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Meet The Father-Daughter Development Duos Revitalizing The South Florida Market

June 16, 2024 by Kalena Phung

In honor of Father's Day, Haute Residence presents real estate development firms led by father-daughter teams who are working to revitalize the South Florida market and industry at large.

Miki Naftali & Danielle Naftali, Naftali Group



Since 2011, Miki Naftali has served as the Chairman and Chief Executive Officer of Naftali Group. Throughout his distinguished 35-year career in global real estate, he has developed and managed over \$15 billion and 20 million square feet across North America, Asia, Europe, and the Middle East. In New York City alone, his extensive portfolio consists of 18 luxury condominiums encompassing 1,333 residential units. His most notable New York project is the \$450 million restoration of the renowned

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Plaza Hotel. Recognized by The New York Observer, he was ranked number 18 on the publication's list of Top 100 Most Powerful People in New York Real Estate for his development, marketing, and financial accomplishments.

As a natural result of his success, Danielle Naftali, his daughter, became enamored with the real estate industry. She began as a summer intern at the firm's reception desk and has now become the Executive Vice President of Marketing and Design. Throughout the years, Danielle has led the company's planning and design processes, creative branding, innovative marketing, and sales strategy. She was featured in Crain's New York Business Notable Leaders in Real Estate 2022. Today, she continues to evolve the firm alongside her father while actively leading company expansion in South Florida.

Ian Bruce Eichner & Allie Eichner, The Continuum Company



With an emphasis on ground-up real estate developments, The Continuum Company is an innovative boutique development firm headquartered in New York City and South Florida. The foundation of their successful business model consists of acquisition, development and marketing of large-scale, mixed-use residential, commercial, hospitality and retail spaces. Ian Bruce Eichner serves as the company's

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founder, Chairman, and CEO, with an illustrious background in developing urban mixed-use properties. His vast portfolio spans more than three decades and includes Madison Square Park Tower, One Broadway Place, and The Manhattan Club. His notable achievements consist of the first high rise built in Brooklyn since landmarks height legislation was passed in 1965, the first urban timeshare in New York, the first and only beachfront gated community in South Beach, and the first development on the Las Vegas strip to employ an urban development model.

Further, Allie Eichner, his daughter, serves as President of The Continuum Company. Beginning as an Assistant Project Manager in New York, Allie has grown into a highly acclaimed force within the industry. She leads the company's South Florida development portfolio, which, before her, had not undergone a project in the area for two decades. When The Continuum Company acquired La Baia Bay Harbor, she spearheaded the project locally, which led to their eventual expansion into Florida. Since then, she has tremendously revitalized the Bay Harbor Islands and North Bay Village communities. To date, The Continuum Company has developed more than 15 million square feet, totaling over \$7.5 billion, and is continuing its groundbreaking work with many projects ahead.

Russell Galbut & Marisa Galbut, Crescent Heights

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Russell Galbut is the managing Principle of Crescent Heights, one of America's largest and most well respected residential developers. In 1989, Russell met his partners and co-founded what is now called Crescent Heights, the nation's leading urban real estate firm. Over the past 35 years, the firm has made an active impact in the urban mixed use real estate sector across 15 major metropolitan markets. With development of over 40,000 residential units, he has pioneered the condo hotel concept including the largest condo hotel in the world, The Ala Moana in Hawaii. In Miami Beach, his conversion projects consist of the Decoplage, Carriage Club, Casablanca, and many more which are estimated to total over two billion dollars in value.

Expanding upon the South Florida market, Marisa Galbut, his daughter, is a highly respected and notable hospitality professional with nearly a decade of experience. As the firm specializes in the development, ownership, and operation of architecturally distinctive mixed use high rises, she manages the company's

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commercial portfolio within both residential projects and stand alone assets. She previously facilitated the development of 49 Collins Avenue making her the first to develop and sell a stand alone commercial space within Crescent Heights. Marisa is the fourth generation within her family to be born and raised in Miami Beach. With strong familial ties and commitment to the local area, Crescent Heights strives to enrich their community through new projects and developments.

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