

South Florida **HOME**

One Bal Harbour:

A 'hidden gem' where guest ratings boost condo sales

Hotel guests who stay at the One Bal Harbour Resort & Spa consistently give it five-star ratings, and many call it "a hidden gem," says a spokesperson for the property.

"Hotel guests are some of our best buyers," says Mark Pordes of Pordes Residential, the property's exclusive on-site condo-hotel sale broker. "They love the hotel experience and find it easy to transition that passion into ownership."

With only 124 residences, the condo hotel owners group is like a private club and they share an impressive menu of services, says Pordes.

Every residence is ocean view, and because there are only two per floor some owners make a combined purchase and own the whole floor. With studios and one-bedroom prices beginning in the mid \$300,000s, many are surprised at the affordability. "To own a Bal Harbour

One Bal Harbour has a private beach club, a lush oceanview pool, cabana deck, spa and a fitness center.



oceanfront address for a price under \$400,000 is an extraordinary opportunity," says Pordes, "and people are consistently surprised. One of them said it was like going across the street to Bal Harbour Shops and discovering you could buy twice what you expected."

The 18-story glass tower stands over the ocean inlet to the bay, with commanding views of the ocean beaches, from Aventura to South Beach.

Owners not only will enjoy the private beach club – designed by Hernan Arriaga – but also a lush oceanview pool and cabana deck that is adjacent to their world-class, 10,000-square-foot spa and fitness center, plus a salon by New York's

Oscar Blandi.

"Of course, fine dining and room service are part of any five-star hotel," explains Pordes, "and here our owners can dine on an oceanview terrace, in a romantic lounge, or on their own balcony."

A staff Pordes calls "priceless," complements the \$5-million art collection.

"Guests and owners consistently tell us about their favorite staff person," adds Pordes.

The leather, wood and marble motif of the elegant lobby sets the tone for the residences, which are fully-furnished with designer finishes, right down to the 450-thread count sheets.

Pets are also welcome, which traveling owners count as a real

plus – especially the unique "Lulu Flynn Dog Program," designed by the author.

"When we opened last year, we were the first luxury hotel to come to Bal Harbour in 50 years. Now we have established ourselves as the five-star address of the neighborhood, and created this exclusive club of owners. It's a perfect fit for the Bal Harbour lifestyle," says Pordes.

One Bal Harbour condo hotel residences are open for viewing daily, with a sales gallery located in the hotel lobby. One Bal Harbour is at 10295 Collins Ave., in Bal Harbour.

To contact Pordes Residential for a personal appointment, call 786-515-6005.



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