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From the Atlanta Business Chronicle:

<http://www.bizjournals.com/atlanta/news/2016/11/18/atlanta-condo-to-sell-for-3-9m-highest-price-in.html>

Atlanta condo to sell for \$3.9M, highest price in 2016

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A fancy pad at The Residences at Mandarin Oriental, Atlanta in Buckhead is the about to become highest-priced condo sale in the city this year.

Residence 49, a four bedroom, four and a half bath unit, is expected to close Dec. 9, for \$3.88 million. The condo was listed for \$4.05 million.

New York-based **iStar Financial Inc.** (NYSE: STAR), which owns the Mandarin Oriental, Atlanta reported the building's development team, including exclusive listing broker Karen Rodriguez, has achieved \$13 million in sales in the fourth quarter.

Rodriguez, founder of GROUP KORA with Berkshire Hathaway HomeServices Georgia Properties, said The Residences is the only building across the competitive landscape in Atlanta's luxury condo market to report meaningful sales in the fourth quarter.

According to iStar, the first six months of the year saw a pause in Buckhead luxury condo sales activity due to high volume of resale inventory, election year uncertainty and global market fluctuations. However, since the end of the third quarter The Residences has experienced an incredible increase in traffic and activity, leading to five new unit sales under contract with all but one pending, in just 30 days.

The Residences is approaching sellout with three living options currently available; including eight tower residences, a nearly 10,000-square-foot penthouse and two Maisonettes, a multi-level, villa-style space located adjacent to the hotel's garden.

Atlanta Business Chronicle reported in July Rodriguez would merge her firm with Warren Buffett's Berkshire Hathaway HomeServices Georgia Properties to create City Haus, a new Berkshire Hathaway HomeServices division focused on Buckhead, intown and downtown condominium development.

Rodriguez started KORA last August and remained affiliated with Dorsey Alston until December. She now serves as vice president of City Haus, and will work alongside Lori Lane, senior vice president of BHHS Georgia's New Homes Division and Luxury Real Estate Division. City Haus will be associated with the BHHS Midtown office, headed by Vice President and Managing Broker Kerman Haynes. KORA co-founder and Chief Operating Officer Antonio Rodriguez will join City Haus to oversee marketing and technology.

Rodriguez has closed on \$60 million of units at The Residences since taking over the project in 2013 after selling out the nearby \$100 million Ritz-Carlton Residences.



COURTESY OF ISTAR

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Phil W. Hudson

Staff Writer

Atlanta Business Chronicle

