

NoBe Bay units, garage sold

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Pordes Residential Sales & Marketing has brokered the sale of 98 units at NoBe Bay and a nearby garage in northern Miami Beach to a joint venture that includes **Arnaud Karsenti** and **Inigo Ardid**.

On Monday, Pordes Residential finalized the sale of the unfinished NoBe Bay, at 6700 Indian Creek Drive, and the unfinished 450-space parking garage, at Indian Creek Drive and 65th Street.

Merco Group broke ground on NoBe Bay and the parking garage in 2005 with financing from **Regions Bank** as primary lender and **U.S. Century Bank** as participating lender. Merco Group also owns the Deauville Beach Resort Hotel, at 6701 Collins Ave., and planned to use the garage for hotel guests and condo unit owners.

After the project stalled, all presales were cancelled and deposits were refunded.

Tate Capital, whose principal is **Jimmy Tate**, entered into an agreement in 2009 with Regions Bank to purchase the debt on NoBe Bay and the garage. Tate is also a partner and lender in the group that paid \$100 million in May for the mortgage on the Omni in downtown Miami.

After learning from Tate in May that NoBe Bay was available, Pordes Residential President and CEO **Mark Pordes** contacted Miami-based 13th Floor Investments, whose managing principal is Karsenti. Pordes worked with Karsenti on his firm's bid for a South Beach condo project that lender HSBC was in the midst of renegotiating.

The deal was complicated because Tate and Karsenti needed Group's cooperation due to personal loan guarantees and other agreements between Merco Group and the lenders that needed to be extinguished. The lenders had to agree to a price and a substantial write-down of the debt. The deal also involved making the garage available to Merco Group for Deauville guests.

As Pordes pushed negotiations forward, a second investment group, led by Ardid, appeared. Ardid is VP of **Key International**, developer of the Mint and Ivy condo towers in Miami, and owner of the Eden Roc Renaissance Miami Beach.

"Arnaud decided it was better to partner than compete," Pordes said. "Each have their own skills sets that bring value to this deal."

The new owners expect to invest between \$8 million and \$10 million to complete the tower and garage construction. Sales could begin as soon as the fourth quarter.

"The market has picked up substantially in North Beach, making this a very viable opportunity," Pordes said.

Pordes Residential is the exclusive broker for Canyon Ranch Living Miami Beach. It was previously was the exclusive broker for on-site sales and marketing of Terra Beachside, at 6000 Collins Ave., around the corner from NoBe Bay.

Over the past year, the firm has transacted several fractured bulk sales: two bulk sales for more than \$16 million at the Fontainebleau Resort on Miami Beach; the \$125 million bulk sale at 2700 North Ocean on Singer Island; the 42-unit bulk sale at One Bal Harbour; and a mini bulk deal at Peninsula II in Aventura.