

INNOVATIO REALTY GROUP

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# Delano Residences

## Miami

*The Insider Guide for Buyers and Investors*

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**90 Stories · 985 Feet · 421 Residences**

400 Biscayne Boulevard, Downtown Miami

Designed by Carlos Ott | Developed by Property Markets Group

In partnership with Delano by Ennismore and Accor

Prepared by

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# Delano Residences Miami at 400 Biscayne: Everything You Actually Need to Know

Delano Residences Miami is a 90-story, 985-foot supertall tower planned for 400 Biscayne Boulevard in Downtown Miami, developed by Property Markets Group (PMG) in partnership with Delano by Ennismore and Accor. The building is the first-ever standalone Delano residential project in the world, and PMG's second supertall in Miami after the Waldorf Astoria Hotel and Residences next door. Designed by world-renowned architect Carlos Ott with CUBE3 serving as architect of record and interiors by Meyer Davis Studio of New York, the tower delivers 421 fully finished residences across two collections, priced from approximately \$705,000 to \$3.6 million with a crown penthouse reaching \$50 million. Sales launched in March 2026, with groundbreaking expected Summer 2027 and delivery anticipated in 2031.

I am Katerina Bucciarelli, Lic. Real Estate Broker and Founder of Innovatio Realty Group. I am an authorized advisor on Delano Residences with direct access to the developer team, current inventory, deposit structures, and the friends-and-family pricing window that is still open as of May 2026. If you are weighing this building against Waldorf Astoria Residences next door, Nobu Residences at 619 Brickell, or any of the other supertall and branded residence options in Miami's pipeline, this brief gives you the verified facts first, then the strategic context you cannot get from a brochure.

If you would prefer to skip the read and go straight to a private strategy call, the link is at the close of this brief. Otherwise, keep reading.

## Delano Residences Miami at a Glance

DETAIL	VERIFIED SPECIFICATION
<b>Project Name</b>	Delano Residences and Hotel Miami
<b>Address</b>	400 Biscayne Boulevard, Miami, FL 33132
<b>Height</b>	90 stories, 985 feet (supertall)
<b>Total Residences</b>	421 units
<b>Developer</b>	Property Markets Group (PMG)
<b>Hospitality Operator</b>	Delano by Ennismore (part of Accor)
<b>Architect (Concept)</b>	Carlos Ott
<b>Architect of Record</b>	CUBE3
<b>Interior Designer</b>	Meyer Davis Studio, New York
<b>Sales Launch</b>	March 2026
<b>Groundbreaking</b>	Summer 2027 (anticipated June)
<b>Estimated Delivery</b>	2031
<b>Residence Sizes</b>	410 to 2,078 square feet
<b>Pricing</b>	~\$705K to \$3.6M, crown penthouse \$50M
<b>Signature Feature</b>	Miami's first public observation deck at 850 feet
<b>Rental Income</b>	Delano Collection floors eligible for Accor One Living rental program

# What Makes Delano Residences Different from Every Other Branded Residence in Miami

Delano sits in a different category than Nobu, Mandarin Oriental, St. Regis, or Cipriani. Here is why, in order of strategic importance for the buyer who treats real estate as an investment.

## 1. It is a supertall, and supertalls are scarce.

At 985 feet, Delano crosses the 984-foot threshold the Council on Tall Buildings and Urban Habitat uses to define a supertall. Miami currently has fewer than three buildings of this class. Supertall status is structural scarcity, the kind of architectural rarity that compounds value over decades.

## 2. It is the first-ever Delano residential project in the world.

Delano opened in 1947, was reinvented in the 1990s as Miami Beach's cultural epicenter (Madonna, Prince, the entire era), and has remained one of the most iconic lifestyle hospitality brands in the world. Until now, Delano has been a hotel brand. 400 Biscayne is the first time it has been translated into a residential format.

## 3. The entry point is uncommonly accessible for the brand quality.

Pricing starts at approximately \$705,000 in the Delano Collection. For a Carlos Ott design, PMG development, Meyer Davis interiors, and Delano hospitality, this is the most accessible branded residence in Miami at this level of architectural and brand pedigree. It opens the building to a buyer pool that Nobu and Mandarin Oriental price-segment out.

## 4. The Delano Collection units have a real rental income thesis.

Floors 20 to 47 (266 units) participate in the Accor One Living rental program. Owners can occupy the unit, give it to the hotel operator for nightly rental, or split the year between both. This is the only branded residence in Miami's current supertall pipeline that builds owner-side rental income into the ownership model.

## 5. The observation deck is a public asset, not a residential one.

At 850 feet on level 83, Delano will operate Miami's first public observation deck. This pulls cultural traffic into the building, builds the brand's local visibility, and adds an entirely different layer of value that residential-only buildings cannot match.

## 6. PMG's supertall track record is real.

PMG just delivered 111 West 57th Street in Manhattan (one of the world's most slender supertalls) and is currently building Waldorf Astoria Hotel and Residences Miami next door at 1,049 feet (the city's first supertall). When Delano breaks ground, PMG will be one of the most prolific supertall developers in the United States.

## 7. The deeded office suites are unique.

Select Delano Residences (floors 49 to 75) include deeded private office suites within the unit. No other luxury condominium in Miami offers this. A direct response to the Citadel-era influx of finance professionals who want to work from home in spaces designed for it.

# The Two Collections: Understanding the Building Before You Buy

Delano Residences is structured as two distinct ownership experiences in one tower. This is unusual in Miami and worth understanding clearly.

## THE DELANO COLLECTION (FLOORS 20 TO 47, 266 UNITS)

Fully finished and furnished suites, plus one-bedroom and two-bedroom residences. Sizes range from approximately 410 to 1,176 square feet. Pricing starts at approximately \$705,000 and runs into the \$1.5 million range for the larger two-bedroom layouts.

Owners can:

- Live in the unit full-time or part-time
- Place the unit into the Accor One Living hotel rental program for nightly rental income
- Split the year between personal use and rental income

This is the investor's collection. The rental program is the primary differentiator versus other branded residences in this price tier.

## THE DELANO RESIDENCES (FLOORS 49 TO 75, 155 UNITS)

Larger residential homes, one to three bedrooms with 10-foot ceilings. Select units include deeded private office suites. Sizes range up to approximately 2,078 square feet. Pricing runs from the mid \$1 million range up to \$3.6 million for standard residences, with the crown penthouse at \$50 million.

This is the residence-only collection. No rental program participation. This is the long-term ownership tier.

## THE TRADE-OFF

If you want pure residential ownership with no hotel program in the building's residential floors, the Delano Residences (floors 49 to 75) is your tier. If you want flexibility, optional rental income, and a lower entry price, the Delano Collection (floors 20 to 47) is your tier.

# The Residences: Specifications Across Both Collections

Both collections share a baseline of design and specification that is unusually high for a building at this price entry point.

- Floor-to-ceiling windows framing Downtown Miami, Biscayne Bay, Miami Beach, and Atlantic Ocean views
- 10-foot ceilings (in the Delano Residences floors 49 to 75)

- Custom Italkraft cabinetry curated by Meyer Davis (fabricated by the Italian design house)
- Fully integrated Sub-Zero and Wolf appliance packages
- Waterworks bathroom fixtures
- Custom bathroom cabinetry and countertops curated by Meyer Davis
- Smart home technology and integrated lighting
- Fully built-out closets curated by Meyer Davis
- Premium soundproofing between units
- Deeded private office suites in select Delano Residences

# The Amenity Program: A Vertical Resort in the Sky

PMG and Ennismore have programmed Delano Residences as a vertical resort. Highlights include:

## SKY-HIGH EXPERIENCES

- Miami's first public observation deck at 850 feet on level 83
- Sky pool over 800 feet above Biscayne Bay (one of two resort-style pools)
- Reimagined Delano Rose Bar (the legendary South Beach institution rebuilt at altitude)
- Sky restaurant 800+ feet in the air

## WELLNESS AND THE SOURCE BY DELANO

- Hammam and bathhouse treatments
- Plunge pools (hot and cold)
- Yoga and movement spaces
- Spa rituals and treatment programming

## DINING AND HOSPITALITY

- Two signature restaurants operated by Delano
- Cafe Delano
- In-residence dining and on-demand catering

## MEMBERSHIP, COMMUNITY, AND SERVICES

- Delano Members' Club with cultural programming
- Resort-style pool deck overlooking Biscayne Bay with cabanas
- 24-hour reception, doormen, valet parking, owner concierge
- On-demand housekeeping, pet care, While You Are Away maintenance
- Mail and package storage, access-controlled entry

## ACCOR GLOBAL OWNERSHIP BENEFITS

- ALL Live Limitless Diamond status in the Accor loyalty program
- Privileged rates and recognition across Accor and Ennismore properties worldwide
- Beach Club access at Delano Miami Beach
- Curated experiences across the global Accor network

# The Deposit Structure (Important for Planning Capital)

PMG's standard deposit schedule for Delano Residences:

INSTALLMENT	AMOUNT	TIMING
1	10%	At contract
2	10%	October 2026
3	10%	At groundbreaking (Summer 2027)
4	10%	One year after groundbreaking
5	60%	At closing (estimated 2031)

**For studios and smaller units in the Delano Collection:** Reduced early structure of 5% at contract plus 5% at 90 days, with the remaining schedule following the standard.

**For PMG loyalty buyers (2021 or later):** No developer fee, total deposits run at 30% instead of the standard 40%.

I work with every client to structure deposits in a way that fits their capital plan, including layering PMG loyalty status where applicable.

## The Investment Thesis (My Honest Take)

Every property I represent is framed through one lens: long-term value, equity, and return. Here is how I see Delano.

### The supertall scarcity premium is structural.

Miami has had one supertall completing (Waldorf Astoria, 2028 delivery) and now has Delano as the second to launch sales. Whatever the broader Miami pre-construction market does, supertall inventory is structurally limited. That scarcity supports long-term value better than mid-rise inventory.

### The rental income thesis on the Delano Collection floors is real.

For buyers who want luxury branded residence ownership with optional cash flow, the Accor One Living rental program is the most credible income-generating model in this asset class right now. Accor manages hotels globally and brings a mature operating playbook. For a Delano Collection studio in the \$725,000 range, the rental math is a different conversation than a \$3 million Brickell residence with no rental program.

**The brand is iconic, but newly residential.**

Delano's legacy as the original 1947 Miami Beach hospitality icon gives the brand cultural weight that newer hospitality brands cannot match. The risk to model is that Delano has never operated a residential building before. PMG's track record on residential delivery is what mitigates that risk.

**PMG is the right developer for this play.**

PMG has delivered 85+ residential buildings and 150+ real estate projects in 30+ years. They are completing 111 West 57th Street in Manhattan (one of the world's most technically complex residential towers) and building Waldorf Astoria Miami next door. Execution risk on a supertall is the highest in residential development. PMG is one of fewer than five developers in the world with proven supertall delivery experience.

**The risk to model: timeline.**

Delivery is anticipated 2031 with groundbreaking Summer 2027. That is a 5-year deposit hold from contract. As with all Miami pre-construction, plan for the later end of any quoted window. This is not a reason to wait. It is a reason to structure deposits carefully.

# Frequently Asked Questions

## Q. When did sales launch?

A. Official sales launched in March 2026. Friends-and-family pre-launch pricing was available before that and select units may still be accessible at pre-launch structures depending on inventory.

## Q. Who is the developer?

A. Property Markets Group (PMG), in partnership with Delano by Ennismore and Accor. PMG has 30+ years of experience and is currently building Waldorf Astoria Hotel and Residences Miami next door.

## Q. Who designed the building?

A. Carlos Ott as concept architect (world-renowned Uruguayan architect), CUBE3 as architect of record. Interiors by Meyer Davis Studio of New York (known for projects with Four Seasons and Auberge Resorts).

## Q. What is the price range?

A. Starting prices begin at approximately \$705,000 in the Delano Collection (floors 20 to 47). Pricing extends to \$3.6 million for larger Delano Residences (floors 49 to 75), with a crown penthouse at \$50 million.

## Q. How many residences are there?

A. 421 total. 266 Delano Collection (floors 20 to 47, hotel rental program eligible) and 155 Delano Residences (floors 49 to 75, residence-only).

## Q. Can I rent it out?

A. Yes, but only in the Delano Collection (floors 20 to 47). Those units participate in the Accor One Living rental program. The Delano Residences floors (49 to 75) are residence-only with no rental program.

## Q. How does this compare to Nobu Residences or Mandarin Oriental?

A. Different buildings, different theses. Nobu is on Brickell with \$25M wellness investment and Foster + Partners architecture. Mandarin Oriental is on Brickell Key with proven Swire Properties track record. Delano is the supertall in Downtown with the only rental program of the three and the most accessible entry pricing. I have a head-to-head comparison ready for our session.

## Q. When will it be delivered?

A. Anticipated 2031. Groundbreaking Summer 2027. Plan for the later end of that window as with all Miami supertall pre-construction.

# Why Work With Me on This Building

I am Katerina Bucciarelli. I am a licensed real estate broker in Florida, New York, and New Jersey. I hold the CRS, SRS, RENE, E-PRO, and Luxury Marketing Specialist designations, am a Realm Global Collective member, and serve in NAR Global, ICREA, and the Italian South East Commerce Chamber. I am trilingual in English, Spanish, and Italian, with 18+ years in this industry and a network that puts me #intheroom on projects like this one before public marketing reaches most buyers.

Innovatio Realty Group is a one-stop solution. When you buy with me, you do not just get the contract. You get the in-house licensed and bonded contractor for any post-delivery customization, the strategic space planners, the staging team for resale, the marketing team that sells at the highest possible price when you exit, and the negotiator who has closed off-market deals at every price point in this city.

On a building like Delano, where the deposit hold is five years and the brand is operating residential for the first time, the broker you choose matters more than on any other transaction in this market. I represent your interests, not the developer's, and I will walk you through every risk and every upside honestly.

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## Schedule Your Private Delano Residences Strategy Session

If you are evaluating Delano Residences Miami, the next move is a 30-minute strategy session where I walk you through current inventory, floor plan options, Delano Collection versus Delano Residences positioning, pricing tiers, deposit structures, and the comparative case against the other branded projects in Miami's pipeline. There is no pressure, no pitch, and no sales script.

### BOOK THE DELANO RESIDENCES STRATEGY SESSION

[calendly.com/kate-roundtable/delano-residences-miami](https://calendly.com/kate-roundtable/delano-residences-miami)

### OR BOOK A BROADER MIAMI STRATEGY SESSION

[calendly.com/kate-roundtable/strategy-session](https://calendly.com/kate-roundtable/strategy-session)

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*I look forward to being #intheroom with you.*

**Katerina Bucciarelli, Lic. Real Estate Broker, Founder of Innovatio Realty Group**

*Sources verified as of May 17, 2026: Robb Report, Florida YIMBY, CondoBlackBook, WIRE Miami, Premier Miami, Miami Residential, Echo Fine Properties, Miami Condo Investments. Pricing and timelines are subject to change. Always confirm current details with Katerina Bucciarelli before contract.*