

## Luxury downtown Winter Park townhomes near sellout

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By Tiffani Sherman



Three of the six units in this luxury townhouse building on Winter Park's Interlachen Avenue have sold in the last month for an average of \$2.8 million. The building features rare amenity: underground parking. (Michael Gonick, Premier Sotheby's International Realty)

Features both below and high above the ground are helping to sell units at a new luxury townhome community in Winter Park.

Three of the six units at South Interlachen Place have closed within the past month, each for more than \$2.7 million.

"When I took this listing, which was three years ago, everyone told me that it would never sell, it was not going to happen and I was crazy lunatic for it," said Michael Gonick, broker/associate at Premier Sotheby's International Realty and exclusive broker for the project. "I think one of the things that is very, very interesting is there is definitely a market for this sort of property. These are three cash sales and they basically are all list price. It was really something that I don't think that anybody thought would happen and here it is."

Public records show Scott and Eugenia Lyden bought one unit for \$2.85 million, Eugene and Amy Jo Lee bought theirs for \$2.75 million, and Frank Santos and Edwin Darwin, Jr. got theirs for \$2.82 million. Two units are still available for sale and the developer, Winter Park Real Estate Advisors, Inc., has an option on a third.

Each of the units has three stories of living space with two unique features, underground parking and private rooftop terraces.

"What I'm learning is what's important to the top buyer. They want privacy, they want something different and that's what these rooftops are like," Gonick told **GrowthSpotter**. The terraces have a powder room, fireplace, expansive entertaining space, and a retractable roof that automatically closes when it begins to rain.

All units have an elevator, either two or three bedrooms, and a two-car underground garage with climate-controlled storage space.

"[Underground parking] is considered to be highly desirable. It's very expensive to do, so you don't see it being done very often," Gonick explained. "I think that was one of the most attractive features to these people who committed so early to the project."

The three buyers are just now able to move into their units, but they committed to buying them in 2016 when the project first began, either as primary or secondary residences.

"I had sold them each prior to it even being out of the ground. I think it was even prior to the existing building being taken down. So, they've been there from the beginning," Gonick said.

Architect Randall Slocum of Slocum Platts designed the units with luxury and privacy in mind. Each unit is a bit different, but all have smart technology built in for entertainment, energy management, and security. Square footage ranges from about 3,200 to 4,100 square feet.

The property lies just south of the Winter Park Country Club, and two blocks east of Park Avenue, roughly a five-minute walk to the city's downtown.

"The ability to walk to Park Avenue is **the** amenity and I don't say that lightly because that is the number one thing that people want, and this location, you can't beat it," Gonick said. These units do not have a pool or other common amenities, which is a trend Gonick said he is noticing with a luxury buyers.

"It used to be the pool, the lakefront all this sort of thing. Now it's all about privacy, location, being able to walk to restaurants, it's completely different. It used to be people wanted to be out in the boonies. Now, it's completely different. They want to be on top of the action."