

After brisk presales, luxury condo poised to break ground near Memorial Park

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Paul Takahashi

A luxury condominium project is poised to break ground near Memorial Park this spring after preselling half of its units in less than six months.

Stolz Partners LLC plans to break ground on The Sophie at Bayou Bend by early May. The [seven-story, 42-unit condo is set to rise on a nearly two-acre site at 6017 Memorial Drive](#), just west of Westcott Street and the Bayou Bend Collections and Gardens.



Stolz Partners LLC, an Atlanta-based developer, is set to build The Sophie at Bayou Bend, a new luxury condominium project near Memorial Park.

The Atlanta-based developer, with the help of Sudhoff Cos, a Houston-based real estate company and majority equity partner, met its presales requirement faster than expected, and was therefore able to secure a construction loan from Laredo, Texas-based IBC Bank. Most lenders require condo developers to sell at least half of its units before extending construction financing.

The Sophie's high-end units range in size from 2,400 square feet to nearly 5,000 square feet, and average about \$1.8 million in price.

"I was pleasantly surprised with our presales," said [Will Stolz](#), founder and owner of Stolz Partners. "I thought we'd get there, but I didn't think we'd get there so quickly. I went into this

project thinking if I could hit these numbers in a year, that would be a victory. I do think this is a testament to the fundamental strength of the city.”

Stolz and [Jacob Sudhoff](#), CEO of Sudhoff Cos., attributed the brisk sales in The Sophie to its location near Memorial Park, Houston’s relatively small supply of new luxury condo units and the shifting Baby Boomer demographic, many of whom are downsizing from large suburban homes into urban condos.

Stolz and Sudhoff also worked closely with Houston-based architect Mirador Group to [design a timeless condo building that would appeal to well-heeled empty nesters](#). The Sophie — a derivative of the word “sophisticated” — will feature direct elevator access on most units, two-levels of gated parking as well as private garages, a fitness center with a yoga studio, landscaped grounds with a dog park, 24-hour concierge service and 400-square-foot private terraces in each unit with outdoor kitchens and an optional pet relief area.

Stolz and Sudhoff also worked with about a half-dozen condo buyers in The Sophie to design larger wine storage spaces in the units. Several wine connoisseurs have spent extra money turning an extra study into a climate-controlled wine vault, Sudhoff said.

We’ve worked as a collaborative team to design a better product for the Houston market,” Sudhoff said. “[We’re listening to our buyers to overcome many of their objections to condominium living.](#)”

Construction on The Sophie is expected to take 16 months. The first units are expected to be completed in mid-2018.

Stolz and Sudhoff are also planning to develop Giorgetti Houston, [the first luxury-branded condo project in Houston](#). The [seven-story, 32-unit condo is proposed for the northeast corner of Steel Street and Virginia Avenue](#), just south of the West Ave mixed-use development in Upper Kirby.

Giorgetti Houston, also designed by Mirador Group, will feature a contemporary glass, stucco and masonry exterior, inspired by iconic furniture designs from the 118-year-old Italian furniture maker.

A quarter of Giorgetti Houston’s units have been sold since presales began four months ago, Sudhoff said. Units average about 3,000 square feet with between 500 to 2,000 square feet of terrace. Prices average just under \$2 million.

If presales at Giorgetti Houston stay on its current trajectory, the project could break ground by the end of 2017, Stolz said.

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COURTESY STOLZ PARTNERS

The Sophie will feature direct-entry elevator access on most units, two-levels of gated parking as well as private garages; a fitness center with a virtual yoga studio, landscaped grounds with a dog park, water features and benches

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Mirador Group, a Houston-based architect, designed the concrete-and-steel building, which will be clad in cast stone.



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The seven-story building will feature just 42 units, ranging in size from 2,400 square feet to nearly 5,000 square feet. Prices will average about \$1.8 million per unit.