed to lift my spirits.

"Once again you brought the key to the solution, this time, not the house key, but getting us married as a notary," said Manuela Tavares.

I am helping this beautiful couple find a home but I'm so happy I was able to help unify their love and keep their commitment to getting married yesterday.

Iliana Abella
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Seller Past clients, present challenges

One of the proudest moments a realtor can have is when your buyers become sellers, and entrust you to help them navigate another monumental life event.

My clients needed to sell quickly, and shared their concerns of the lack of successful sales in their community. A neighbor's home with the exact floor plan didn't appraise, making them extremely nervous. With the market competition and tight timeline, I knew we needed to approach this sale differently. With the right strategy, we attracted the right buyer. After a mere three days on market, the home sold to a cash buyer, avoiding the need for appraisal altogether.

My clients sold for the price they wanted, in the time they needed. The weight of the sale was off their shoulders, allowing them to focus on settling roots in their new home.



Zach Rosen
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THE SCHWARTZ TEAM

Your Pre-Construction Experts



57 Ocean | 5775 Collins Avenue 1201 | SOLD

Miami Beach \$4,500,000

3 Bed 3.5 Bath 2,104 SF



The Ritz Carlton Residences | Two Units Sold

Unit 704 – \$2,300,000 Unit 1004 – \$2,700,000

2 Bed + Den 2.5 Bath 1,750 SF

Ida Schwartz

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Minette Schwartz

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\$15M+

Pre-construction
sold in the last
6 months

The Schwartz Team, a Mother-Daughter team, is proud to announce 3 pre-construction sales (pictured left) in Miami Beach and Sunny Isles Beach. Ida and Minette, Wall Street Journal ranked with 19 years of South Florida real estate experience, are here to deliver an incomparable experience in the entire home buying and selling process.

Miami Beach | South Beach | Bal Harbour | Surfside