

# PalmBeachPost

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## Waterfront Boynton Beach development sells for \$22.5 million

BY KIMBERLY MILLER

A luxury waterfront community that hobbled through the real estate downturn has new owners and a new future following a \$22.5 million sale in December.

The Peninsula on the Intracoastal was purchased by Aventura-based Pordes Residential Sales and Peninsula Boynton Property, LLC in an off-market deal that was in negotiations for six months.



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Mark Pordes, CEO of Pordes Residential Sales

Mark Pordes, CEO of Pordes Residential Sales, said his plans for the 70-unit complex at 2649 N. Federal Highway include converting the property from rentals into condominiums, which was the original plan for the development.

“I think it will be very successful because it’s a limited offering with only 40 waterfront condominiums and 30 town homes,” Pordes said. “The amount of available, standing new inventory is almost non-existent.”

Palm Beach County’s inventory of condominiums for sale was less than a six months’ supply in November, down 9 percent from the previous year. In January 2009, there was more than a two year’s supply of condominium inventory.



**Peninsula on the Intracoastal in Boynton Beach features 70 units: 40 waterfront condominiums and 30 oversized townhomes. Pordes Residential Sales and Peninsula Boynton Property, LLC bought the units for \$22.5 million.**

Pordes said the original developer started construction on the 3.5-acre property in 2010, but lost it to foreclosure before building was finished. It was then purchased for \$8.3 million by a Boca Raton-based company that completed construction.

But with a still-suffering real estate market where financing was slim, the property became rentals.

Apartments turned condominium contributed to the real estate crash because overzealous investors bought overpriced units and then let them go to foreclosure when the valued plummeted.

- 115 boom-built condos unsold in downtown

The Peninsula on the Intracoastal is different because it was originally designed as a condominium, said Shari Olefson, a South Florida attorney and CEO of the Carnegie Group think tank.

“Before, people were getting a crappy product, buying old apartments that were easy to walk away from because they weren’t great residences,” she said. “This is someone making lemonade by renting it out and making lemonade again by turning it into condos.”

Prices for a three- to four-bedroom townhome at the Peninsula on the Intracoastal will start at \$390,000. The waterfront condominiums will cost from \$540,000 to the high \$700,000’s.

Pordes said tenants pay between \$1,700 and \$3,000 per month depending on the unit, and will be offered first dibs to buy.

Sales to the general public will open toward the end of the month.