# ONE <br> JL Delbeke <br> <br> Sotheby's <br> <br> Sotheby's <br> INTERNATIONAL REALTY 

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NATIIVO COMBINES THE WARMTH OF A HOME WITH AN IMMERSIVE, LOCAL HOSPITALITY EXPERIENCE TO OFFER PEOPLE A UNIOUE WAY TO LIVE AND STAY.

By combining the local atmosphere of a homestay with the service, security, and consistency of a hotel, Natiivo fills a gap in the hospitality landscape by delivering a unique, forward-thinking option for people with a modern, flexible lifestyle.

Resident-owners also have the advantage of being able to maximize on their real estate by renting units on a short term basis, when they aren't using their home, on any home sharing platform they prefer

NATIIVO EMBODIES THE LOCATION


NATIIVO DESIGNS FOR DOMESTICITY
Intimate spaces for living, not just staying - with:
Full kitchen with oven, dishwasher, refrigerato range \& microwave
Owners closet
Washer \& dryer in every unit Plenty of room to sp

NATIIVO FOSTERS SOCIAL CONNECTION


NATIIVO'S EVERYDAY LUXURIES

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NATIIVO OFFERS FLEXIBILITY TO LIVE AND HOST WITH EASE USING ANY HOME SHARING PLATFORM.

FREEDOM IS YOURS - ANYTIME. ANYWHERE.

SHARE

## ADVANTAGE

"THE AIRBNB MOVEMENTHAS CHANGED THE WAY PEOPLE EXPERIENCE THE WORLD

- JOE GEBBIA COFOUNDER \& CPO OF AIRBNB

THE MIAMI TIMES
Miami Short Term Rental Activity by Market reports Downtown Miami as highest in Guest Arrivals, Median Nightly Price (ADR) and Average Trip Length (in days).

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| :---: | :---: | :---: | :---: |
| Downtown |  |  |  |
| coral way | - | $\square$ |  |
| wrwwood | - |  |  |
| LITLE HATTI | - | $\square$ |  |
| UPPER EASTIIDE | - |  |  |
| NORTH COCOnUT | - |  |  |
| grove flagami | - |  |  |
| Littee havana | - |  |  |
| WEST FLAGLER | - |  |  |
| allapattah | I |  |  |
| south coconut grove | I |  |  |
| overtown | I |  |  |

IPROPERTYMANAGEMENT.COM :
\$57.7 billion: projected vacation rental revenue for 2019 297.2 million: total vacation rental users worldwide Vacation rentals are expected to topple the hotel industry by year 2020
Millennials are predicted to spend \$1.4 trillion on travel each year by 2020. They are more likely to choose short term rentals over hotels for their stays

## 우 1 IN 4 AMERICANS

Report engaging with short-term rental platforms (23\%) up $277 \%$ from $6 \%$, over a ten year period

## 71\% OF TRAVELERS WITH CHILDREN

said access to cooking their own meals was a major reason hey chose a vacation rental

## GLOBAL SHORT-TERM RENTAL SALES

By 2022 are projected to reach $\$ 132.5$ billion and
10 million listings, nearly triple what they were in 2012

## AIRDNA

Miami is in the top 25 markets for Short Term Rental (STR listings, by revenue

THE RISE OF DOWNTOWN MIAMI /


THE MIAM
ADVANTAGE

## ADRIENNE ARSHT CENTER

500,000 VISITORS / YEAR
Miami's architectural gem and one of the largest performing art centers in the United States

SKYRISE MIAMI /
3.2 M PROJECTED VISITORS / YEAR Touted as the iconic skyscraper symbol of 21 st century Miami the 1,000 foot high vertical entertainment center located in Downtown Miami is due to be completed in 2023

## MIAMI WORLDCENTER

500,000 PROJECTED VISITORS / YEAR At a sprawling 30 acres, this vibrant new center is one of the largest private master-planned projects in the U.S. Bringing ne energy to downtown with a diverse blend of urban land use it is prosed be tar coneletion 2021 .

AMERICAN AIRLINES ARENA /
1.7M ATTENDEES / YEAR

The premier sports and entertainment complex located downtown, home to the NBA's Miami Heat and 80+ nonbasketball events per year including A-list concerts, family shows, sporting events, National Conferences and more.

PEREZ ART MUSEUM MIAMI /
200,000 VISITORS / YEAR
A 200,000 square foot modern and contemporary museum dedicated to collecting and exhibiting international art of the 20th and 21 st centuries.

PHILLIP \& PATRICIA FROST MUSEUM OF SCIENCE /
$600,000+$ VISITORS / YEAR
A planetarium, aquarium and science museum in Downtown Miami's Museum Park

MIAMI DADE COLLEGE /
30,000 STUDENTS

## ONE THOUSAND MUSEUM

\$7M AVERAGE UNIT PRICE

## BAYFRONT PARK /

3.5M VISITORS / YEAR

AREA VISITORS /VIRGIN TRAINS USA
$10 M+$ PROJECTED VISITORS / YEARBAYSIDE MARKETPLACEMIA AIRPORT22M ARRIVALS / YEAR
MIAMI CRUISE PORT $6 M+P A S S E N G E R S / Y E A R$


## GREATER MIAMI

TOURISM (2018)

HOTEL INDUSTRY
Miami-Dade Travel \& Hospitality industry employed a record
142,100 people
Sold a record 15.6 M hotel room nights ( $+1.5 \%$ YOY

GREATER MIAMI \& BEACHES /
Ranked among the top 10 in all major categories compared against the
Top 25 US Hotel Markets by STR
\#4 RevPar (revenue per available room)
\#4 ADR (average daily rate)
Hotel market led the state in RevPar, Occupancy and ADR

GREATER MIAMI /
ATTRACTED 23.3M TOTAL VISITORS
Attracted a record 16.5M overnight visitors (+3.5\% YOY) Attracted 6.8 M daytrippers
Key Feeder Markets: New York, Brazil, Columbia and Argentina More than $35 \%$ of overnight visitors were international
Nearly half of overnight visitors who DID rent a house
used a peer-to-peer site for booking with Airbnb used $97 \%$ of the time for Domestic guests and $77 \%$ of the time for International guests

TRANSPORTATION
Downtown Miami Metromover
Downtown Miami Trolley
Downtown Miami was 2nd most visited neighborhood with $49 \%$ International visitors, 35\% Domestic visitors and 44\% FL Residents visiting

## ENTERTAINMENT /

Bayside Marketplace was among the most popular attractions visited, ust behind Lincoln Road, with nearly just as many visitors (31
iternational, 18\% Domestic, 12\% FL Residents)
Downtown Miami was 2 nd top neighborhood visited (behind Miami Beach) by total number of people visiting Miami

CRUISE PASSENGERS /
20\% families
3.8 avg party size
$51 \%$ repeat visitors (excluding FL Residents)
1.7 Avg nights in Miami before and/or after cruise

Downtown Miami is the top neighborhood visited for this market: $40 \%$



NATIIVO / MIAMI


NATIIVO' / MIAMI


## FEATURES /

Manage your rental calendar and earnings, schedule a home cleaning, submit service requests and more.

CHAT / MESSENGER / MASTERHOST HOME SHARING EARNINGS PORTAL HOME SHARING DEMAND CALENDAR RESIDENT \& BUILDING DOOR CONTROLS
ON-DEMAND SERVICES
/ REAL-TIME HOME SHARING RATE GUIDE
/ CALENDAR OF EVENTS \& ACTIVITIES
/ REWARDS \& PERKS
/ SERVICE \& MAINTENANCE REOUESTS
/ AMENITY RESERVATIONS
/ ACCESS CONTROL
/ AND MORE!



## FREEDOM IS YOURS ANYTIME

NATIIVO OFFERS FLEXIBILITY TO LIVE AND HOST WITH EASE, USING ANY HOME SHARING PLATFORM.

YOUR PROPERTY ON ALL OR MOST OF THESE MAJOR LISTING SITES:

Airbnb
VRBO.com
TripAdvisor
Expedia
Orbitz
Hotels.com
Travelocity
Booking.com
Kayak
Priceline
FlipKey
Tripping
Tripping
Trivago
Trivago
Henere
Hotwire
Owner Direct Vacation Rentals
Beachhouse.com

Resort Reservation AllheRooms
Vacation Rental Supermarket
Vaystays
PerfectPlaces.com
VRGuest
Vacayhero
Abritel.fr
HomeAway.at
HomeAway.com.au
AlugueTemporada.com.br
HomeAway.ca
HomeAway.ca
FeWo-direkt.de
FeWo-direkt.de
HomeAway.dk
HomeAway.es
HomeAway.fi

HomeAway.it HomeAway.com.mx HomeAway.nl HomeAway.no HomeAway.pt HomeAway.se HomeAway.co.uk HomeAway.com Homelidays.com Homelidays.it VacationRentals.con Rental Source RentByOwner Travelprorentals Agoda
CoastRentalscon
forGetawaycom







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# AMENITIES / 8th floor 



Natiivo Miami's "The Work on 8 th" features $\pm 10,000$ sq ft of co-working, co-ideating, Nativo Miami's "The Work on 8 th" features $\pm 10,000$ sq ft of co-working, co-ideating,
co-mingling space featuring an amphitheater presentation area ideal for sharing your latest ingenious concept launch.

CO-WORKING SPACES
PRIVATE OFFICES
flexible office Arrangements
VIDEO CAPABLE CONFERENCE ROOMS
QUIET ROOMS
phone booth


## AMENITIES FLOORPLAN / 8th floor




Natiivo Miami's "The Social on 9th" boasts 24,000 sq ft of invigorating food \& beverage




Natiivo Miami's "The Splash on 9th" features a 16,000 sq ft poolside retreat elevated above the hum of downtown featuring lush tropical flora and uniquely Florida features that evoke a deep sense of place

RESORT-STYLE POOL
LAP POOL
pool cabanas
hammocks lounge
SUN DECK

LANDSCAPED ISLAND SWIMOUT NATIVE TROPICAL LANDSCAPING LIVE PERFORMANCE / EVENT DUNE pool bar
POOL TOWEL SERVICES


THE SPLASH


## AMENITIES FLOORPLAN / 9th floor



# AMENITIES / 10th floor 

THE FIT
Natiivo Miami "The Fit on 10th" features a $\pm 18,000$ SF health and fitness center, replete with an amenity program aimed at nourishing body \& soul and featuring bespoke programming that is responsive to Miami's tropical setting.


JUICE BAR
YOGA / PILATES
PELOTON / BOXING WEIGHT STATION CROSS-TRAINING

SPA / TREATMENT ROOMS SAUNA / STEAM ROOMS locker rooms


## AMENITIES FLOORPLAN / 10th floor



## URBAN LUXURY INSPIRED INTERIORS




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## KEY PLAN



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## Newgard

 OF ARCHITECTURE AND DEVELOPMENT.The partners of Newgard Development Group have spent 15 years in the South Florida real estate market. Property designs reflect a commitment to relevant architectural detailing and the attitudes of residents. By ocusing on the unique qualities of each project, Newgard is able to ensure superior quality with exacting attention to detail, exceptional finishes, and timely completion, every time.

Newgard's recent projects include Gale Boutique hotel ort Lauderdale, currently under construction, Gale Residences in Fort Lauderdale; One Flager Office building, Centro in downtown Miami and BrickellHouse in Brickell.

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