

UPDATE

MAGAZINE

TOREN

a new
angle
on
modern
living

Carolina Brasil

a new fashion designer

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changing the face
of real estate



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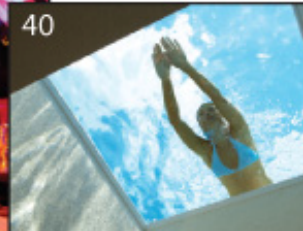
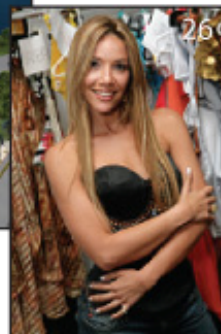
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Avanti Way

Estate Doc



Avanti Way Changing The Face Of Real Estate

In today's changing real estate market, as many brokerage offices downsize or struggle to stay competitive, there is one company that has been standing out and growing steady by making a difference with a very unique business model that breaks the mold of the traditional brokerage service firm and offers breakthrough solutions for agents, buyers, sellers and investors.

Avanti Way is a Miami based real estate Company that has successfully introduced to the market technological innovations, powerful support tools, and solid investor relationships to bring real estate transactions to the new century. Through their proprietary platform real estate agents are able to work faster and smarter while keeping their customers informed, their transactions in compliance, and the process transparent and efficient for all parties.

Their approach has attracted realtors to benefit from the cutting edge culture, developers to unload their inventory and keep track of their deals, investors to capture good real estate opportunities in Florida and Latin America, and buyers, sellers, and renters to execute their transactions efficiently and without losing control or key information.

The company seems to be positioning at the forefront of technology and building a forward-looking social network of real estate professionals and investors to lead the industry into a new era. Andres Korda, co-founder says, "With our innovative virtual office platform and online business transaction tools, our company is changing the way the real estate market is served and optimizing the way real estate agents manage their daily business to maximize their income potential and bring a new level of service to the real estate industry"

Doing Real Estate "The Avanti Way"

Since their inception in 2006, backed with a broker with over 26 years of experience, the company has introduced a whole "culture" that they call "The Avanti Way," which brings together a series of real estate business solutions that optimize the functions of realtors, affiliated parties involved in the process, end customers, and the office broker staff.

"Real Estate agents are the center of "The Avanti Way" structure as they are the main drivers of most transactions and business. If an agent has the knowledge needed to advice, the transactional tools to provide great service, and highest principles to generate trust, the rest of the equation for success should follow," says Enrique Teran, co-founder of Avanti Way.

"The Avanti Way" offers a new lifestyle for the real estate professional, combining breakthrough technologies, effective support systems, knowledge sharing initiatives from peers, and advanced marketing efforts that help them manage more sales in a faster, better, and easier way to gain a new edge and provide great customer value. Avanti Way agents are then equipped with innovative tools that allow them to provide better service, enjoy professional growth, and experience the freedom and flexibility of working remotely, while having direct access to the broker. The company's platform keeps them organized, in compliance, and out of the office, so that agents may focus their complete attention on their customers.

As part of this culture, the company has a weekly gathering where the team joins for a continuing education session with discussions about the changes of today's industry and delivers accurate solutions to help agents adapt, increase their knowledge, and grow professionally keeping themselves ahead of the game. This initiative is called "Thursdays at Avanti Way" and allows the team to share ideas in a collaborative and dynamic environment.

In terms of the technology, all parties involved in any transaction with Avanti Way enjoy access to "AVEX," their proprietary web based secured application. In this system, realtors, customers, affiliates, developers, investors, and the support staff are linked together to work dynamically and efficiently. The online tool can be used from anywhere in the world and serves as a complete real estate office solution. Some of its features are a lead management system, a contract creator, electronic deposits wizard, transaction organizer, listing control panel, marketing center, voiceover IP solution, social knowledge network, online university, and more.

"We are committed to maximizing efficiencies, dirving the productivity of our real estate professionals, and delivering timely and transparent solutions to our customers and affiliates. Through the use of web based technologies, it is our hope to break the traditional brick and mortar approach to real estate, and bring an industry characterized by archaic administrative processes into the 21st century," explained Cecilia Teran, the company's co-owner and Broker.

Although "AVEX" has definitely changed the life of those Realtors who have benefited from its integrated tools, it is its complement with a collaborative and support oriented environment that has made such a positive impact. Management is constantly focused on training and rewards initiatives for everyone involved in the team to foster motivation, growth, camaraderie, and professional development.



A Complete Solution for Savvy Investors and Real Estate Funds

The mortgage crunch and real estate crisis affecting the market raises a huge opportunity for smart investors who believe in the south Florida market to buy troubled mortgages and distressed property ranging from raw land to commercial spaces, finished condominium units or houses. This year is expected to be the time when opportunities arise, in part, because so many condo projects will start closings and many nervous buyers are expected to walk away rather than close, and banks foreclosures are reaching the stage where they need to begin dumping their inventory.

Capitalizing on their extensive property management investor portfolio, their very attractive technology, and strong connections with some of the most important industry players, the company has gotten the attention of several opportunistic investment funds that want to invest in the Florida or Latin American market.

The company has taken a partnership approach with all of these funds and cash investors to bring them deals through its network while using its technology to secure the most transparent and effective communication, making sure that the process is efficient. It also set up a network of experienced realtors to find opportunities according to each fund's strategy, and allowing them to make extra commissions.

This affiliation with funds and investors has attracted several international and local developers to try to unload some of their inventory and keep control of their on-going deals and closing schedules. When handling listings and transactions with Avanti Way, all parties involved in the transaction have on-demand access to a customer and affiliate private portal on the company's website where they can view and upload relevant documents, track the progress of their listings or transactions, and make deposits or payments electronically. "When working with us, customers, fund managers, developers, or investors feel in control and comfortable throughout the entire deal process, and our sales associates are able to communicate efficiently with everybody that is involved. This in turn brings a new level of transparency and service," exclaimed Korda.

A new and improved approach to Online Searching

Capitalizing on the power of their technology, the company has been able to create a very user friendly property search website that contains inventory information updated every hour and allows users to make unique searches that include the latest foreclosure inventory, searches by complex name, and searches by desired monthly payment, among others. In addition, buyers can become members and access a customer portal that allows them to save their searches, track their favorite areas, connect with real estate professionals, learn specifics about the buying process, and more. Once they are members, buyers can continue to use their personal portal all the way throughout their entire transactional process to get documents, deposit checks, and review important details on their deals. These web tools have made www.avantiway.com many Latin American and European buyers' preferred website.

A Fresh Look at Real Estate

With its clear vision to improve the traditional way in real estate, Avanti Way has been able to rapidly grow in the local Miami market and has positioned itself as a young and hip company for agents to work as well as a source of investment capital for those unloading inventory these days in Florida and Latin America.

The company constantly continues to innovate in technology that integrates the whole process and breaks the international or geographical barriers to do business in the real estate arena. We certainly look forward to follow their success and see how they become one of the leaders of positive change for the industry.

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