

# THE IVY

## MARKET REPORT

MID-YEAR 2016



READ THIS REPORT BEFORE SELLING, BUYING OR RENTING!

DID YOU KNOW THERE ARE **66** PROPERTIES FOR SALE IN THE BUILDING?  
SELLERS: HOW DO YOU STAND VERSUS YOUR COMPETITION?

FULLY UPDATED BUILDING STATISTICS

AVERAGE PRICES PER UNIT TYPE

PAST/RECENT SALES & RENTALS

ANALYZE CURRENT TRENDS & MARKET STRENGTH

EXPERT GUIDANCE FROM AN EXPERIENCED RIVERFRONT RESIDENT & TRUE BUILDING SPECIALIST

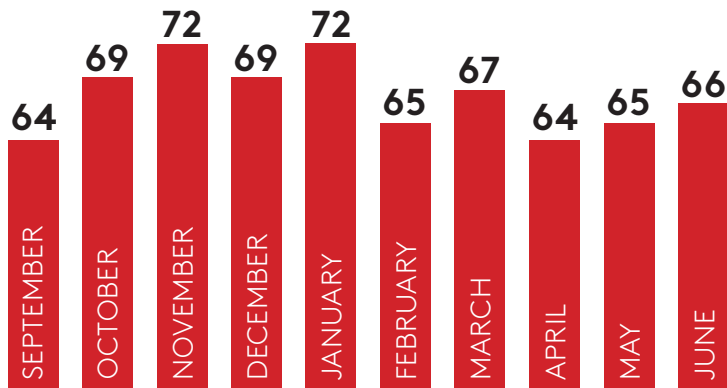


**ADRIAN MORALES DOBRZYNSKI, PA**  
REALTOR-ASSOCIATE | MASTER OF FINANCE

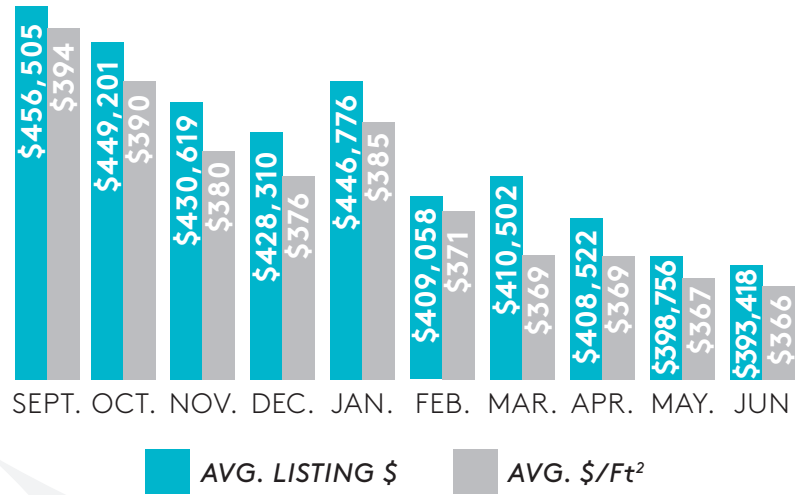
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**FORTUNE**  
INTERNATIONAL REALTY

## NUMBER OF UNITS OFFERED FOR SALE EACH MONTH



## MONTHLY AVERAGE LISTING PRICE & PRICE/Ft<sup>2</sup> IN THE BUILDING



## NUMBER OF UNITS SOLD DURING THE LAST 6 MONTHS PER TYPE OF LINE

# UNITS SOLD	LINE	BED/BATH	AVG. SELLING \$	AVG. DAYS MKT	AVG SOLD\$/Ft <sup>2</sup>
3	12	1/1	\$283,833	131	\$300
2	11	1/1	\$249,500	138	\$334
1	10	1/1	\$270,000	360	\$332
1	03	1/1.5	\$270,000	307	\$319
1	09	2/2	\$340,000	33	\$315
1	3111	2/2.5	\$370,000	177	\$290
1	13	2/2.5	\$377,000	64	\$296
2	TH 508 & 308	2/2	\$430,000	90	\$307

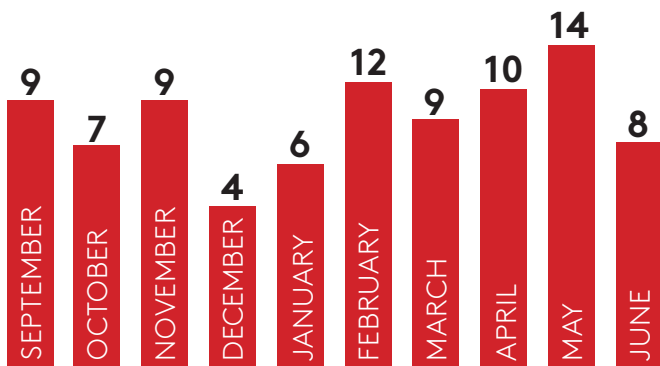
Until Mid-2016, an Average of 67 units were offered for sale each month at Ivy. This is roughly 2 units less per month than at the end of 2015.

From January to June, LISTING Prices per SqFt have come down a bit to reflect an Average of \$371. During the last 6 months, the Average SOLD Price per square foot was \$311.

In Downtown & Brickell, Sellers have experienced a slower market and lower closing prices during 2016. The devaluation of Latin American currencies versus the US Dollar has certainly contributed to this.

Still, owners should evaluate the different strategies & options available to them. Our Riverfront community is still a magnificent location with a very bright future.

## NUMBER OF UNITS RENTED PER MONTH



Until now, 2016 has seen an average of 10 units rented each month at Ivy. This is similar to the 12 & 11 unit average seen at Mint and Wind respectively.

For investors looking at the building, it is good to see a relatively healthy demand for Rentals coupled with high closing prices paid by tenants.

\*All Mid-year statistics were taken in July

\*Todas las estadísticas de mitad de año fueron tomadas en Julio

## CURRENTLY FOR SALE BREAKDOWN PER UNIT TYPE / A LA VENTA POR TIPO DE UNIDAD

UNIT TYPE	QTY	LOW PRICE	HIGH PRICE	AVG. PRICE	AVG. \$/Ft <sup>2</sup>	AVG. DAYS ON THE MARKET
1 Bedroom	30	\$255,000	\$849,000	\$286,962	\$359	94 (3.1 MONTHS)
2 Bedroom	29	\$365,000	\$600,000	\$405,886	\$352	284 (9.5 MONTHS)
3 Bedroom	7	\$610,000	\$840,000	\$717,714	\$432	88 (2.9 MONTHS)
4 Bedroom	0	\$0	\$0	\$0	\$0	0
<b>Full Building</b>	<b>66</b>	<b>\$255,000</b>	<b>\$849,000</b>	<b>\$393,418</b>	<b>\$366</b>	<b>159 (5.3 MONTHS)</b>



## SOLD DURING LAST 6 MONTHS / VENDIDAS EN LOS ULTIMOS 6 MESES

#	ADDRESS	#BR	#BA	#HBA	#GAR	LIST PRICE	SALE PRICE	DAYS MKT	LA Ft <sup>2</sup>	SP\$/Ft <sup>2</sup>
1	90 SW 3 ST # 1912	1	1	0	2	\$244,900	\$237,500	181	814	\$292
2	90 SW 3 ST # 1911	1	1	0	1	\$243,000	\$239,000	181	747	\$320
3	90 SW 3rd St # 3112	1	1	1	2	\$259,900	\$259,000	20	846	\$306
4	90 SW 3 St # 1111	1	1	0	2	\$275,000	\$260,000	95	747	\$348
5	90 SW 3 ST # 2510	1	1	0	1	\$284,000	\$270,000	360	814	\$332
6	90 SW 3 ST # 1603	1	1	1	1	\$276,000	\$270,000	307	846	\$319
7	90 SW 3 ST # 3009	2	2	0	0	\$349,900	\$340,000	33	1,079	\$315
8	90 SW 3 ST # 3212	2	2	1	1	\$375,000	\$355,000	191	1,172	\$303
9	90 SW 3rd St # 3111	2	2	1	1	\$399,000	\$370,000	177	1,274	\$290
10	90 SW 3rd St # 2013	2	2	1	1	\$399,000	\$377,000	64	1,274	\$296
11	90 SW 3 ST # TH508	2	2	0	1	\$420,000	\$390,000	79	1,405	\$278
12	90 SW 3rd St # TH308	2	2	0	2	\$485,000	\$470,000	100	1,405	\$335

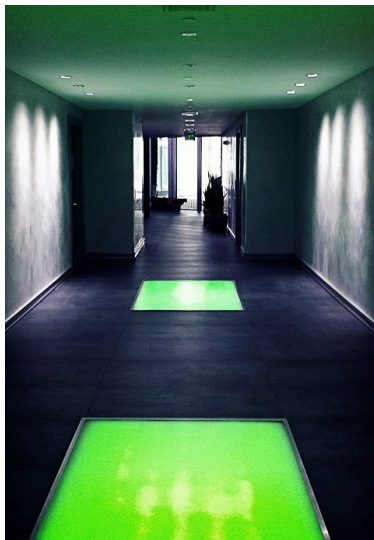
	BR	BA	Ft <sup>2</sup>	LIST PRICE	LP\$/Ft <sup>2</sup>	SALE PRICE	SP\$/Ft <sup>2</sup>	SP\$/LP\$	DAYS ON MKT
HIGH	2	2	1,172	\$485,000	\$368	\$470,000	\$348	96.9%	360
LOW	1	1	747	\$243,000	\$299	\$237,500	\$278	97.7%	20
<b>AVERAGE</b>			<b>878.6</b>	<b>\$334,225</b>	<b>\$324</b>	<b>\$319,792</b>	<b>\$311</b>	<b>95.7%</b>	<b>149</b>
<b>MEDIAN</b>			<b>814</b>	<b>\$316,950</b>	<b>\$322</b>	<b>\$305,000</b>	<b>\$311</b>	<b>96.2%</b>	<b>138.5</b>



## SOLD DURING LAST 12 MONTHS/VENDIDAS EN LOS ULTIMOS 12 MESES

#	ADDRESS	#BR	#BA	#HBA	#GAR	LIST PRICE	SALE PRICE	DAYSMTKT	LA Ft²	SP\$/Ft²
1	90 SW 3 ST # 1912	1	1	0	2	\$244,900	\$237,500	181	814	\$292
2	90 SW 3 ST # 1911	1	1	0	1	\$243,000	\$239,000	181	747	\$320
3	90 SW 3 ST # 2007	1	1	0	1	\$265,000	\$255,000	3	722	\$353
4	90 SW 3rd St # 3112	1	1	1	2	\$259,900	\$259,000	20	846	\$306
5	90 SW 3 St # 1111	1	1	0	2	\$275,000	\$260,000	95	747	\$348
6	90 SW 3 ST # 2510	1	1	0	1	\$284,000	\$270,000	360	814	\$332
7	90 SW 3 ST # 1603	1	1	1	1	\$276,000	\$270,000	307	846	\$319
8	90 SW 3 ST # 3009	2	2	0	0	\$349,900	\$340,000	33	1079	\$315
9	90 SW 3 ST # 2001	2	2	0	1	\$369,000	\$350,000	409	1093	\$320
10	90 SW 3 ST # 3212	2	2	1	1	\$375,000	\$355,000	191	1172	\$303
11	90 SW 3 ST # 1601	2	2	0	1	\$370,000	\$355,000	61	1093	\$325
12	90 SW 3 ST # 2409	2	2	0	1	\$375,000	\$365,000	162	1079	\$338
13	90 SW 3rd St # 3111	2	2	1	1	\$399,000	\$370,000	177	1274	\$290
14	90 SW 3 ST # 2914	2	2	0	1	\$395,000	\$370,000	87	1172	\$316
15	90 SW 3 ST # 2801	2	2	0	2	\$399,900	\$375,000	86	1093	\$343
16	90 SW 3rd St # 2013	2	2	1	1	\$399,000	\$377,000	64	1274	\$296
17	90 SW 3 ST # 1502	2	2	0	1	\$400,000	\$377,000	653	1129	\$334
18	90 SW 3 ST # 2313	2	2	0	1	\$399,000	\$380,000	68	1129	\$337
19	90 SW 3 ST # TH508	2	2	0	1	\$420,000	\$390,000	79	1405	\$278
20	90 SW 3 ST # 4412	2	2	0	1	\$410,000	\$395,000	11	1172	\$337
21	90 SW 3 ST # 1904	2	2	1	1	\$415,000	\$405,000	60	1274	\$318
22	90 SW 3rd St # 4210	2	2	0	3	\$419,900	\$410,000	38	1114	\$368
23	90 SW 3rd St # TH308	2	2	0	2	\$485,000	\$470,000	100	1405	\$335

	BR	BA	Ft²	LIST PRICE	LP\$/Ft²	SALE PRICE	SP\$/Ft²	SP\$/LP\$	DAYS ON MKT
HIGH	2	2	1,274	\$485,000	\$377	\$470,000	\$368	97.60%	653
LOW	1	1	722	\$243,000	\$299	\$237,500	\$278	93.70%	3
AVERAGE			1,028.94	\$357,761	\$337	\$342,370	\$323	96.10%	148.96
MEDIAN			1,093	\$375,000	\$338	\$365,000	\$320	96.20%	87





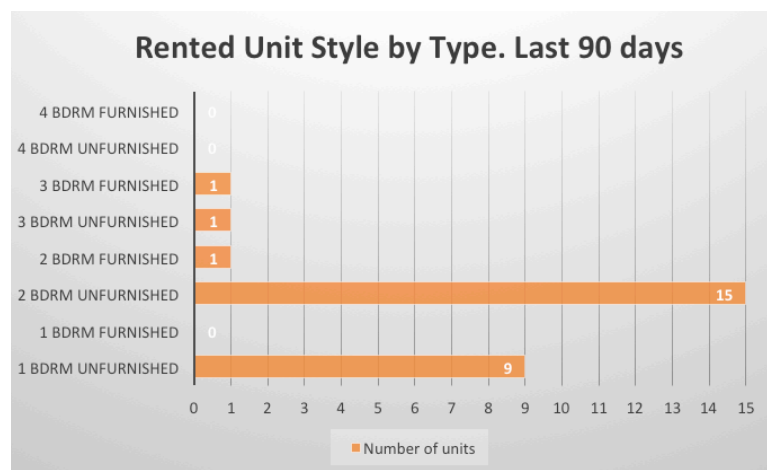
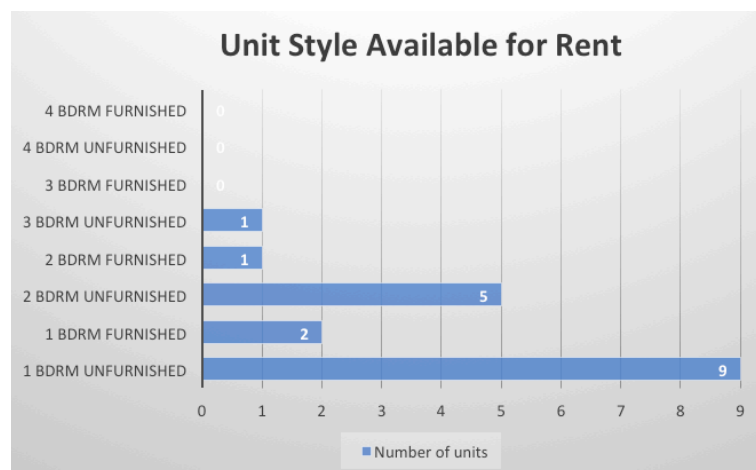
## CURRENT UNITS FOR RENT/ACTUALMENTE PARA LA RENTA

UNIT TYPE	# OF UNITS FOR RENT	LOW PRICE	HIGH PRICE	AVERAGE PRICE
1 Bdrm Unfurnished	9	\$1,800	\$2,000	\$1,897
1 Bdrm Furnished	2	\$2,000	\$2,500	\$2,250
2 Bdrm Unfurnished	5	\$2,500	\$2,800	\$2,650
2 Bdrm Furnished	1	\$2,850	\$2,850	\$2,850
3 Bdrm Unfurnished	1	\$3,700	\$3,700	\$3,700
3 Bdrm Furnished	0	\$0	\$0	\$0
4 Bdrm Unfurnished	0	0	0	0
4 Bdrm Furnished	0	0	0	0
<b>Total Unfurnished</b>	<b>15</b>	<b>\$1,800</b>	<b>\$3,700</b>	
<b>Total Furnished</b>	<b>3</b>	<b>\$2,000</b>	<b>\$2,850</b>	
<b>Total Units</b>	<b>18</b>	<b>\$1,800</b>	<b>\$3,700</b>	



## RENTED UNITS DURING LAST 3 MONTHS/UNIDADES RENTADAS EN LOS ULTIMOS 3 MESES

UNIT TYPE	# OF UNITS FOR RENT	AVG. LISTING \$	AVG. RENTED \$	AVG. RENT\$/LIST\$	AVG. DAYS ON MKT
1 Bdrm Unfurnished	9	\$1,911	\$1,894	99.1%	52
1 Bdrm Furnished	0	\$0	\$0	0	0
2 Bdrm Unfurnished	15	\$2,503	\$2,483	99.2%	96
2 Bdrm Furnished	1	\$3,100	\$3,000	96.8%	77
3 Bdrm Unfurnished	1	\$3,800	\$3,700	97.4%	81
3 Bdrm Furnished	1	\$10,000	\$10,000	100.0%	67
4 Bdrm Unfurnished	0	0	0	0	0
4 Bdrm Furnished	0	0	0	0	0
<b>Total Unfurnished</b>	<b>25</b>				
<b>Total Furnished</b>	<b>2</b>				
<b>Total Units</b>	<b>27</b>				



FOR FURTHER INQUIRIES OR TO REQUEST ADITONAL STATISTICS PLEASE DO NOT HESITATE TO  
TO CONTACT ME AT **786-327-8874** OR **AMORALES.REALTOR@GMAIL.COM**

# MARKETING ADVANTAGES

## JUST LISTED

UPGRADED 1 BEDROOM AT THE IVY WITH GORGEOUS UNOBSTRUCTED PANORAMIC VIEWS

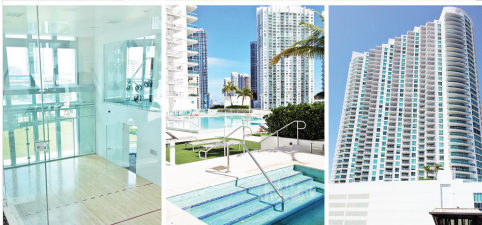


IVY | UNIT 2106  
90 SW 3RD STREET, MIAMI, FL 33130  
1 BR | 1 BA | 747 SF. LA | A10096004 | PRICE \$300,000

Invest in the hottest riverfront location between Downtown & Brickell! Modern 1 bedroom with upgraded gorgeous white porcelain floors, walk-in closet, open euro-kitchen & stainless steel appliances. See amazing sunsets from the panoramic northwestern views that will not get blocked by the One River Point construction. Walk to all major attractions & the new \$1Billion Brickell City Centre mall. 1 Minute from the Metromover & I-95 expressway. 5-Star amenities, secure gated community with pub, mini-market & beauty salon.



CLICK HERE TO SEE ALL MY SPECIALIZED LISTING SERVICES FOR SELLERS AT WIND



CONTACT ME FOR MORE INFORMATION ON THIS OPPORTUNITY

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ADRIAN MORALES DOBRZYNSKI, P.A. FORTUNE INTERNATIONAL REALTY

## THE IVY MARKET REPORT

1ST QUARTER 2016

DID YOU KNOW THERE ARE 67 PROPERTIES FOR SALE IN THE BUILDING?  
TAKE A LOOK AT ALL OF YOUR BUILDING'S STATISTICS.



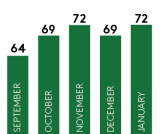
\*All 1st Quarter statistics are taken in April

SEE ALL THE NEW STATISTICS IN THE FULL REPORT - CLICK HERE

CURRENTLY FOR SALE PER UNIT TYPE/A LA VENTA POR TIPO DE UNIDAD

UNIT TYPE	QTY	LOW PRICE	HIGH PRICE	AVG. PRICE	AVG. \$/FT <sup>2</sup>	AVG. DAYS ON MKT
1 Bedroom	27	\$259,900	\$380,000	\$289,474	\$360	74 (2.5 MONTHS)
2 Bedroom	33	\$365,000	\$1,050,000	\$428,935	\$359	163 (5.4 MONTHS)
3 Bedroom	7	\$649,000	\$1,250,000	\$790,429	\$450	110 (3.7 MONTHS)
4 Bedroom	0	\$0	\$0	\$0	\$0	0
Full Building	67	\$259,900	\$1,250,000	\$410,502	\$369	122 (4.1 MONTHS)

NUMBER OF UNITS OFFERED FOR SALE EACH MONTH



The supply of units in the building remains steady with an average of 68 properties for sale each month. Note that 12 units have been sold during the last 6 months. Since September 2015, the Average Listing Price and Price/FT<sup>2</sup> have fallen by 10% & 6% respectively.

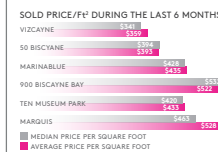
The upcoming One River Point construction has certainly created some concern in our community. However, owners should consider the different strategies and options available to them. For some, it makes sense to sell now. For others, waiting for a longer term and renting now could be the way to go.

NUMBER OF UNITS SOLD DURING THE LAST 6 MONTHS PER TYPE OF LINE

# UNITS SOLD	LINE	BED/BATH	AVG. SELLING \$	AVG. DAYS MKT	AVG. SOLD\$/FT <sup>2</sup>
1	12	1/1	\$257,500	181	\$292

NUMBER OF UNITS RENTED PER MONTH

# UNITS RENTED	LINE	BED/BATH	AVG. RENT \$	AVG. DAYS MKT	AVG. RENT\$/FT <sup>2</sup>
9	9	9	9	9	9



IF YOU ARE THINKING ABOUT SELLING YOUR PROPERTY OR JUST NEED SOME ADVICE, I WILL BE HAPPY TO ASSIST YOU.  
786.327.8874  
www.AdrianMoralesRealtor.com

## DOWNTOWN MIAMI MARKET REPORT 2016

DID YOU SEE WHAT HAPPENED TO UNIT SALES IN YOUR BUILDING THIS YEAR?  
SELLERS: GET TO KNOW YOUR MARKET & ANTICIPATE FUTURE TRENDS TO MAKE THE RIGHT DECISIONS.

FEATURING  
MARINABUE, 900 BISCAIYNE BAY, TEN MUSEUM PARK, MARGUIS, VIZCAYNE, 50 BISCAIYNE, MINT, IVY AND WIND

AREA EXPERTISE: I am a 5-year Downtown resident specializing in the real estate market. I know the market inside and out, and I can help you navigate the market with confidence.

MAKE SURE BUYERS WITH LIMITED TIME GET TO SEE YOUR LISTING: I will be the first to show your listing to buyers who are interested in the area.

RECEIVE MY MONTHLY STATISTICS REPORTS: Stay updated with your market and use the information to make the right decisions before selling.

DO NOT JUST ASK: LEAVE YOUR KEYS DOWNTOWN FOR PICKUP: I will be the first to show your listing to buyers who are interested in the area.

GET GREAT ADVERTISING: MAXIMIZE YOUR EXPOSURE: All my listings combined with FORTUNE's top marketing tools and social media network will feature your property in the most effective way.

BEAT THE MARKET: BEAT THE MARKET: BEAT THE MARKET: I will be the first to show your listing to buyers who are interested in the area.

## DOWNTOWN MIAMI MARKET REPORT

Statistics taken February 2016

BUILDING NAME	TOTAL UNITS	# FOR SALE	% FOR SALE	SOLD 1 MONTH	SOLD 2 MONTHS	SOLD 3 MONTHS	SOLD 4 MONTHS
MARINABUE	516	49	9.5%	4	14	35	51
900 BISCAIYNE BAY	516	79	15.3%	7	18	33	42
TEN MUSEUM PARK	200	31	15.5%	3	7	19	27
MARGUIS	306	39	12.7%	7	10	19	27
50 BISCAIYNE	525	53	10.1%	5	18	37	55
VIZCAYNE	849	131	15.4%	5	13	22	29
MINT	530	76	14.3%	10	16	29	37
IVY	504	75	14.9%	6	10	26	41
WIND	449	52	10.6%	5	14	29	45
AVERAGE	493	65	13.2%	6	13	28	42
TOTAL	4,433	585	13.2%	52	120	249	376

SCAN THIS CODE TO SEE THE FULL DOWNTOWN REPORT OR VISIT  
www.AdrianMoralesRealtor.com/downtown-miami-statistics

I OFFER SELLERS A TRUE LISTING SERVICE

- AREA EXPERTISE: I am a 5-year Downtown resident specializing in the real estate market. I know the market inside and out, and I can help you navigate the market with confidence.
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www.AdrianMoralesRealtor.com/my-listing-services-sellers-downtown

Email us at: amoralesrealtor@gmail.com

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Adrian Morales Dobrzynski - Realtor

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ABOUT

Adrian Morales Dobrzynski - Realtor added 13 new photos to the album: New listing Viscayne 3008-N - at Viscayne, MA  
March 20 at 12:27 pm

2960Sqft, 1200 Sqft Living Area, \$895,000 Furnished

Don't miss a bit again.  
Fortune's top marketing tools - New credit card? Now you need to update your payment info in the 20 places. On web.

GROUP CONVERSATIONS

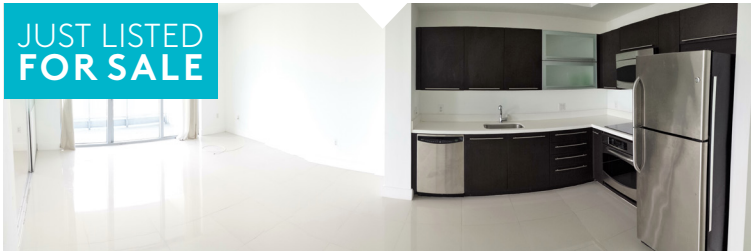
Mrs. Maria Conde



## MY EXCLUSIVE LISTINGS FOR SALE

UPGRADED 1 BEDROOM AT THE IVY WITH GORGEOUS UNOBSTRUCTED PANORAMIC VIEWS

**JUST LISTED  
FOR SALE**



IVY | UNIT 2106

1 BR | 1 BA | 747 Ft<sup>2</sup> | **PRICE \$300,000**

MAGNIFICENT TRI-LEVEL PENTHOUSE WITH UNIQUE LOCATION & UNOBSTRUCTED VIEWS. DESIGNER UPGRADES & FURNITURE INCLUDED!

**JUST LISTED  
FOR SALE**



MINT | PH5204

3 BR + DEN | 3.5 BA | 2,289 Ft<sup>2</sup> | **PRICE \$1,500,000**

FANTASTIC INVESTMENT OPPORTUNITY FULLY FURNISHED TURN-KEY JEWEL.

**FOR SALE**



VIZCAYNE NORTH | UNIT 3308

2 BR | 2 BA | 1,203 Ft<sup>2</sup> | **PRICE \$695,000**

BREATHTAKING WATER & CITY VIEWS FROM THIS 2 BEDROOM CORNER UNIT AT MINT.

**FOR SALE**



MINT | UNIT 3502

2 BR | 2 BA | 1,110 Ft<sup>2</sup> | **PRICE \$525,000**

HIGHLY DESIRED 2 BEDROOM UNIT AT THE WIND WITH BREATHTAKING WATER & CITY VIEWS.

**JUST LISTED  
FOR SALE**



WIND | UNIT 2714

2 BR | 2 BA | 935 Ft<sup>2</sup> | **PRICE \$389,000**

STUNNING DESIGNER FURNISHED JEWEL AT THE MINT. FULLY UPGRADED AND CUSTOMIZED.

**FOR SALE**



MINT | UNIT 4008

1 BR | 1.5 BA | 754 Ft<sup>2</sup> | **PRICE \$340,000**

INVEST IN THE HOTTEST RIVERFRONT LOCATION BETWEEN DOWNTOWN & BRICKELL.

**FOR SALE**



WIND | UNIT 2510

1 BR | 1 BA | 740 Ft<sup>2</sup> | **PRICE \$295,000**

GORGEOUS UPDATED TOWNHOME WITH A FANTASTIC CAP RATE FOR INVESTORS.

**FOR SALE**



16606 NW 72 PLACE - MIAMI LAKES, FL

3 BR | 2.5 BA | 1,540 Ft<sup>2</sup> | **PRICE \$339,000**

## MY MAIN GOAL IS TO BRING YOU RESULTS



IVY UNIT 2106  
1 BR | 1 BA | 747 Ft<sup>2</sup>



MINT UNIT 3502  
2 BR | 2 BA | 1,110 Ft<sup>2</sup> | \$2,500/m



WIND UNIT 2510  
1 BR | 1 BA | 740 Ft<sup>2</sup> | \$1,700/m

FIND MORE INFORMATION FOR SELLERS, BUYERS & RENTERS AT  
[www.AdrianMoralesRealtor.com](http://www.AdrianMoralesRealtor.com)

- I believe knowledge and information are the keys to making the right decisions when buying, selling, renting and investing.
- I am passionate about my neighborhood and I love educating people about the fantastic transformation that is happening in Downtown Miami.
- To Buyers & Investors: This is a wonderful time to take advantage of the competitive prices and amazing opportunities available in these early stages of the city's evolution.
- To Sellers I say: Hire a specialist in your area, building and unit. See if your Realtor has a real world strategy to highlight your property and beat its competition fast!

YOU CANNOT AFFORD TO WASTE TIME WITH ORDINARY SHOWINGS.  
YOUR HOME NEEDS TO BE EXPOSED TO THE WORLD THE RIGHT WAY.

LET'S MEET, I AM READY & ONLY MINUTES AWAY!



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