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Canadian Lovers of Luxury are Flocking to South Florida

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The recently announced strategic venture between Toronto's Milborne Group and Miami's Pordes Residential will specifically spotlight high-end residential homes in South Florida.

Milborne and Pordes' focus is to attract Canadian purchasers to The Ritz-Carlton Residences, Sunny Isles Beach — developed by [Fortune International Group](#) and Château Group — as well as Fendi Château Residences, developed by the [Château Group](#).



From left, Manuel Grosskopf of the Château Group; Edgardo Defortuna of the Fortune International Group; Hunter Milborne of the Milborne Group and Mark Pordes of Pordes Residential.

According to recent data released by the Miami Association of Realtors, Canadian consumers searched for South Florida real estate more than those from any other country. Canada overtook long-time leader Colombia to become the top international country using the association's search portal, Miamire.com, in October 2016. Since the association has been tracking the information, Canada has topped its web searches just once before (November 2013).



“These two properties offer Canadians terrific opportunities to buy real estate and/ or live in Florida,” said Hunter Milborne, CEO and founder of the Milborne Group. “I’m delighted to collaborate with Mark Pordes and his team on our first two assignments together. In fact, I’ve researched many Florida projects and was so very impressed with [The Ritz-Carlton Residences, Sunny Isles Beach](#) that I purchased a second home there.”



Designed by Arquitectonica with interiors by acclaimed Florentine architect Michele Bönan, The Ritz-Carlton Residences, Sunny Isles Beach, will comprise a beach restaurant, pool deck, kids club, spa, fitness centre and

wellness centre, among other top-line amenities. The Residences will range in size from 1,605 to 3,640 square feet, and 6,320 square feet for penthouse homes, with prices starting at \$2.5 million. Occupancy is slated for 2019.



[Fendi Château Residences](#) is located just steps from the renowned Bal Harbour Shops. Rising 12 storeys, the development features 57 exclusive flow-through residences right on the beach. Like their surroundings, the Residences create a new paradigm for oceanfront luxury living with an unparalleled degree of elegance and functionality surpassing the highest caliber of finishes.



“We are delighted to be personally introducing these projects to prospective buyers in Canada who not only have a keen appreciation for the unparalleled setting of these private beachfront locations, but the top-line amenities and first-class services each is offering,” said Edgardo Defortuna, CEO of the Fortune International Group.

“These are two of the most sought-after, new-to-market projects — each of which has demonstrated an unmistakable draw among those buyers seeking an ultra-high-end lifestyle, coupled with the hallmarks of ultra-luxury brands,” added Manuel Grosskopf, president of the Château Group.



“Florida’s real estate market is definitely familiar to Canadians, and the opportunity for Canadians to purchase has never been better,” said Mark Pordes CEO of Pordes Residential. “Our arrangement with Milborne is very promising since they can bring their strong Canadian connections to Florida.”

A presence in the Canadian real estate market for over 41 years, Hunter Milborne has served hundreds of clients on developments from vacation homes to high-density multi-use projects around the world. For the past 25 years.



The Milborne Group is the most dominant force in Canadian condominium marketing. Since they started, Milborne Group has sold more than 700 developments and continues to hold a nearly 20 per cent market share of all new condos sold in the GTA. Visit milborne.com/archive.com.

Mark Pordes and his team have represented many of South Florida's most respected luxury developers as one of the major luxury real estate sales and marketing organizations in South Florida. Pordes Residential is a full service sales and marketing firm who has represented developers on luxury high-end condo and condo hotels for the past 25 years in Miami, Toronto, the Caribbean and Las Vegas. Pordes has made a significant impact turning around projects during downturn markets. Visit pordesresidential.com.



Synonymous with excellence, quality, customer service and unwavering commitment to the highest standards of luxury, Fortune International has been a recognized leader in development, sales and marketing since 1983. The company's prestigious development portfolio includes many of the most prominent residential buildings in South Florida including Jade Signature, The

Ritz-Carlton Residences Sunny Isles Beach, Auberge Beach Residences and Spa Fort Lauderdale and Hyde Resort & Residences Hollywood. Led by visionary founder Edgardo Defortuna, Fortune International Group has 18 offices around the world with nearly 1,000 associates. Fortune's international broker network reaches legions of prospective buyers from South Florida to Buenos Aires, Hong Kong to São Paulo, and Manhattan to Paris. Visit fortuneintlgroup.com or theresidencessunnyislesbeach.com.



The Château Group, founded under the leadership of Sergio and Manuel Grosskopf, has more than 35 years of experience in the development of real estate projects in South America and the United States. In the residential field, Château Group developed of 1.6 million square feet distributed in the two most emblematic towers in Buenos Aires, Argentina: Château Libertador and Château Puerto Madero. In addition, Château Group has positioned itself as a high-end residential market leader in the world-renowned city of Punta del Este, Uruguay through the development of Le Jardin Residences, Beverly Tower, Coral Tower and Millenium Tower. In the United States, Château Group developed Château Beach Residences, a luxury high-rise condominium in Sunny Isles and finished the construction of Fendi Château Residences in Surfside, the first real estate development branded by Fendi worldwide. Visit chateaugroup.net.

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