

LAST WORD



RISING TO THE TOP

Christine Martinez de Castro helps set the standard for luxury living in Miami, working for real estate development group CMC.

BY CHARLOTTE TRATTNER

Christine Martinez de Castro knows a thing or two about Miami's dynamic real estate landscape. As the vice president of sales and marketing for Ugo Colombo's CMC Group (cmcgroupmiami.com), she sees South Florida developments from conception to completion. We chatted with Martinez de Castro about Miami's growing real estate scene and what we can expect regarding luxury developments.

What are your favorite things about working in the real estate industry? I am witnessing firsthand the level of planning that goes into the buildings that make up the Miami skyline. I've had the opportunity to work alongside the team and Ugo

[Colombo] on the design process and selecting materials for two upcoming developments, Onda and Vita at Grove Isle. The minuscule details, the quality of the hand-picked materials, the thoughtful design process—it's all very inspiring.

What exciting projects are you currently working on?

Our newest project is Vita at Grove Isle, an ultra-luxe residential building on Grove Isle. It's an exclusive 20-acre island off the coast of Coconut Grove, accessible via a private bridge and home to the best waterfront views, restaurants, marinas and immaculate parks. Not only will this project set a new standard for luxury condo living in the area, but it will also revitalize Grove Isle.

What excited you about the Miami real estate market?

Miami is evolving into a truly international city and economic hub. The diverse mix of cultures, people, sunny weather and our beautiful skyline has attracted more people and transformed the city into a global metropolis. Many domestic and international buyers want to relocate and call Miami their primary home.

What trends are you seeing when it comes to luxury developments?

Today's buyers are focused on timeless luxury and an investment that lasts. While trends come and go, CMC Group's mission is to develop homes that offer an exceptional quality of living with finishes and amenities that are high-quality and functional. Buyers are more discerning now than ever before—we aim to exceed their standards consistently.

What words do you live by?

Underpromise and over-deliver! It is important that the people I work with and buyers and brokers I deal with can trust what I say and know that I am sincere when I speak. Integrity is important.

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