

MIAMI-DADE MONDAY, SEPTEMBER 29, 2014

Because sometimes  
bad things just happen  
to good people.



888.395.0001 | LeightonLaw.com

OFFICIAL COURT NEWSPAPER OF SOUTH FLORIDA  
**DailyBusinessReview.com**  
An ALM Publication VOL. 89, NO. 75 \$2.00

# dbbr

## DAILY BUSINESS REVIEW



The developer of the Miami Worldcenter project is exempt from paying fees to build over public rights of way.

### DEVELOPMENT

# Miami apparently losing out on fees in Worldcenter project

by Eleazar David Melendez  
emelendez@alm.com

Before approving a \$199,000 grant to a redevelopment trust serving Miami's impoverished Liberty City, city commissioners grilled the non-profit's chief executive, going as far as questioning whether she was using public funds to pay her cell phone bill.

Pointedly asking whether her organization would be a good steward of the money, city lawmakers delved Tuesday into the nitty-gritty of the organization's finances, prodding the Liberty City Community Revitalization Trust execu-

tive about why greater effort hadn't been placed on getting matching grants from third parties.

A development agreement for the sprawling Miami Worldcenter Associates project will be on Monday's commission agenda, but that same zeal to scrutinize whether the city is getting the most bang for its buck appears to be lacking.

While a section of the agreement exempts the developer from paying fees to build over public rights of way, there is no financial analysis enumer-

SEE, PAGE A12

FROM PAGE A1

# SUNNY ISLES: People want bigger units, more amenities

has financed. Over 80 percent of the new units are under contract, according to Fortune.

Eduardo Imery, Fortune's chief financial officer, described the deal for the financing as straightforward.

"It was just a pretty simple loan for a conservative amount, even though 284

million is a large number," Imery said. "The capital structure for these projects has changed substantially from the last cycle, which means the loan is very small as compared to the old days, and likely you won't draw the full amount."

Earlier in the week, the 68-unit Muse condo project at 17141 Collins Ave.

closed on its own construction loan of \$167.6 million arranged by Cohen Financial. The lender was Delaware Life Holdings LLC, a life insurance company owned by shareholders of New York-based Guggenheim Partners LLC.

That project has sold 50 percent of its unit, a spokeswoman said. Most current pre-construction condo projects have waited until they get commitments on 60 percent to 70 percent of units before landing a construction loan. The fact the Muse project was significantly below that mark is a sign of an increasingly loose lending environment as well as lender confidence in beachfront luxury projects.

"Muse is already demonstrating success in sales, and we can't wait to see what it looks like when completed," Kevin O'Grady, senior managing director at Cohen Financial, said in a statement.

A broker who specializes in Sunny Isles Beach residential real estate said that in spite of the pipeline of projects adding to the supply, condo prices in the city are not being watered down.

"Sunny Isles is becoming the most expensive city," said ONE Sotheby's International Realty's Lana Bell, who has been in the market since 2002. "People are asking for more high end, they're asking for bigger units and of course more amenities."

"You basically sell a dream," she said.

**Eleazar David Melendez can be reached at (305) 347-6651.**



The 192-unit Jade Signature planned for 16901 Collins Ave. received a \$284 million loan from HSBC.



The 68-unit Muse condo project closed on a \$167.6 million loan arranged by Cohen Financial.