

Emerald Grande to completely open by June

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The countdown has begun and in a little more than a month residents are to begin occupying Legendary's Emerald Grande at HarborWalk Village.

Julie Cotton, vice president of marketing for Legendance by June 1," said Ed McMullen, executive president of Legendary Realty Inc.

In January, the company began to allow units to be re-sold. McMullen said this new sales opportunity has not only brought in new buyers, but shown the value of the condo units increase.

"In the last 30 days we re-sold four units at Emerald Grande for nearly \$5 mil

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Log photo by JENNIFER SCHAEFER

TWO TOWERS: The west tower of Emerald Grande (left) has 100 out of 125 units sold. The east tower, which is mostly fractional units, will have more units released at the end of the summer.

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lion in volume," he said. "It worked out to an average of more than \$240,000 more than the original sale price."

McMullen said the increase is significant.

"That's the inherent value increase through pre-construction," he said. "The value is fueled by an amenitized resort."

The influx of new customers has also picked up at the Emerald Grande, McMullen said.

In the last two weeks, he said Legendary Realty has given full-building tours to more than 70 new customers. He defined new customers as people who have come in and asked to be given a tour and discussed pricing.

Those writing contracts at the Emerald Grande are looking at pricier units with "more advantageous" views, McMullen said.

The most expensive unit sold so far has been a penthouse that fetched \$2.3 million.

McMullen said a few units are still left to be released in the east tower.

He expects those to hit the market at the end of the summer.

So far, 100 units out of 125 have been sold in the west tower; and 464 fractional units have been sold in the east tower at about \$220,000 each.