

Miami's Super Amenity: Private Marinas At Residents' Doorsteps

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Monaco Yacht Club & Residences in Miami Beach, slated for completion in early 2021, will offer a marina with a dozen boat slips MONACO YACHT CLUB & RESIDENCES

What's the newest must-have amenity for Miamians? In the wake of just concluded twin mid-February events, the Miami International Boat Show and the 32d Annual Miami Yacht Show, many observers are prepared to assert it is one's own private marina. Grasping the appeal for would-be buyers, developers are increasingly setting sail with that luxe amenity in South Florida's newest crop of condominiums.

The interest in private marinas among developers and would-be purchasers is a natural in the Magic City, upon which 130,000 boating buffs the world over descend each winter to savor the two conventions. Collectively, the two shows during “Miami Boating Week” display more than 2,000 boats – the largest display of watercraft in the world.

New condominiums are vying to top each other in whipping up boat lovers' interest. Una, a waterfront tower from world-renowned architectural firm Adrian Smith + Gordon Gill Architecture, will let buyers access its private marina for bayside excursions. Fairchild Coconut Grove, now under construction, will feature three marina slips for purchase. Residents at Turnberry Ocean Club gain complimentary access to its Turnberry Marina, as well as ownership privileges. Perhaps most notably, Monaco Yacht Club & Residences has incorporated a private marina into its luxury design. “The new trend in real estate is all about comfort and the convenience of being able to close the door and leave,” says Ricardo Tabet, CEO of Optimum Development USA, developer of Monaco Yacht Club & Residences. “The condo market is particularly in demand in South Florida, where buyers seek the world-class lifestyle, exceptional amenities, sweeping water views and security the luxury condominium lifestyle affords.

“Now, condo buyers have the unique ability to have their boat docked right at their doorstep, an unparalleled opportunity to celebrate the joie de vivre of Miami Beach.”

Monaco Yacht Club & Residences is a boutique, 12-story property taking shape upon one of the few remaining waterfront parcels on Miami Beach. Scheduled for completion early next year, the development offers 39 waterfront residences that start at \$1.1 million and go as high as \$8.8 million for a 5,000-square-foot penthouse. Its 12-slip marina will be able to accommodate yachts up to 55 feet in length.

It will also employ a yachting concierge to oversee residents' yacht charters and sailing and fishing excursions that can take them and their guests on day excursions to the Florida Keys, the Bahamas, or simply along the South Florida coast. The waterfront amenities extend to paddle boarding and kayaking as well.

More than 80 percent of contracted buyers were drawn to the property by the boat slips, which each are priced at \$350,000.

Interior appeal

Once they've returned to their nautically-themed home after a day out on the water, Monaco Yacht Club & Residences owners will ascend in elegant private elevators to residences that establish a new standard in sumptuous living.

Italian designer Piero Lissoni and architectural firm Arquitectonica took painstaking care in designing the sumptuous, Riviera-inspired interiors, including such touches as elegant Italian-made fixtures and finishes.

The one-to four-bedroom residences extend in size from 918 to 5,000 square feet, each offering floor-to-ceiling windows with direct water views, European custom wood flooring and bespoke Lissoni packages. A pair of penthouses deliver sprawling living areas, including private terraces showcasing dramatic ocean perspectives.

Among observers convinced of the lasting appeal of private marinas incorporated into South Florida condominiums, none is more of a fervent believer than Tabet himself.

“Having received an overwhelming response for our 12 private slips, I wish I had more boat slips to provide our residents,” Tabet says. “There is no doubt [the] next property we develop will feature another private marina.”

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