



REAL ESTATE EXTRA

The team at Luxury Living Realty — lead by Karla Abaunza (center) and consisting of mother Saddy L. Abaunza (left) and sister Valeria A. Kelly (right) — shares some of their insights on the current state of the South Florida real estate market and why working with Family helps ensure they go the extra mile.

Compiled by ACHILLES STONE
Photo by ANDRE PINSUN


Q : In what ways is Luxury Living Realty superior to the competition in South Florida and beyond?

A : *Karla*: “Luxury Living Realty’s clients appreciate dealing with a family of real estate experts who have impeccably high standards of personal integrity and professionalism. As a Fisher Island resident and specialist, I understand their every need. I’m fluent in English, Spanish, French, Italian and Portuguese...and our team is multi-lingual. Our family team has traveled the world and understands the different needs of numerous nationalities and cultures. We’re also affiliated with leading real estate companies in Europe. In addition to our family members, we have a select group of professional realtor associates specializing in different areas of South Florida. I, founder and broker of Luxury Living Realty, have benefited from more than 10 years of real estate experience. All this makes our buyers and sellers feel at home with us no matter where they’re from or what they’re looking for. We also pride ourselves on going the extra mile — only a boutique entity like ours can offer such tailored service.”

Q : In your experience with the current state of the market, what areas are hot right now in South Florida?

A : “Firstly, for a buyer who wishes to live in Florida on a regular basis, we’d recommend Fisher Island and South Beach. As far as absentee investors are concerned, we’d place the emphasis on purchasing on Fisher Island in the condo hotel buildings.”

Q : What are some of the trends we should watch out for in 2010 and the coming years?

A : “We believe Luxury Living Realty will go from strength to strength in 2010. There are exceptionally attractive opportunities that now exist on Fisher Island following the market decline of the last 2 years or so. The time has never been better for serious buyers to purchase and to capitalize upon the outstanding deals presently available on Fisher Island. Prospects are already very encouraging for 2010 when compared with this time last year — and last year was a great year!” 

For more information, visit LuxuryLivingRealty.net.



PROPERTY SPOTLIGHT: This spectacular 3rd floor ocean direct unit at 7735 Fisher Island Drive offers 2 bedrooms and 2.5 baths on breathtaking Fisher Island. Features include unobstructed ocean views with southeast exposure and lots of sunshine throughout the day. There’s also a spacious master bedroom with lovely ocean views, expansive terraces and a guest bedroom with views of the courtyard with private terrace and entrance. The unit has marble floors throughout its 2,630 sq.ft. of living area. This is an advanced short sale. Live the Fisher Island lifestyle in this exceptional unit! For a virtual tour, visit circlepix.com/home2/68A3GW.

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